



## GT Capital January to September 2022

### Consolidated Net Income Grows 72% to Php15.0 Billion

(14 November 2022. Makati City, Philippines.) **GT Capital Holdings, Inc.** (GT Capital/GTCAP) disclosed today that its consolidated net income grew by 72% to Php15.0 billion in the first nine months of 2022 from Php8.7 billion in the previous year. Core net income increased 41% to Php11.3 billion from Php8.1 billion during the same period. This strong growth was driven by net income contributions from **Metropolitan Bank & Trust Company (Metrobank)** at Php23.4 billion, **Toyota Motor Philippines (TMP)** at Php4.4 billion, and **Federal Land, Inc. (Federal Land)** at Php4.2 billion. GT Capital associate **Metro Pacific Investments Corporation (Metro Pacific)** also provided support with a 25% rise in core net income to Php11.8 billion.

“The recovery momentum of our businesses remained steady despite rising inflation, interest rates, and foreign exchange volatility. Strategic initiatives undertaken over the past years are now coming to fruition. Metrobank’s strong balance sheet now benefits from loan growth, margin expansion, and lower provisions. Federal Land closed its partnership with Nomura Real Estate, while expanding its commercial retail space with the soft opening of MITSUKOSHI BGC this month. Toyota Motor Philippines even increased its market dominance despite the global supply chain challenges. Overall, we remain confident that our core businesses will remain resilient as we face the macroeconomic headwinds into the coming year,” GT Capital President Carmelo Maria Luza Bautista said.

**Metropolitan Bank & Trust Company (Metrobank)** saw its net income rise by 45% year-on-year to Php23.4 billion in the nine months ending September 2022. Earnings in the third quarter alone surged by 77% year-on-year to Php7.8 billion. Net interest income was up by 10% to Php62.1 billion in the first nine months of 2022, with net interest margin further improving to 3.5%. Gross loans jumped by 12% year-on-year to Php1.4 trillion, driven by a 15% growth in corporate and commercial lending and a 22% increase in gross credit card receivables. Operating expenses stayed flat at Php44.5 billion, improving cost-to-income ratio to 54.5% from 59.0% in the same period last year. Non-performing loans (NPL) remain manageable at 2.1% of total loans, below the industry's 3.6% NPL ratio in August. Ample NPL cover of 172% enabled the Bank to trim down provisions by 43% during the period.

Overall, Metrobank's strong net income was propelled by the continued expansion of the Bank's lending portfolio, better margins, healthy fee income, stable operating costs, and lower provisions.

"We improved our profitability by taking on opportunities as the economy reopened, while keeping our balance sheet strong and improving efficiency levels. Our position of strength and substantial reserves will enable us to continue supporting our customers as they navigate the impact of the global external headwinds," said Metrobank President Fabian S. Dee. "We will continue to focus on achieving a sustainable growth for the Bank beyond our 60<sup>th</sup> year," he added.

**Toyota Motor Philippines (TMP)** booked consolidated revenues of Php133.4 billion in the first nine months of 2022, a growth of 41% from the same period last year. Consolidated net income, on the other hand, was basically flat at Php4.4 billion. As with the rest of the industry, TMP's net income was tempered by the weakening of the Philippine Peso. New vehicle sales of 124,884 units from January to September,

reflects a growth of 35% year-on-year, outpacing the market, which grew by only 22%. As a result, TMP maintained its market leadership with a 50.8% share.

“Despite supply chain disruptions, TMP is on track to achieving its announced sales goal of 162,000 units in 2022. The reopening of the economy and the loosening of consumer financing has driven stronger sales, notwithstanding price increases that were implemented to counter the weaker value of the Philippine Peso. Demand for new motor vehicles is expected to remain strong through the end of the year on the back of the expected increase in consumer spending during the holidays,” **GT Capital Auto and Mobility Holdings, Inc. (GTCAM)** Chairman Vince S. Socco said.

GT Capital’s wholly-owned property subsidiary **Federal Land, Inc. (Federal Land)** reported a consolidated net income of Php4.2 billion in the first three quarters of this year, a substantial 365% increase from Php0.9 billion during the same period last year, driven by stronger reservation sales and a gain on its investment in **Federal Land NRE Global, Inc. (FNG)**. The company posted total revenues of Php12.4 billion in the first nine months of 2022, representing a 62% increase from Php7.7 billion in 2021. Furthermore, the property developer recorded a significant 73% growth in reservation sales to Php13.7 billion in January to September 2022, from Php7.9 billion in the same period last year.

Federal Land, in partnership with **Isetan Mitsukoshi Holdings Ltd. (Mitsukoshi)** and **Nomura Real Estate Development Co., Ltd. (Nomura)**, expects to launch **MITSUKOSHI BGC**, a four-level mall located at the base of its upscale residential condominium project The Seasons Residences, by 18 November 2022. The mall will feature 120 Japanese-inspired retail stores.

**Metro Pacific Investments Corporation (Metro Pacific)** reported a consolidated core net income of Php11.8 billion for the first nine months of 2022, a post-pandemic high and up 25% from Php9.5 billion a year earlier. Improved financial and operating results of its constituent companies delivered a 17% increase in contribution from operations, mainly driven by a strong recovery in toll road traffic, growth in power consumption, and an increase in billed water volumes. Power accounted for Php8.9 billion or 58% of Metro Pacific's net operating income; toll roads contributed Php4.1 billion or 26%; water contributed Php2.2 billion or 15%; and the other businesses, including real estate, hospitals, fuel storage, and light rail, contributed Php153 million.

**AXA Philippines'** consolidated life and general insurance gross premiums reached Php22.5 billion in the first nine months of 2022 from Php32.8 billion in the same period last year, due to limited bancassurance distribution during the Alert Level 3 lockdown in January and the volatility in the capital markets amid geopolitical uncertainties. The insurer's consolidated net income amounted to Php1.8 billion in January to September 2022, from Php2.1 billion in the previous year. AXA Philippines attained life insurance sales in annualized premium equivalent of Php3.2 billion in the first three quarters of 2022 from Php4.7 billion in the same period last year.

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For questions and other concerns, please contact GT Capital's Investor Relations Department at [IR@gtcapital.com.ph](mailto:IR@gtcapital.com.ph).

**GT Capital** is a listed major Philippine conglomerate with interests in market-leading businesses across banking, automotive assembly, importation, dealership, and financing, property development, life and general insurance, and infrastructure. Its component companies comprise of Metropolitan Bank & Trust Company (Metrobank), Toyota Motor Philippines Corporation (TMP), Toyota Manila Bay Corporation (TMBC), Toyota Financial Services Philippines Corporation (TFSPH), Sumisho Motor Finance Corporation (Sumisho), GT Capital Auto and Mobility Holdings, Inc. (GTCAM), JBA Philippines, Inc. (JBA-P), Premium Warranty Services Philippines, Inc. (Premium Warranty), Federal Land, Inc. (Federal Land), Philippine AXA Life Insurance Corporation (AXA Philippines), and Metro Pacific Investments Corporation (MPIC).