

Investor Presentation

JANUARY TO SEPTEMBER 2025 FINANCIAL AND OPERATING RESULTS



GT Capital Financial Highlights 9M 2025



Core Net Income	Php25.95 Billion 9M2025	+21%
	Php21.39 Billion 9M2024	
Reported Net Income	Php26.04 Billion ¹ 9M2025	+20%
	Php21.72 Billion ² 9M2024	

1) Php398 M share in MPIC's nonrecurring gains, offset by Php88 M effect of business combination

2) P426M share in MPIC's nonrecurring gains, offset by P107M effect of business combination

Note: GTCAP Core NI 3M +27%, 6M +31%, 9M +21%

- GT Capital's resilient performance achieved **record levels** through the strength of our core businesses:
 - Core net income **Php25.95B +21%**
 - Reported net income **Php26.04B +20%**
 - Metrobank **net income Php37.3B +4%**
 - MPIC core **net income Php23.6B +14%**
 - TMP **net income Php16.8B +38%**
- Key elements of **Riverpark** township in General Trias, Cavite are taking shape: SM General Trias, Uniqlo Logistics Warehouse, Yume, and Ateneo de Manila University
- TMP maintains its **multi-pathway approach** and widens its electrified vehicle offerings with the introduction of the All-New Ativ and bz4X.
- Growth momentum expected to be sustained throughout the year amidst geopolitical and domestic political headwinds.

Consolidated Financial Highlights

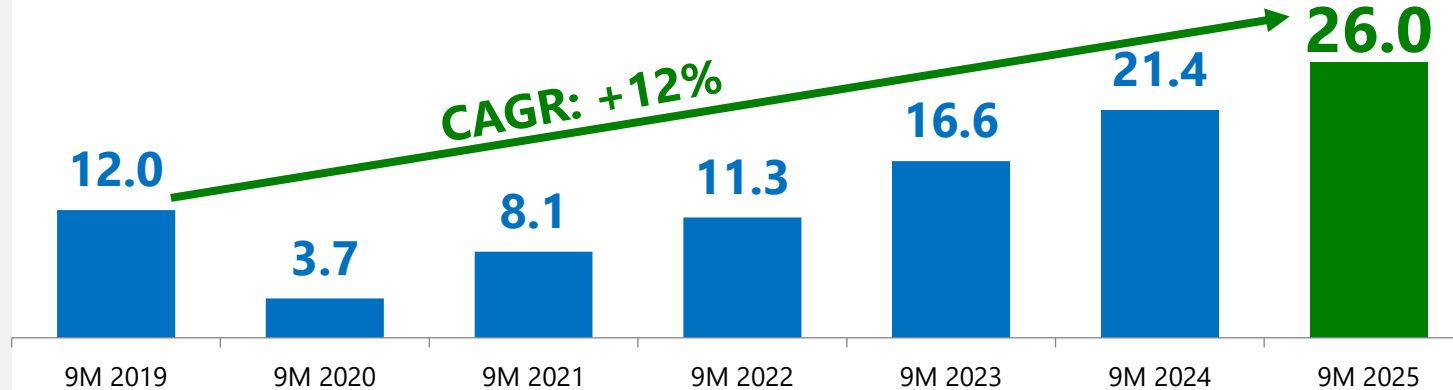


Record High Nine Months Earnings in 2025

Core Net Income

9M 2025

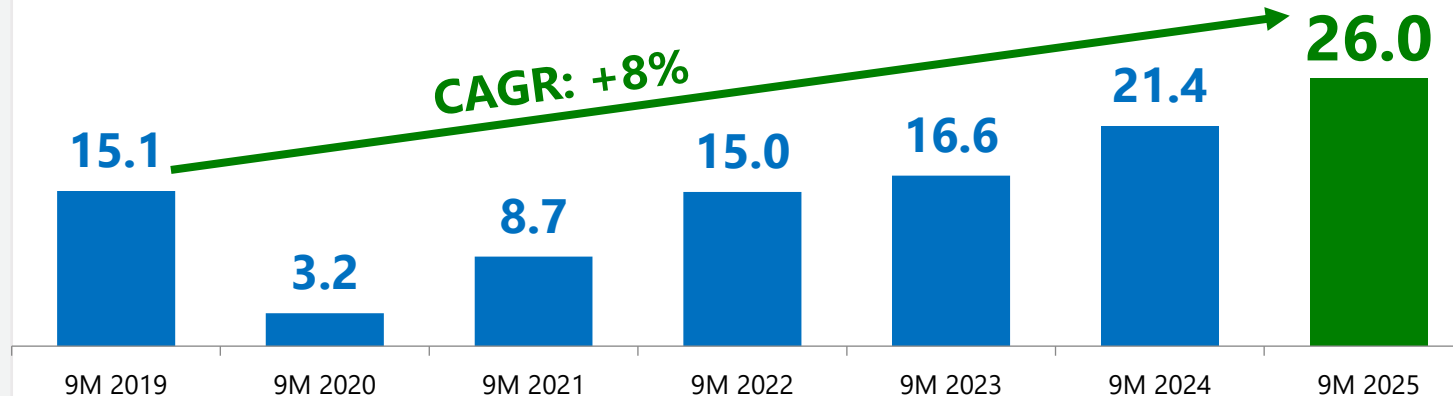
+21%
vs. 9M 2024








Reported Net Income

9M 2025

+20%
vs. 9M 2024

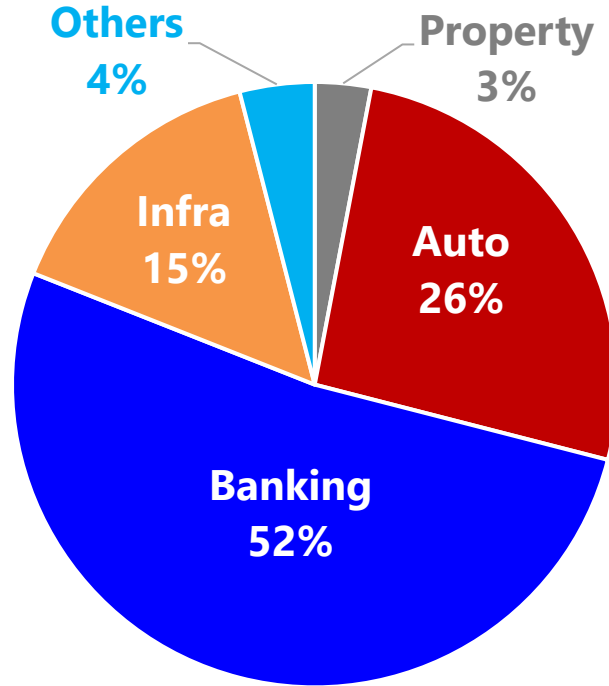


GT Capital Financial Highlights 9M 2025

<div>  Metrobank <small>You're in good hands</small> </div> <div> Revenues Php117.2B +7% </div> <div> Net Income Php37.3B* +4% </div> <ul style="list-style-type: none"> Gross loans Php1.9T +11% NII Php91.8B +7% (78% of OI) CASA deposits +4% Php1.5T (CASA 60%); TD +14%, Php1.0B NIM 3.7% Provisions Php8.7B NPL ratio 1.7% NPL Cover 147% vs. 162% CAR 17% 	<div>  FEDERAL LAND <small>GT Capital Holdings</small> </div> <div> Revenues Php7.6B -21% </div> <div> Net Income Php152M -77% </div> <ul style="list-style-type: none"> Excluding lot sales in 2024, revenues Php3.1B -7% Equity in JV +136% mainly coming from GHM and TSR Reservation sales (Php1.5B ave/mo.) +6% mainly from horizontal lots Cavite and Observatory Phase 1 of Riverpark North commercial lots fully sold 	<div>  </div> <div> Gross Premium Php27.1B +20% </div> <div> Net Income Php2.1B +4% </div> <p><u>Life</u></p> <ul style="list-style-type: none"> APE Php4.0B +23% RP +10%; SP +39% Endowment products P&H at 17% of total APE Premium Income +20% Investment income -16% to Php992M Life NI Php2.1B flat <p><u>Non-Life</u></p> <ul style="list-style-type: none"> GWP Php3.2B +25% Net Income Php5M vs. Php67M net loss last year 	<div>  METRO PACIFIC <small>INVESTMENTS</small> </div> <div> Share in Opr. Core Inc. Php27.2B +12% </div> <div> Core Net Income Php23.6B* +14% </div> <ul style="list-style-type: none"> Improved performance of power generation companies Rate adjustments for water Core NI per OpCo <ul style="list-style-type: none"> Meralco +15% MPTC -12% Impact of Coastal Storage sale Php2.9B Reported NI Php24.8B +7% 	<div>  TOYOTA </div> <div> Revenues Php199.6B +12% </div> <div> Net Income Php16.8B* +38% </div> <ul style="list-style-type: none"> WSV +4.0%; RSV +3.6% vs. Industry -0.4%; incl. BYD +3.8% Market Share 45.6% vs 45.7% 9M 2024 GPM 16.3% vs. 14.3% due to favorable models mix and stable FX conditions HEV growth +31% Tamaraw 11,242 units in 9M2025 Provincial sales at 67% NPM 8.6% vs. 7.0%
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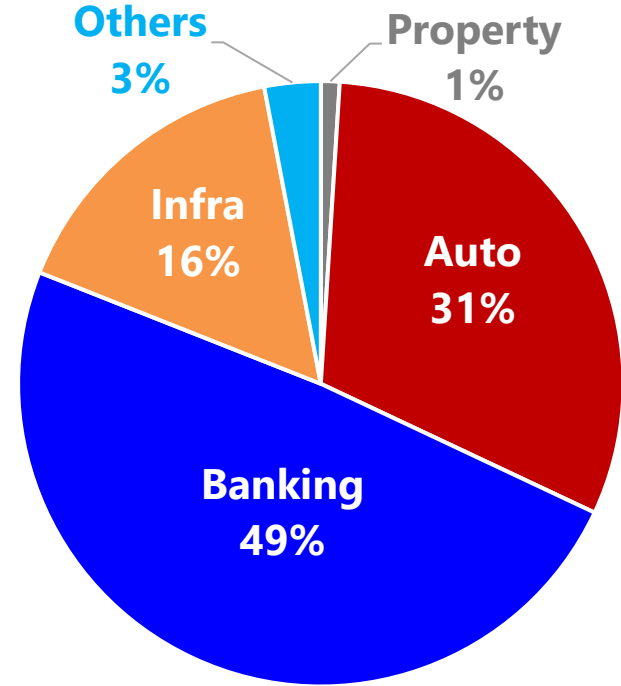
*Record Level

GT Capital Net Income Contribution per Sector 9M 2025



9M 2024

Banking + Auto = 78%



9M 2025

Banking + Auto = 80%

Operating Company Highlights

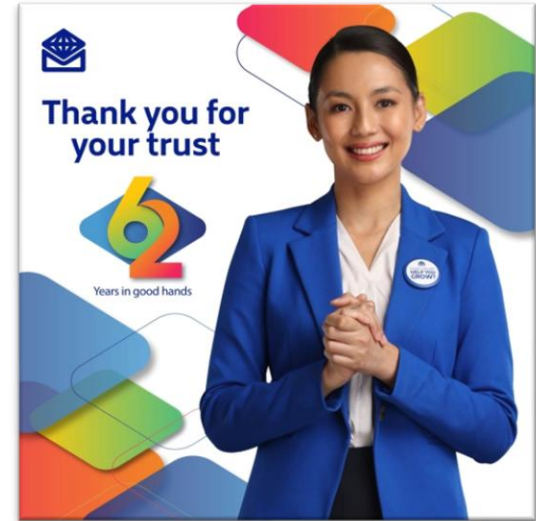




Financial Highlights

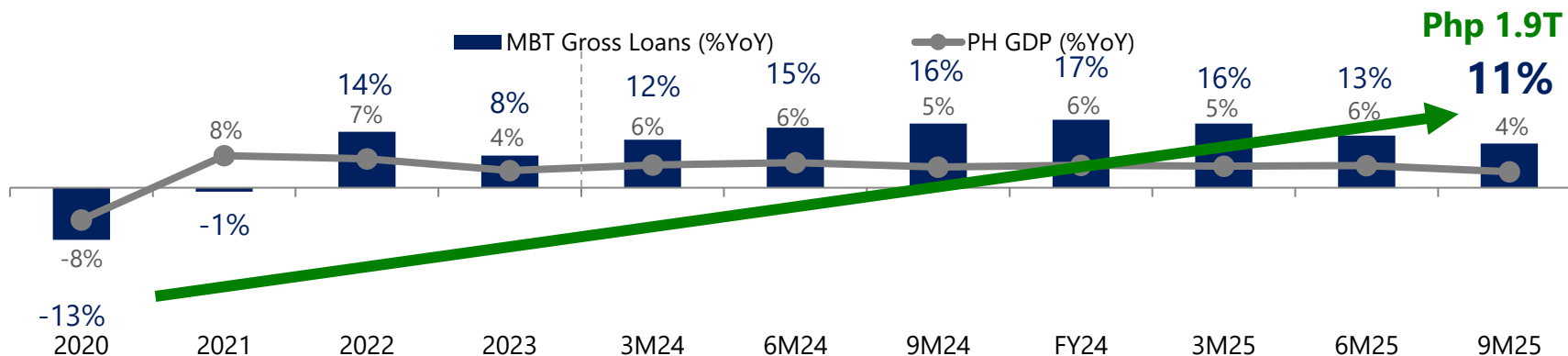


GT CAPITAL
HOLDINGS INCORPORATED



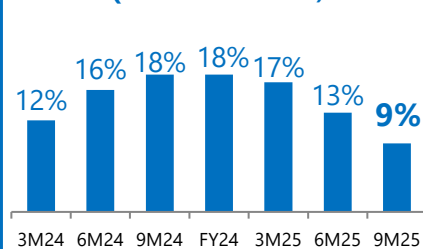
Metrobank Financial Highlights 9M 2025

MBT Loan Growth vs. GDP Growth

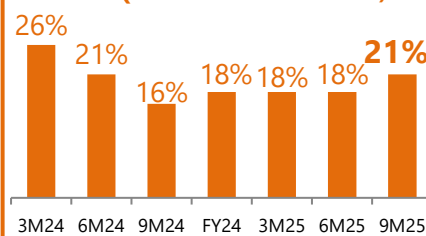


Loan Growth Drivers

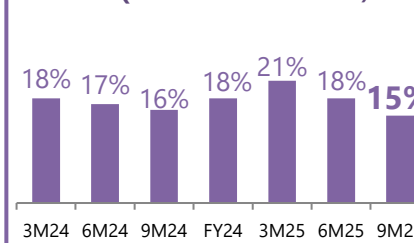
Corp. & Mid-Mkt. %YoY +9%
P 1.3T (71% of loan book)



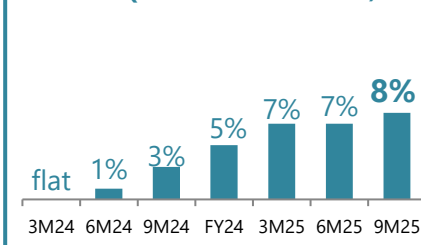
Credit Cards %YoY +21%
P 195B (10% of total loan book)



Auto %YoY +15%
P 123B (7% of total loan book)



Mortgage %YoY +8%
P 102B (5% of total loan book)



Summary of Key Results

- **Record Net Income** of **Php37.3B +4%** and **Pre-Provision Operating Profit** of **Php59.2B +12%** in 9M 2025
- **Loan growth** of **+11%** to **Php1.9T**, in line with guidance of 1.5x to 2x of real GDP growth
 - Strong performance of **consumer segment +16%**, driven by **credit cards +21%**, **auto +15%**, and **mortgage +8%**
- **Net Interest Income** of **Php91.8B +7%** (**78% NII of Operating Income**)
- **ROE at 12.5%**
- **Healthy capital and liquidity ratios** (**CAR at 17.0%**, **CET1 at 16.3%**) on track to achieve medium-term targets
- "Our prudent approach in **expanding our core businesses** continued to support our performance in the first nine months." - *MBT President Fabian Dee*



Industry Highlights

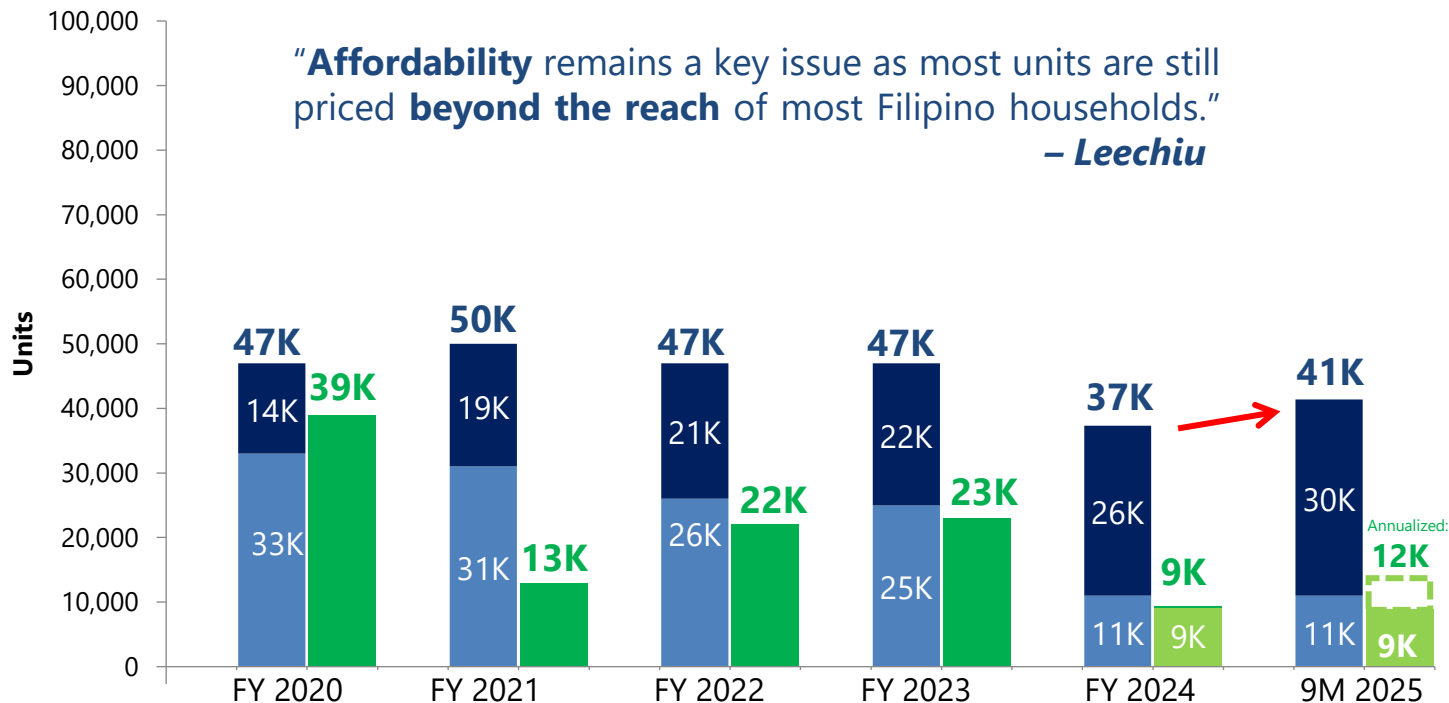


Metro Manila Residential Supply and Demand

9M 2025

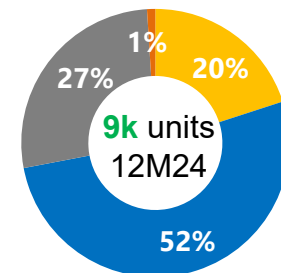
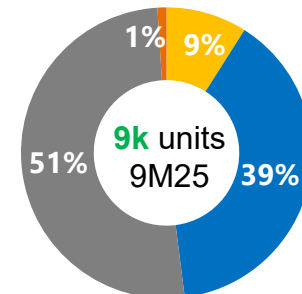
Metro Manila Residential Condominium Supply and Demand

Launches (Supply) RFO (Supply) 9M Take-up (Demand) FY Take-up (Demand)



Residential Demand Mix

- High End Luxury (over Php12M)
- Upscale (Php7-12M)
- Middle Income (Php2.3-7M)
- Affordable (Php1.4-2.3M)

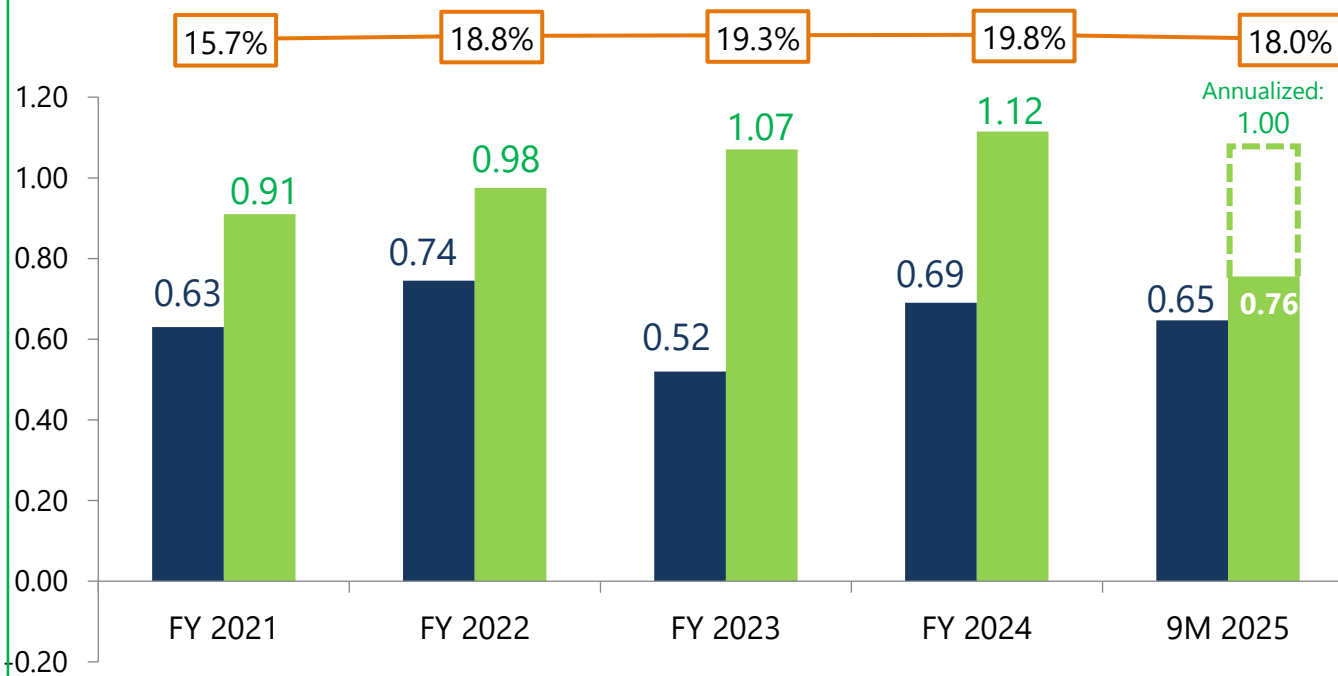


Metro Manila Office Supply and Demand

9M 2025

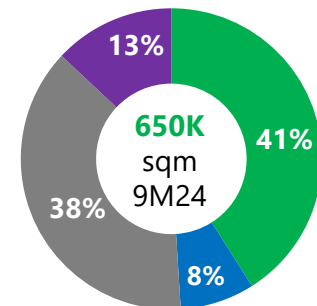
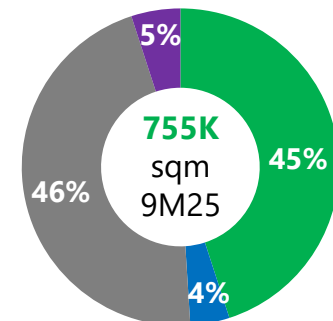
Metro Manila Office Supply, Demand, Vacancy Rate

■ Office Supply (Incremental) ■ Office Take-up (Incremental) — Vacancy Rate (Cumulative)



Office Demand Mix

■ BPO ■ Gaming
■ Traditional ■ Government

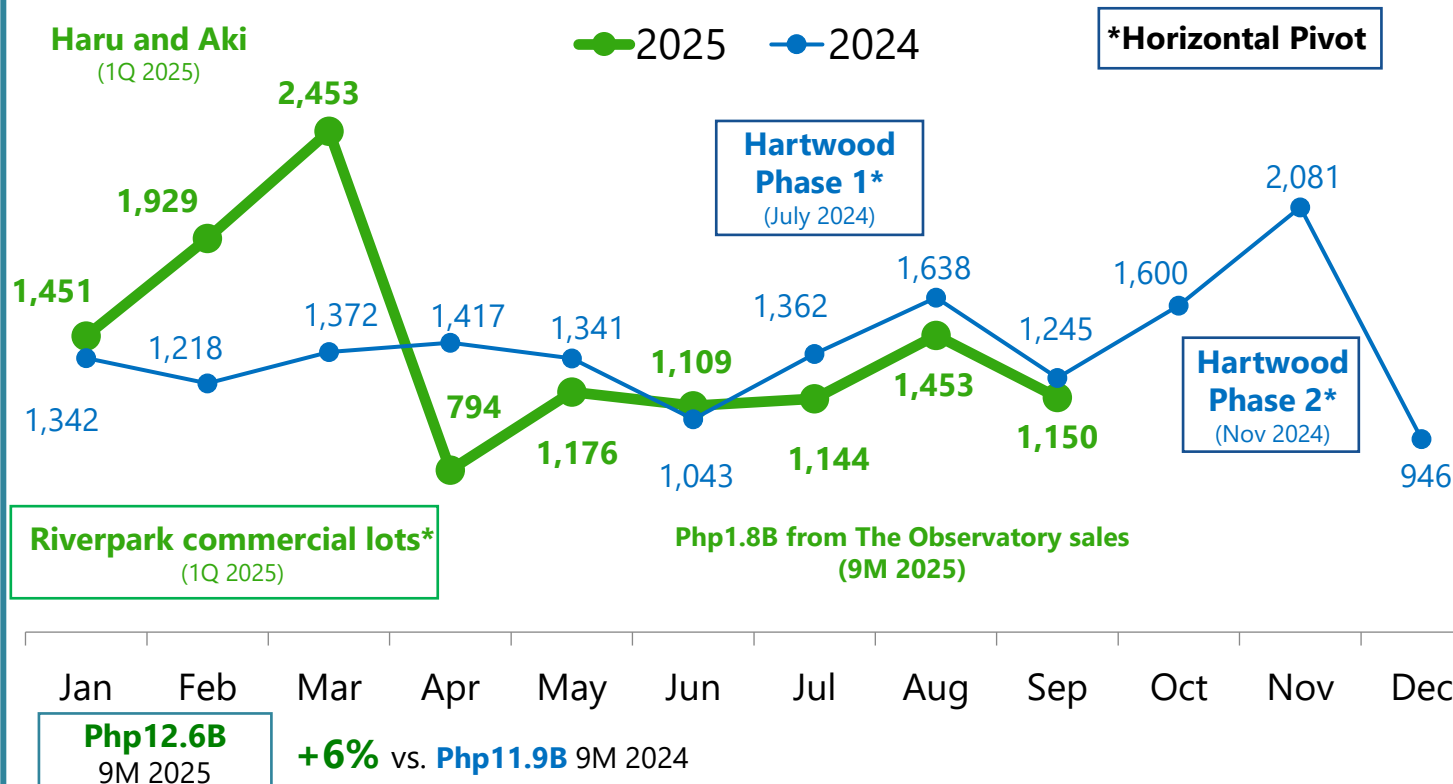




Financial Highlights

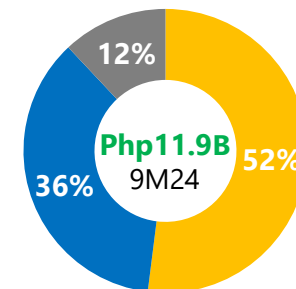
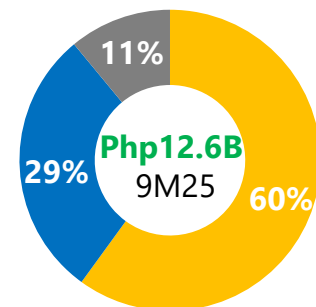
Federal Land Financial Highlights 9M 2025

Monthly Reservation Sales (Php M)



Reservation Sales Mix

- High End Luxury (over Php12M)
- Upscale (Php7-12M)
- Mid Income - Affordable (<7M)



Summary of Key Messages

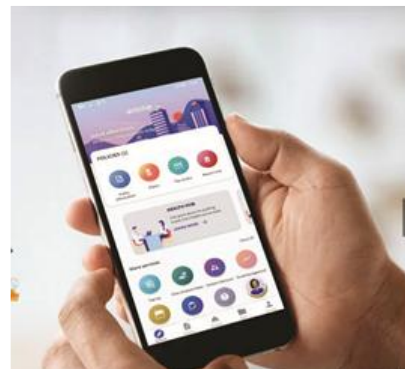
- Metro Manila vertical residential and office markets remain soft
- Reservation sales driven by RFOs in the Bay Area and BGC, FNG projects (Yume, The Observatory, Commercial Lots)
- Shift to **horizontal projects** outside Metro Manila resulted in a **6%** year-on-year increase in reservation sales to **Php12.6 billion**
- FNG products gaining traction with its Japanese-inspired design
- Equity in JVs at **Php1.1 billion** driven by the following:
 - **The Seasons Residences (BGC)**
 - **Grand Hyatt Manila (BGC)**
 - **The Estate (Makati)**



Financial Highlights

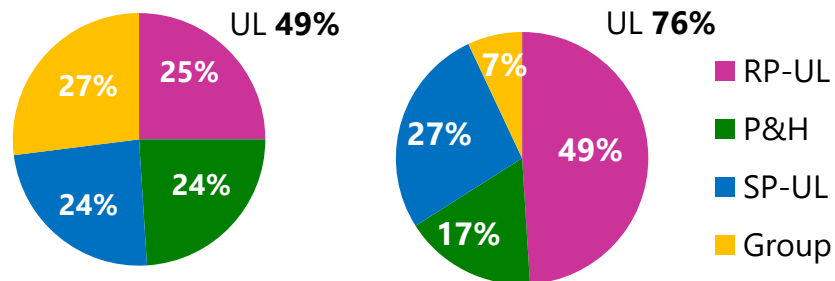


GT CAPITAL
HOLDINGS INCORPORATED



AXA Financial Highlights 9M 2025

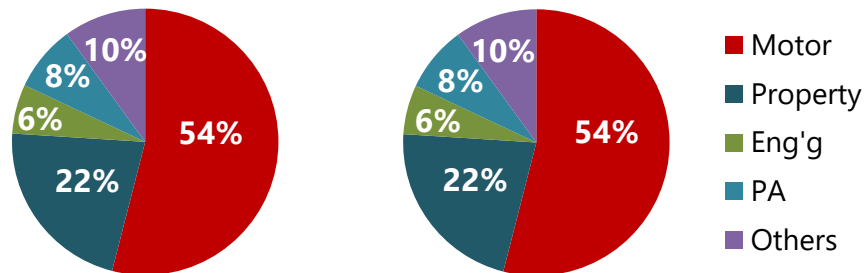
Life APE Product Mix (In %)



9M 2024: **Php3.3B**

9M 2025: **Php4.0B**

G.I. GWP Product Mix (In %)



9M 2024: **Php2.5B**

9M 2025: **Php3.2B**

Key Messages

Life

- APE **+23%** to **Php4.0B** driven by RP Endowment, SP, and Group Premium
 - Asset Master (SP-UL)
 - Asset Protect (SP-UL)
 - AXA Secure Future (RP-UL)
- Premium income **+20%** to **Php24.2B**
- Premium margins **+19%** to **Php6.0B**

General Insurance

- GWP **+25%** **Php3.2B** driven by Non-Motor +26% while Motor increased by 24% at 54% of total portfolio
- Gross Earned Premium (GEP) of **Php2.8B**, **+19%**
- Net income of **Php5M** due to slower increase in net losses and management expenses.



Financial Highlights



MPI Financial Highlights 9M 2025

Meralco	
Energy Sales	
40,720 GWh	Flat
Core Income	
₱17.6B	+15%

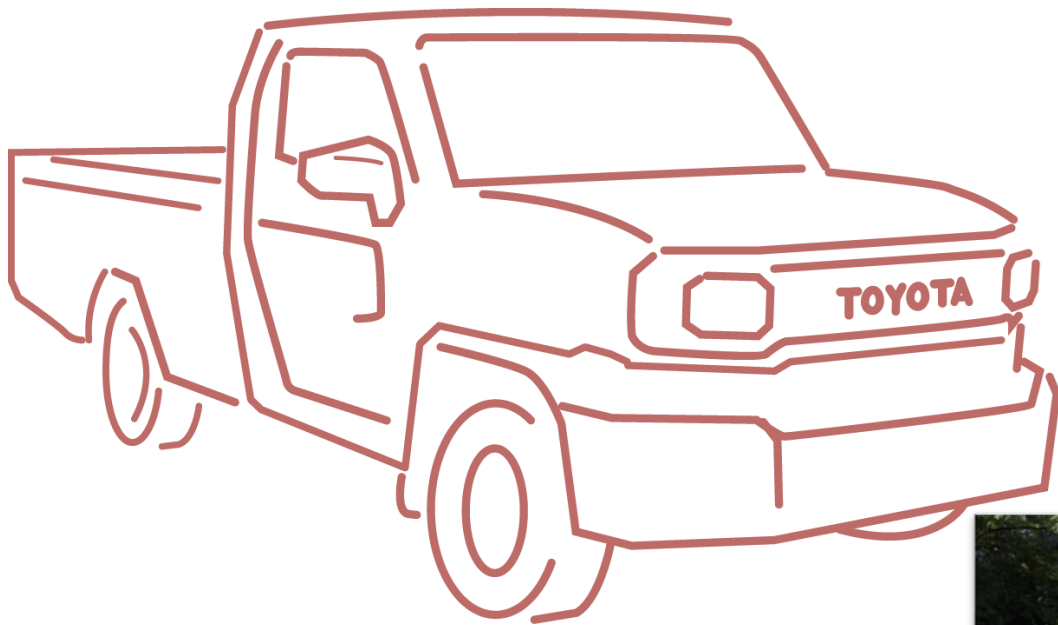
Maynilad	
Billed Volume	
412.2 mcm	-1%
Core Income	
₱5.8B	+27%

Metro Pacific Tollways	
Average Daily Traffic	
6.4M	+1%
Core Income	
₱4.4B	-12%

Light Rail Manila	
Average Daily Riders	
3.5M	+23%
Core Net Loss	
- ₱436M	-100%

Key Messages

- **MPIC:** Reported net income increase by **7%** driven by gain on sale of Coastal (Php2.9B).
- **Meralco:** **+15%** increase in core income driven by higher natural gas prices, power generation, and transmission.
- **Maynilad:** Core income **+27%** from higher average tariff **+11%**.
- **MPTC:** Core income fell by **-12%** due to adjustments related to capitalization, repairs, accrued interests, and JTT adjustment.
- **Rail:** Higher average daily ridership **+23%** and concession amortization
- **Hospital:** **+36%** increase in core net income due to higher patient census and lower OPEX. Acquisition of 4 new hospitals in 2024 and 1 new hospital in 2025 (Php45M Core contrib.)



Automotive Sector Highlights

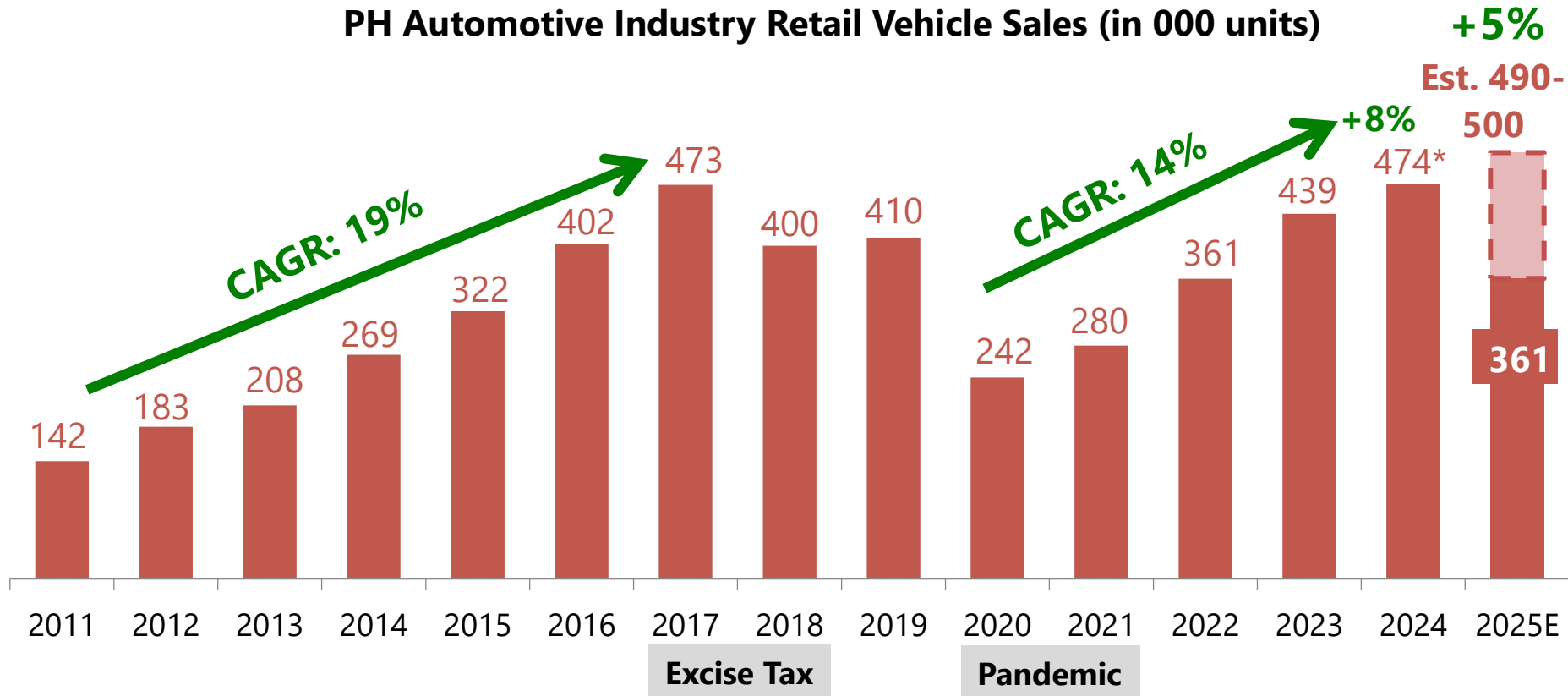


Philippine Automotive Sector

Expected to reach new all-time high in 2025

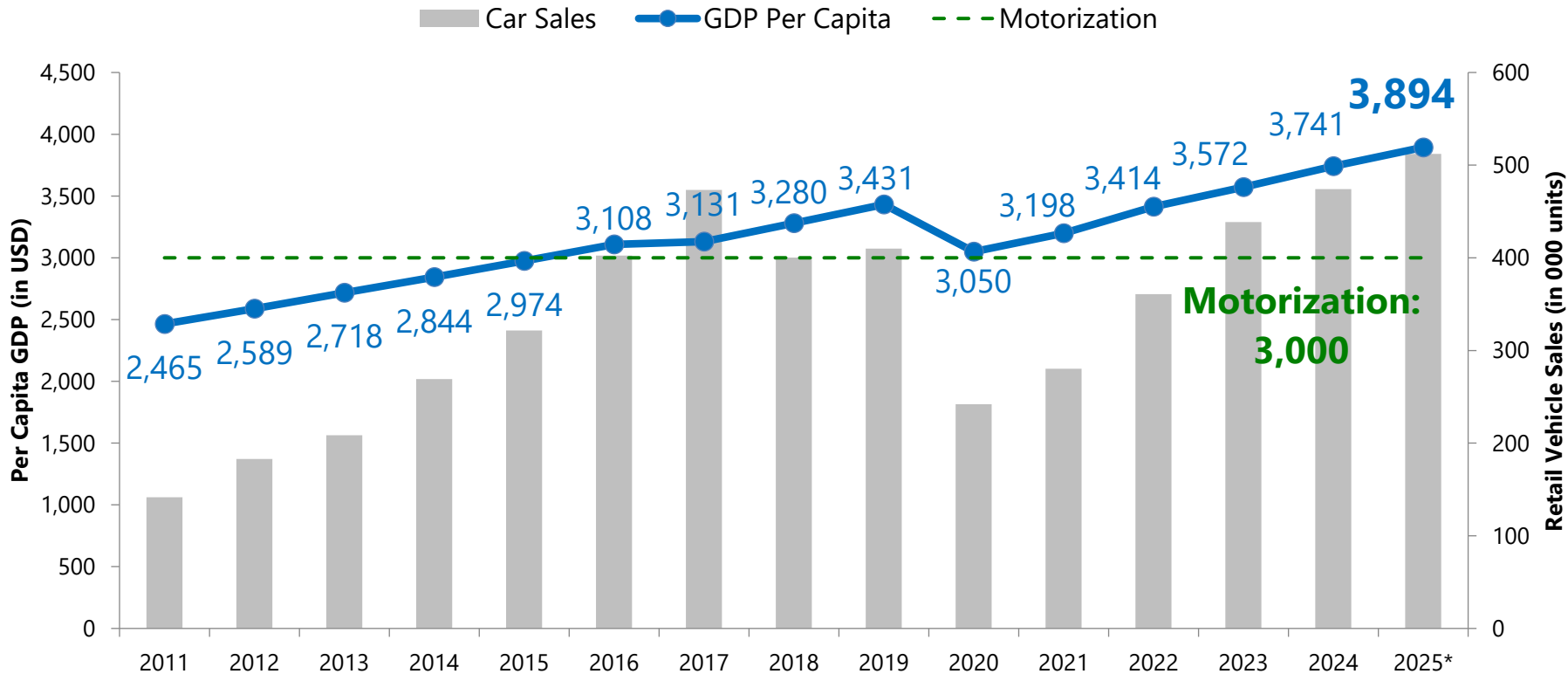


PH Automotive Industry Retail Vehicle Sales (in 000 units)



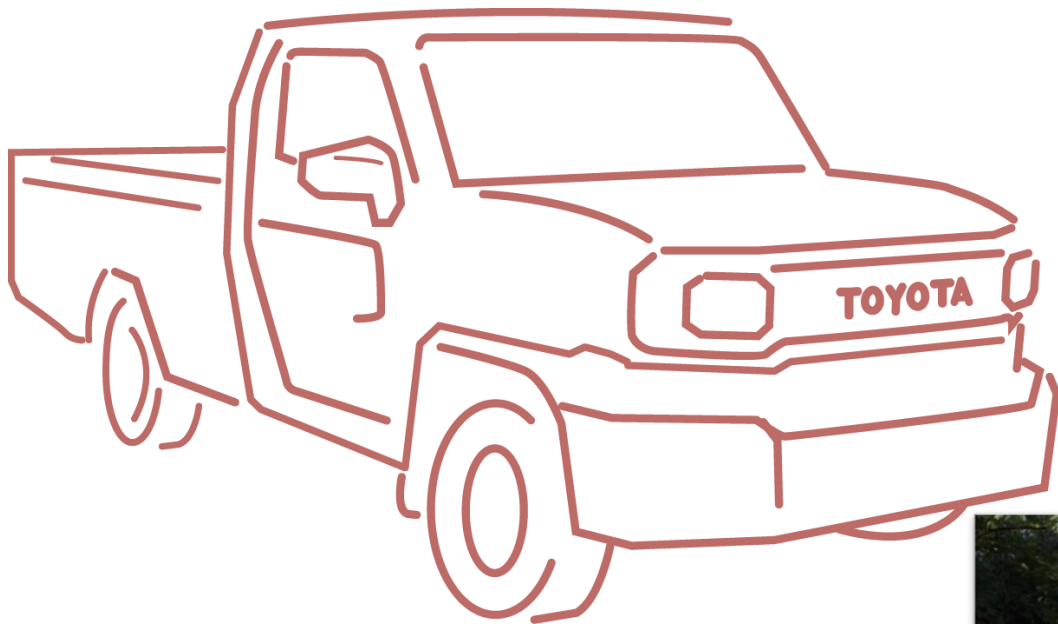
Philippine Automotive Sector

In line with economic growth



* - 2025 estimated car sales; GDP per Capita based on annualized 1H 2025 figure

Source: TMP, CAMPI, World Bank, BSP



Financial Highlights

Key Highlights 9M 2025

Revenues

P199.6B +11.6%

Net Income

P 16.8B +38.1%
> FY2024 NIAT P 15.9B

Wholesale Volume

168,806
units **+4.0%**

Retail Sales Volume

164,797
units **+3.6%**

Market Share

45.6%
(45.7% in 9M 2024)

Industry*

Retail Vehicle Sales

361,317 Units

in 9M 2025

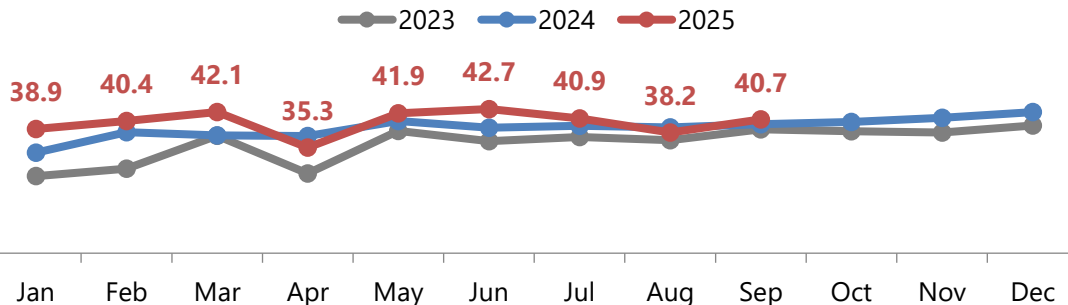
+3.8% YoY

vs. **347,923**

in 9M 2024

*Includes BYD estimates

Monthly Retail Vehicle Sales (In 000 Units)



TOYOTA

Retail Vehicle Sales

164,797

Units

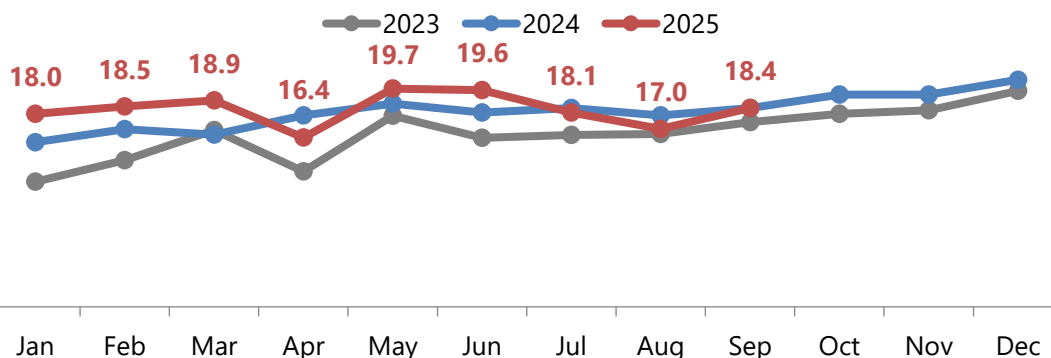
in 9M 2025

+3.6% YoY

vs. **159,088**

in 9M 2024

Monthly Retail Vehicle Sales (In 000 Units)



Toyota Retail Sales Highlights 9M 2025

Triple Crown Award



No.1

Overall Sales*

2021 2022 2023 2024 9M 2025

46% 48% 46% 46% 45.6%

(47.8% CAMPI)



No.1

Passenger Car Sales*

(21% of Total Sales)

61% 60% 53% 55% 47.9%

(50.8% CAMPI)



No.1

Commercial Vehicle Sales*
(79% of Total Sales)

39% 45% 44% 44% 45.0%

(47.1% CAMPI)

TMP Top Selling Passenger Cars (Ranked by units)

Segment Share

48%

64%

52%

9M 2025

Vios



Wigo



Camry



Unit Sales

20,396

13,240

388

% to Total Sales

12%

8%

0.1%

TMP Top Selling Commercial Vehicles (Ranked by units)

Segment Share

41%

30%

73%

9M 2025

Hilux



Avanza



Hiace



Unit Sales

19,004

17,748

14,951

% to Total Sales

12%

11%

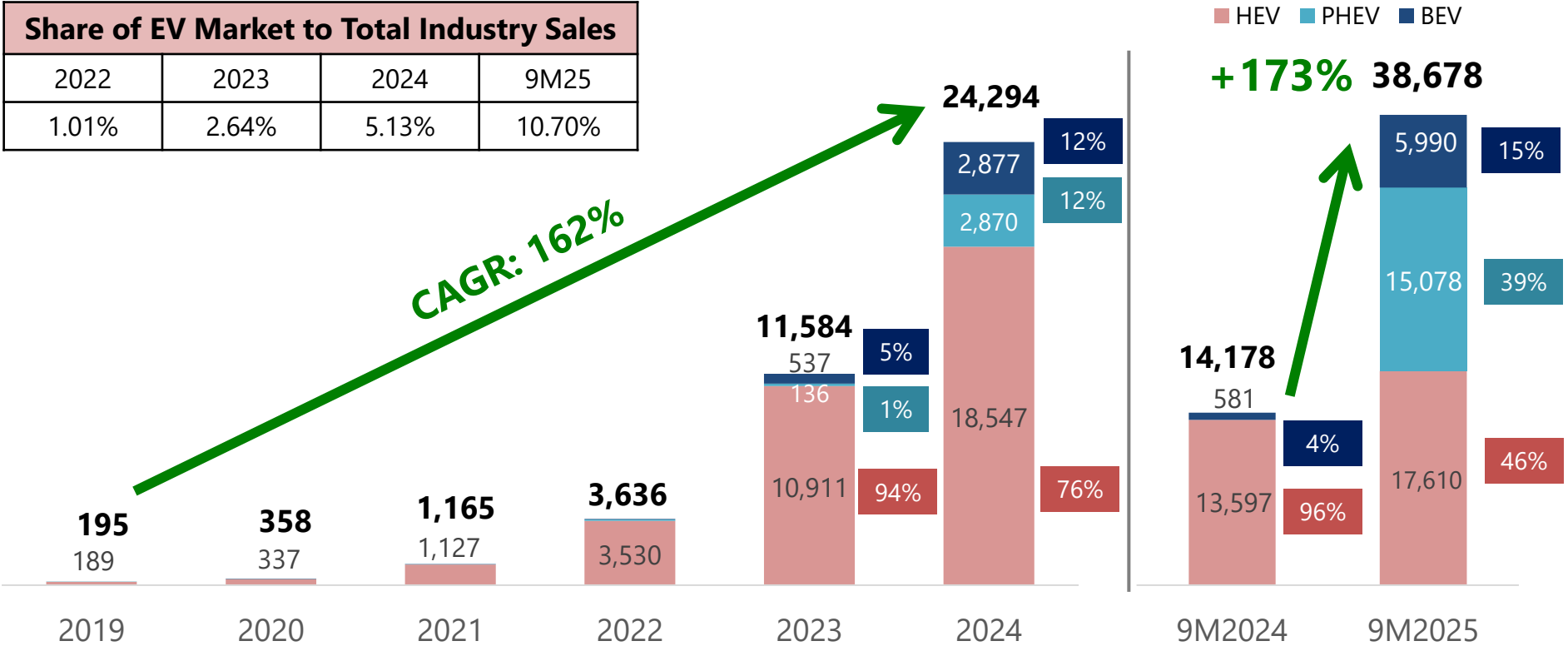
9%

Electrified Vehicle Market

Growing at a fast pace



Share of EV Market to Total Industry Sales			
2022	2023	2024	9M25
1.01%	2.64%	5.13%	10.70%



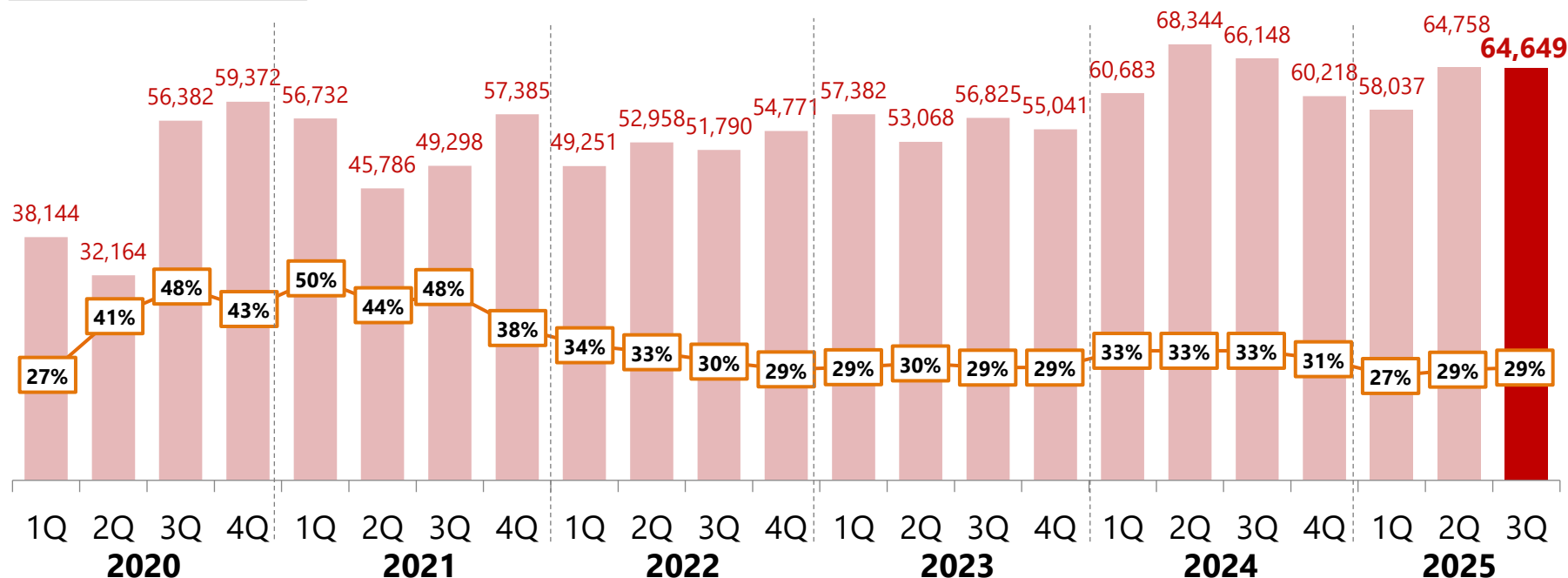
*2024 and 2025 figures include BYD Sales Estimate

Sales Growth Supplemented by TFSPH



TFS Quarterly Applications and Penetration

Applications Penetration Rate



Toyota CKD Model Performance

Toyota CKD Models



VIOS

48%

Subcompact PC
Segment Share
9M 2025

TAMARAW

33%

Pure CV
Segment Share
9M 2025



INNOVA

17%

Compact MPV
Segment Share
9M 2025



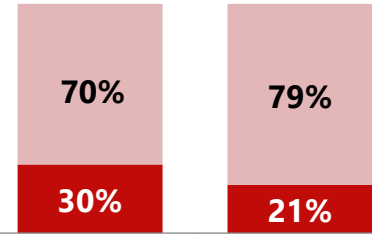
Higher production
in Toyota Sta. Rosa
Assembly Plant

48,365
units assembled
9M 2025



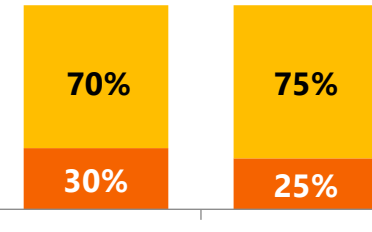
PC/CV Mix 9M 2025

■ PC ■ CV



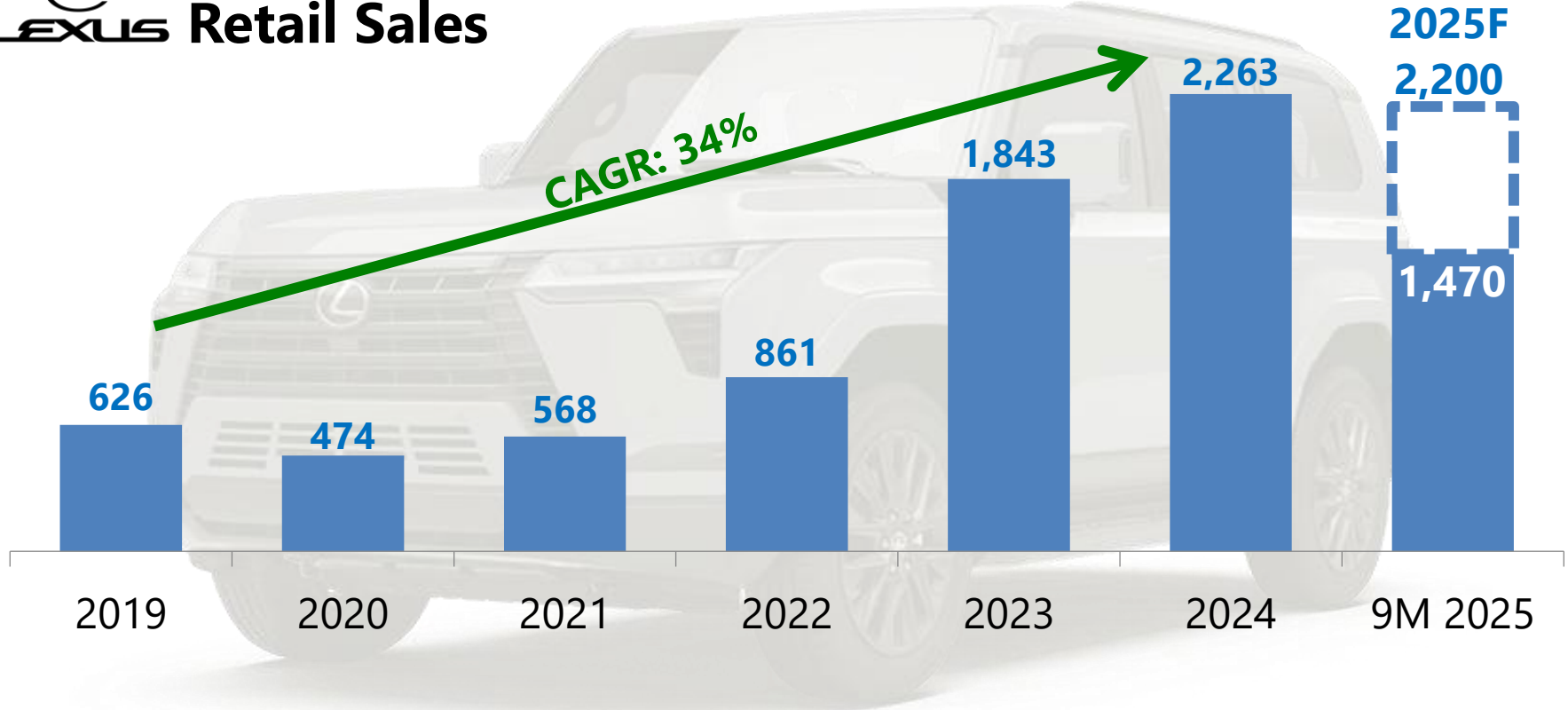
CKD/CBU Mix 9M 2025

■ CKD ■ CBU



Lexus maintains strong growth in the Auto Luxury segment

Lexus Retail Sales



Summary of Key Messages

- **Motorization** in the Philippines continues despite economic slowdown
 - Industry sales **361,317 units +3.8%**
 - TMP retail sales **164,797 units +3.6%**
 - **45.6%** TMP market share
- **Provincial sales** recorded at **67.0%** of total sales
- Toyota continues with its **multi-pathway strategy**, reporting a consolidated electrified vehicle sales growth of **+31.0%**
 - **74%** of HEV market
- **Record net income of Php16.8 billion +38.1%**

Moving Forward

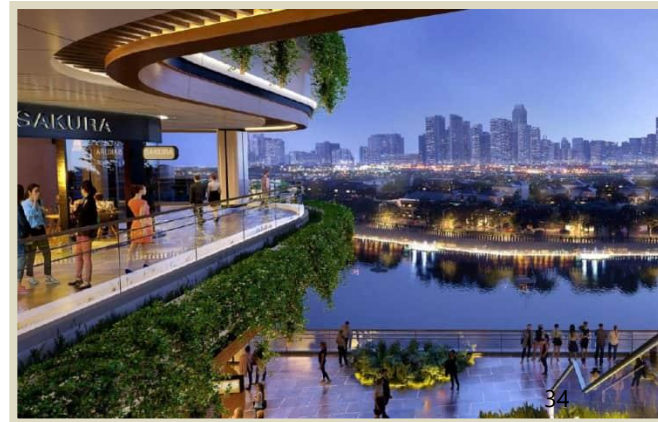


The Observatory (Mandaluyong City)

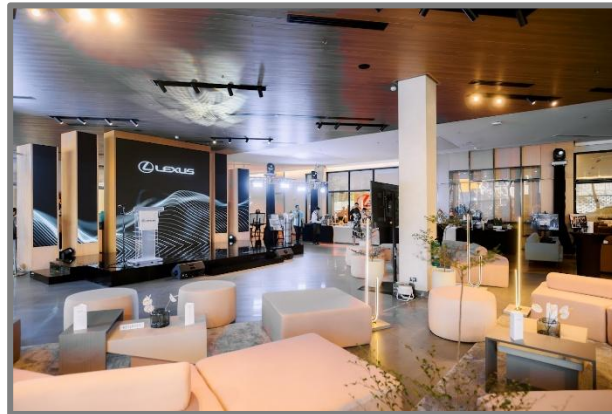


THE OBSERVATORY

- 4.5 hectare site **strategically located** in **Mandaluyong City**, the center of three major central business districts: Makati, BGC and Ortigas
- **Mixed-use community** in an area surrounded by stand-alone residential and office buildings
- Provides an **unobstructed view** of the BGC skyline
- Strong demand from **Japanese** buyers (**46%** of sales in the last six mos.)



Inauguration of Lexus Manila Gallery BGC



RIVERPARK

RIVERPARK
GATEWAY

RIVERPARK
SOUTH



ATENEO



Church

Central Park

yume
AT RIVERPARK

SM CITY
GENERAL TRIAS

UNIQLO
UNIQLO Warehouse

Commercial Lots

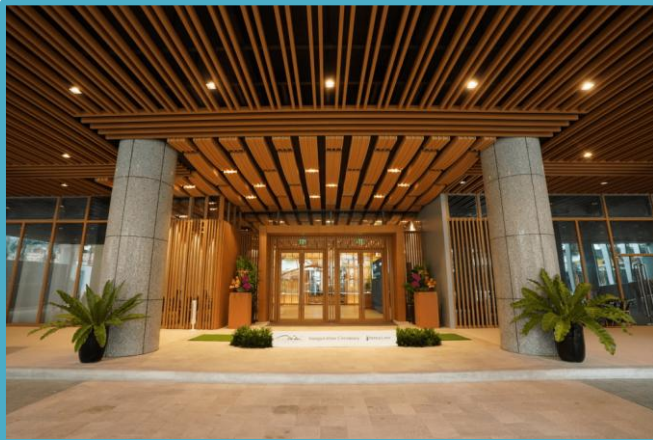
CALAX
Open Canal Interchange

RIVERPARK
NORTH

CALAX
Riverpark-General Trias Interchange

The Grand Midori

Ortigas, Pasig City



- Designed in collaboration with **Tange Associates**, the world-renowned Tokyo-based architectural firm
- Tower 1 inaugurated in October 2025
- **75%** sold; turnover of units are ongoing

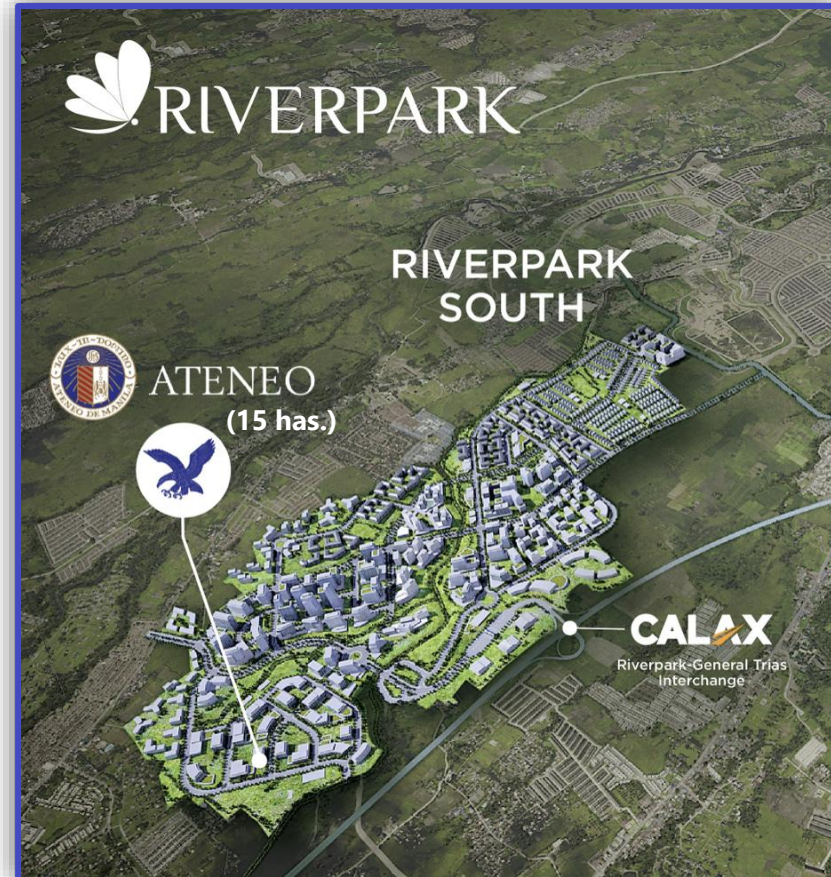
Ateneo de Manila University

Riverpark Campus

"Our investment in this campus reflects our long-term commitment to **creating sustainable value for generations of Filipinos**, anchored on the values of excellence and service."
– **GT Capital Vice Chairman Alfred Ty**



Memorandum of Agreement signing on October 24, 2025



All-New ATIV

Toyota's Multi-Pathway Strategy



Launched
October 2025

HEV variant starts at

Php1.198 Mn



Toyota's Multi-Pathway Strategy



A BOLD ADDITION
IS ARRIVING **SOON**



bz4X

TMP's first **Battery Electric Vehicle** offering in the PH to be launched in **December 2025**

Accepting reservations now!

Price starts at

Php2.699 Mn

Thank You!

