

Investor Presentation

GT Capital First Half 2025
Financial and Operating Results



Our Key Messages

- Core businesses maintain **strong growth momentum** resulting in core net income **Php18.1B +31%** and reported net income **Php18.4B +34%**.
- Metrobank strategic pivot towards **consumer lending**.
- Federal Land/FNG shift to **horizontal projects outside Metro Manila**.
- GTCAM **expansion of dealership** into Riverpark North General Trias, Cavite.
- TMP maintains its **multi-pathway approach**. It also has the widest range of electrified vehicles with **17 models**.
- MPI **robust performance** across all core businesses benefiting from rate adjustments and volume growth.
- Strong balance sheet enables us to **explore opportunities** in new and adjacent sectors.

Consolidated Financial Highlights

GT Capital First Half 2025
Financial and Operating Results



GT Capital Financial Highlights 1H 2025

Core Net Income	Php18.11 Billion 1H2025	+31%
	Php13.85 Billion 1H2024	
Reported Net Income	Php18.42 Billion ¹ 1H2025	+34%
	Php13.78 Billion ² 1H2025	

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

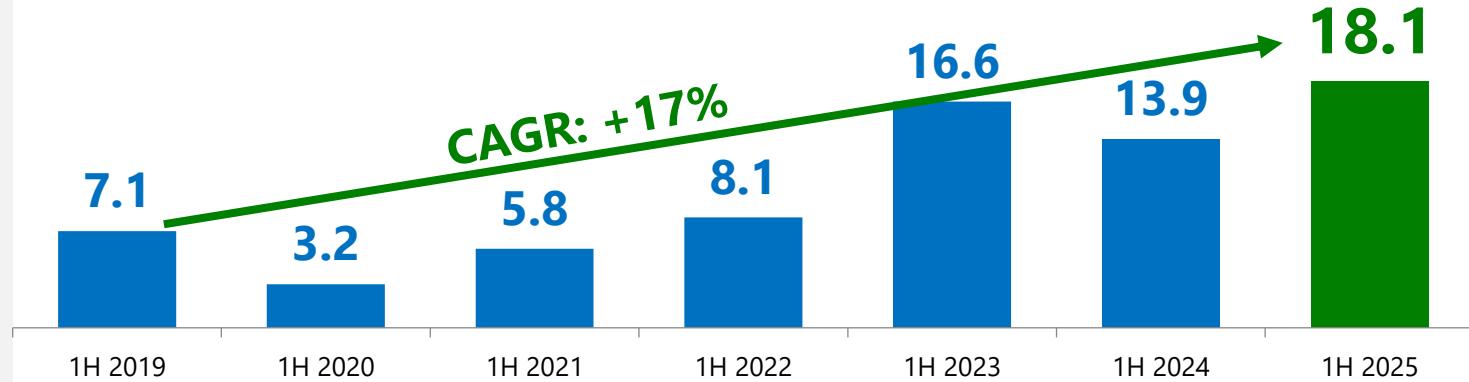
2) Php70 M effect of business combination

Record High First Half Earnings in 2025

Core Net Income

1H 2025

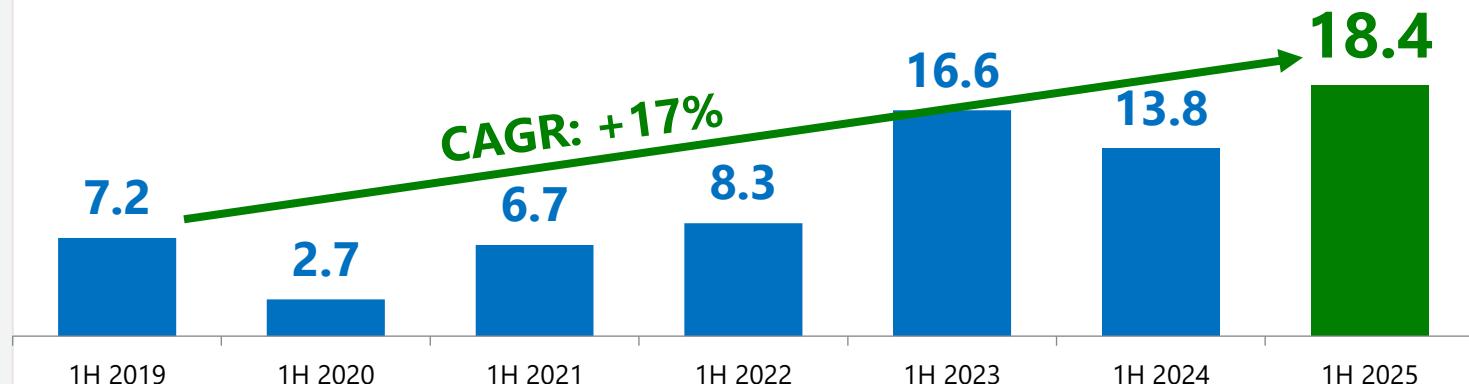
+31%
vs. 1H 2024



Reported Net Income

1H 2025

+34%
vs. 1H 2024

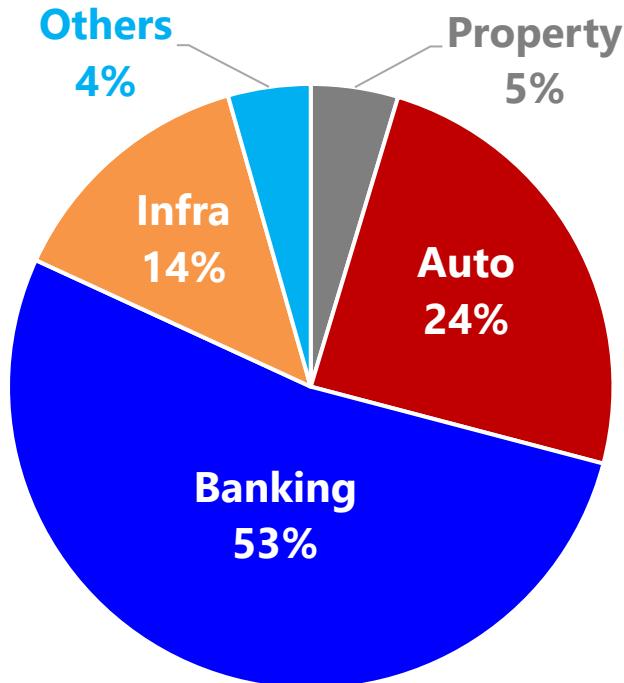


GT Capital Financial Highlights 1H 2025

Metrobank	FEDERAL LAND	AIA	METRO PACIFIC	TOYOTA
Revenues Php77.6B +11%	Revenues Php5.5B -20%	Gross Premium Php16.7B +14%	Share in Opr. Core Inc. Php17.5B +18%	Revenues Php135.6B +19%
Net Income Php24.8B* +5%	Net Income Php319M -59%	Net Income Php1.5B -2%	Core Net Income Php15.0B* +20%	Net Income Php12.5B* +66%
<ul style="list-style-type: none"> Gross loans Php1.9T +13% NII Php60.0B +4% (77% of OI) CASA deposits +5% Php1.5T (CASA 63%); TD -14%, Php0.9B NIM 3.7% Provisions Php5.9B NPL ratio 1.5% vs. 1.7% NPL Cover 154% vs. 163% CAR 16.3% vs. 16.7% 	<ul style="list-style-type: none"> High base effect of lot sales in 2024 Php1.4B, revenues 1H 2025 +1% Equity in JV +125% mainly coming from GHM and TSR Reservation sales (Php1.5B ave/mo.) +15% mainly from horizontal lots Cavite and Biñan Phase 1 of Riverpark North commercial lots fully sold 	<u>Life</u> <ul style="list-style-type: none"> APE Php2.5B +18% RP +5%; SP +28% Endowment products P&H at 19% of total APE Premium Income +14% Investment income -9% to Php652M Life NI Php1.5B <u>Non-Life</u> <ul style="list-style-type: none"> GWP Php2.0B +25% Non-life Net loss Php34M vs. Php77M last year 	<ul style="list-style-type: none"> Increased volumes for power, water, and traffic Rate adjustments for water, toll, and rail Core NI per OpCo <ul style="list-style-type: none"> Meralco +10% Maynilad +53% MPTC +5% Impact of PCSPC sale Php2.9B Reported NI Php17.0B +36% 	<ul style="list-style-type: none"> WSV +7.6%; RSV +6.6% vs. Industry +2.1%; incl. BYD +5.8% Market Share 46.1% vs 45.7% 1H 2024 GPM 17.1% vs. 14.1% due to favorable models mix and stable FX conditions HEV growth +42.0% 7 models with HEV variants Provincial sales at 66% NPM 9.4% vs. 6.8%

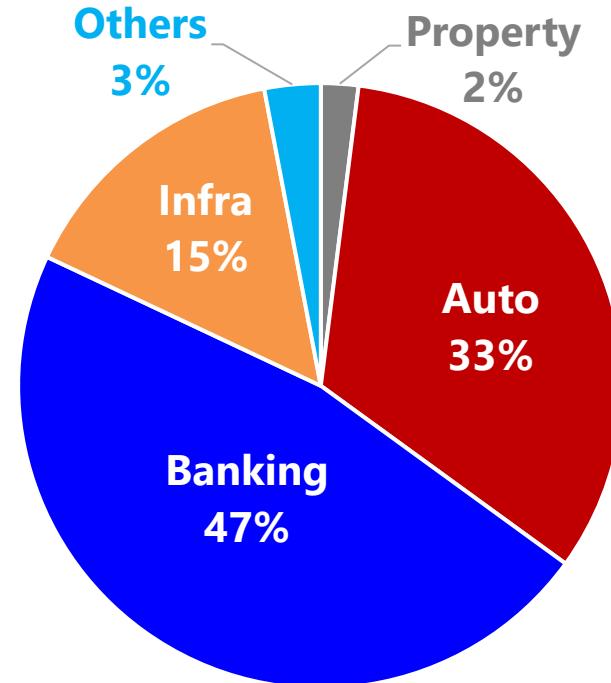
*Record Level

GT Capital Net Income Contribution per Sector 1H 2025



1H 2024

Banking + Auto = 77%



1H 2025

Banking + Auto = 80%

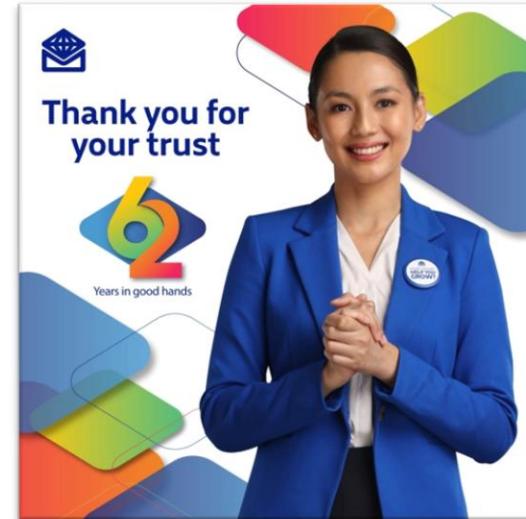
Operating Company Highlights

GT Capital First Half 2025
Financial and Operating Results



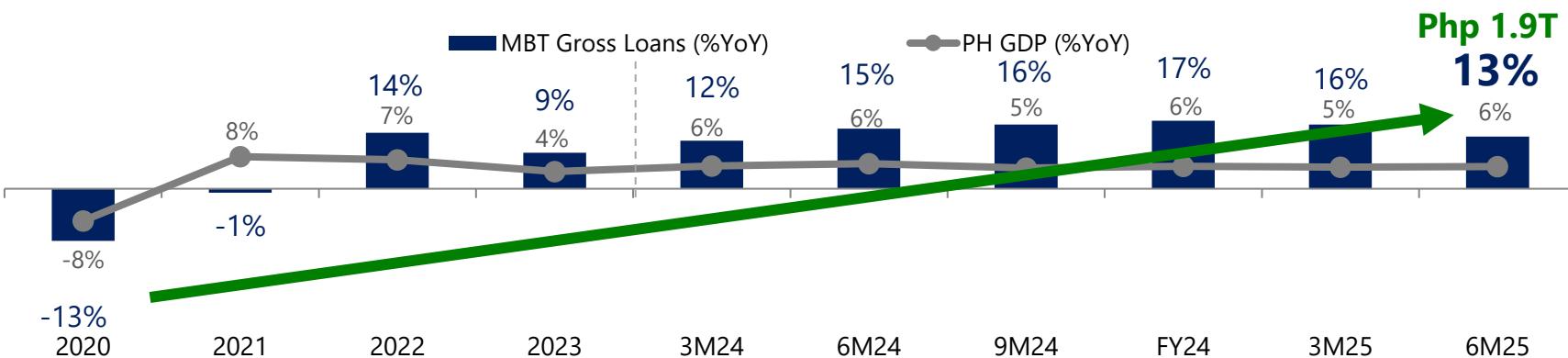


Financial Highlights



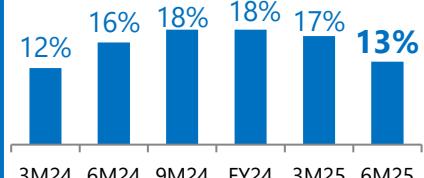
Metrobank Financial Highlights 1H 2025

MBT Loan Growth vs. GDP Growth



Loan Growth Drivers

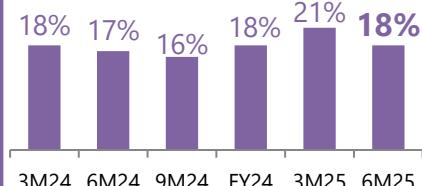
Corp. & Mid-Mkt. %YoY +13%
P 1.3T (71% of loan book)



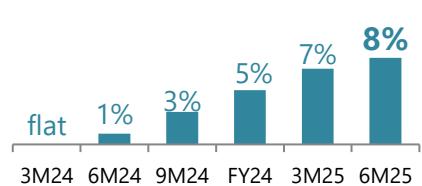
Credit Cards %YoY +18%
P 183B (10% of total loan book)



Auto %YoY +18%
P 121B (6% of total loan book)



Mortgage %YoY +8%
P 100B (5% of total loan book)



Summary of Key Results

- **Record Net Income** of **Php24.8B +5%** and **Pre-Provision Operating Profit** of **Php39.1B +16%** in 1H 2025
- **Loan growth** of **+13%** to **Php1.9T**, in line with guidance of 1.5x to 2x of real GDP growth
 - Deliberate expansion of **consumer segment +15%**, driven by **credit cards +18%**, **auto +18%**, and **mortgage +8%**
- **Net Interest Income** of **Php60.0B +4%** (**77% NII of Operating Income**)
- **ROE at 12.8%**
- **Healthy capital and liquidity ratios** (**CAR at 16.3%**, **CET1 at 15.6%**) on track to achieve medium-term targets
- "We remain focused on building on our fundamentals and **implementing prudent strategies.**" - *MBT President Fabian Dee*



Industry Highlights

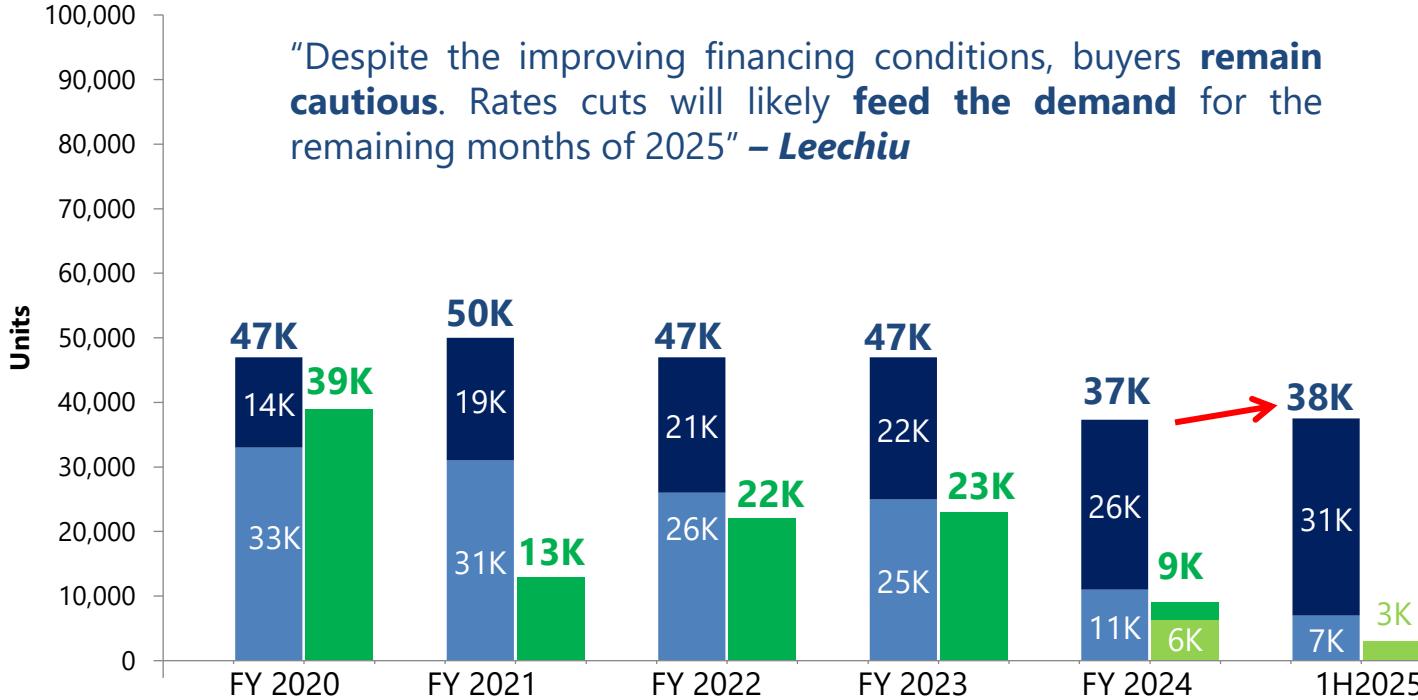
Metro Manila Residential Supply and Demand

1H 2025



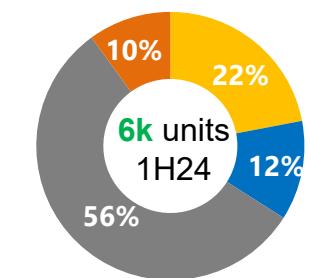
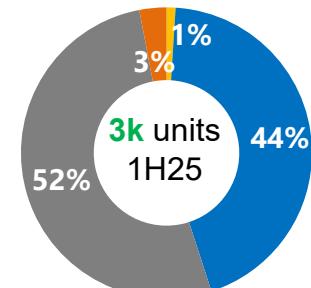
Metro Manila Residential Condominium Supply and Demand

■ Launches (Supply) ■ RFO (Supply) ■ 1H 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)

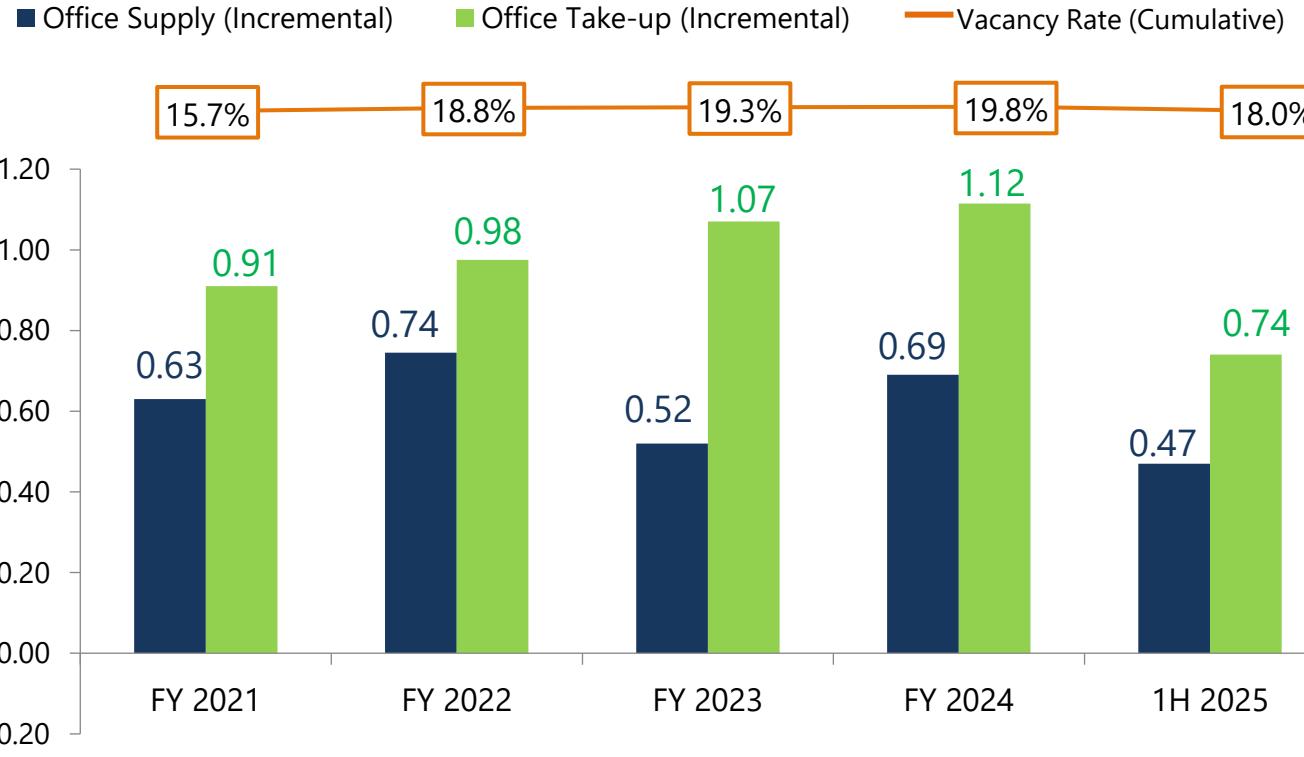


Metro Manila Office Supply and Demand

1H 2025

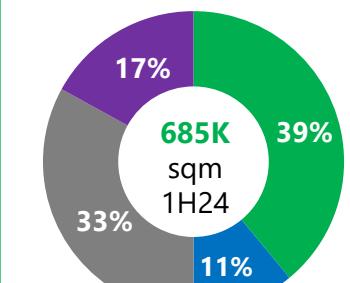
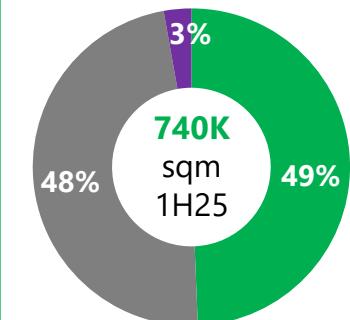


Metro Manila Office Supply, Demand, Vacancy Rate



Office Demand Mix

■ BPO ■ POGO
■ Traditional ■ Government



Residential Supply and Demand South of Metro Manila

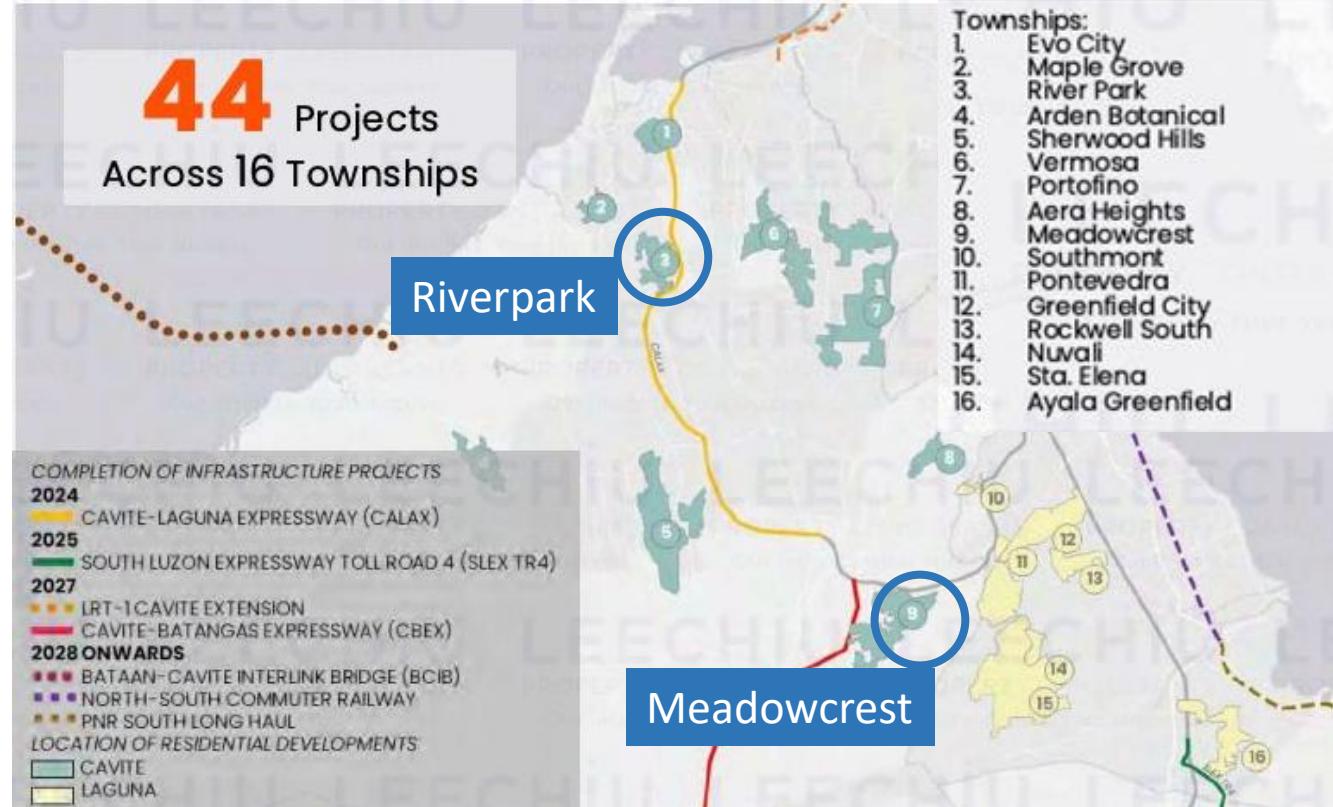
1H 2025 - Leechiu Property Consultants



7,400
Total Open Lots

972
Total Remaining
Open Lots

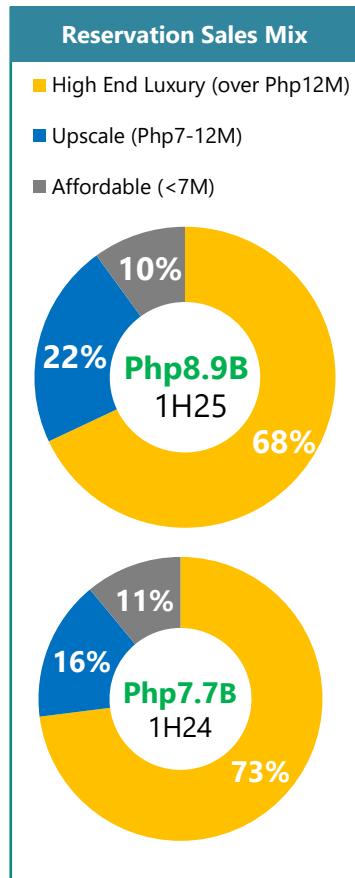
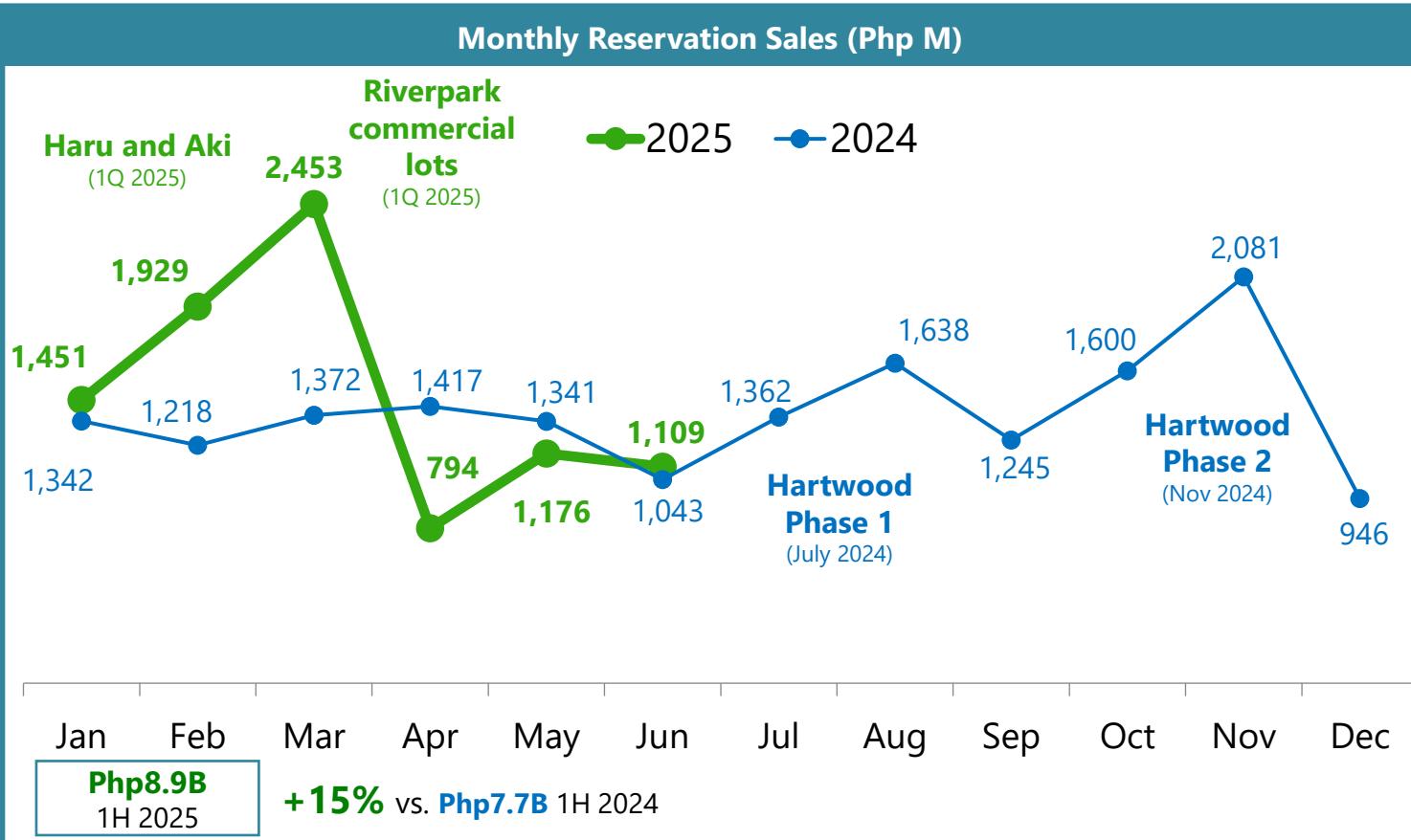
Equivalent to
Php27B





Financial Highlights

Federal Land Financial Highlights 1H 2025

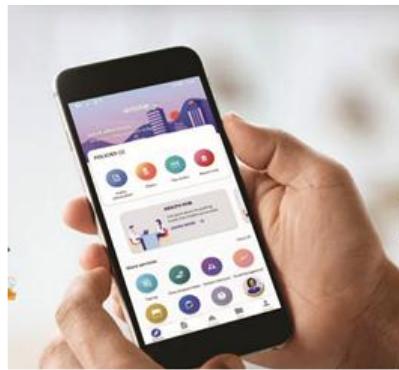


Summary of Key Messages

- Metro Manila vertical residential market remains soft
- Strategic shift to **horizontal projects** resulted in strong reservation sales of **Php8.9 billion +15%** driven by the following projects:
 - **Hartwood Phases 1 and 2 (Biñan)**
 - **Yume, Riverpark (Cavite)**
 - **The Seasons Residences (BGC)**
 - **Riverpark North Commercial Lots**
- Equity in income from JVs **Php716 million +125%** mainly coming from Grand Hyatt Manila and The Seasons Residences
- Launch of first standalone showroom for **The Observatory (Mandaluyong)**

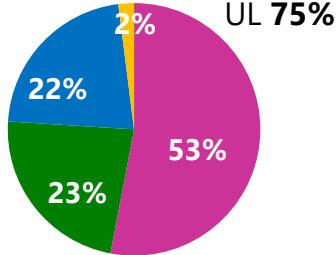


Financial Highlights

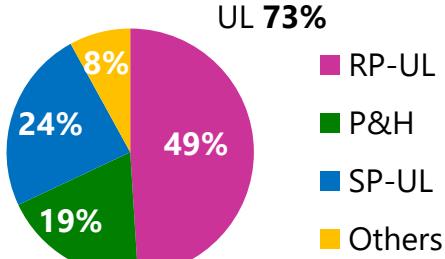


AXA Financial Highlights 1H 2025

Life APE Product Mix (In %)

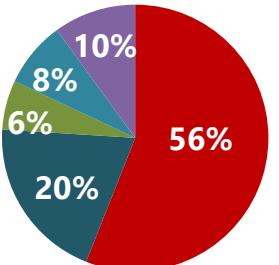


1H 2024: **Php2.1M**

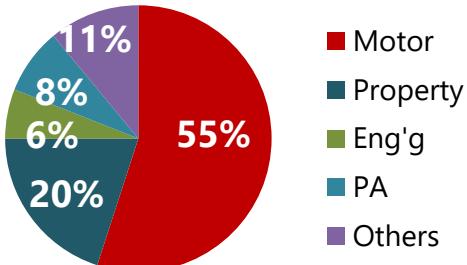


1H 2025: **Php2.5B**

G.I. GWP Product Mix (In %)



1H 2024: **Php1.63M**



1H 2025: **Php2.0B**

Key Messages

Life

- APE **+18%** to **Php2.5B** driven by the growth of SP unit-linked **+28%**
 - Asset Master (SP-UL)
 - Asset Protect (SP-UL)
 - AXA Secure Future (RP-UL)
- Premium income **+14%** to **Php14.8B**
- Premium margins **+11%** to **Php4.1B**

General Insurance

- GWP **+25%** **Php2.0B** driven by Non-Motor +26% led by Property; while Motor increased by 24% at 55% of total
- Gross Earned Premium (GEP) of **Php1.8B**, **+17%**
- Lower net losses Php34M due to higher earned premium

MPI Financial Highlights 1H 2025

Meralco	
Energy Sales	
27,091 GWh	+1%

Metro Pacific Tollways	
Average Daily Traffic	
722k	+4%

Maynilad	
Billed Volume	
272.7 mcm	-1%

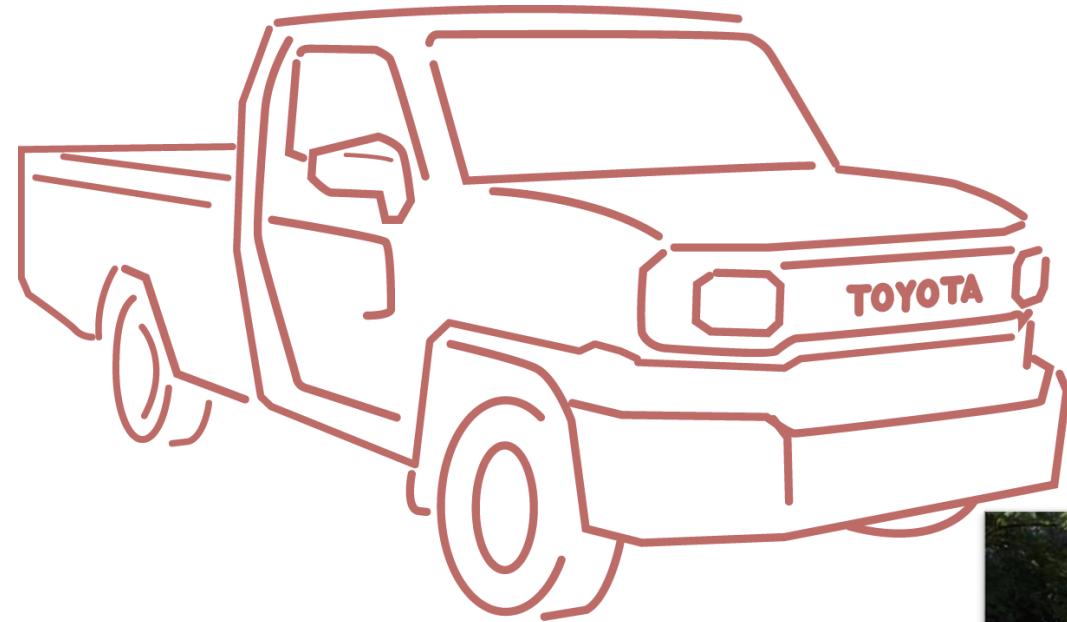
Light Rail Manila	
Average Daily Riders	
390k	+24%

Key Messages

- **MPIC:** Reported Net Income increased by **+36%** to **Php17.0 billion** due to gain on the sale of Coastal (Php2.9B).
- **Meralco:** **+10%** increase to Core Income driven from higher natural gas prices, power generation, and transmission.
- **Maynilad:** Core Income **+53%** from higher average tariff of **+13%**.
- **MPTC:** Core income increased by **+5%** due to increased domestic traffic and toll rate adjustments.
- **Rail:** Higher average daily ridership and amortization of Cavite Extension Works in Nov 2024, adding 5 new stations.
- **Hospital:** **+49%** increase in core net income due to higher patient census and to the acquisition of 4 new hospitals.



TOYOTA



GT CAPITAL
HOLDINGS INCORPORATED



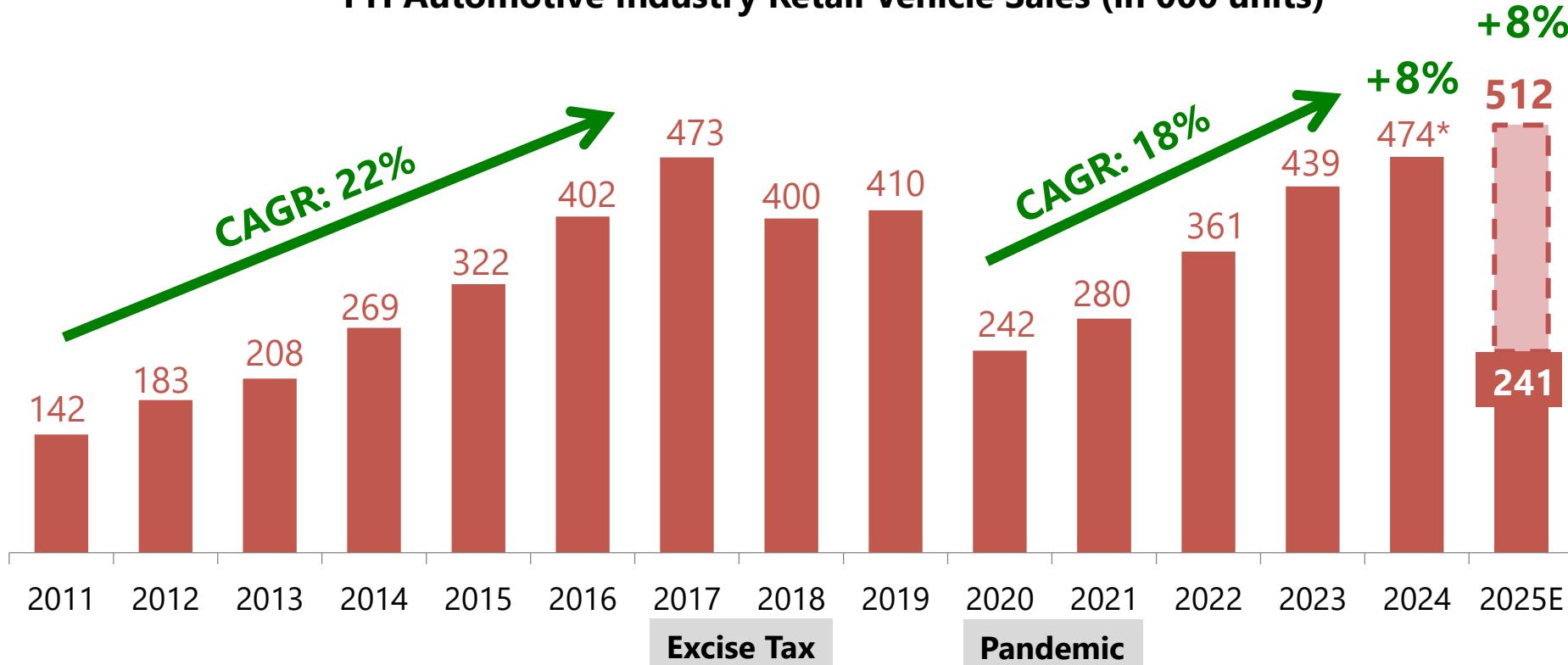
Automotive Sector Highlights

Philippine Automotive Sector

All-time sales record high in 2024

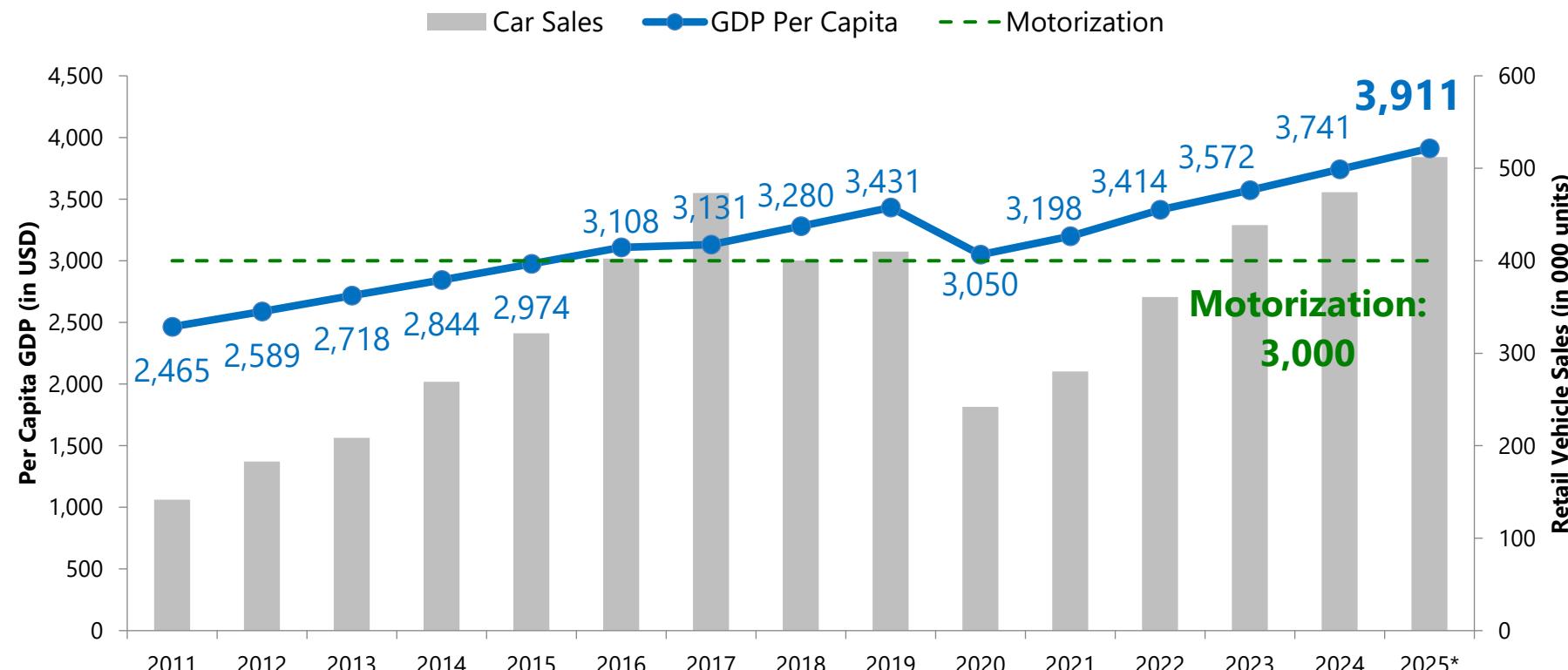


PH Automotive Industry Retail Vehicle Sales (in 000 units)



Philippine Automotive Sector

In line with economic growth

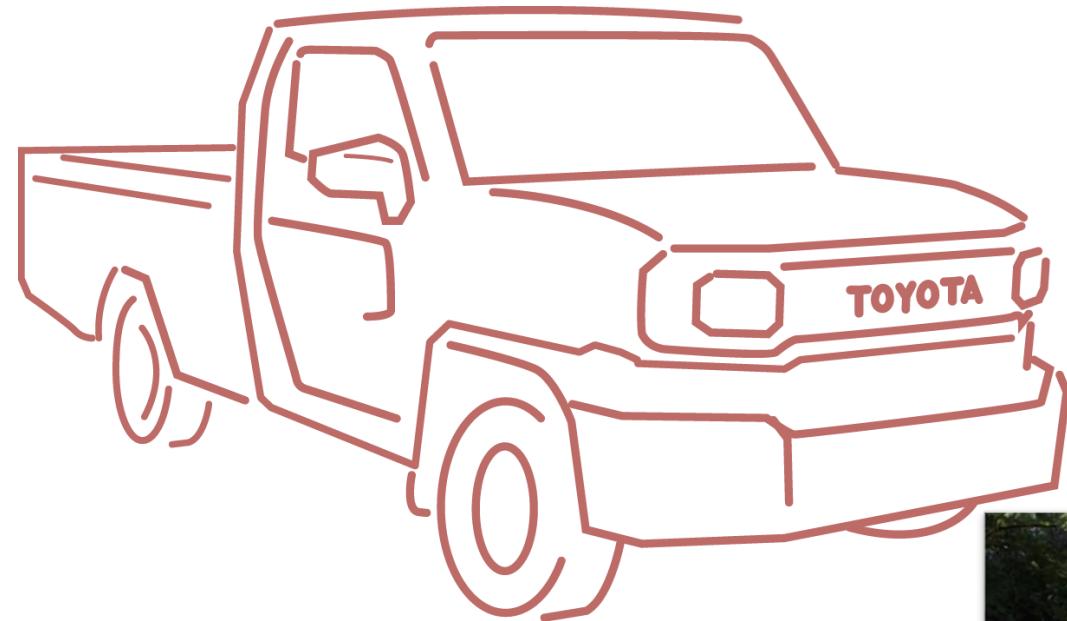


* - 2025 estimated car sales; GDP per Capita based on annualized 1H 2025 figure

Source: TMP, CAMPI, World Bank, BSP



TOYOTA

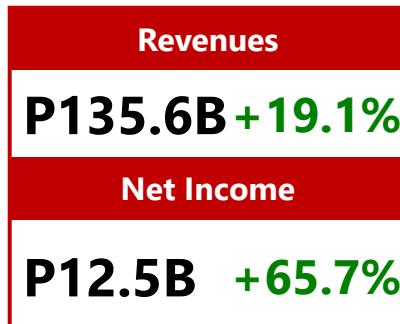


GT CAPITAL
HOLDINGS INCORPORATED



Financial Highlights

Key Highlights 1H 2025

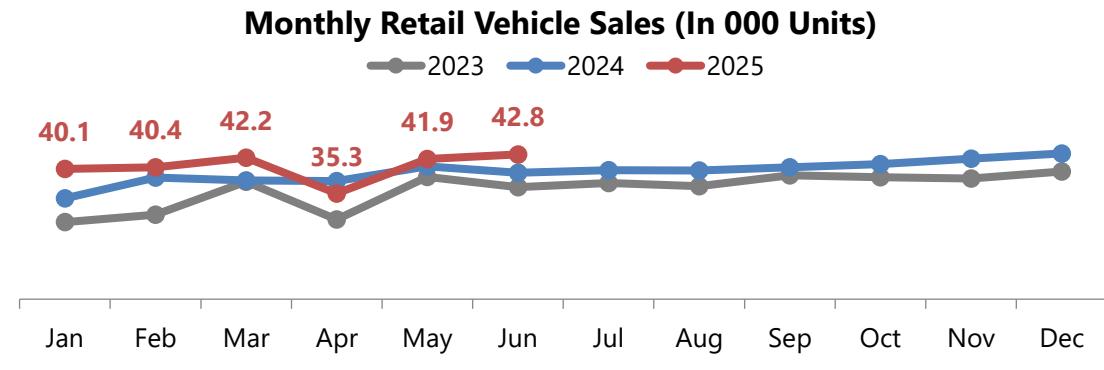


Industry*

Retail Vehicle Sales
241,341 Units
in 1H 2025

+5.8% YoY
vs. **228,098**
in 1H 2024

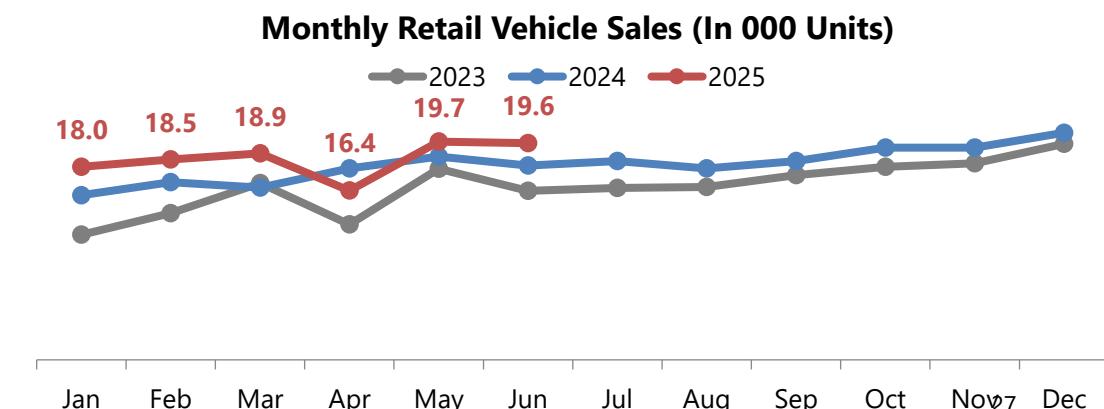
*Includes BYD



TOYOTA

Retail Vehicle Sales
111,276 Units
in 1H 2025

+6.6% YoY
vs. **104,350**
in 1H 2024



Toyota Retail Sales Highlights 1H 2025



Triple Crown Award



2021 2022 2023 2024 1H 2025
46% 48% 46% 46% 48.0%

Overall Sales*

(46.1% w/ BYD)



No.1 **61% 60% 53% 55% 48.5%**

Passenger Car Sales*
(19% of Total Sales)



No.1 **39% 45% 44% 44% 47.9%**

Commercial Vehicle Sales*
(81% of Total Sales)

Source: TMP, CAMPI, AVID

*TMP Market share based on 1H 2025 CAMPI Sales

TMP Top Selling Passenger Cars (Ranked by units)

Segment Share
1H 2025 44% 64% 45%



Unit Sales % to Total Sales
12,431 11%
8,707 8%
223 0.2%

TMP Top Selling Commercial Vehicles (Ranked by units)

Segment Share
1H 2025 46% 29% 72%



Unit Sales % to Total Sales
15,603 14%
11,221 10%
10,507 9%

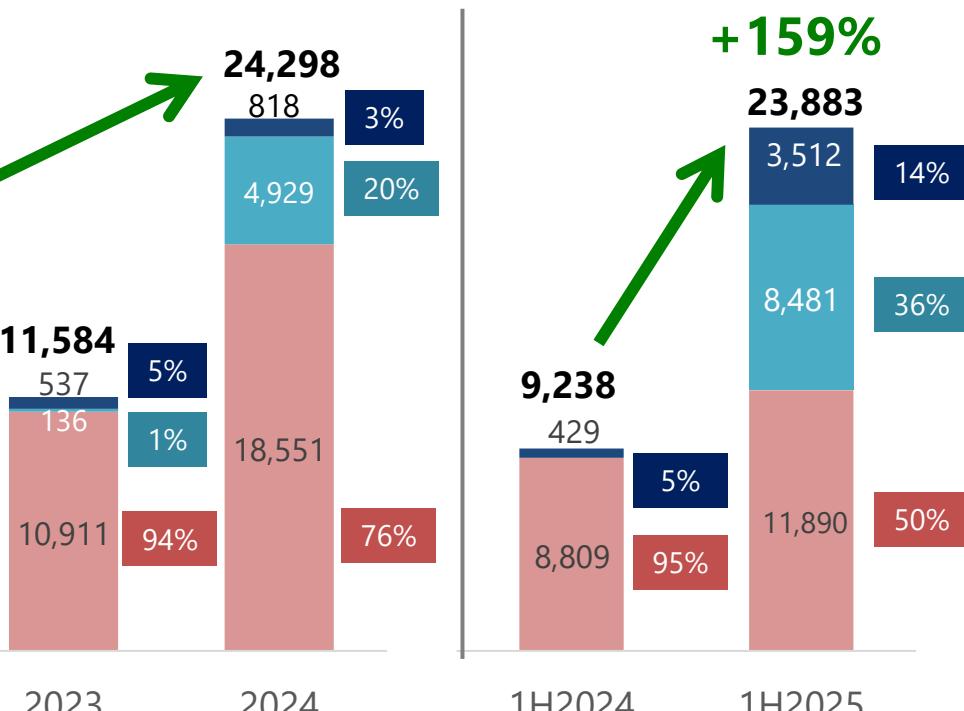
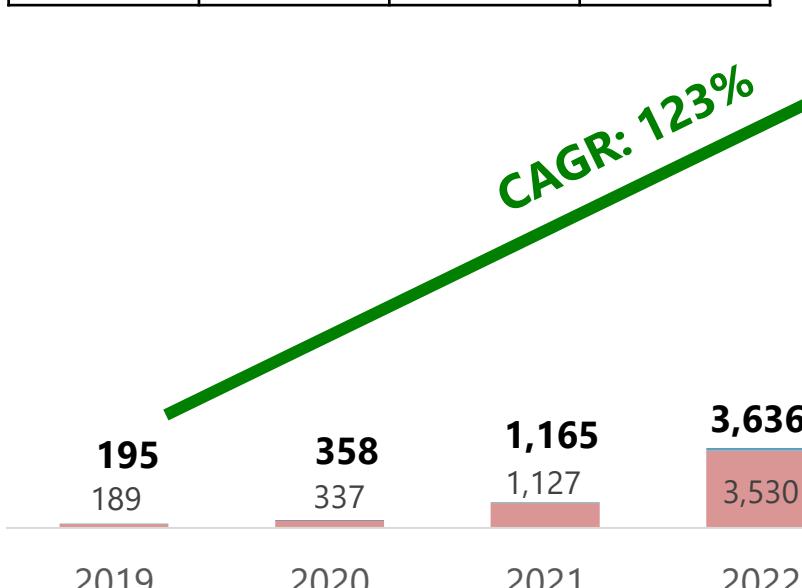
Electrified Vehicle Market

Growing at a fast pace



Share of EV Market to Total Industry Sales

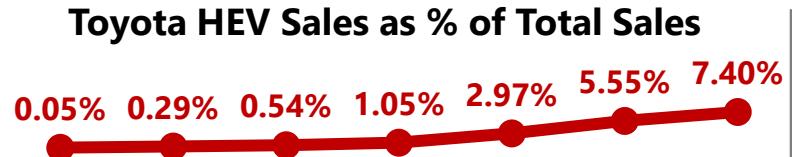
2022	2023	2024	1H25
1.01%	2.64%	5.13%	9.90%



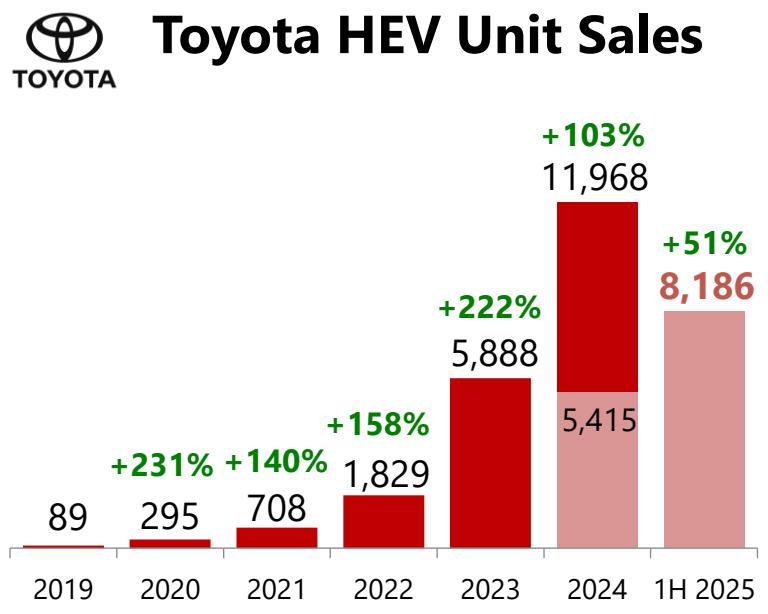
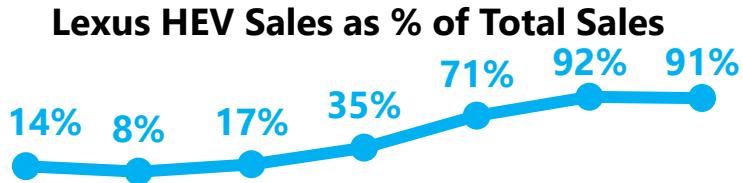
*2024 and 2025 figures include BYD Sales

Source: TMP

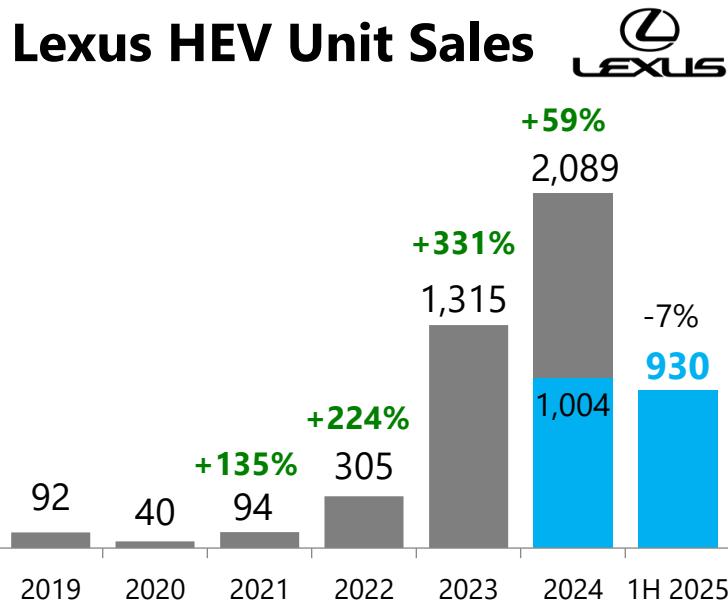
Toyota and Lexus Electrified Sales



Combined
Toyota + Lexus
1H 2025:
8.2%
1H 2024: 6.2%



+42%
1H 2025 vs. 1H 2024
EV Sales
76%
of HEV Market

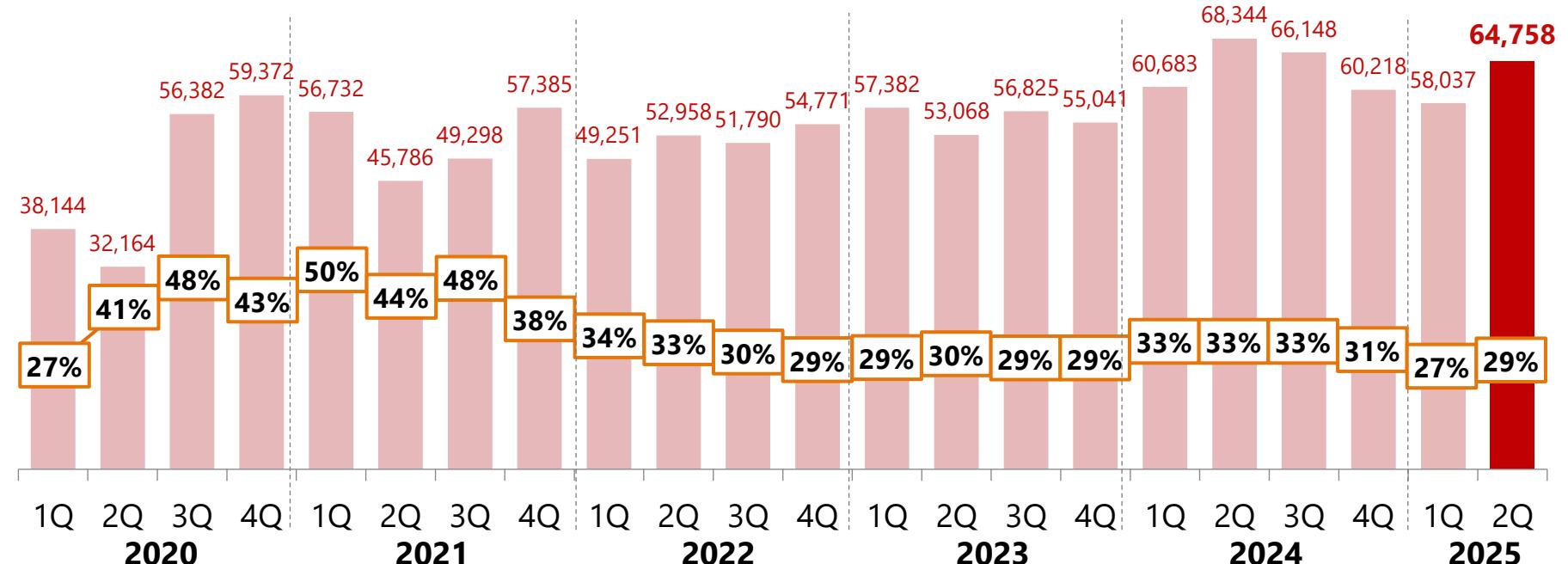


Sales Growth Supplemented by TFS PH



TFS Quarterly Applications and Penetration

■ Bookings □ Penetration Rate



Toyota CKD Model Performance



Toyota CKD Models



VIOS

44.1%

Subcompact PC
Segment Share
1H 2025

TAMARAW

37.9%

MPV
Segment Share
1H 2025



INNOVA

15.9%

Compact MPV
Segment Share
1H 2025



Higher production
in Toyota Sta. Rosa
Assembly Plant

63,351

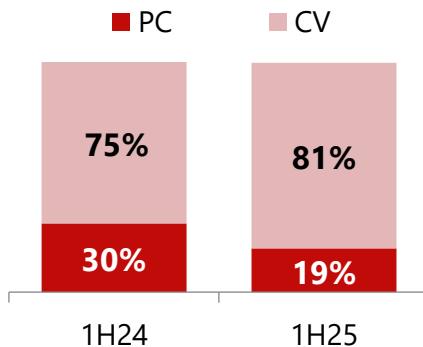
units to be
assembled
FY 2025 plan

60,098

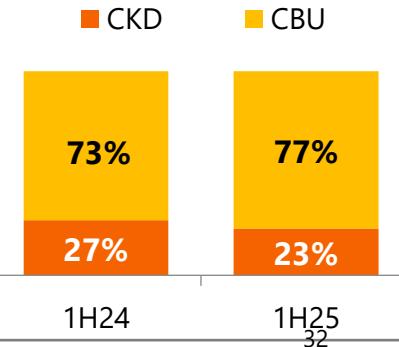
units assembled
FY2024

+5.4% YoY

PC/CV Mix 1H 2025



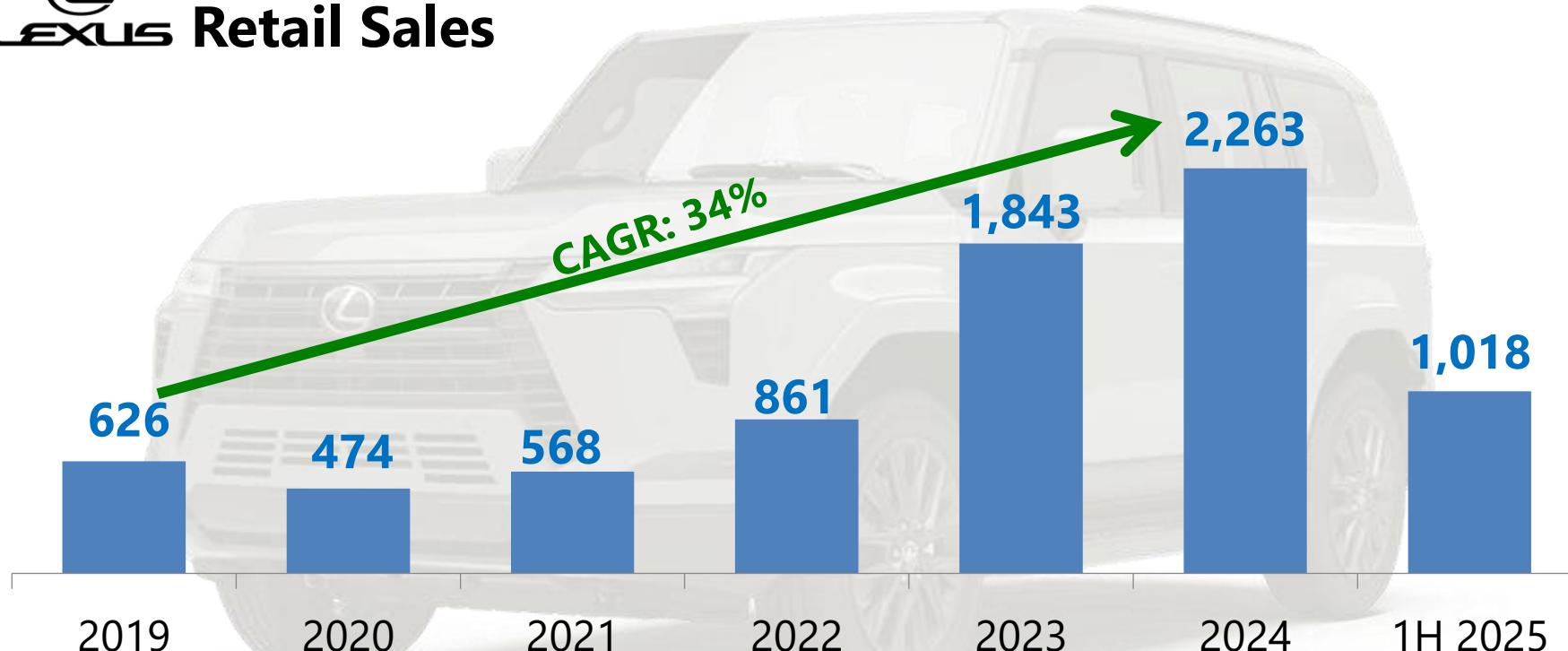
CKD/CBU Mix 1H 2025



Lexus maintains strong growth in the Auto Luxury segment



LEXUS Retail Sales



Summary of Key Messages

- The Philippine automotive industry recorded unit sales of **241,341 units** reflecting a **+5.8%** increase, while TMP posted sales of **111,276 units**, marking an **+6.6%** growth.
 - **46.1%** TMP market share
 - Share of provincial network at **66.0%** of total sales
- Through continued expansion and innovation, TMP (Toyota and Lexus) reported a consolidated growth of **+42.0%** in electrified vehicle sales
- Three new variants of the **Next Generation Tamaraw** were launched in July.
- **Record net income of Php12.5 billion +65.7%.**

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 (**38%** of total sales)



The Observatory Sales Pavilion

Mandaluyong City



THE OBSERVATORY

- First stand-alone showroom located in Mandaluyong City
- Offers guests an **immersive** and **elevated preview** of The Observatory



Federal Land NRE Global



Empowering Filipino Business Owners

Scale faster, operate smarter, built with confidence



Tamaraw 2.4 Long-Wheel Base (LWB) M/T



WING VAN

Php 1,450,000
(Approx. 24K USD)

MOBILE STORE

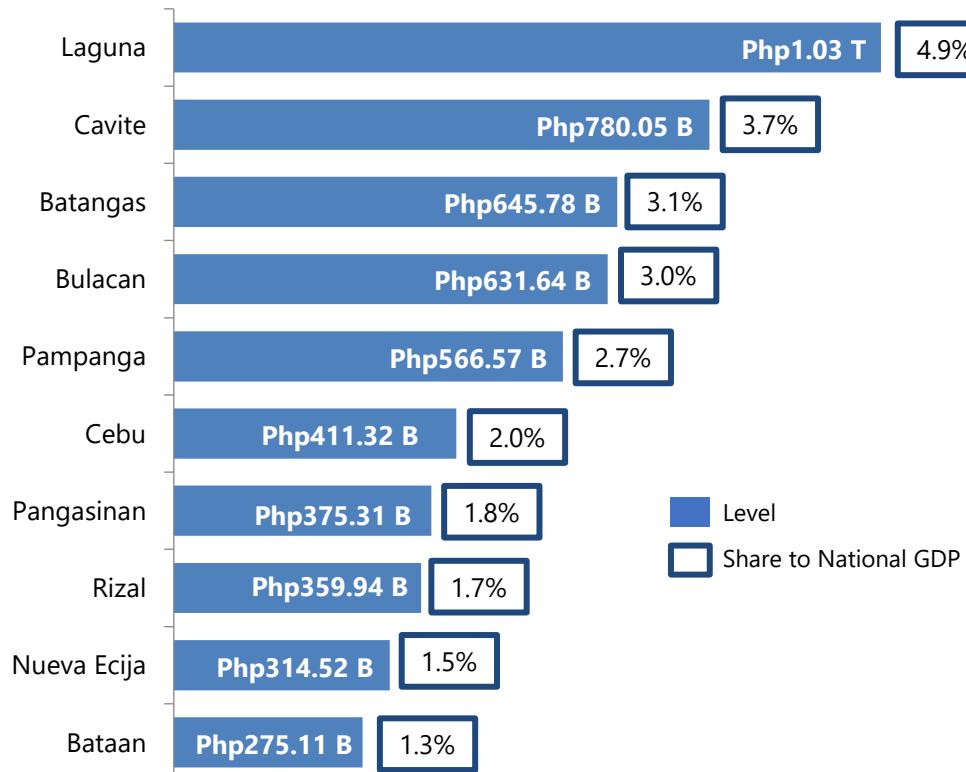
Php 1,490,000
(Approx. 25K USD)

FOOD TRUCK

Php 1,540,000
(Approx. 26K USD)

Strategies Align with Regional Growth

Largest Provincial Economies (2023)



Horizontal developments outside of Metro Manila

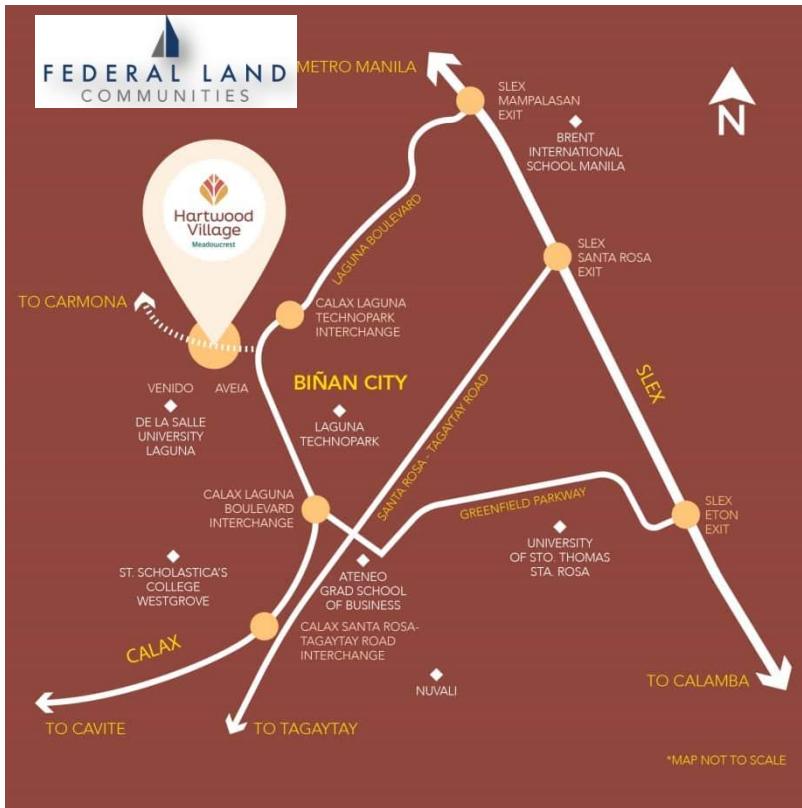
- **Hartwood** in Biñan, Laguna
- **Yume** at Riverpark, Gen. Trias, Cavite
- Riverpark North **Commercial Lots**, Gen. Trias, Cavite



Expansion of Dealership in **Riverpark, Cavite**

Hartwood Village at Meadowcrest

Biñan, Laguna



Meadowcrest Township

- **48-hectare** masterplanned neighborhood township
- Residential blocks, retail shops, parklets and biking networks that would offer customers with a distinct lifestyle and business environment

Hartwood Village

Phase 1	Launched July 2024
Phase 2	Launched November 2024
Phase 3	To be launched subject to market conditions



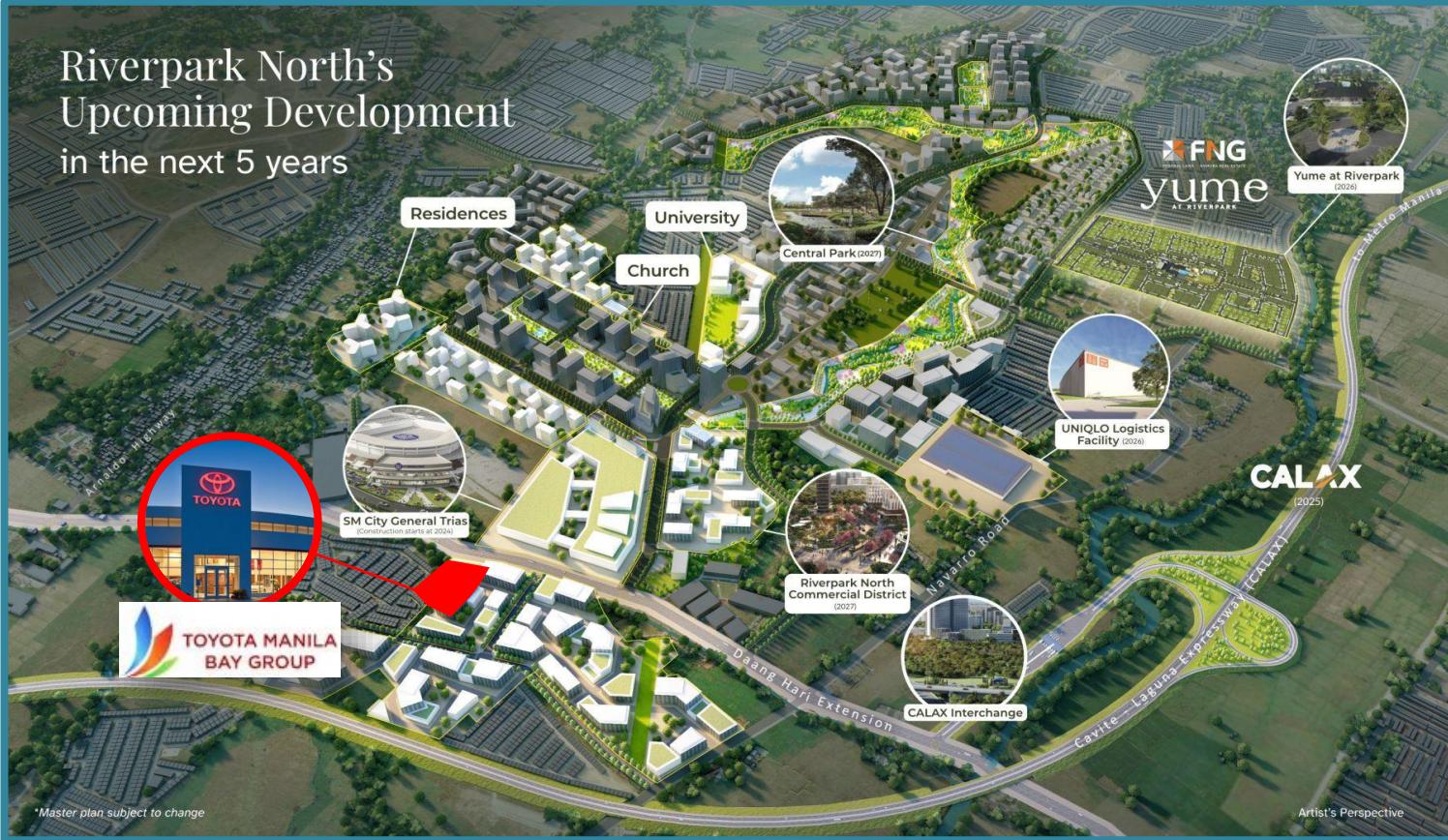
Hartwood Village Phase 1 40

Toyota Manila Bay Dealership

Riverpark



Riverpark North's
Upcoming Development
in the next 5 years



April 2025

PHP 3.00

Regular Cash
Dividends

PHP 2.00

Special Cash
Dividends

August 2025

PHP 3.00

Regular Cash
Dividends

Record Date:
August 27, 2025

Payout Date:
September 5, 2025

**Pushing Boundaries
Achieving More**

Thank You!

