GT CAPITAL
HOLDINGS INCORPORATED

Pushing Boundaries
Achieving More

First Half 2025

Financial and Operating Results Briefing
via Zoom

Wednesday, 13 August 2025
2:30 PM

For more information, visit **gtcapital.com.ph/investor-relations** or contact **IR@gtcapital.com.ph**

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GT CAPITAL HOLDINGS INCORPORATED Briefing Panelists

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Chief Finance Officer

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Mr. Carmelo Maria Luza Bautista

President
GT Capital Holdings, Inc.

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Macroeconomic Highlights

GT Capital First Half 2025
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Macroeconomic Indicators

GDP

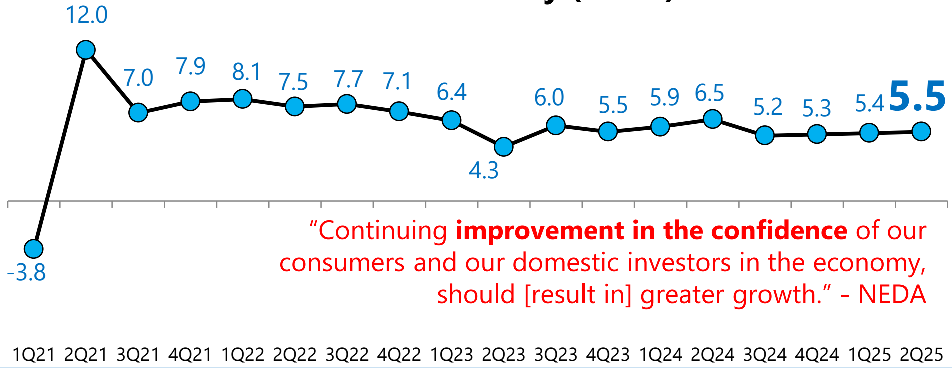
5.5% 2Q 2025

(versus **5.4%** Bloomberg Consensus 2Q 2025)

6.5% 2Q 2024

- Consumption **+5.5%**
- Government Exp **+8.7%**
- Investment **+0.6%**
- Imports **+2.9%**
- Exports **+4.4%**

GDP Quarterly (%YoY)



"Continuing **improvement in the confidence** of our consumers and our domestic investors in the economy, should [result in] greater growth." - NEDA

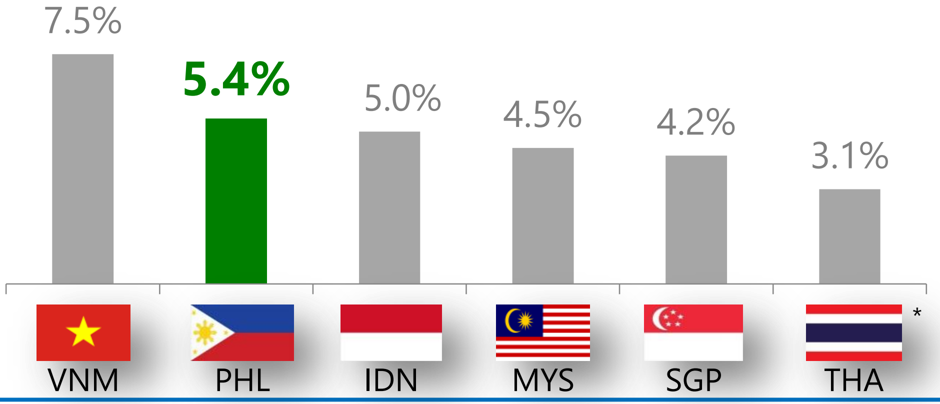
Top Industry Drivers for First Half 2025 GDP Growth

Financial and Insurance Activities **+5.6%**

Wholesale and retail trade; repair of motor vehicles **+5.1%**

ASEAN 1H2025 GDP

PH growth is one of the **highest** among ASEAN peers for first half 2025



* - 1Q2025

GDP aligned with estimates

Estimates as of	Apr-25	Aug-25
Bloomberg Consensus	5.8%	5.5% ▼
ADB	6.0%	5.6% ▼
DBCC*	6.0% to 8.0%	5.5% to 6.5% ▼
IMF	5.5%	5.5%
World Bank	5.3%	5.3%

*Development Budget Coordination Committee

Source: PSA, NEDA, Reuters

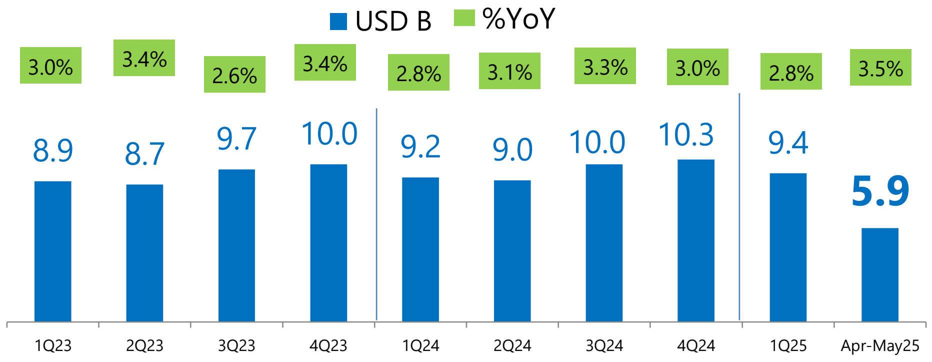
Macroeconomic Indicators

OFW

Remittances
(In USD B)

USD15.3B
Jan-May 2025, **+3.0%**YoY

USD38.3B
FY 2024, **+3.0%**YoY

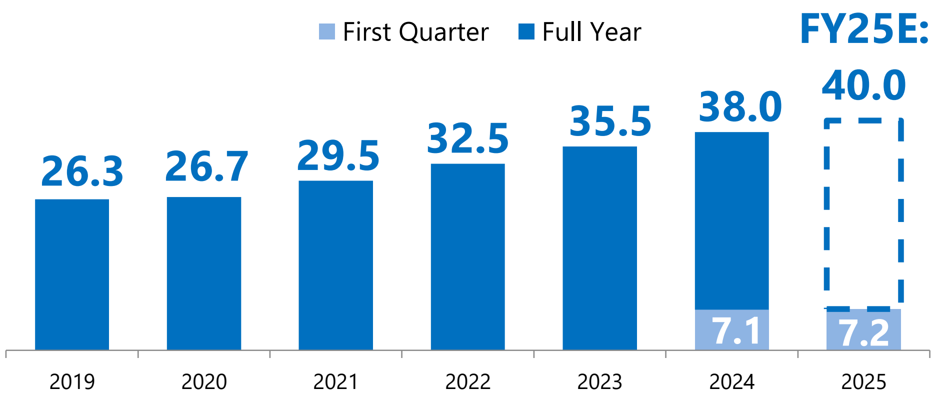


BPO Sector

(In USD B)

USD7.2B
1Q 2025 **+1.3%**YoY

USD38.0B
FY 2024



Other Macroeconomic Indicators

FDI	**USD2.96B** net inflows Jan-May 2025 -26.9%
Overall BOP Position	**USD5.59B** deficit in 1H 2025 vs. USD1.4B surplus in 1H 2024
Fiscal Balance	**PHP765.5B** deficit in 1H 2025 2025 vs. PHP613.9B deficit in 1H 2024
Trade Balance	**USD3.95B** deficit in 1H 2025 vs. USD4.34B deficit in 1H 2024
Debt-to-GDP	**63.1%** in 1H 2025 vs. 60.9% in 1H 2024 2025 Target: 60.4%
GIR	**USD105.7B** As of July 2025 -1%YoY Equivalent to **7.2** months' worth of imports and payments
Unemployment Rate	**3.7%** in 1H 2025 vs. 3.1% in 1H 2024 50.47 million indiv. employed

Source: PSA, BSP, IBPAP

Macroeconomic Indicators

Inflation

1.7% **Jan-Jul** 2025

vs.

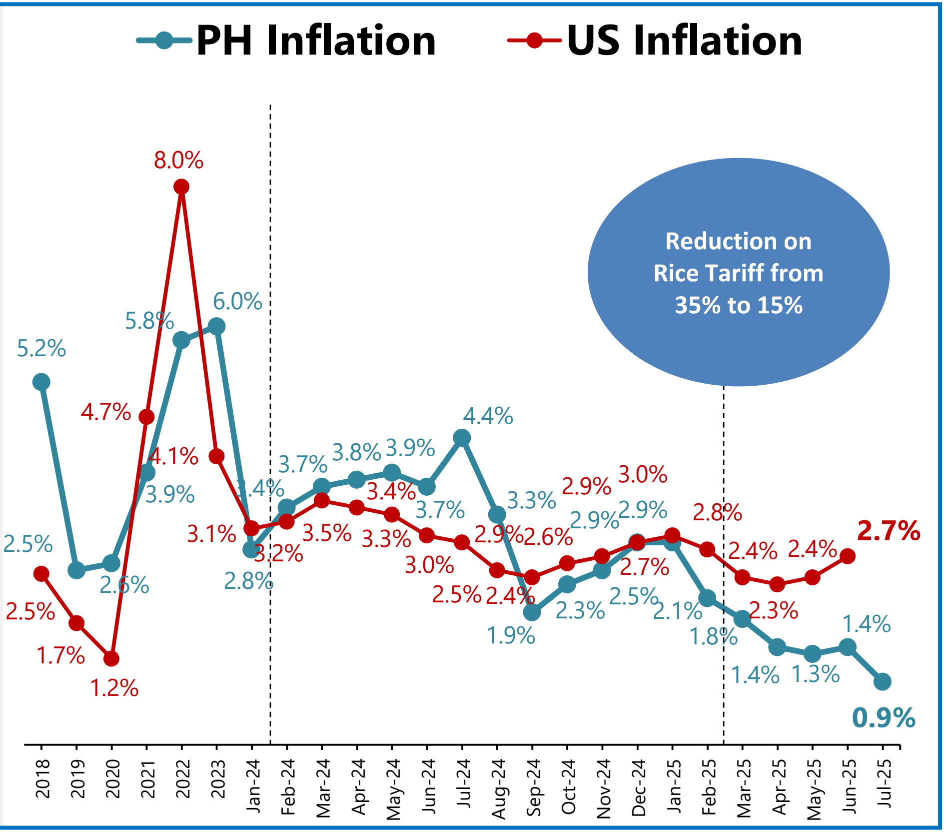
3.2% **FY 2024** Average

6.0% **FY2023** Average

July 2025 inflation **0.9%**

Downtrend due to:

- Food and Non-Alcoholic Beverage **-0.2% Jul25** vs 0.4% Jun25
- Transport **-2.0% Jul25** vs -1.6% Jun25
- Utilities **2.1% Jul25** vs 3.2% Jun25



Most institutions expect inflation to further ease for FY 2025

Estimates as of	Apr-25	Aug-25
BSP	**2.3%**	**1.6%** ▼
Bloomberg Consensus	**2.7%**	**2.0%** ▼
ADB	**3.0%**	**3.0%**
DBCC	**2.0% - 4.0%**	**2.0% - 3.0%** ▼
IMF	**2.6%**	**2.6%**
World Bank	**3.1%**	**3.1%**

	End 2024	Current
5Yr BVAL	**6.1%** (Dec 27)	**5.9%** (Aug 11)
Brent Crude (in USD/Barrel)	**74.64** (Dec 31)	**66.63** (Aug 11)
Brent Futures (Nov 2025)	**74.24** (Dec 31)	**66.30** (Aug 11)

Source: PSA, BSP, DBCC, Bloomberg, OPEC

Macroeconomic Indicators

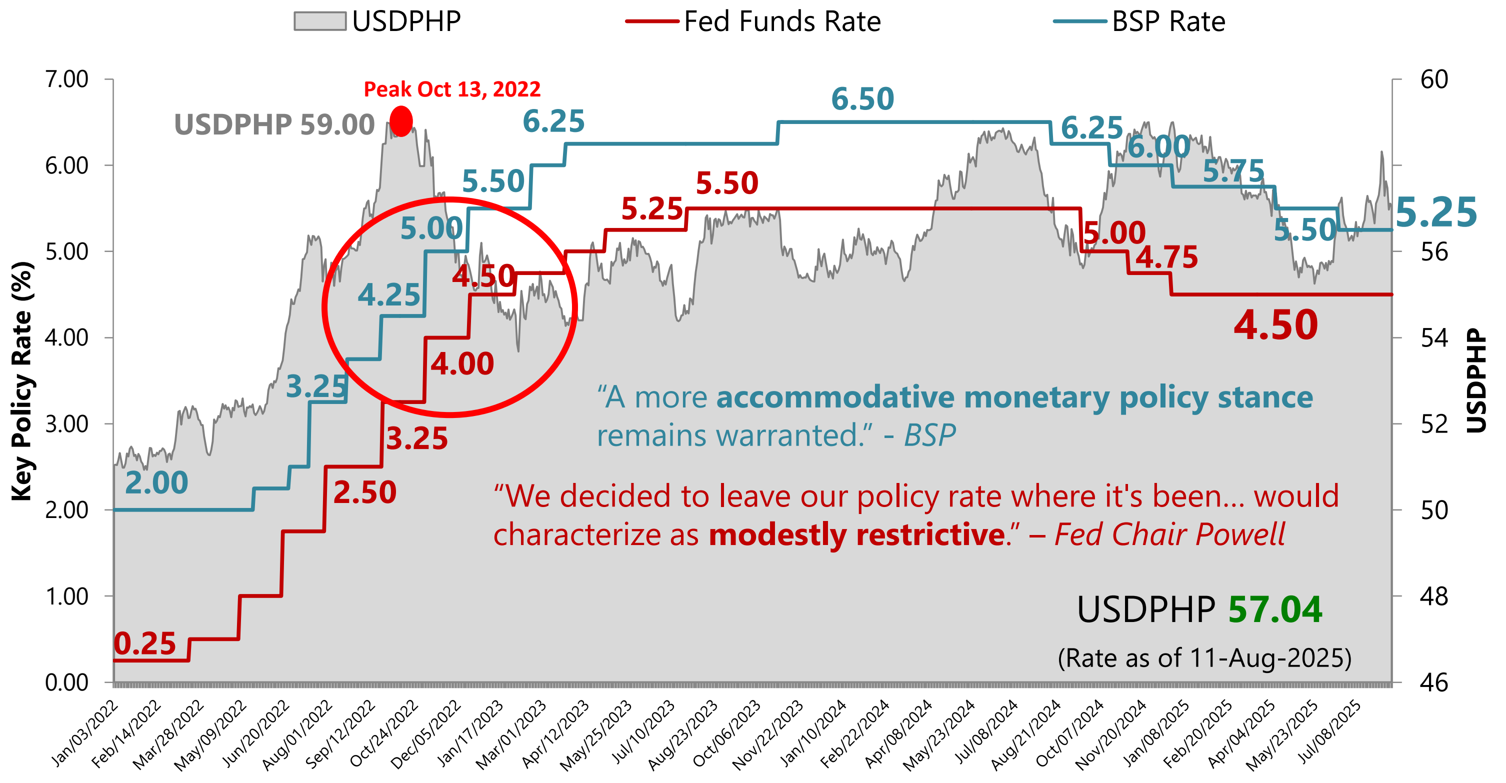
BSP Policy Rate
-50 bps
Jan-Jun 2025
5.25%

RRR
-200 bps
Jan-Jul 2025
5.0%
Php320B freed up

Fed Funds Rate
unchanged
Jan-Jul 2025
4.50%

USDPHP
+1.39%
(01-Jan to 11-Aug 2025)

Bloomberg Consensus
As of Aug 2025
USDPHP **56.00** FY2025



Source: Bloomberg

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Consolidated Financial Highlights

GT Capital First Half 2025
Financial and Operating Results Briefing

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*

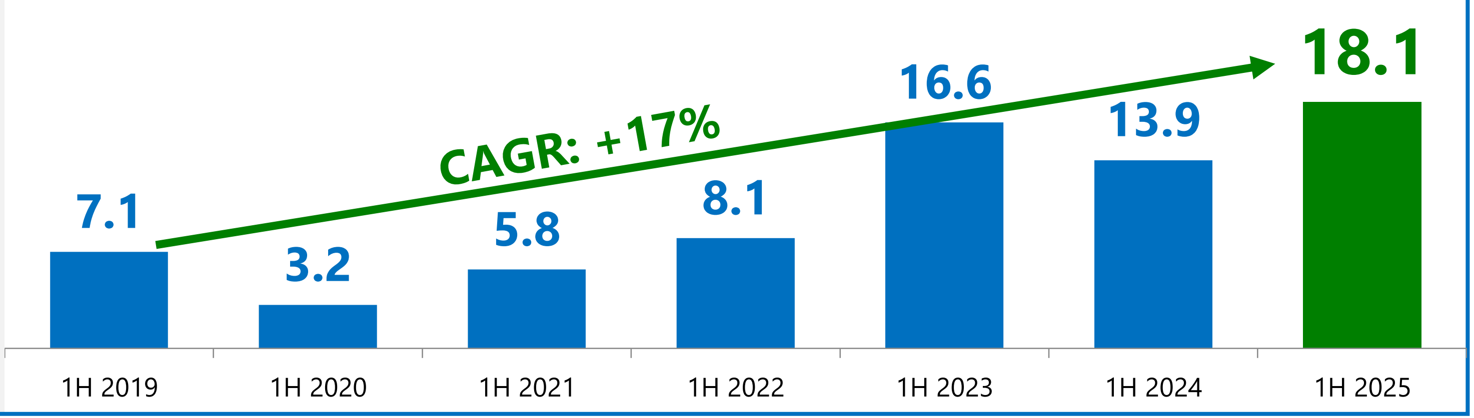
Record High First Half Earnings in 2025

Core Net Income

1H 2025

+31%

vs. 1H 2024

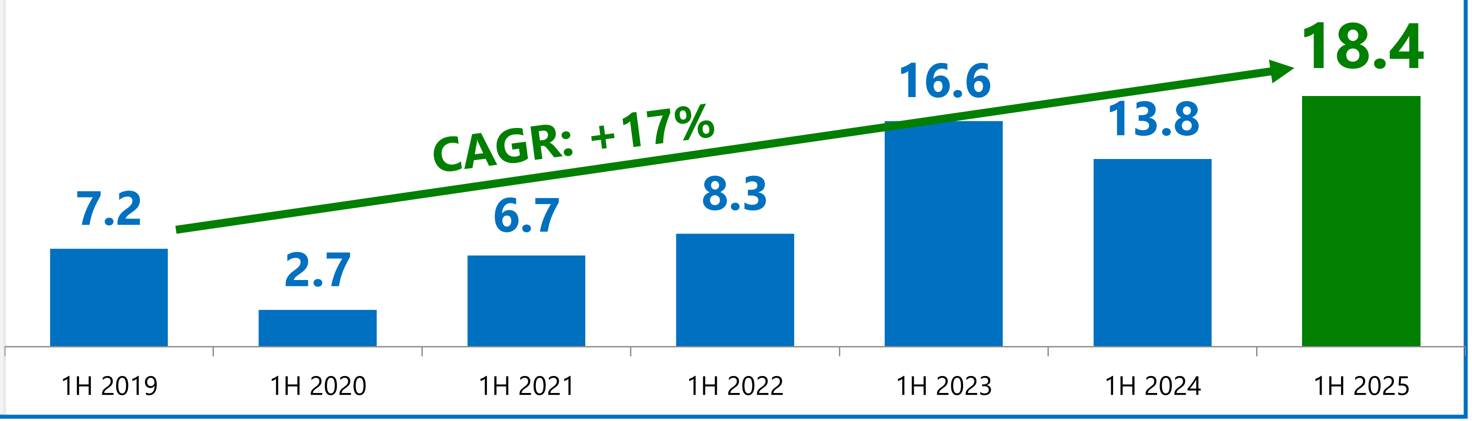


Reported Net Income

1H 2025

+34%

vs. 1H 2024



GT Capital Financial Highlights 1H 2025

Metrobank

Revenues	
Php77.6B	+11%
Net Income	
Php24.8B*	+5%

- 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%

Federal Land

Revenues	
Php5.5B	-20%
Net Income	
Php319M	-59%

- 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

AXA

Gross Premium	
Php16.7B	+14%
Net Income	
Php1.5B	-2%

Life

- 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**

Non-Life

- GWP **Php2.0B** **+25%**
- Non-life Net loss **Php34M** vs. Php77M last year

Metro Pacific Investments

Share in Opr. Core Inc.	
Php17.5B	+18%
Core Net Income	
Php15.0B*	+20%

- Increased volumes for power, water, and traffic
- Rate adjustments for water, toll, and rail
- Core NI per OpCo
  - Meralco **+10%**
  - Maynilad **+53%**
  - MPTC **+5%**
- Impact of PCSPC sale **Php2.9B**
- Reported NI **Php17.0B** **+36%**

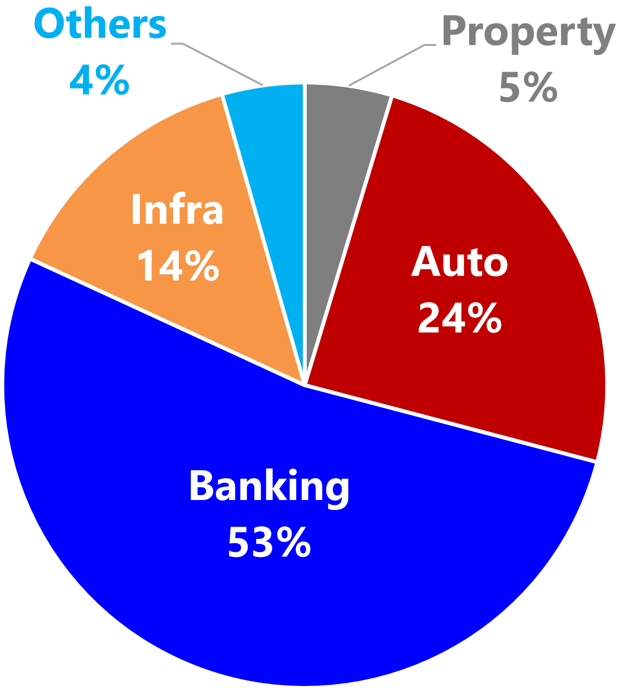
Toyota

Revenues	
Php135.6B	+19%
Net Income	
Php12.5B*	+66%

- 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%

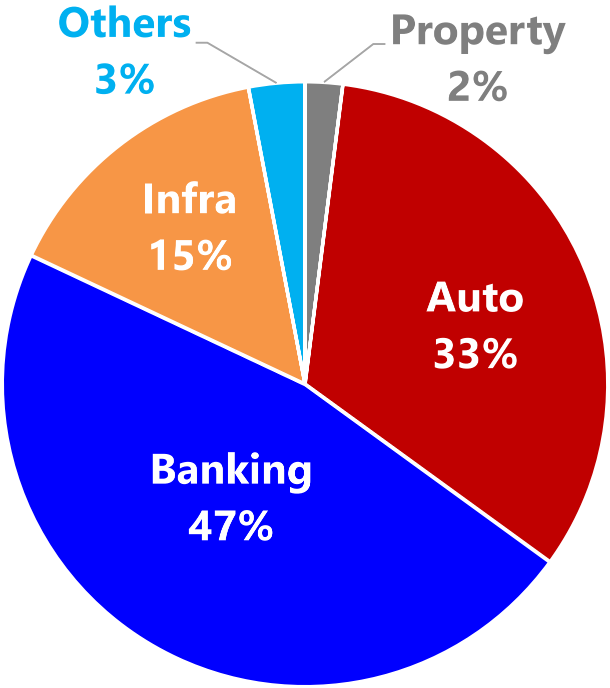
*Record Level

GT Capital Net Income Contribution per Sector 1H 2025



1H 2024

Banking + Auto = 77%



1H 2025

Banking + Auto = 80%

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Operating Company Highlights

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Metrobank
You're in good hands

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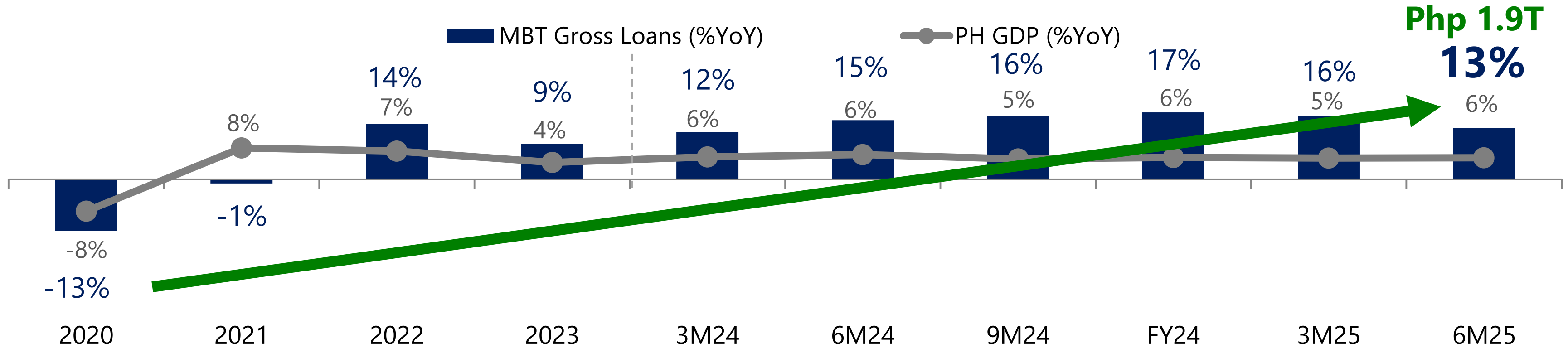
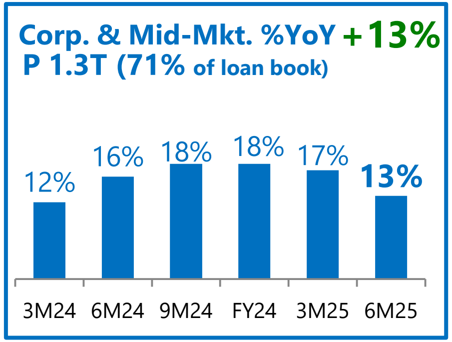
Financial Highlights

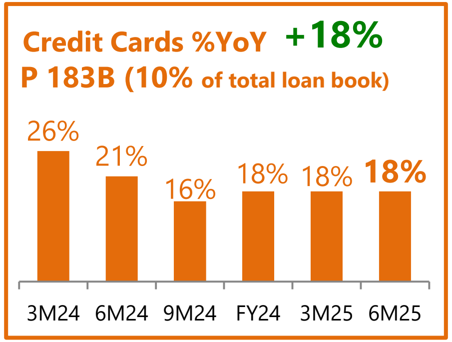
Metrobank Financial Highlights 1H 2025

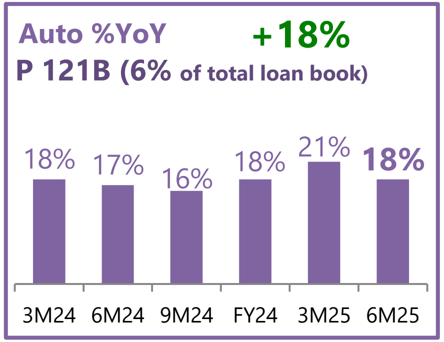
MBT Loan Growth vs. GDP Growth

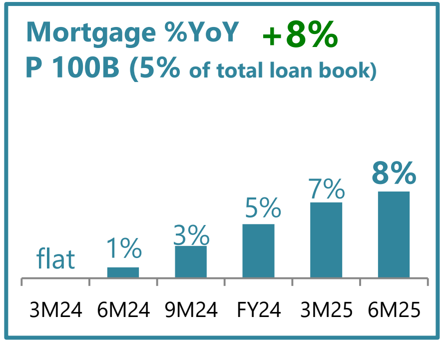


Loan Growth Drivers









*Credit Card Receivables: gross of unearned interest and discounts

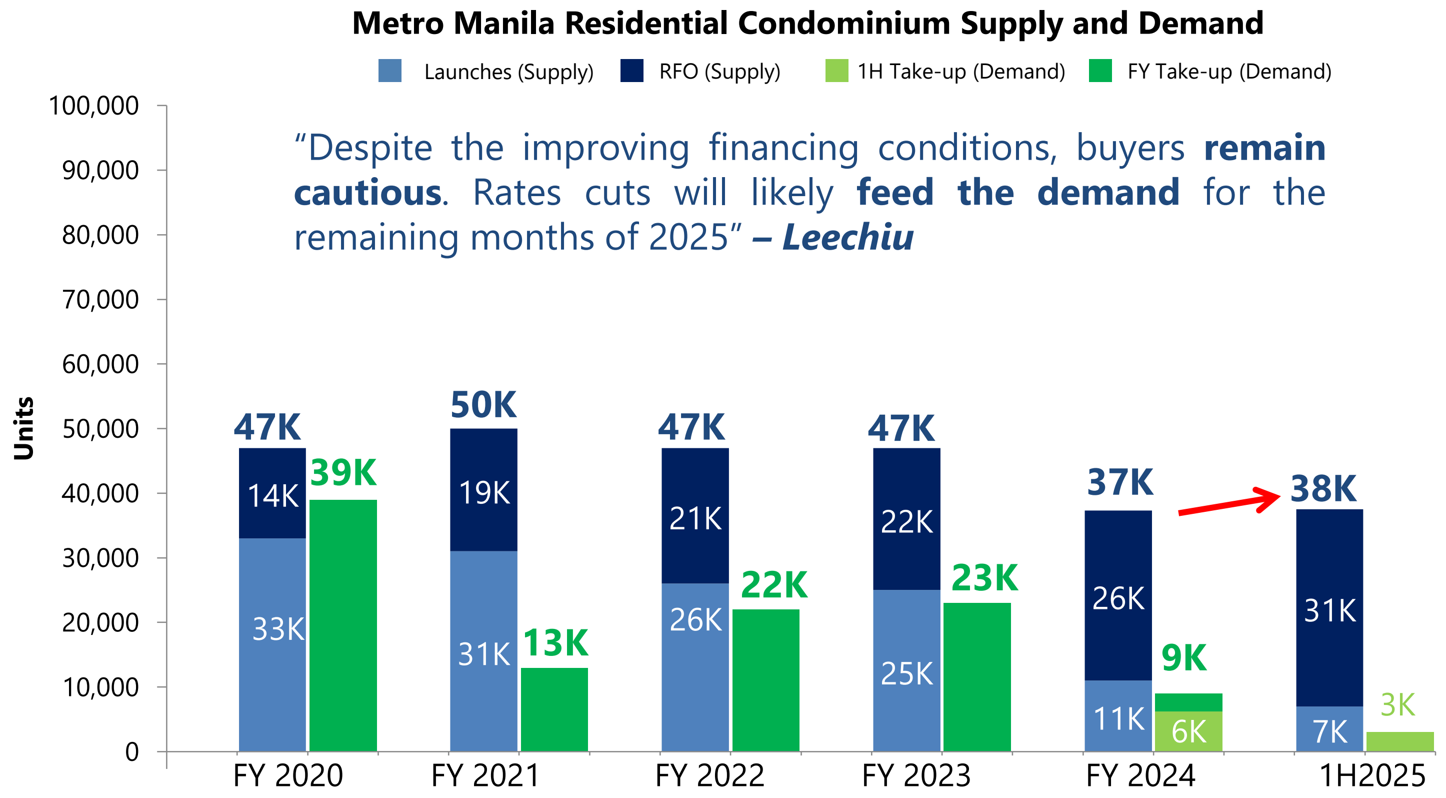
Summary of Key Results

- **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*

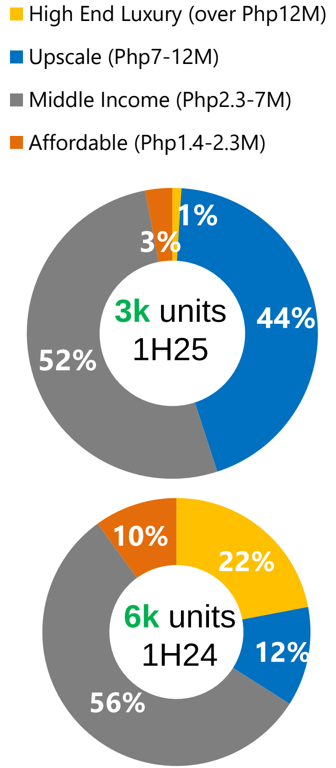
Industry Highlights

Metro Manila Residential Supply and Demand

1H 2025



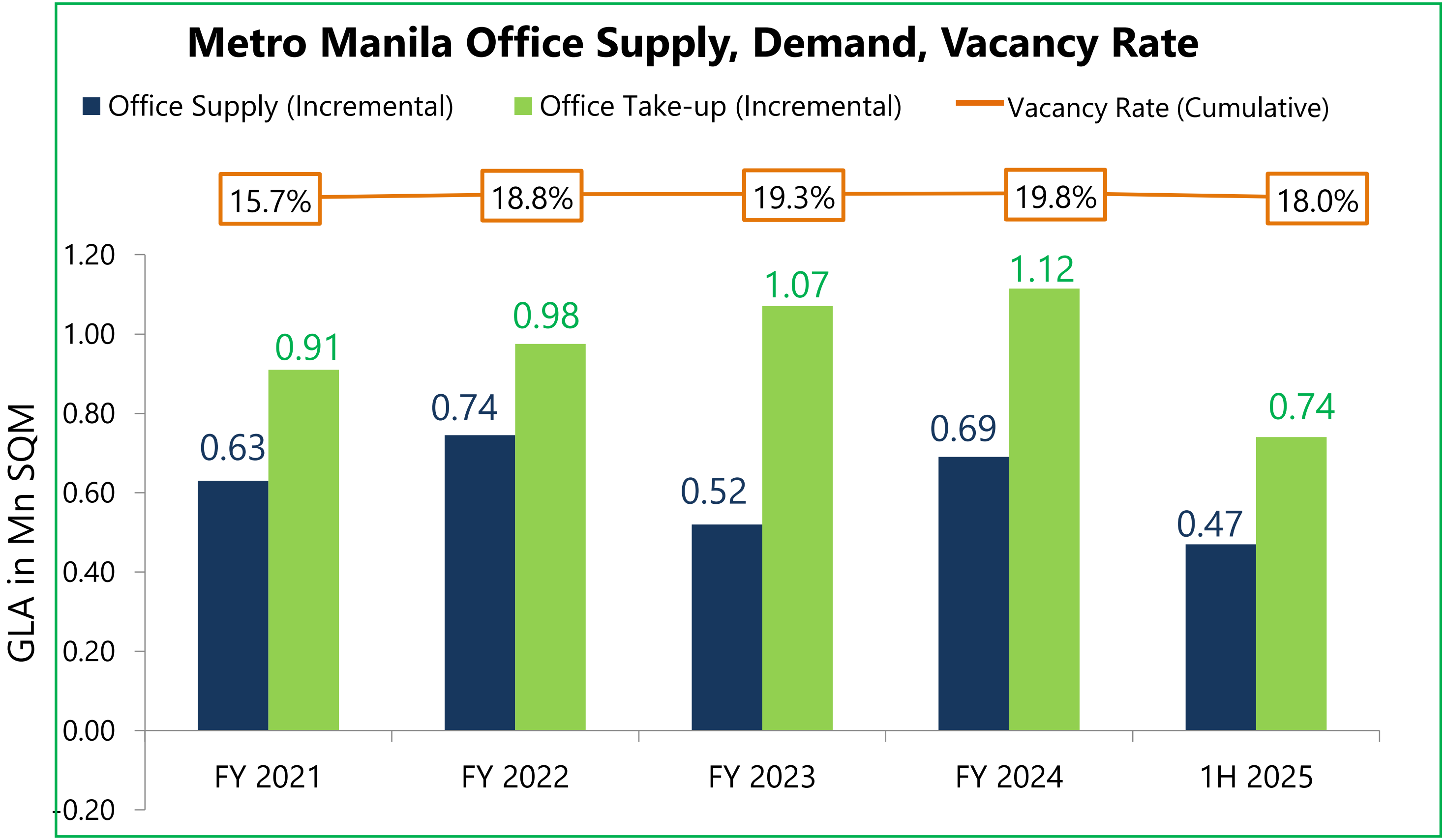
Residential Demand Mix

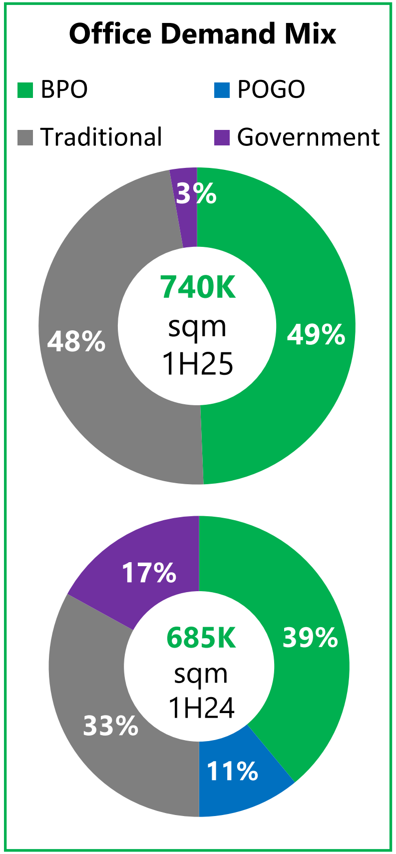


Source: Colliers, Leechiu Property Consultants

Metro Manila Office Supply and Demand

1H 2025





Source: Leechiu Property Consultants

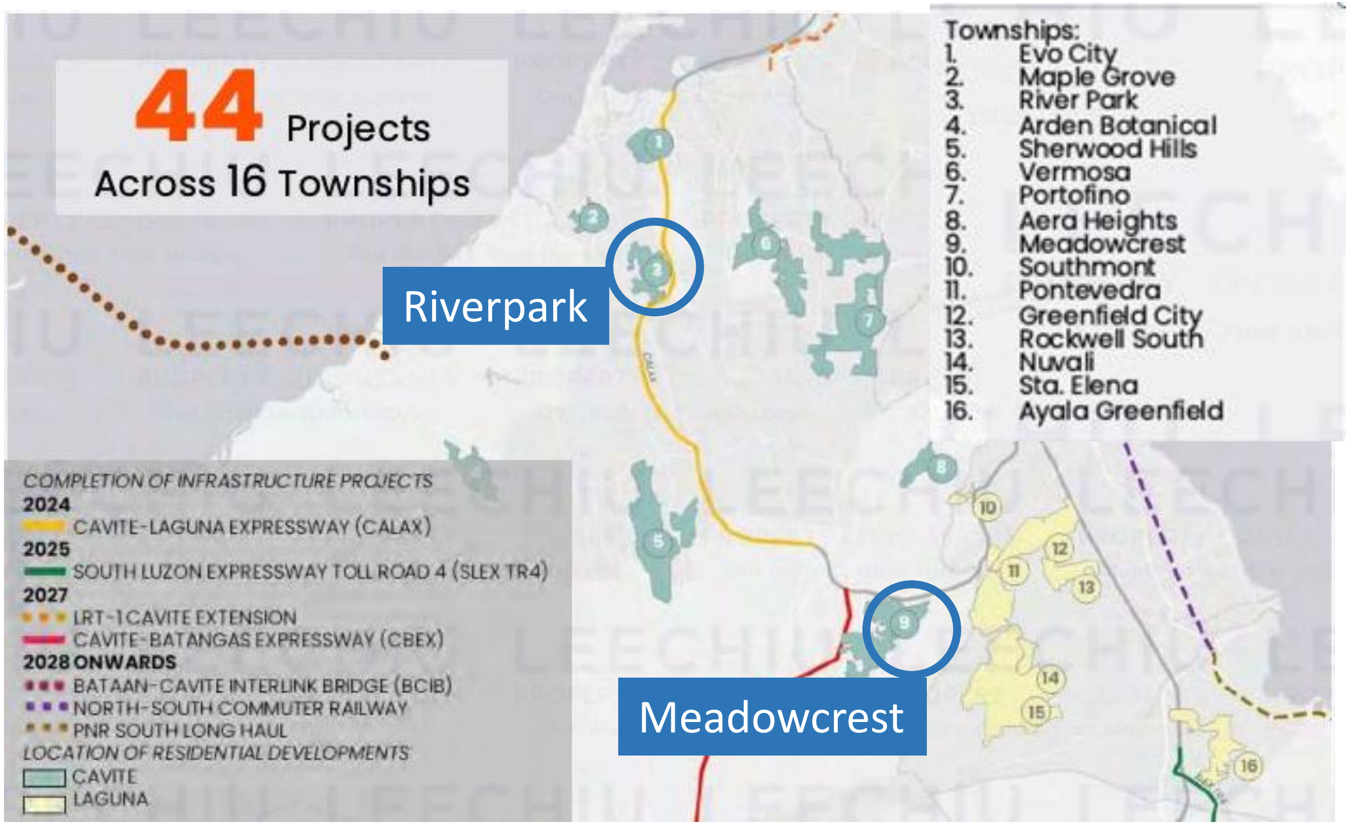
Residential Supply and Demand South of Metro Manila

1H 2025 - Leechiu Property Consultants

7,400
Total Open Lots

972
Total Remaining Open Lots

Equivalent to
Php27B

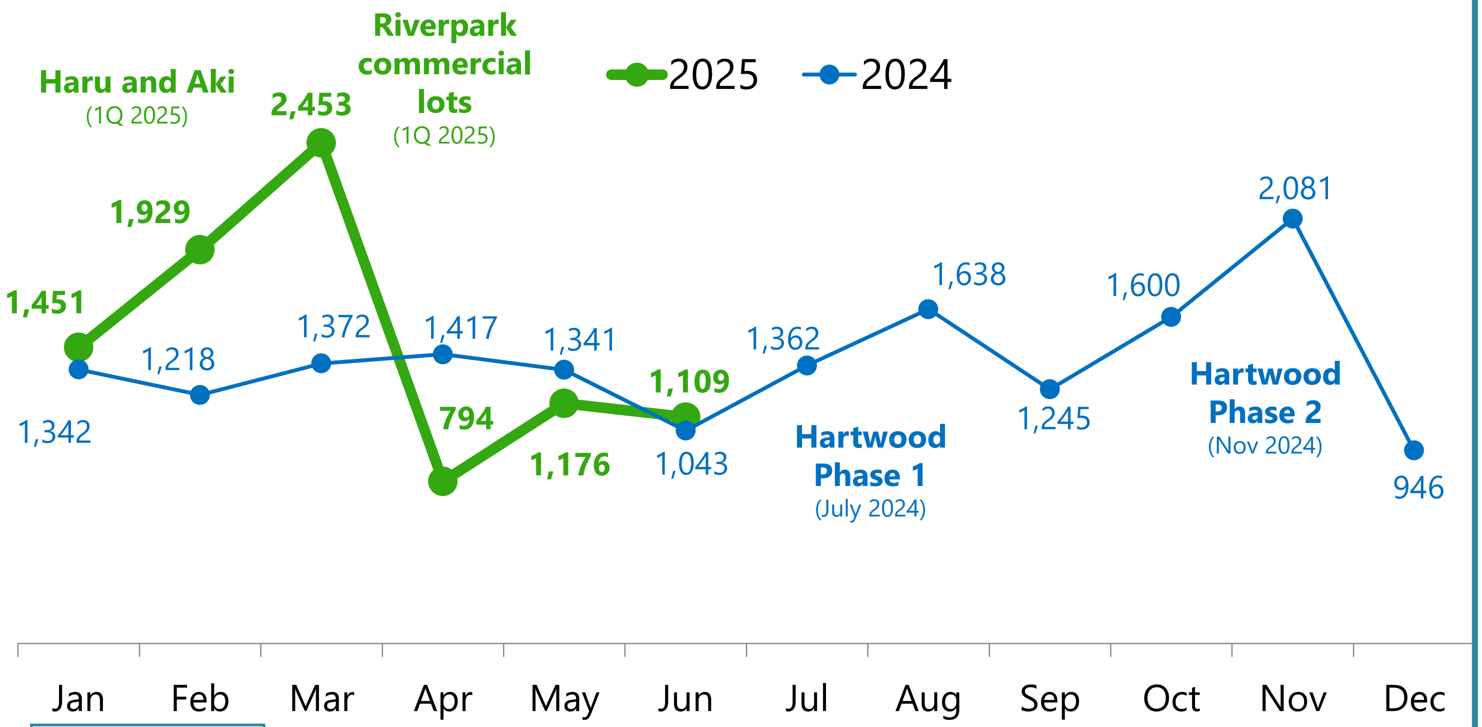


Source: Leechiu Property Consultants

Financial Highlights

Federal Land Financial Highlights 1H 2025

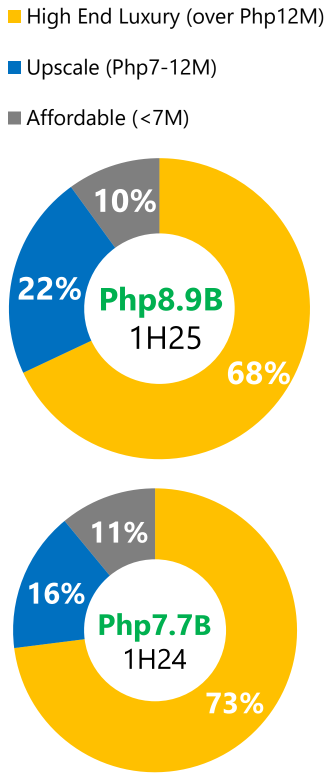
Monthly Reservation Sales (Php M)



Php8.9B
1H 2025

+15% vs. **Php7.7B** 1H 2024

Reservation Sales Mix



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)**

Mr. Vince S. Socco

Chairman

GT Capital Automotive and Mobility Holdings, Inc. (GTCAM)

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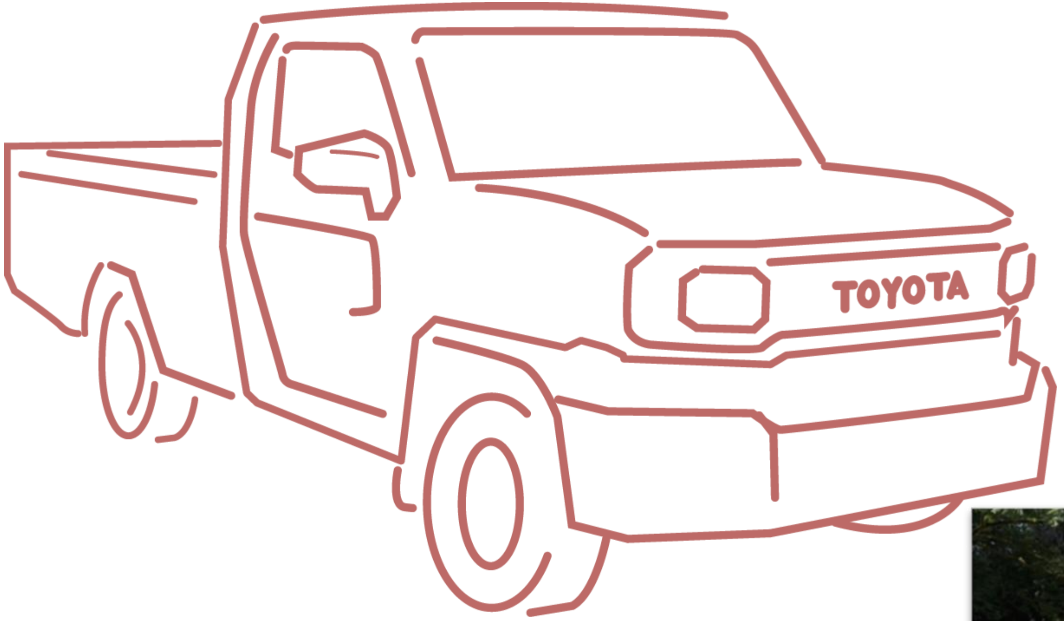
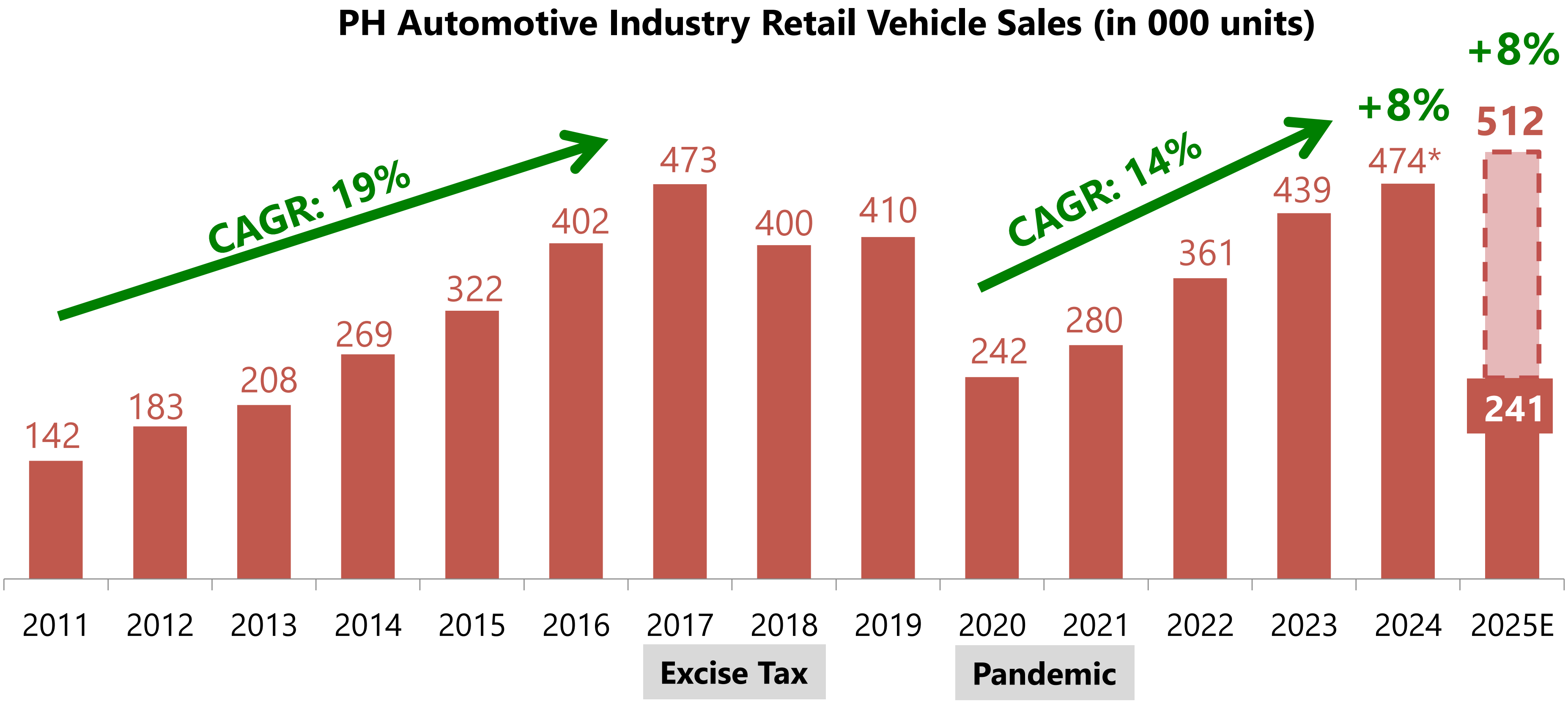


Automotive Sector Highlights

Philippine Automotive Sector

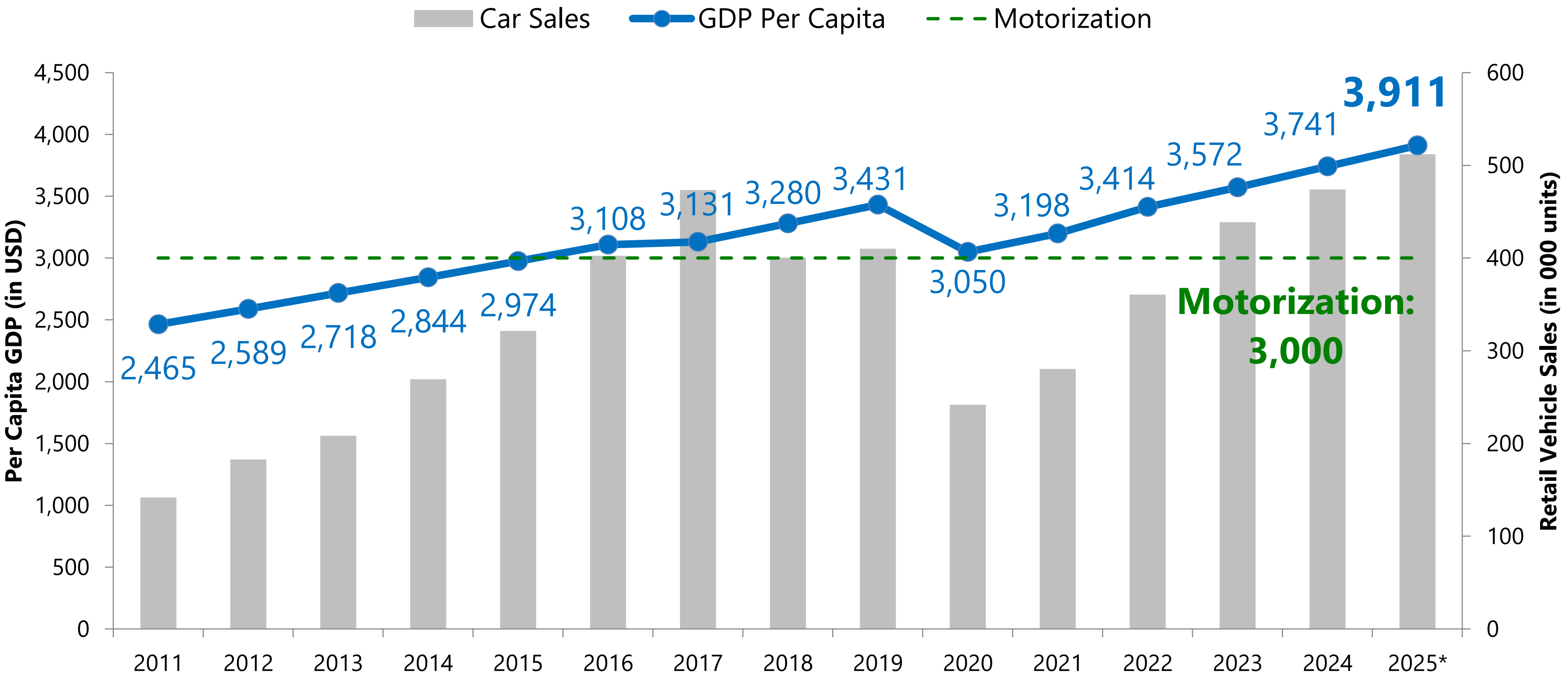
All-time sales record high in 2024



Source: TMP, CAMPI; * - 2024 Data includes BYD Sales

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

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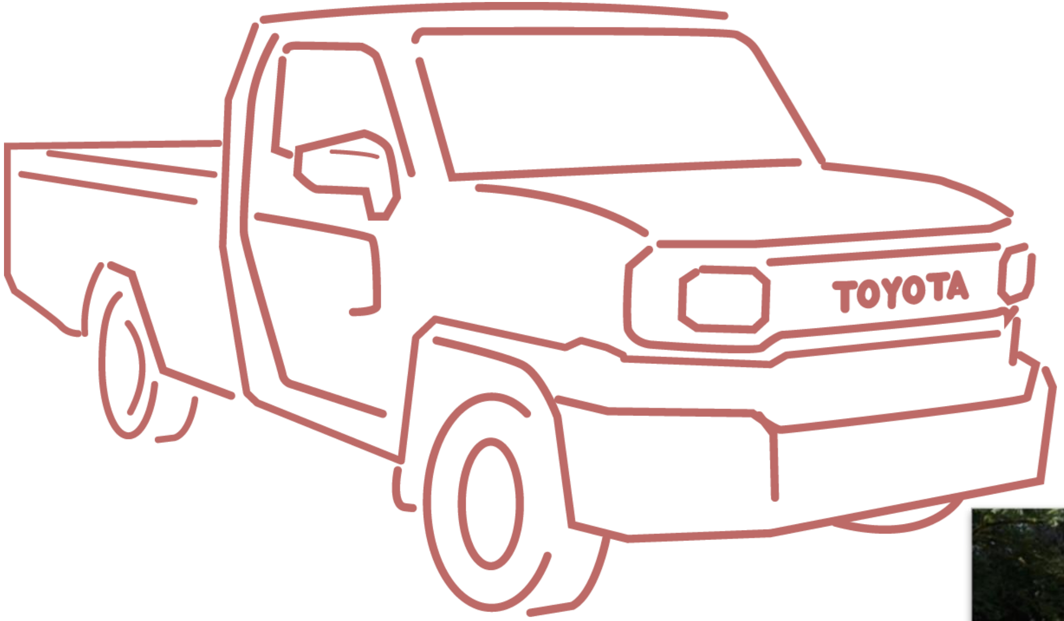


Financial Highlights

Key Highlights 1H 2025

Revenues
P135.6B +19.1%

Net Income
P12.5B +65.7%

Wholesale Volume
112,653 units **+7.6%**

Retail Sales Volume
111,276 units **+6.6%**

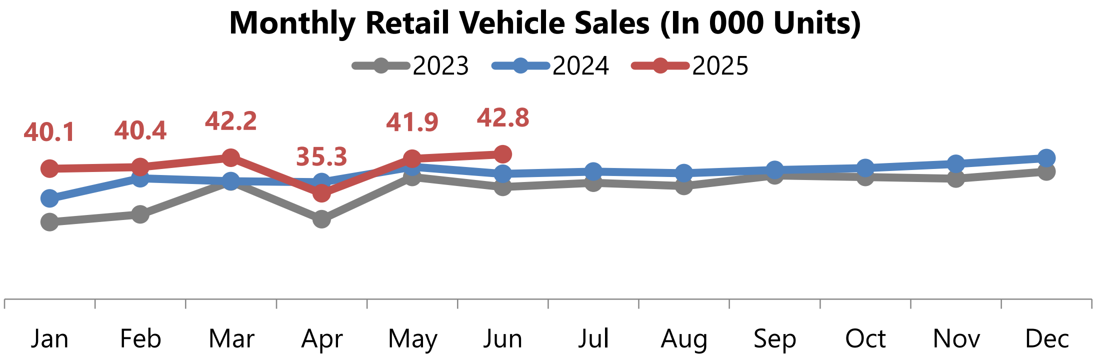
Market Share
46.1%
(45.7% in 1H 2024)

Industry*

Retail Vehicle Sales
241,341 Units
in 1H 2025

+5.8% YoY
vs. **227,225**
in 1H 2024

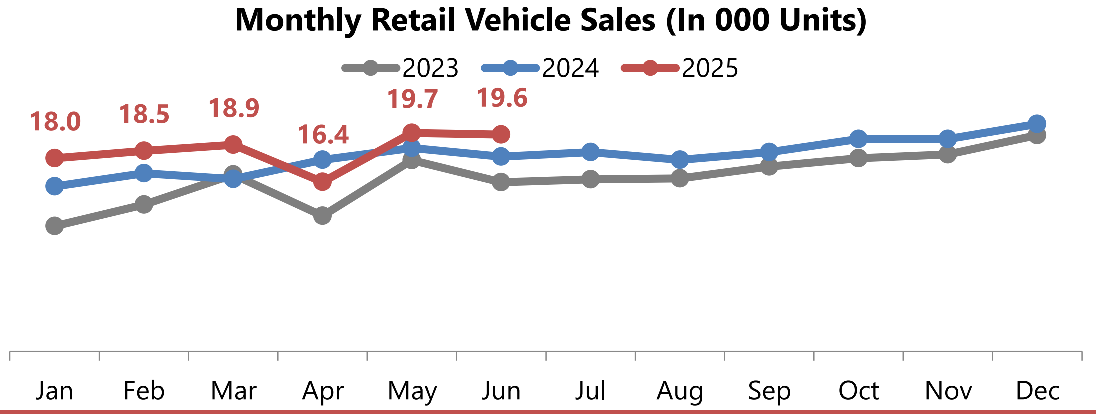
*Includes BYD



TOYOTA

Retail Vehicle Sales
111,276
Units
in 1H 2025

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



Source: TMP, CAMPI, AVID

*1H 2025 CAMPI Sales **231,938, +2.1%**

Toyota Retail Sales Highlights 1H 2025

Triple Crown Award

	2021	2022	2023	2024	1H 2025
No.1 Overall Sales*	46%	48%	46%	46%	**48.0%** (46.1% w/ BYD)
No.1 Passenger Car Sales* (**19%** of Total Sales)	61%	60%	53%	55%	**48.5%**
No.1 Commercial Vehicle Sales* (**81%** of Total Sales)	39%	45%	44%	44%	**47.9%**

TMP Top Selling **Passenger Cars** (Ranked by units)

	Vios	Wigo	Camry
Segment Share 1H 2025	44%	64%	45%
Unit Sales	12,431	8,707	223
% to Total Sales	*11%*	*8%*	*0.2%*



TMP Top Selling **Commercial Vehicles** (Ranked by units)

	Hilux	Avanza	Hiace
Segment Share 1H 2025	46%	29%	72%
Unit Sales	15,603	11,221	10,507
% to Total Sales	*14%*	*10%*	*9%*

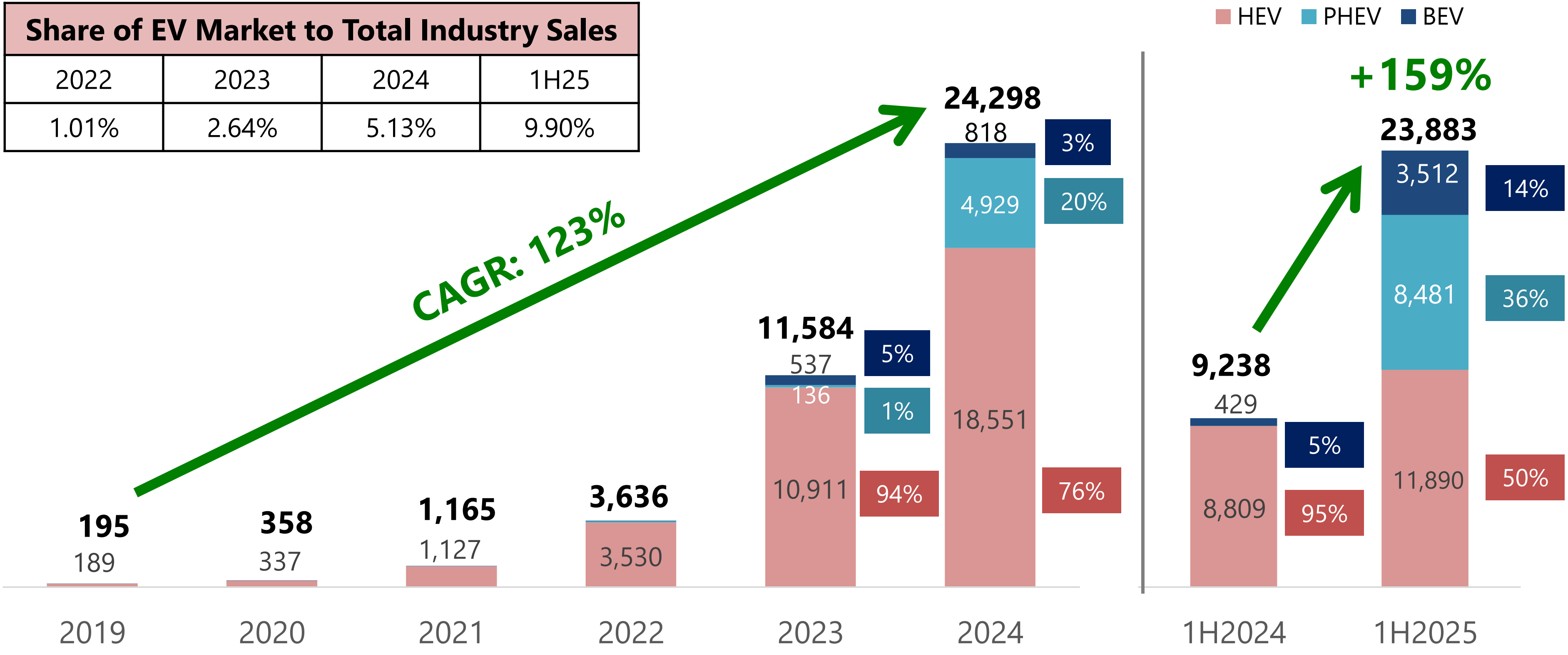


Source: TMP, CAMPI, AVID *TMP Market share based on 1H 2025 CAMPI Sales

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%

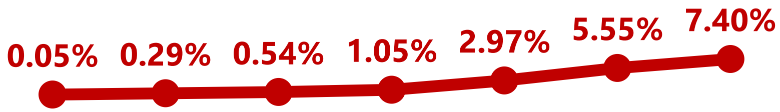


**2024 and 2025 figures include BYD Sales*

Source: TMP

Toyota and Lexus Electrified Sales

Toyota HEV Sales as % of Total Sales

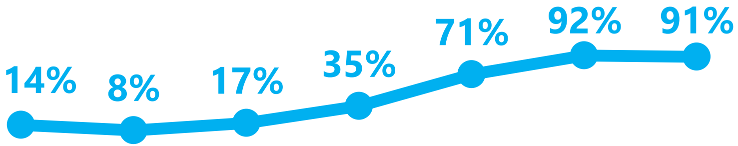


Combined
Toyota + Lexus
1H 2025:
8.2%
1H 2024: **6.2%**)

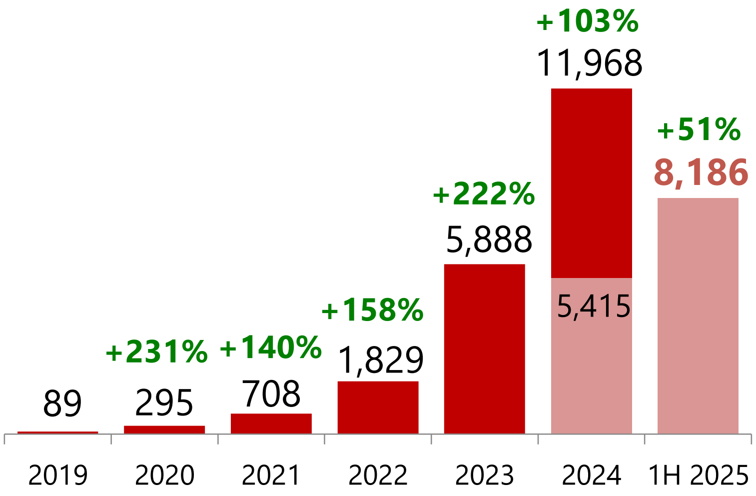
+42%
1H 2025 vs. 1H 2024
EV Sales

76%
of HEV Market

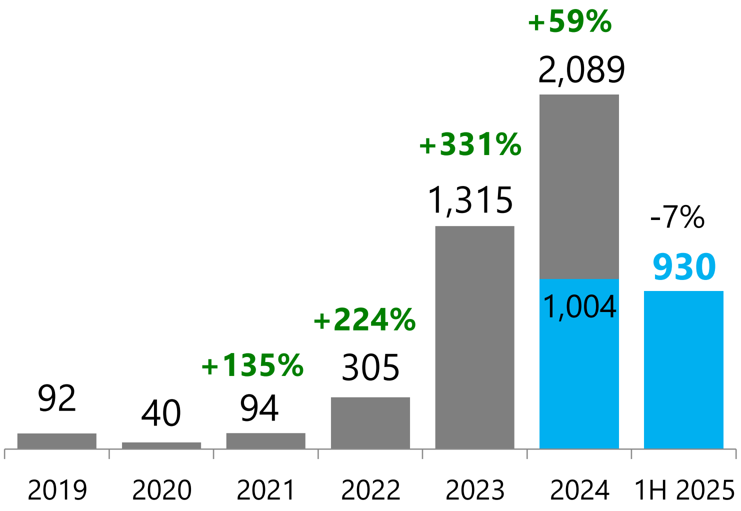
Lexus HEV Sales as % of Total Sales



Toyota HEV Unit Sales

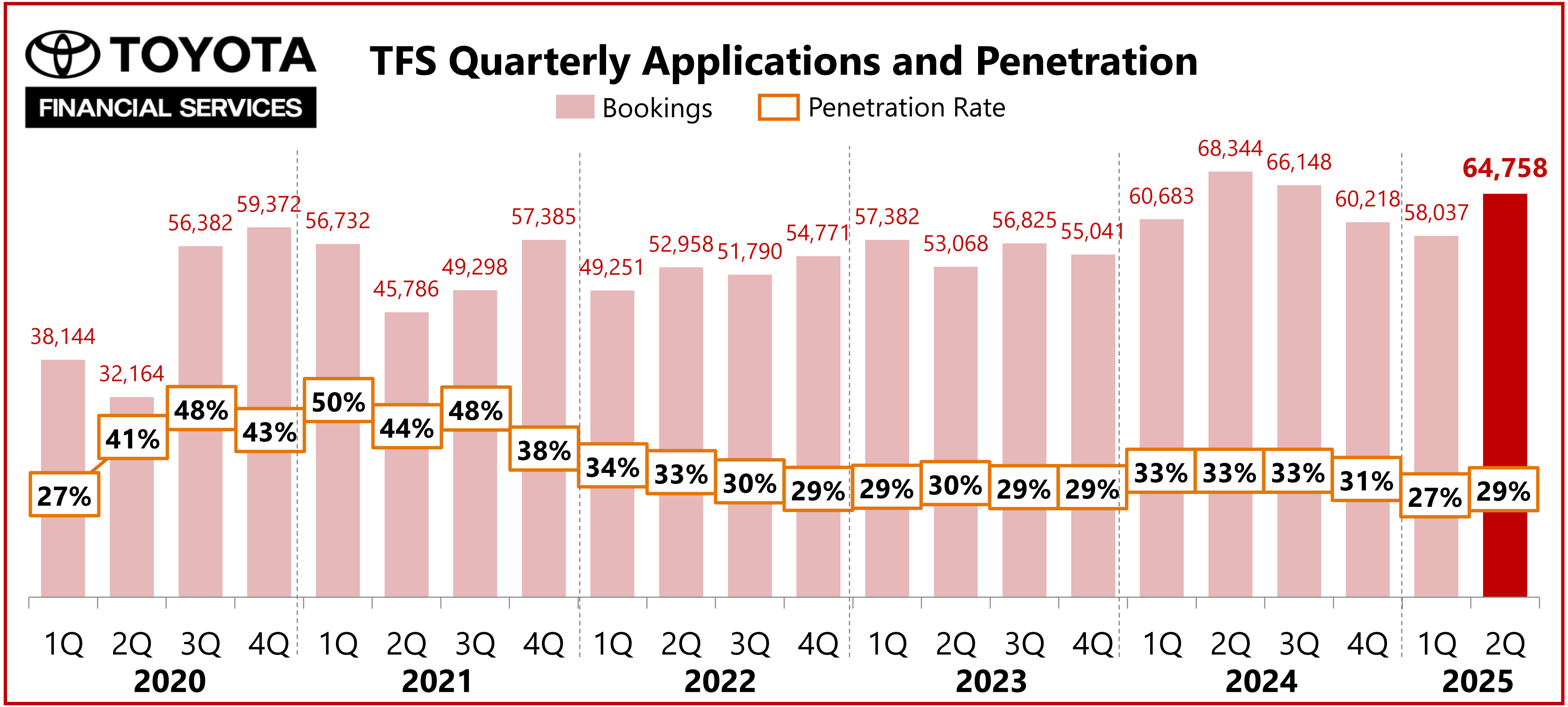


Lexus HEV Unit Sales



Source: TMP

Sales Growth Supplemented by TFSPH



Source: TFS

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

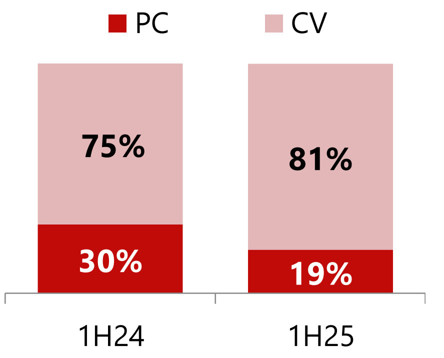
Higher production in Toyota Sta. Rosa Assembly Plant

63,351
units to be assembled
FY 2025 plan

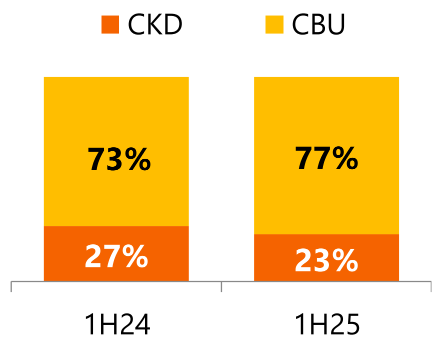
60,098
units assembled
FY2024

+5.4% YoY

PC/CV Mix 1H 2025



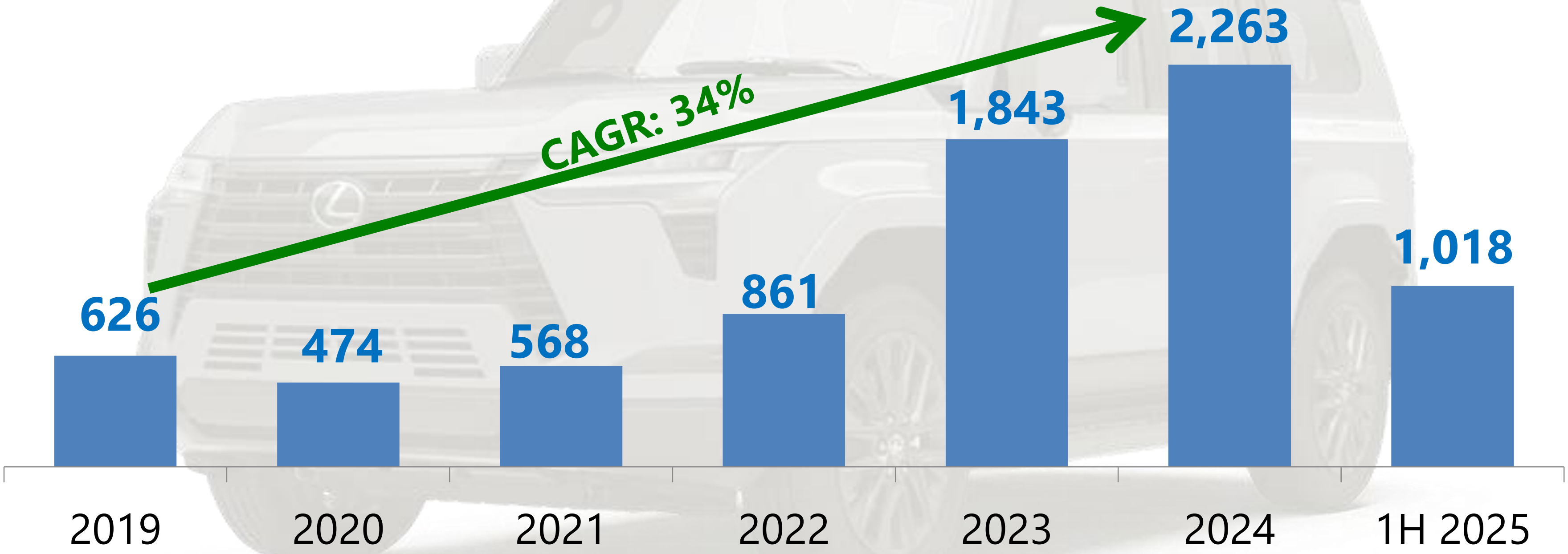
CKD/CBU Mix 1H 2025



Source: TMP

Lexus maintains strong growth in the Auto Luxury segment

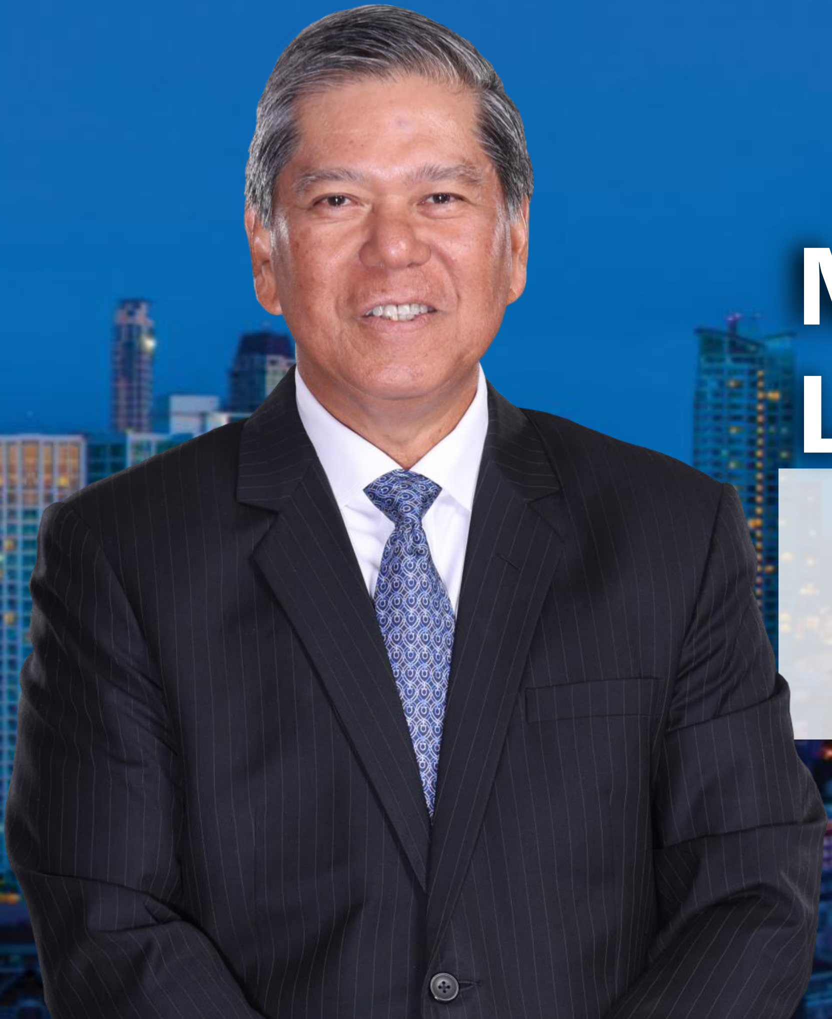
Retail Sales



Source: Lexus

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%.**



Mr. Carmelo Maria Luza Bautista

President
GT Capital Holdings, Inc.

GT CAPITAL
HOLDINGS INCORPORATED

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Pushing Boundaries
Achieving More

Moving Forward

The Observatory (Mandaluyong City)

FEDERAL LAND
GT Capital Holdings
GT CAPITAL HOLDINGS INCORPORATED

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)

FNG
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FEDERAL LAND
GT Capital Holdings

NOMURA REAL ESTATE DEVELOPMENT

The Observatory Sales Pavilion

Mandaluyong City

FEDERAL LAND
GT Capital Holdings

GT CAPITAL
HOLDINGS INCORPORATED

THE OBSERVATORY

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

FNG
Federal Land NRE Global

FEDERAL LAND
GT Capital Holdings

NOMURA REAL ESTATE DEVELOPMENT

Empowering Filipino Business Owners

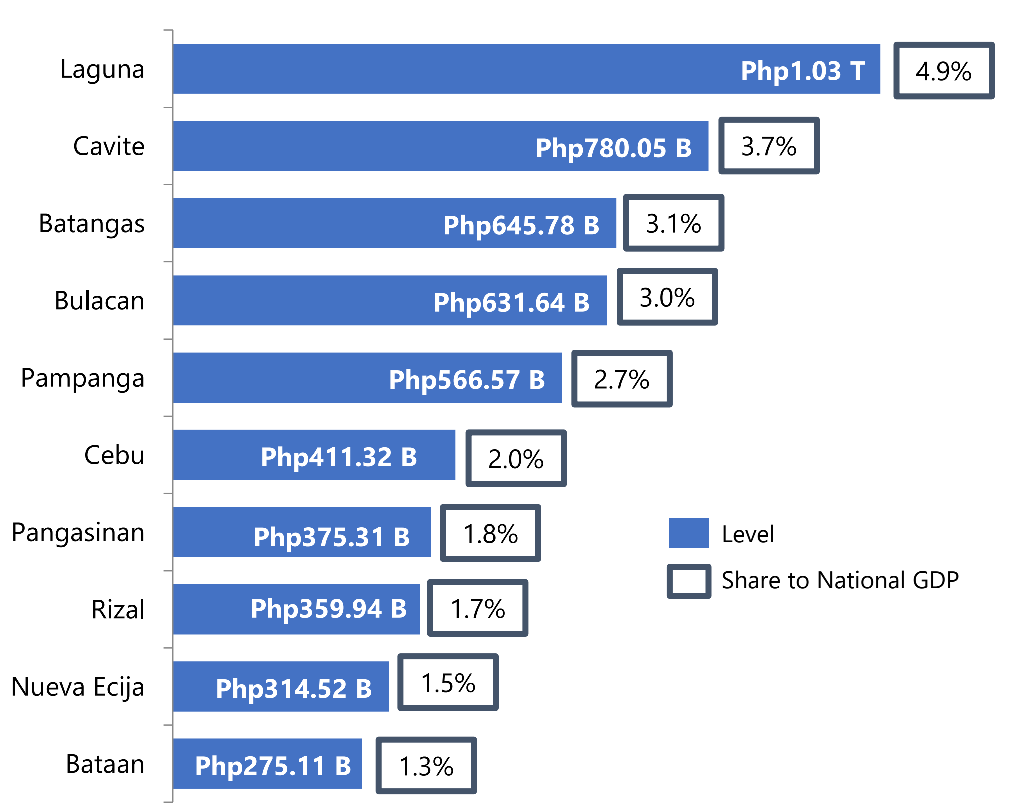
Scale faster, operate smarter, built with confidence

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

WING VAN	MOBILE STORE	FOOD TRUCK
Php 1,450,000 (Approx. 24K USD)	Php 1,490,000 (Approx. 25K USD)	Php 1,540,000 (Approx. 26K USD)

Strategies Align with Regional Growth

Largest Provincial Economies (2023)



Source: PSA

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

Toyota Manila Bay Dealership
Riverpark

GT CAPITAL HOLDINGS INCORPORATED

Dividend Declaration

April 2025	August 2025
PHP 3.00 Regular Cash Dividends	**PHP 3.00** Regular Cash Dividends
PHP 2.00 Special Cash Dividends	**Record Date:** August 27, 2025 **Payout Date:** September 5, 2025

GT CAPITAL HOLDINGS INCORPORATED

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.

GT CAPITAL
HOLDINGS INCORPORATED

Pushing Boundaries
Achieving More

Thank You!

First Half 2025

Financial and Operating
Results Briefing
via Zoom

Wednesday, 13 August 2025
2:30 PM

For more information, visit **gtcapital.com.ph/investor-relations** or contact **IR@gtcapital.com.ph**