



GT CAPITAL
HOLDINGS INCORPORATED

*Resilience
Amidst
Adversity*



Jefferies & Regis Corporate Access Day

Tuesday, 12 October 2021

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



GT Capital Corporate Profile



GT Capital is a publicly-listed Philippine conglomerate (holding company) that directly owns market-dominant businesses in underpenetrated sectors of the Philippine economy, namely banking; automotive assembly, importation, dealership, and financing; infrastructure; property development; and life and general insurance.

Banking  **Metrobank** **37%**
You're in good hands

Automotive **TOYOTA** **51%**
Assembly, Importation, Dealership, and Financing

Property Development  **FEDERAL LAND** **100%**
GT Capital Holdings

Life and General Insurance  **25%**

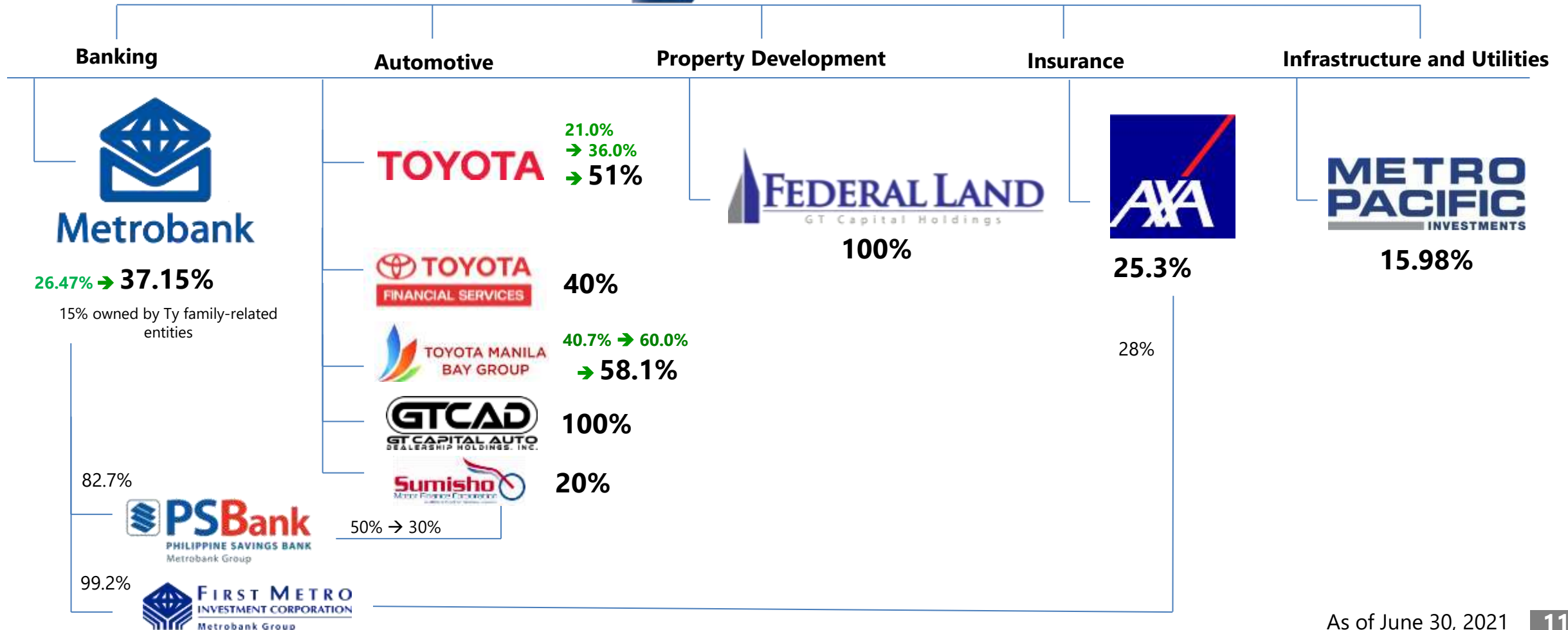
Infrastructure and Utilities **METRO PACIFIC** **16%**
INVESTMENTS

Current Corporate Ownership Structure

55.90% Grand Titan **44.10%** Public Float



Foreign: 23% of Total Outstanding Shares (51% of Float)



Business Model: Strategic Partnerships

Strategic Partnerships with Best-of-Class Brands



Strategic Direction



- Toyota unit sales through MBT/PSBank auto loans/TFS lease-to-own package
- Federal Land home mortgages by MBT/PSBank
- AXA bancassurance through MBT/PSBank branch network
- Motor vehicle insurance
- Cross-selling of GT Capital products into MPIC subsidiaries

Synergy
Cross-selling within the GT Capital Group



New Sectors

Exploring underpenetrated sectors with new strategic partners

- New strategic partners
- Infrastructure (MPIC)
- Medical pharmacy
- Retail (e.g. Isetan Mitsukoshi/Nomura Real Estate)

Expansion in Existing Sectors

Extending the value chain of existing businesses

- TMP/MBT expansion in Next Wave Cities
- Entry into used car market through JBA Philippines
- Wider property sector product offerings with 702 Hectares of Assets
- Master-planned communities
 - Retail spaces
 - BPO/Commercial space

Board of Directors



Carmelo Maria Luza
Bautista, *President*



Alfred V. Ty,
Co-Vice Chairman



Arthur V. Ty,
Chairman



Francisco C. Sebastian,
Co-Vice Chairman



Dr. David T. Go



Rene J.
Buenaventura (*Ind*)



Atty. Regis V.
Puno



Renato C.
Valencia (*Ind*)



Pascual M.
Garcia III

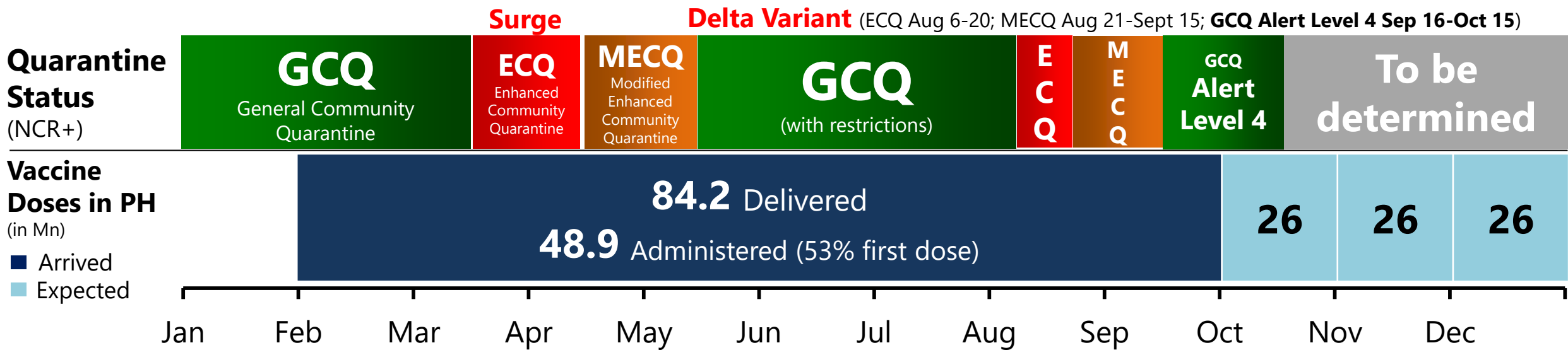


Consuelo D.
Garcia (*Ind*)



Wilfredo A.
Paras (*Ind*)

2021 Quarantine Status and Vaccine Arrivals



As of October 7, 2021:

- Vaccine deliveries higher than initially expected. Administration improving:
 - **3.7 Million** (or **27%** of 13.9 M) of **NCR** population fully vaccinated, **8.8 Million** (or **63%**) received one dose
 - **11.4 Million** (or **11%** of 108 M) of Philippine population fully vaccinated, **26.1 Million** (or **24%**) received one dose
 - **474,917** average daily administered
- **+78 Million** expected to arrive in **Q4**
- Relaxed ECQ enforcement, commitments for vaccine supply, and reduced hesitancy to get vaccinated has improved overall market sentiment

GT Capital Group Vaccination Program



GT Capital commenced its vaccination program in partnership with the **Manila Doctors Hospital** and ActiveOne Health, Inc. on July 5, 2021 at Le Pavillon, Pasay City and at the Grand Hyatt, BGC.

#healinGTogether #GTHasGotYourVacc #VaxForMetrobankGroup



Trusted Quality Healthcare



Three Vaccination Sites / 80% Vaccinated (Sept 2021)

We pre-ordered
455,000
total doses

That will cover

100%

of all regular and agency
GTCAP Group Employees
(including all 72 Toyota
dealerships)



Toyota Plant, Santa Rosa, Laguna



Le Pavillon Metropolitan Park, Pasay



Grand Hyatt, BGC



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Consolidated Financial Highlights



GT Capital Financial Highlights 1H 2021



**Consolidated
Net Income**

Php6.7 Billion¹

Php2.7 Billion 1H 2020²

143%
YoY

**Core
Net Income**

Php5.8 Billion

Php3.2 Billion 1H 2020

83%
YoY

TOYOTA

Revenues

P63.7B +70%

Net Income

P3.4B +239%

- WSV +90% to **63,375**
- RSV +79% **63,758** units (vs. industry +51%)
- Market Share of **45.6%** vs **38.5%**
- GPM **11.9%** vs. **13.2%** due to models mix in favor of PCs
- NPM **5.4%** vs. **2.8%** due to TSR gain on sale (P0.3B)



Revenues

P5.1B +21%

Net Income

P587M +243%

- Booked sales **Php3.5B** +19% faster POC
- **90%** workforce deployment
- Vaccination of construction workers
- Reservation sales **Php6.5B** -29%.
- No new project launches
- GPM **48%** unchanged
- NPM **11%** vs. **4%**



Gross Premium

P22.1B +33%

Net Income

P1.4B -6%

- APE **Php3.2B** +34%
 - RP +15%
 - SP +96%
 - P&H +10%
- Life NI **Php1.6B** +31%
- G.I./GWP **Php1.7B** -7% due to pruning of property portfolio
- G.I. Net Loss **Php162M** due to losses from fire and motor claims



Reported N.I.

P10.4B +243%

Core Net Income

P6.0B +13%

- Higher energy sales and average traffic offset by decline in billed water volumes and rail ridership
- Core NI per OpCo
 - Meralco +8%
 - MPTC +105%
 - Maynilad -15%
 - LRMC -138%
- Extraordinary gain on sale from GBP and DMT



Operating Income

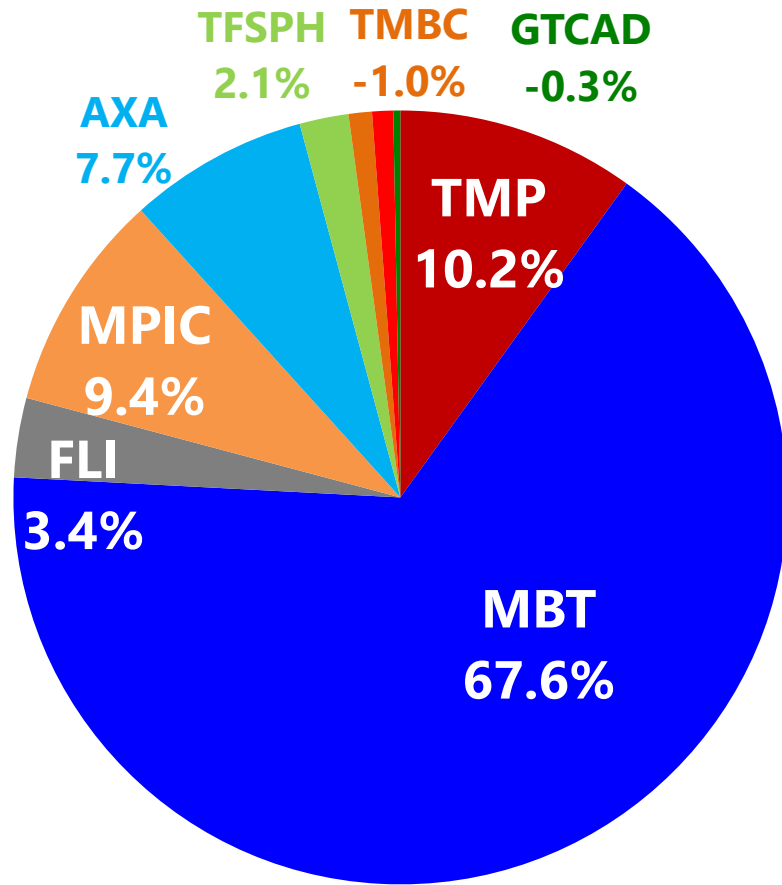
P51.5B -22%

Net Income

P11.7B +28%

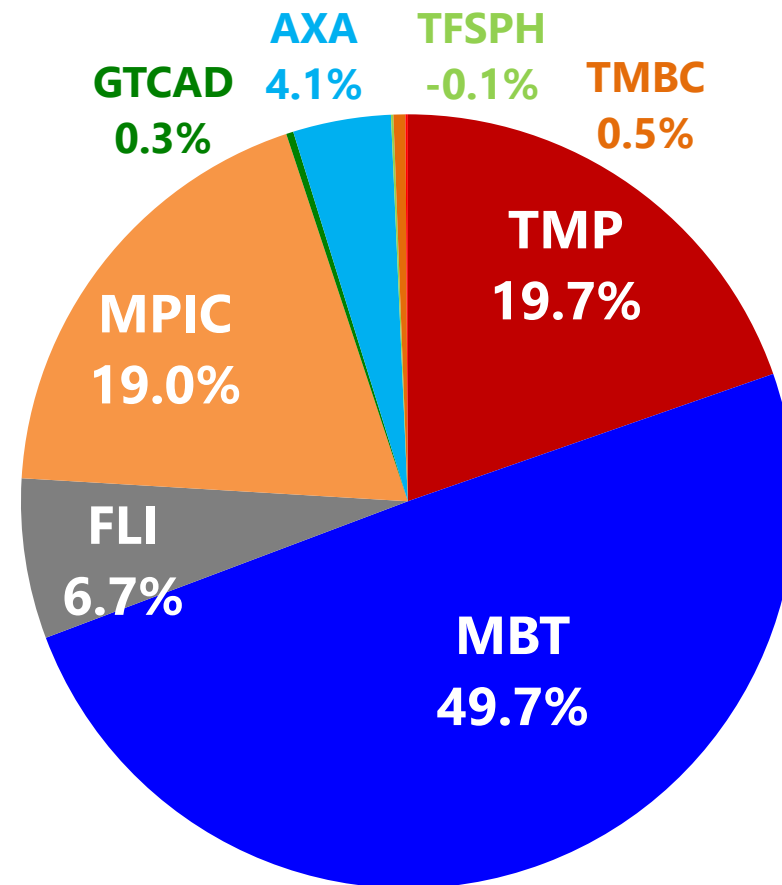
- Net loans **Php1.2T**-11%
- CASA **Php1.3T** +13%
- Net Int. Inc. **Php37.5B** -16% (**73%** of OI)
- Trading/FX **Php4.0B** -69%
- Fees **Php7.2B** +17%
- Provisions **Php7.0B** -69%
- NPL ratio **2.3%**
- NPL Cover **179%**
- CAR **20.4%**

GT Capital Net Income Contribution



MBT + TMP = 77.7 %

1H 2020



MBT + TMP = 69.3%

1H 2021

1

HEALTH AND WELL-BEING

- To vaccinate all Group employees
- 455,000 doses of Moderna and AstraZeneca ordered



2

ADAPTABILITY

- Work-from-home arrangement for business continuity
- Online investor and stakeholder engagements



3

EARNINGS DIVERSITY

- Auto value chain extension by entering the used-car market
- Property to be third high growth segment of GT Capital through Cavite developments



4

FINANCIAL STABILITY

- Strong balance sheet
- Liquidity and access to capital markets



5

DIGITALIZATION

- Metrobank online banking app
- Toyota digital showroom and myToyota app
- Emma by AXA



6

SUSTAINABILITY

- Using the GRI as disclosure standard. To add more global standards of disclosures
- S&P: second among PH conglos
- Sustainalytics: "low risk" rating



- GT Capital's capacity to bounce back under GCQ conditions indicates **resilience** of underlying **core businesses**, outpacing industry growth in certain sectors
- Strong **Group-wide** performance led to significant earnings growth in 1H 2021 and are now 80% of 2019 pre-Covid levels
- **Liquidity reserves** within the Group and access to capital markets allow us to position for an economic recovery
- Our **Cavite land bank** developments will allow property to be the **third high growth sector** of the Group next to auto and banking
- We look forward to **expanding our auto value chain** through the start of our used-car businesses, **JBA and Premium**
- Sustainability remains a priority as we continue to improve our **ESG practices**

- S&P Global: GT Capital rated second only to Ayala among Philippine conglomerates
- Sustainalytics: GT Capital rated **“Low Risk”**
- MSCI: GT Capital rated **“BB”**
- We are currently using the **GRI (Global Reporting Initiative)** as a standard for disclosures, but moving to add more global standards of disclosures in the years ahead.
- We are going to hold another **Stakeholder Engagement / Materiality Assessment** this 2021, consulting our most material stakeholders that are moving into their respective sustainability journeys, and explore areas to align and synergize best practices across the Group.
- Feature stories of component companies can be viewed in GT Capital’s Sustainability Report



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Component Company Highlights

TOYOTA

Automotive Industry Highlights



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Automotive Industry Highlights 1H 2021

TOYOTA



Industry

Retail Vehicle Sales

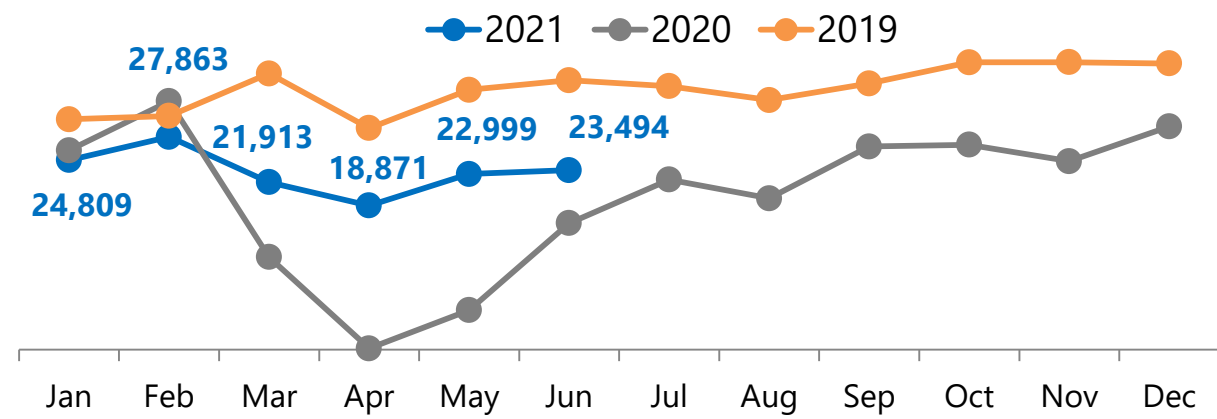
139,949 Units

1H 2021

+51.2% YoY

vs. **92,564** 1H 2020

Monthly Retail Vehicle Sales (In Units)



1H 2021 as a % of:

1H 2019

1H 2020

72%

151%

TOYOTA

Retail Vehicle Sales

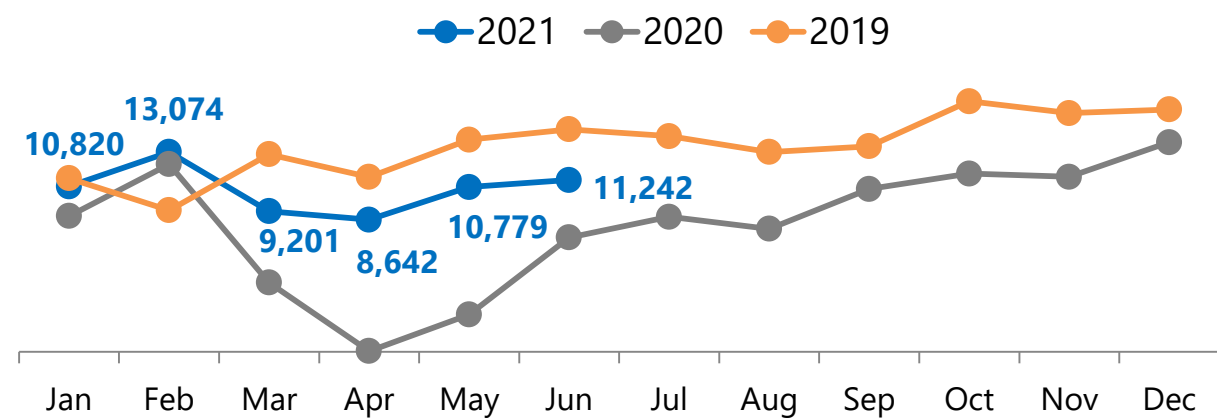
63,758 Units

1H 2021

+78.9% YoY

vs. **35,648** 1H 2020

Monthly Retail Vehicle Sales (In Units)



1H 2021 as a % of:

1H 2019

1H 2020

87%

179%

Safeguard Duty implemented March until August 2021

Quarantine Status:
GCQ MECQ ECQ



Source: CAMPI, AVID, TMP

Automotive Industry Highlights 8M 2021

TOYOTA



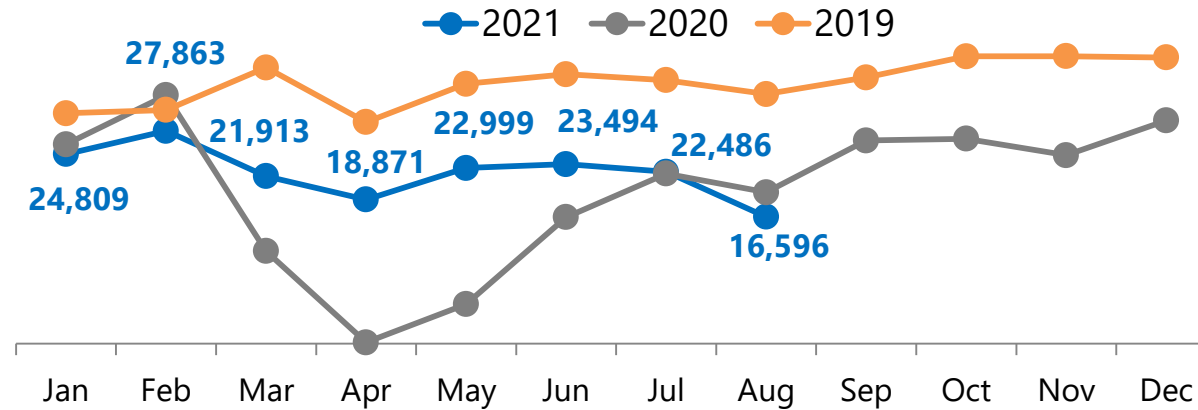
Industry

Retail Vehicle Sales

179,031 Units
8M 2021

+33.0% YoY
vs. **134,617** 8M 2020

Monthly Retail Vehicle Sales (In Units)



8M 2021 as a % of:

8M 2019

8M 2020

68%

133%

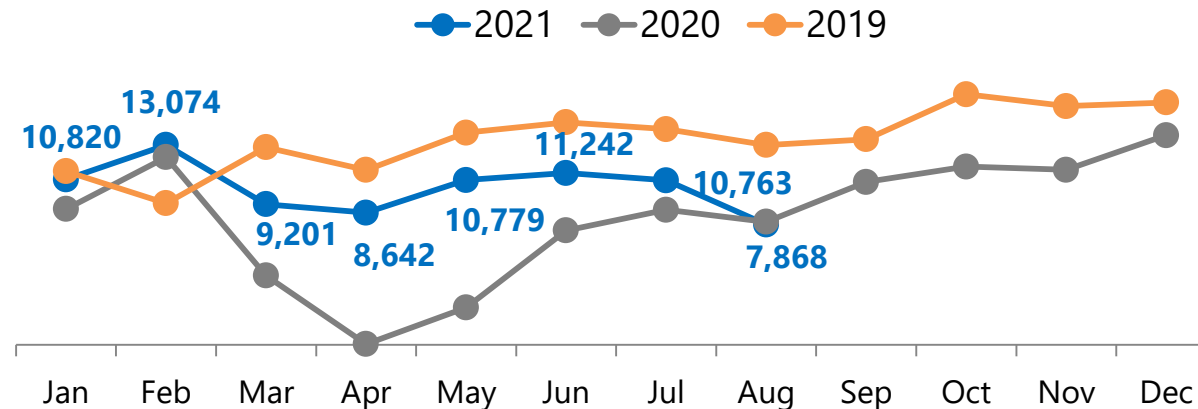
TOYOTA

Retail Vehicle Sales

82,389 Units
8M 2021

+56.9% YoY
vs. **52,525** 8M 2020

Monthly Retail Vehicle Sales (In Units)



8M 2021 as a % of:

8M 2019

8M 2020

82%

157%

Safeguard Duty implemented
March until August 2021

Quarantine Status:

GCQ ■ MECQ ■ ECQ ■

2021
2020



Source: CAMPI, AVID, TMP

Toyota remains dominant

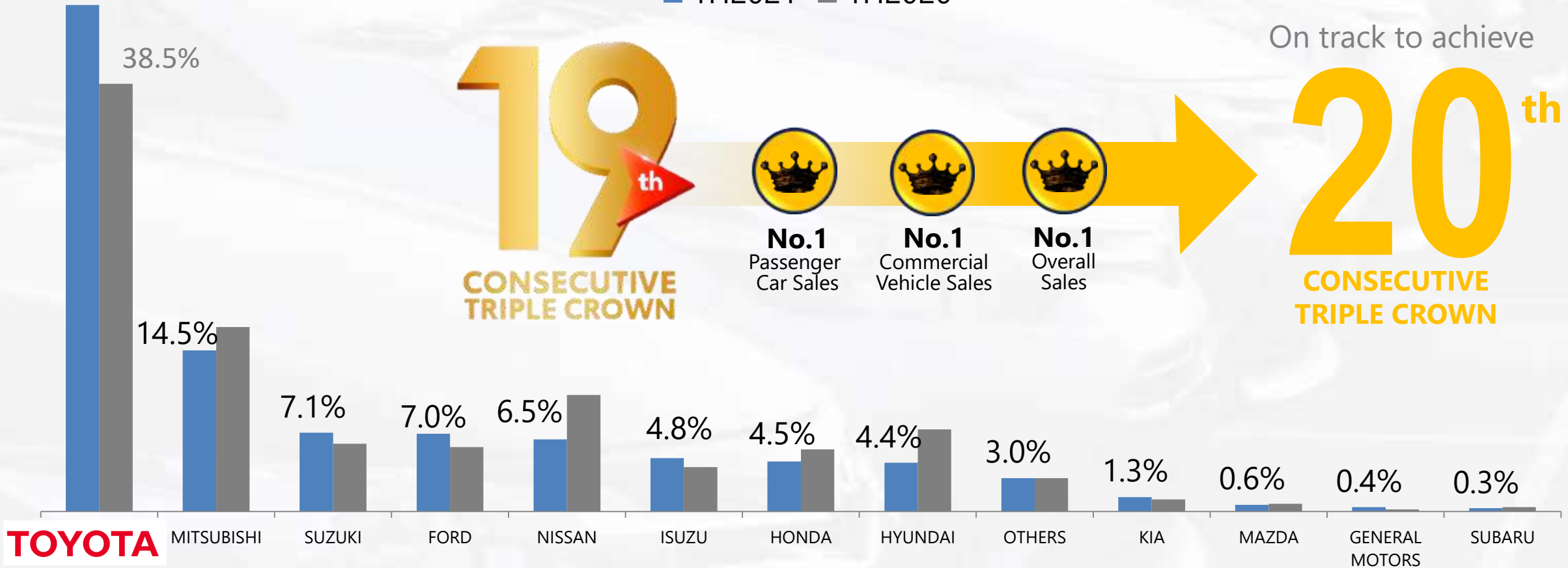
TOYOTA



Overall Market Share as of Jun 2021 YTD

45.6% in 1H 2021

■ 1H2021 ■ 1H2020



19th
CONSECUTIVE TRIPLE CROWN



No.1
Passenger
Car Sales



No.1
Commercial
Vehicle Sales



No.1
Overall
Sales

On track to achieve

20th
CONSECUTIVE TRIPLE CROWN

Toyota remains dominant

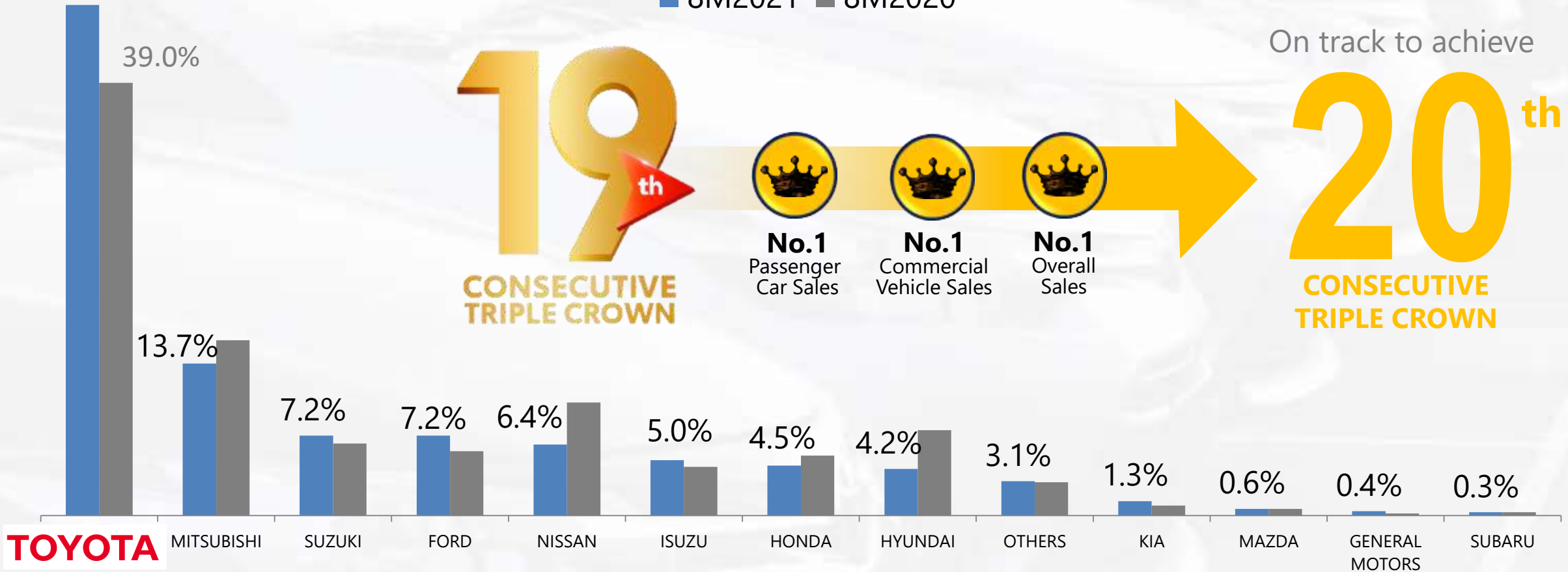
TOYOTA



Overall Market Share as of Aug 2021 YTD

46.0% in 8M 2021

■ 8M2021 ■ 8M2020



19th
CONSECUTIVE TRIPLE CROWN



No.1 Passenger Car Sales



No.1 Commercial Vehicle Sales



No.1 Overall Sales

On track to achieve

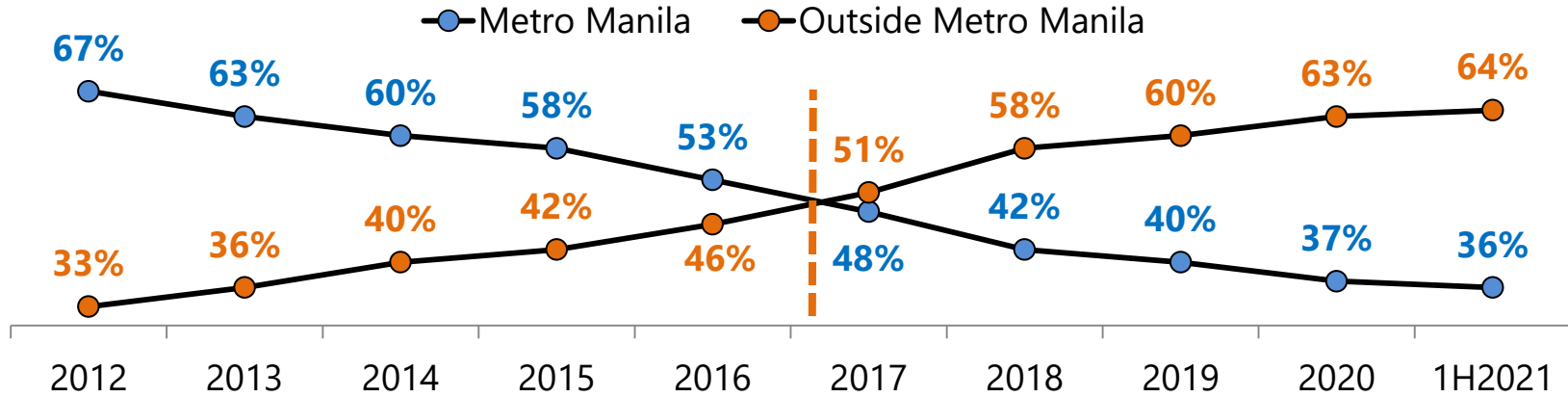
20th
CONSECUTIVE TRIPLE CROWN

Toyota Retail Sales Highlights 1H 2021

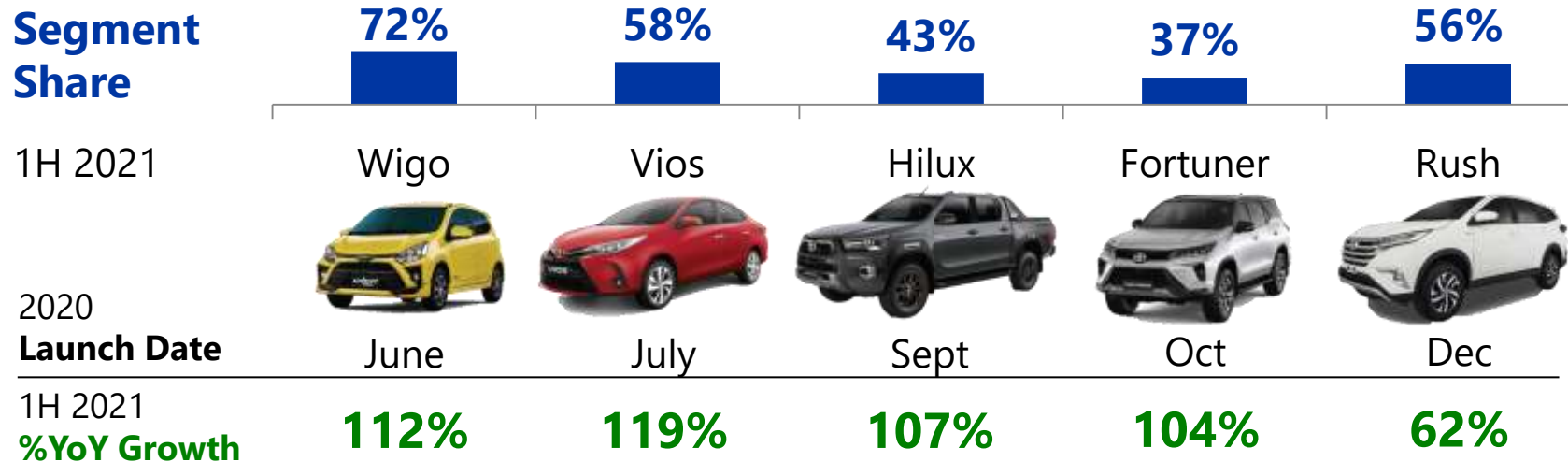
TOYOTA



TMP Sales in Metro Manila vs. Outside Metro Manila (% of total)



Noteworthy performance of models launched in 2020



Toyota Market Share

	1H21	2020	2019	2018
No.1 Overall Sales	46%	39%	39%	38%
No.1 Passenger Car Sales	60%	51%	43%	40%
No.1 Commercial Vehicle Sales	39%	37%	38%	37%

Source: TMP

Toyota New Model Launches

TOYOTA



GR Performance Line

2019
GR Supra



TMP is expanding its **GR Performance Line** to strengthen its market coverage



March 2021



GR SPORT VIOS

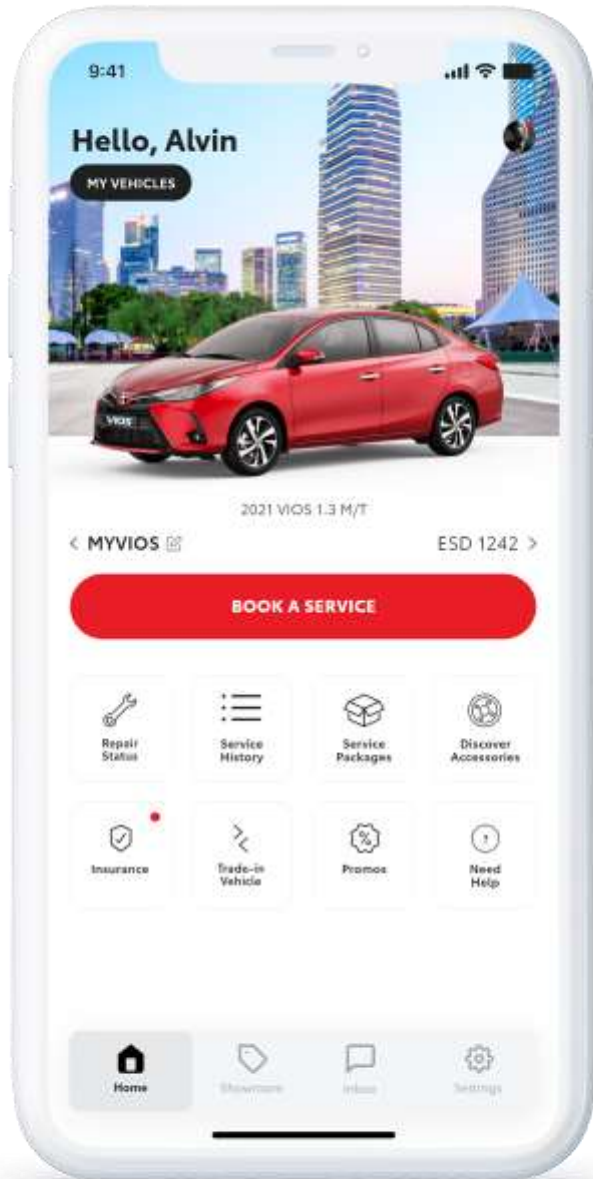
July 2021



GR YARIS

Dealership Expansion

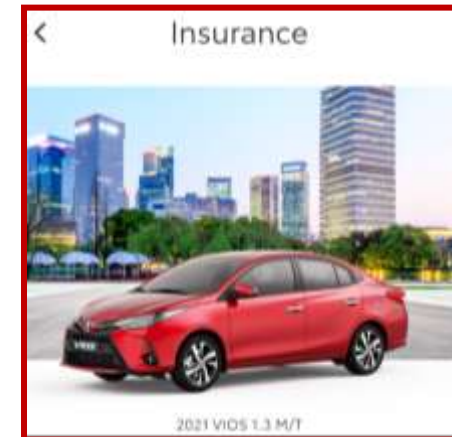




THE NEW myTOYOTA APP

LIFE WITH TOYOTA, MADE HAPPIER IN A TAP

Launched August 10, 2021



DOWNLOAD THE APP TODAY!



Removal of Safeguard Duties on imported vehicles

TOYOTA



REPUBLIC OF THE PHILIPPINES
TARIFF COMMISSION

TARIFF COMMISSION FINDINGS (TCI No. SG-2021-OC-Motor Vehicles) – **July 22, 2021**

- “Considering that CBU passenger cars and CBU light commercial vehicles were not imported in increased quantities (whether absolute or relative to domestic production) during the period of investigation, the Commission hereby terminates its formal investigation and ***recommends that no definitive general safeguard measure be imposed on importations of the CBU passenger cars and CBU light commercial vehicles*** subject of this investigation.”



DTI ADMINISTRATIVE ORDER (21-04) – **August 6, 2021**

- “The petition of general safeguard measures on the importation of motor vehicles (passenger cars and light commercial vehicles falling under AHTN 2017 Headings 87.03 and 87.04 is ***hereby dismissed.***”



Recent Developments



Updates on JBA Philippines and Premium Warranty



- ✓ Expanded online bidding and sale of pre-owned vehicles for all brands
- ✓ More organized and transparent buying and selling experience (B2B)

Target start of operations: **October 2021**



Premium Warranty Services Philippines, Inc.

- ✓ Pre-owned vehicle 187-point inspection
- ✓ Warranty coverage on 200+ parts for pre-owned vehicles

Start of operations: **September 2021**



Assembly and Importation

51%

TOYOTA



TOYOTA MANILA BAY GROUP

- Manila Bay
- Abad Santos
- Dasmariñas
- Cubao
- Marikina
- Imus**

TMP-Owned

- Bicutan
- Makati
- Santa Rosa*
- San Fernando
- Plaridel



Dealership

58%



GTCAD
GT CAPITAL AUTO DEALERSHIP HOLDINGS, INC.

- Subic
- Santa Rosa

Financing

40%



Insurance

25%

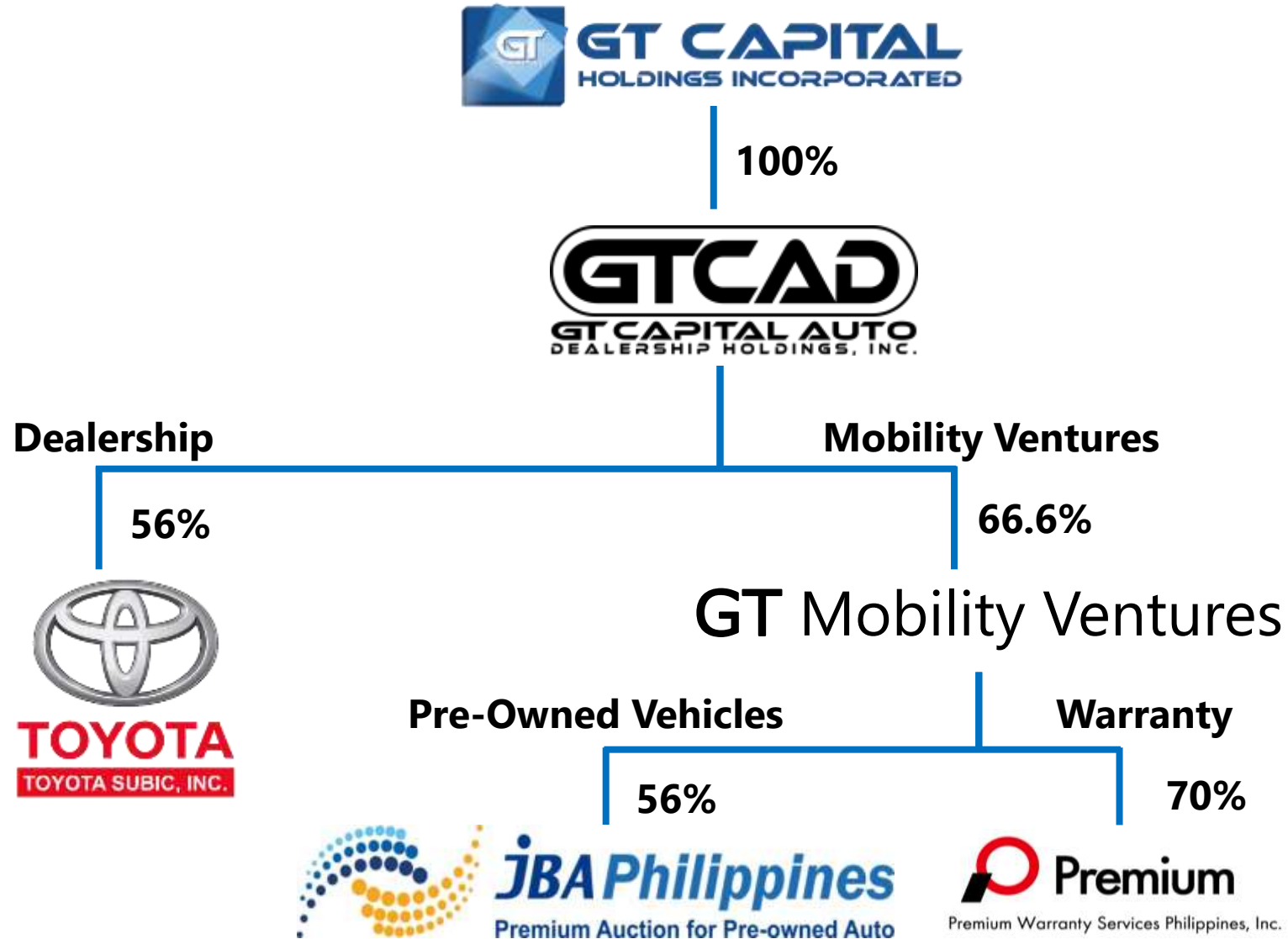


100%



White-branding of five accredited insurance providers as Toyota Insure





Automotive Value Chain



TOYOTA
19th
CONSECUTIVE
TRIPLE CROWN
#1
Market
Share



Wholesale



Retail

TOYOTA
FINANCIAL SERVICES

Metrobank

PSBank
PHILIPPINE SAVINGS BANK
Metrobank Group

ORIX
ORIX METRO
Leasing and Finance Corporation
Metrobank Group



Financing



渣打平安保險公司
**Charter
Ping An**

Insurance



Four margins in one unit sold

How do we expand the value chain?

Extending the Automotive Value Chain



**Natural source
of pre-owned
vehicles within
the Group**



**Used car
Auction**



Insurance



Parts & Maintenance



Financing



Warranty



Summary of Key Messages

TOYOTA



- Despite the re-imposition of ECQ in March and the impact of the safeguard duties on sales of imported vehicles, TMP delivered strong results in the first half of 2021
- Toyota outperformed the auto market in 1H 2021 with sales of 63,758 units and market share of 46%
- Sales outside Metro Manila at 64% in 1H 2021 provides a cushion to quarantine restrictions
- Captive access to auto consumer loans through **Toyota Financial Services** continues to be a driver of growth
- With the **removal of the safeguard duties**, the expected **election-related spending**, and the usual higher demand from **holiday spending**, we are reasonably confident that this momentum will continue throughout the rest of the year, especially entering the fourth quarter



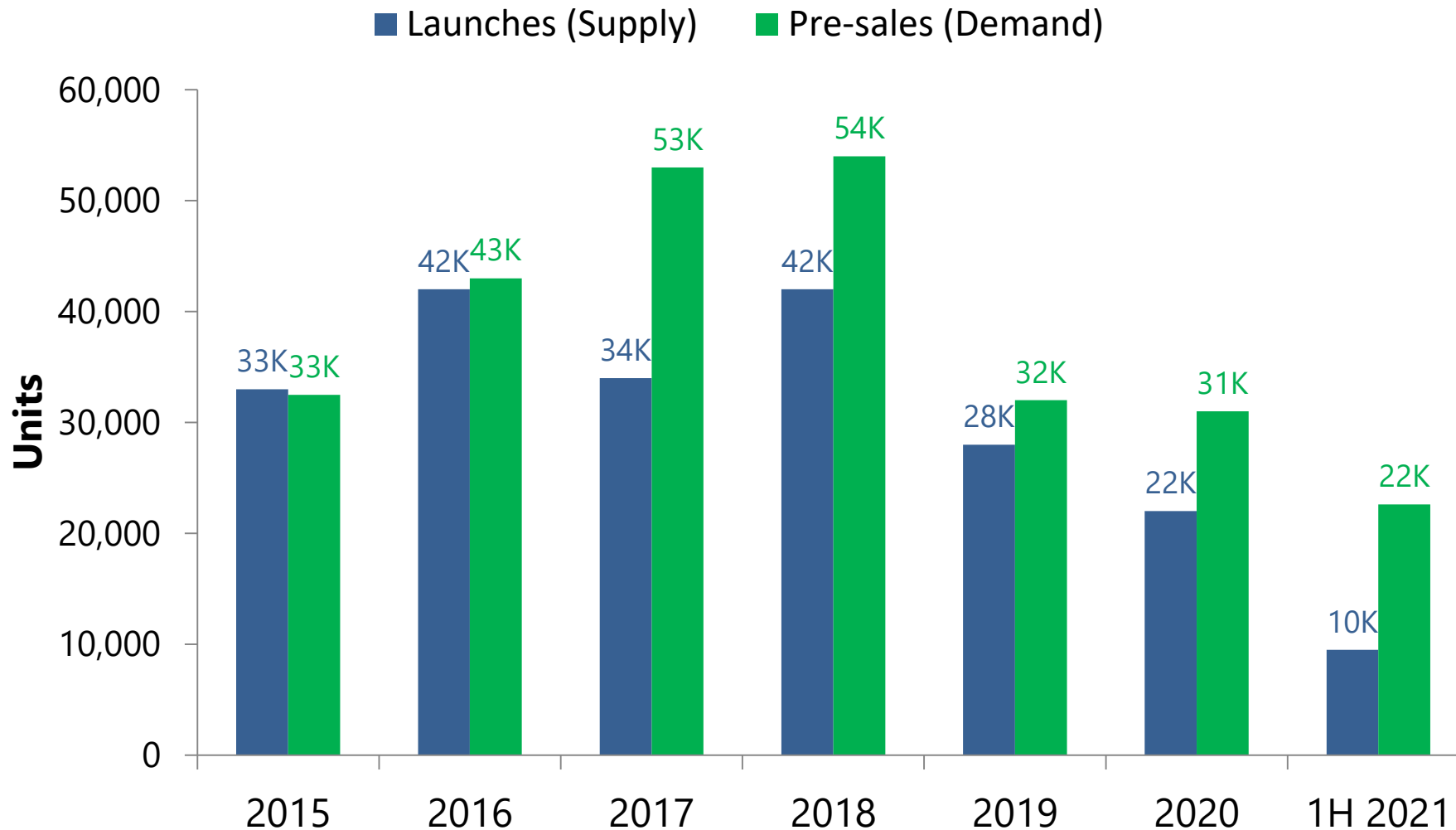
Property Industry Highlights



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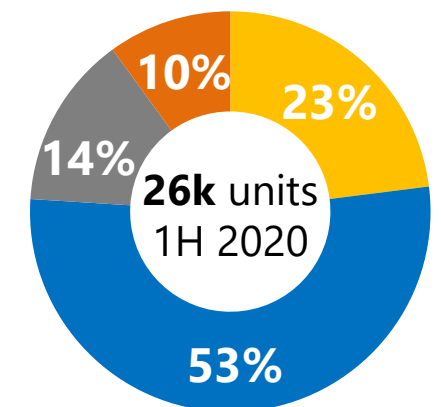
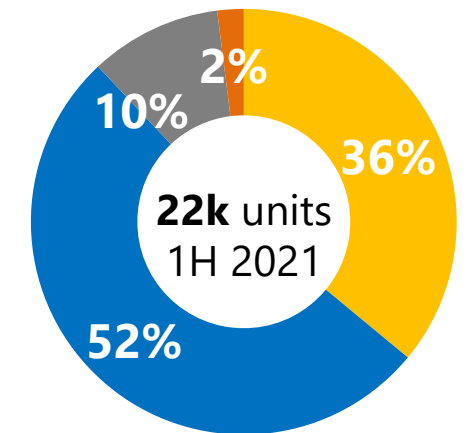
Residential Supply and Demand 1H 2021

Metro Manila Residential Condominium Supply and Demand



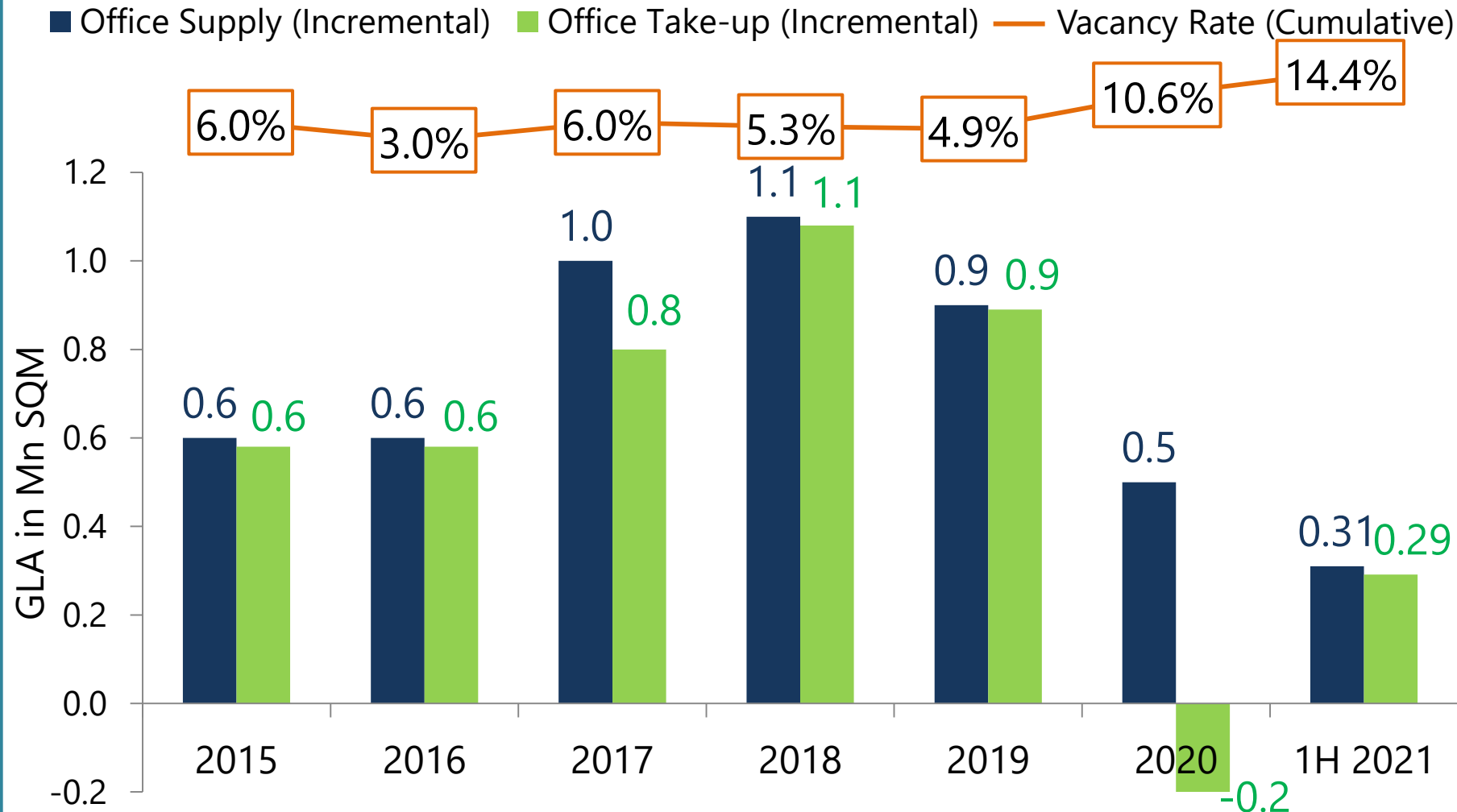
Residential Demand Mix

■ High End Luxury ■ Upscale
■ Middle Income ■ Lower Middle



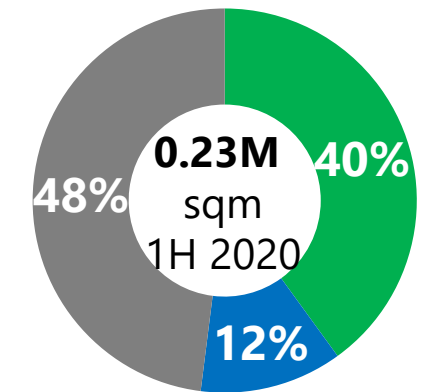
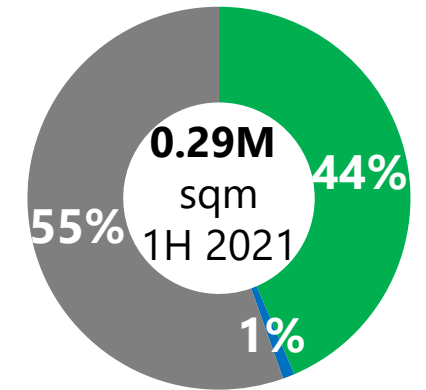
Office Supply and Demand 1H 2021

Metro Manila Office Supply, Demand, Vacancy Rate



Office Demand Mix

■ BPO ■ POGO ■ Others



2020 BPO Rev: USD26.7 B (+1.4%)
2021E BPO Rev: USD28.0 (+5.0%)



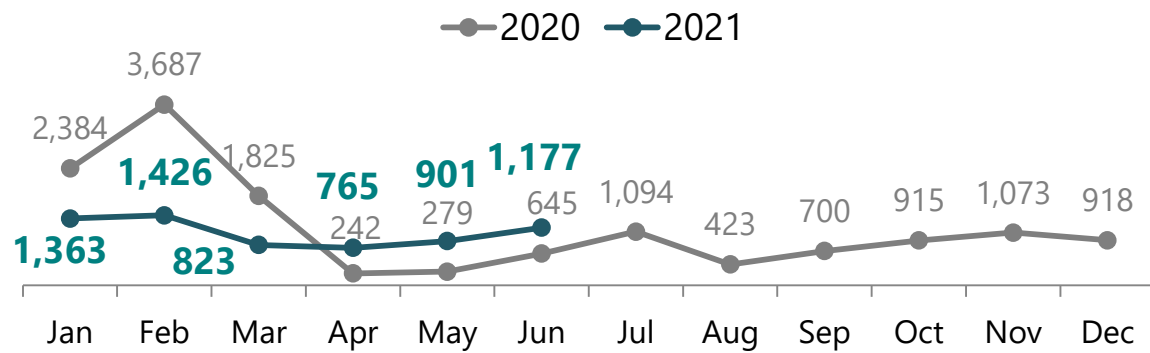
Financial Highlights



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Federal Land Financial Highlights 1H 2021

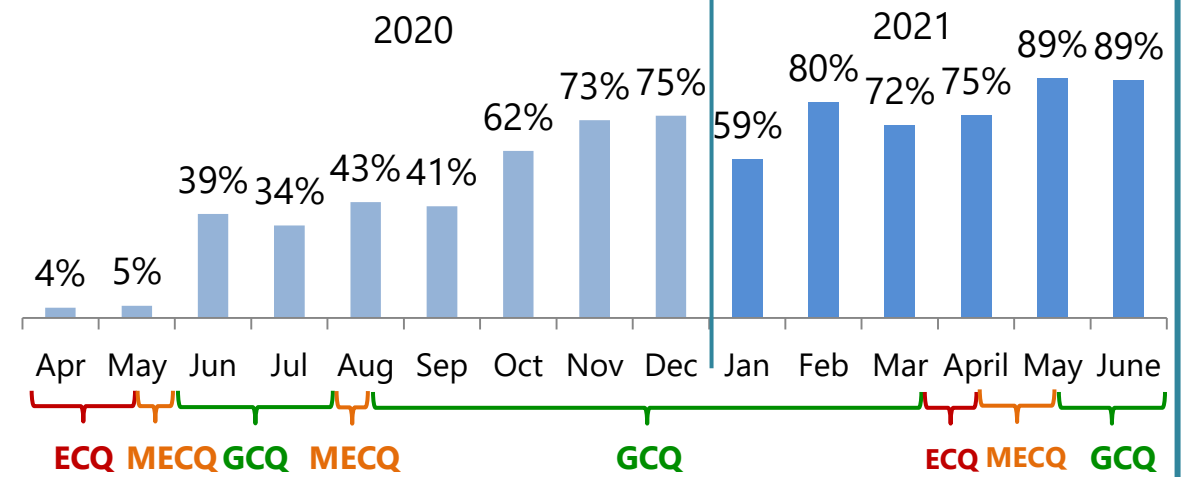
Monthly Reservation Sales (Php M)



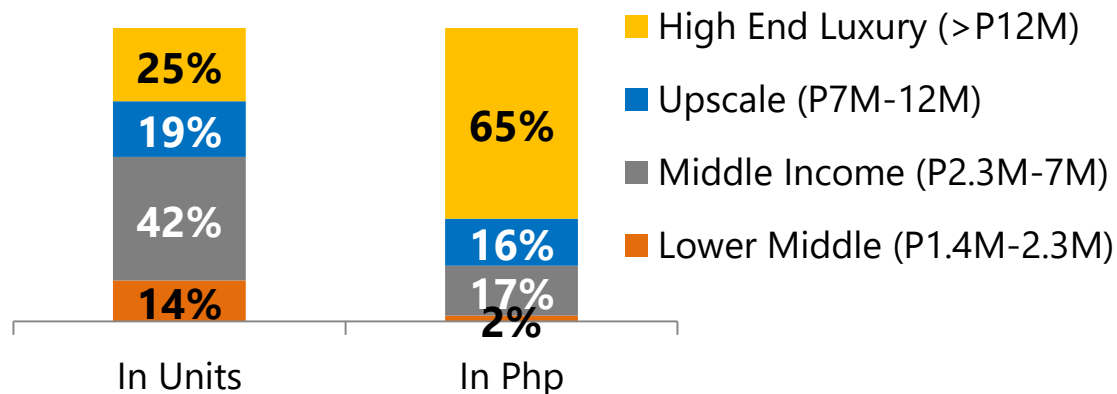
Php6.5B
1H 2021

-29% YoY vs. **P9.1B** 1H 2020

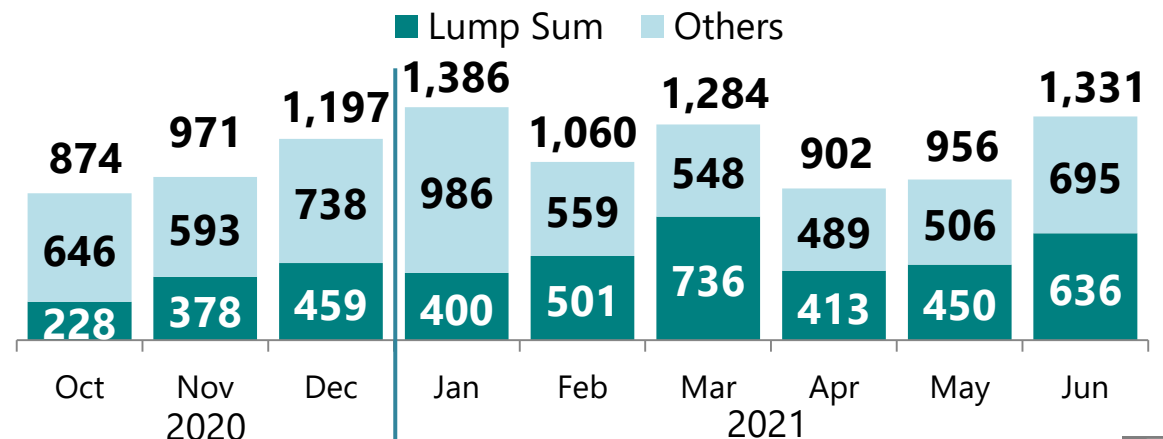
Contractor Manpower Deployment (% of Pre-Quarantine)



1H21 Reservation Sales Mix

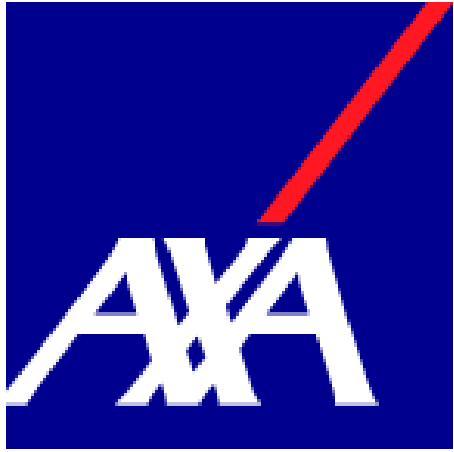


Monthly Collections (Php M)



Summary of Key Messages

- Monthly reservation sales tempered by absence of project launches. Php12.7B in unsold inventories
- Stable demand for Federal Land's key segments (mid, high-end, and luxury categories)
- Construction workforce deployment (vs. pre-quarantine) at 89% in June. Facilitating lump sum payments associated with unit turnover
- Improved POC leads to higher revenue recognition
- Construction workforce to be fully vaccinated by October
- Monthly collections above Php1 Billion due to lump sum payments
- Development of Cavite Phase 1 in full swing. Infrastructure rollout begins Q3 2021



Financial Highlights

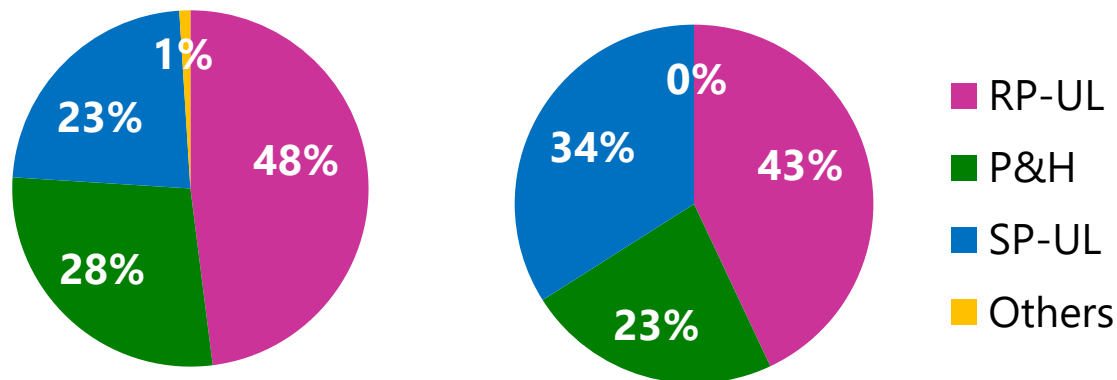


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AXA Financial Highlights 1H 2021



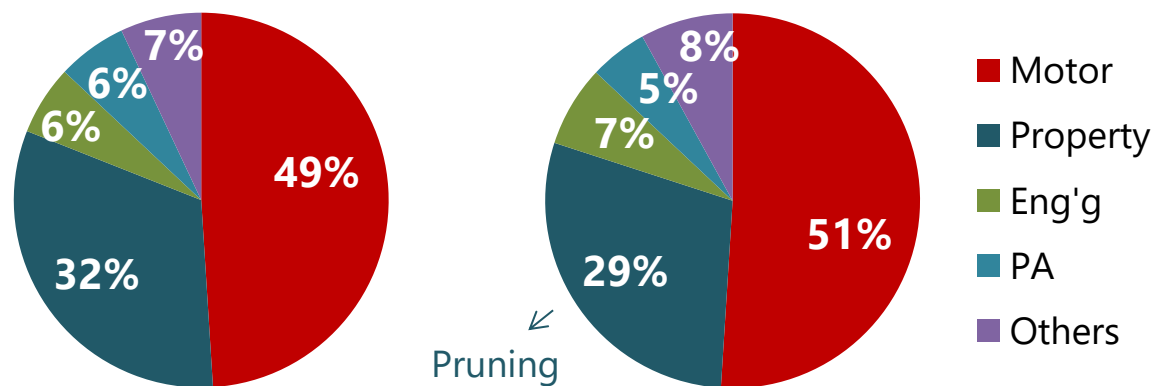
Life APE Product Mix (In %)



1H 2020: **Php2.4B**

1H 2021: **Php3.2B +34%**

G.I. GWP Product Mix (In %)



1H 2020: **Php1.8B**

1H 2021: **Php1.7B**

Key Messages

Life

- Strong performance in Life Insurance. APE **+34%**
 - Single Premium Unit Linked (SP-UL) APE **+96%**, contribution to APE at **34%**
 - Clients bargain hunting in capital markets*
 - P&H products continue growth momentum

General Insurance

- GWP declined -7% due to mobility restrictions and pruning of property portfolio
- Profitability dragged by claims on fire insurance and motor

*Funds: Equities, Fixed Income and Multi-Asset Funds invested in US, Europe, Asia, Emerging Markets, China, Hong Kong, India, Indonesia, Korea, Malaysia, Philippines Singapore, Taiwan, and Thailand

Financial Highlights



MPIC Financial Highlights 1H 2021

Meralco

Energy Sales

22,663 GWh +7%

Core Income

P11.4B +8%

Metro Pacific Tollways

PH Average Daily Traffic

744k +30%

Core Income

P1.9B +105%

Maynilad

Billed Volume

261.1 MCM -3%

Core Income

P3.0B -15%

Light Rail Manila

Ave. Daily Riders

122k -63%

Core Income

(P416M) -138%

Hospitals

Patient Census

1.55M +12%

Core Income

P710M >100%

MetroPac Movers

Dispatch Volume

14.4M -36%

Core Income

(P120M) -32%

Key Messages

- **MPIC:** 1H2021 Core Income increased by **13%** due to higher contribution of its toll and power segments
- **Meralco:** Increase in Core income was driven by a **7%** increase in total energy sales
- **MPTC:** Increase in Core Income was attributable to improved traffic volumes benefitting from reduced mobility restrictions
- **Maynilad:** Decline in Core Income was due to higher operating costs and concession amortizations arising from facility upgrades



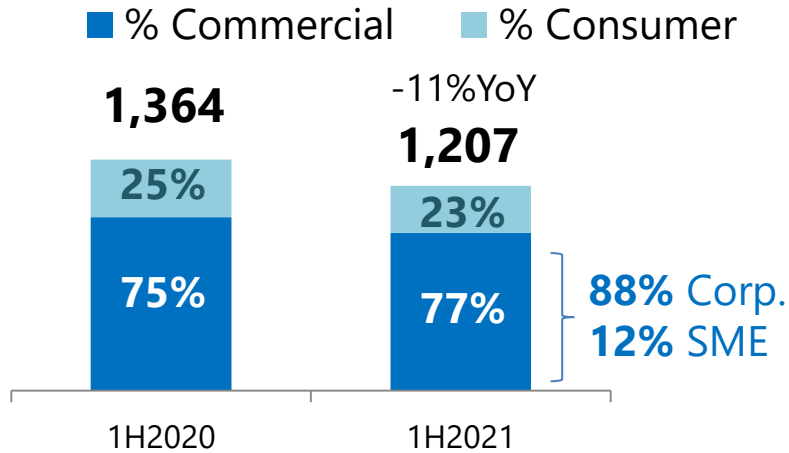
Financial Highlights



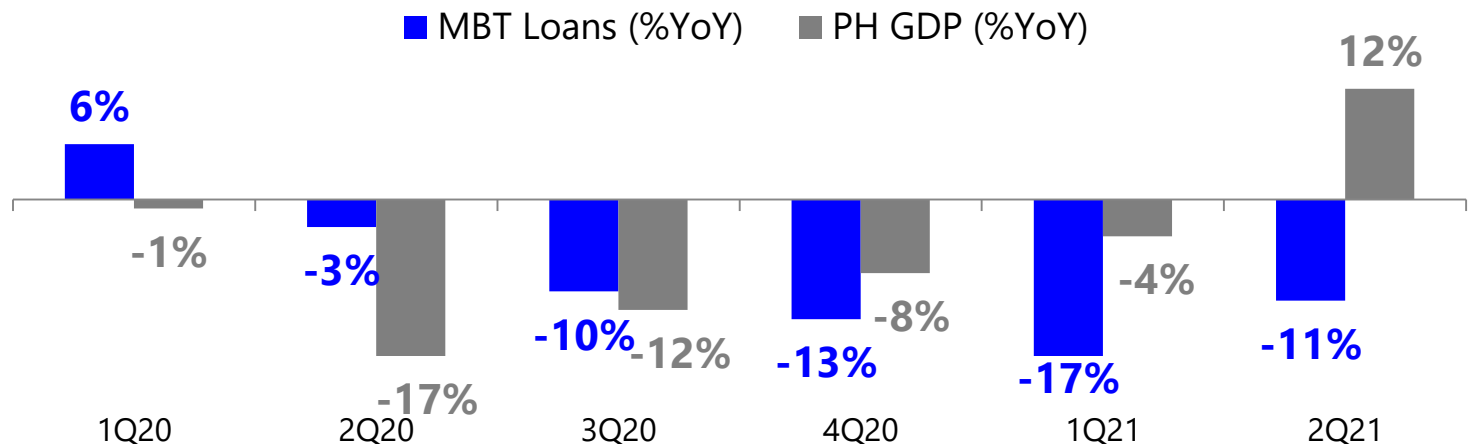
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Metrobank Financial Highlights 1H 2021

Gross Loans (Php B)

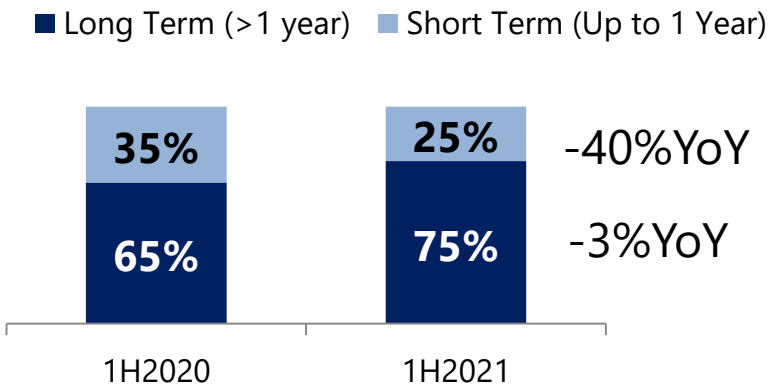


Performance of MBT Loans mirror GDP (pre-COVID loans 1.5x to 2.0x GDP)

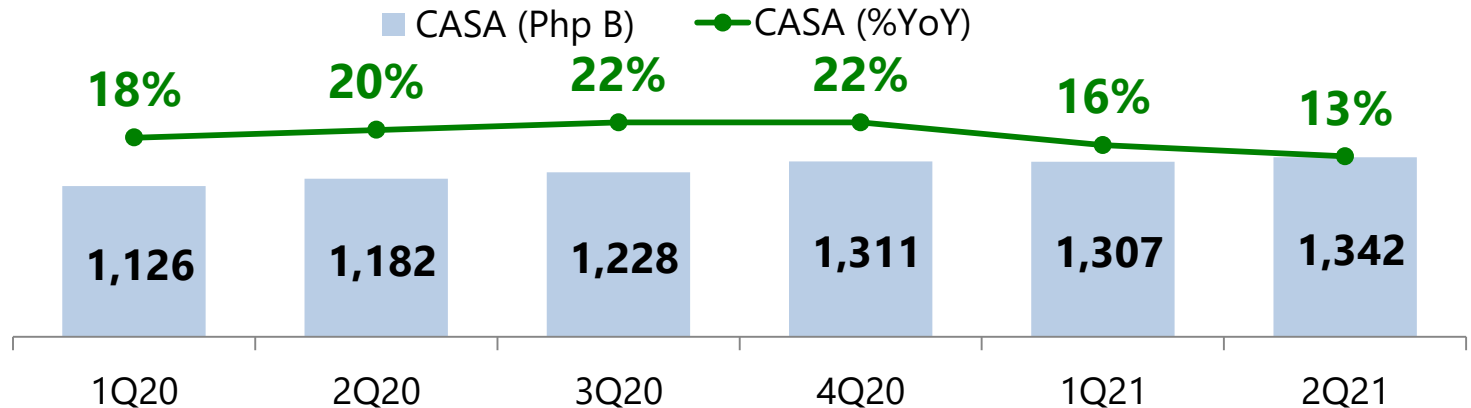


Mix of Commercial Loans (In %)

Slowdown driven by working capital loans



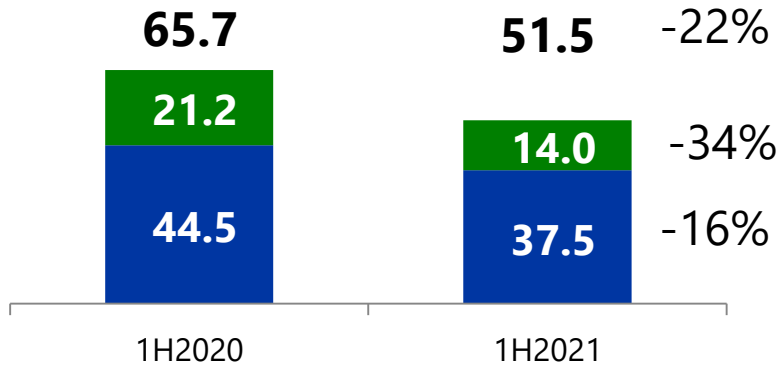
Client liquidity parked in CASA due to disrupted inventory and deferred expansion plans



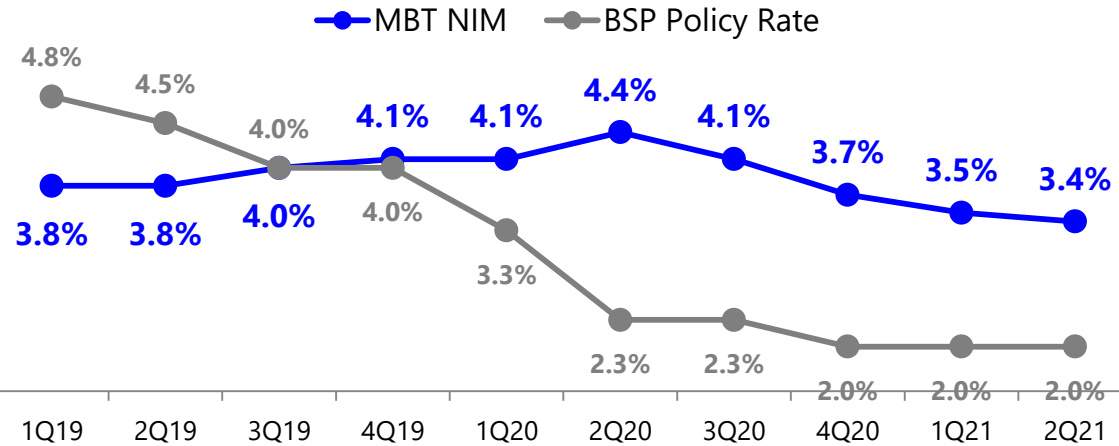
Metrobank Financial Highlights 1H 2021

Operating Income (Php B)

■ Non Interest Income ■ Net Interest Income



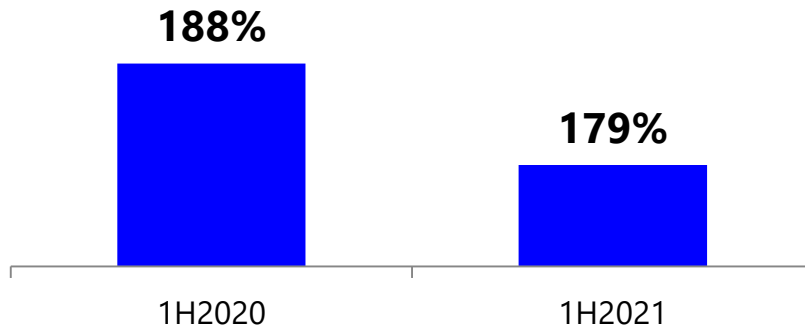
MBT NIMs vs. BSP Policy Rate



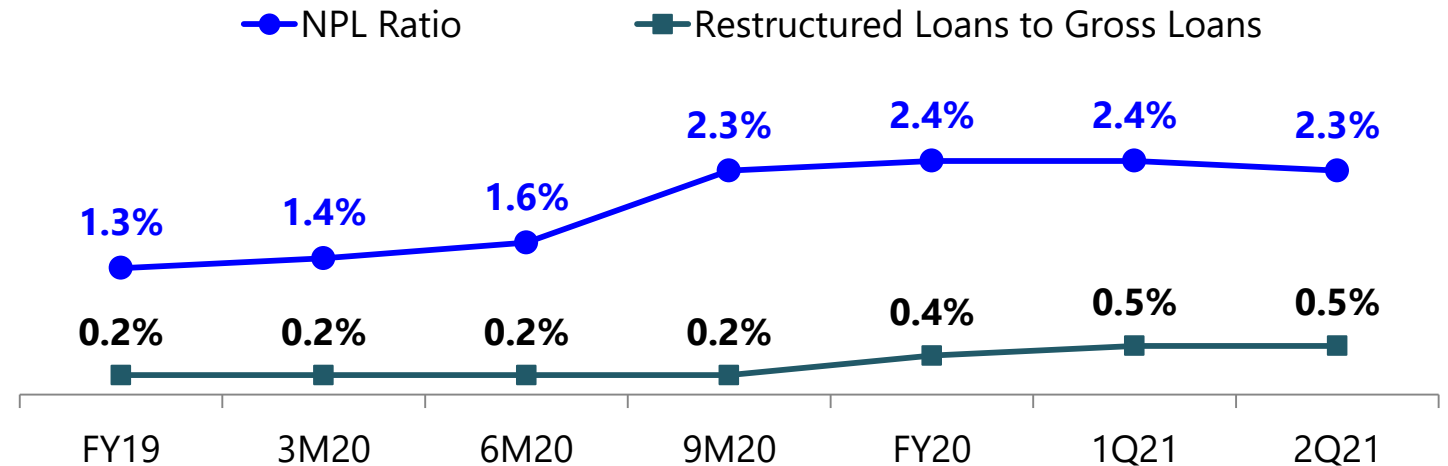
- Lower lending rates; credit card rate cap
- Decline in loan balances
- Shorter duration of investment securities

NPL Cover

Ample reserves give room to lower provisions



NPL Ratios remain unchanged



Summary of Key Messages

- Metrobank reported net income growth of 28%
- Strong fee-based income, CASA growth, flat OPEX, and lower provisions cushioned weak loan demand and lower NIMs
- The Bank maintains prudent and anticipatory risk management posture
- High capital ratios ensure adequate buffers and a strong position to support clients in a recovery
- Strategies that will balance growth:
 - Expand cash management/trade services and treasury flows
 - Cost-to-income ratio in the low 50s
 - Migration to e-channels and branch process re-engineering
 - Increase cross-sell activities



*Resilience
Amidst
Adversity*



Moving Forward

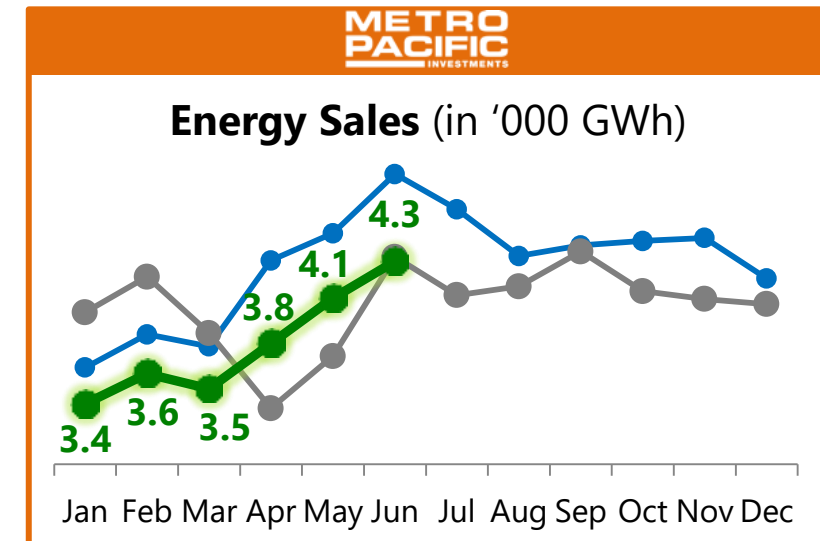
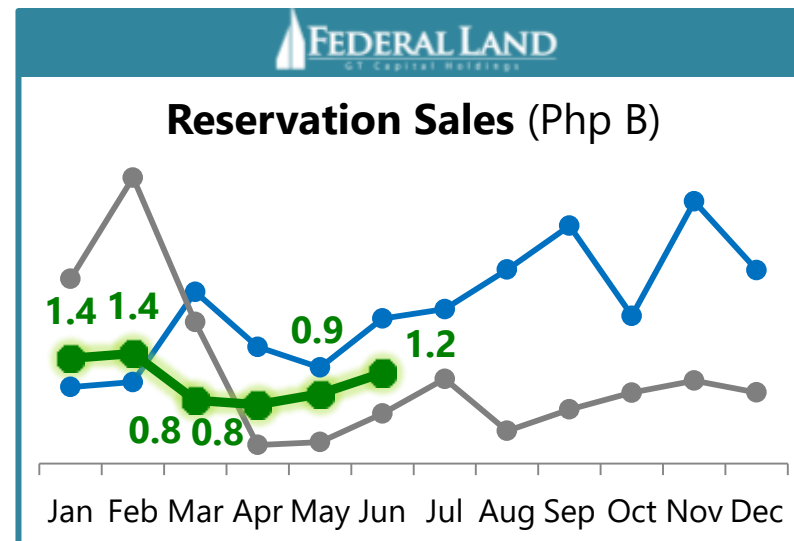
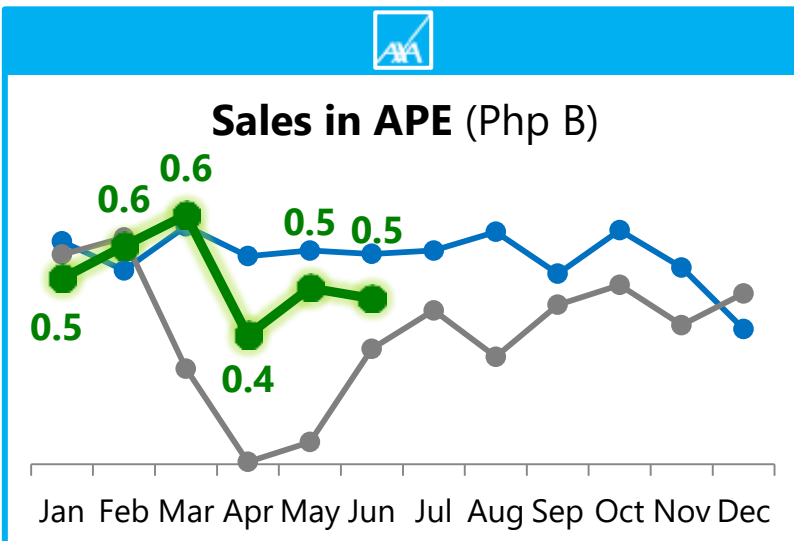
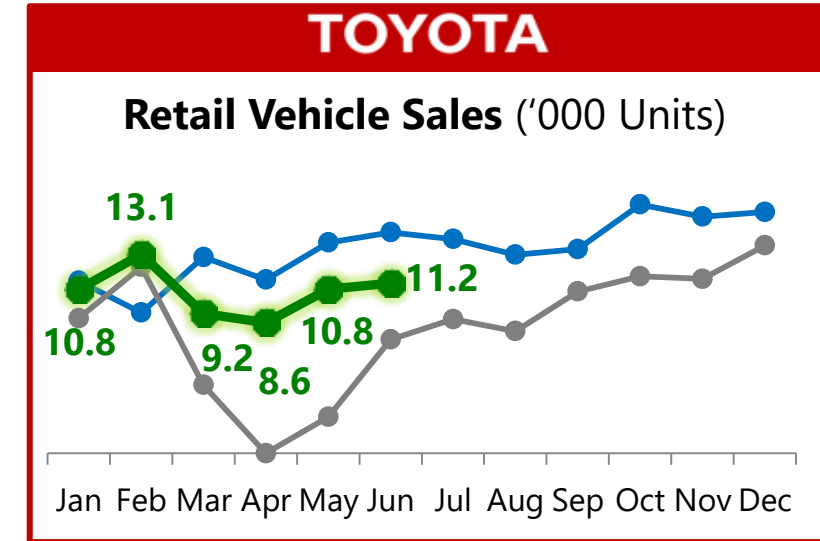
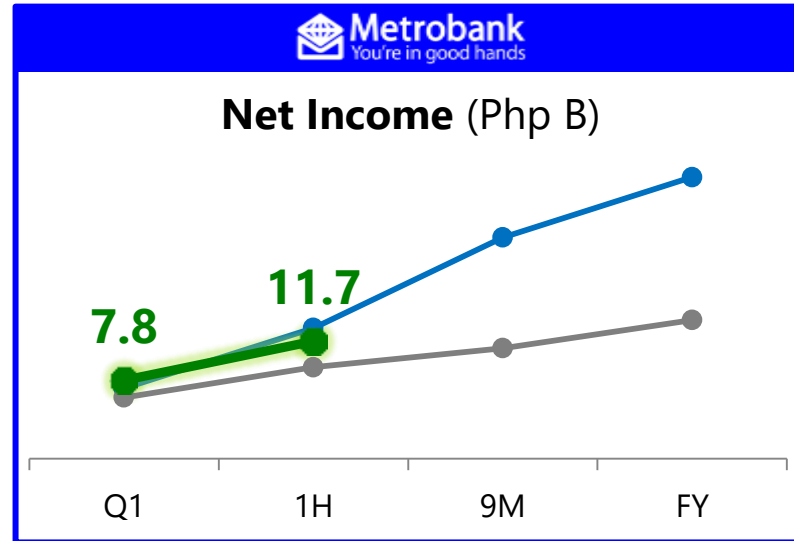
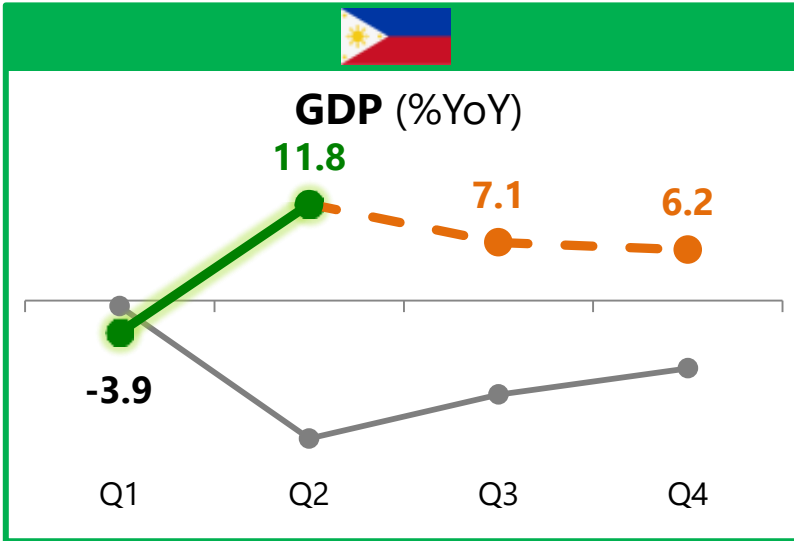


GT CAPITAL
HOLDINGS INCORPORATED



Key Performance Indicators

●— 2021
 ●— 2020
 ●— 2019
 ●— Bloomberg Consensus GDP



Source: Bloomberg, Company data

Gradually Approaching Pre-COVID Levels

Core Net Income

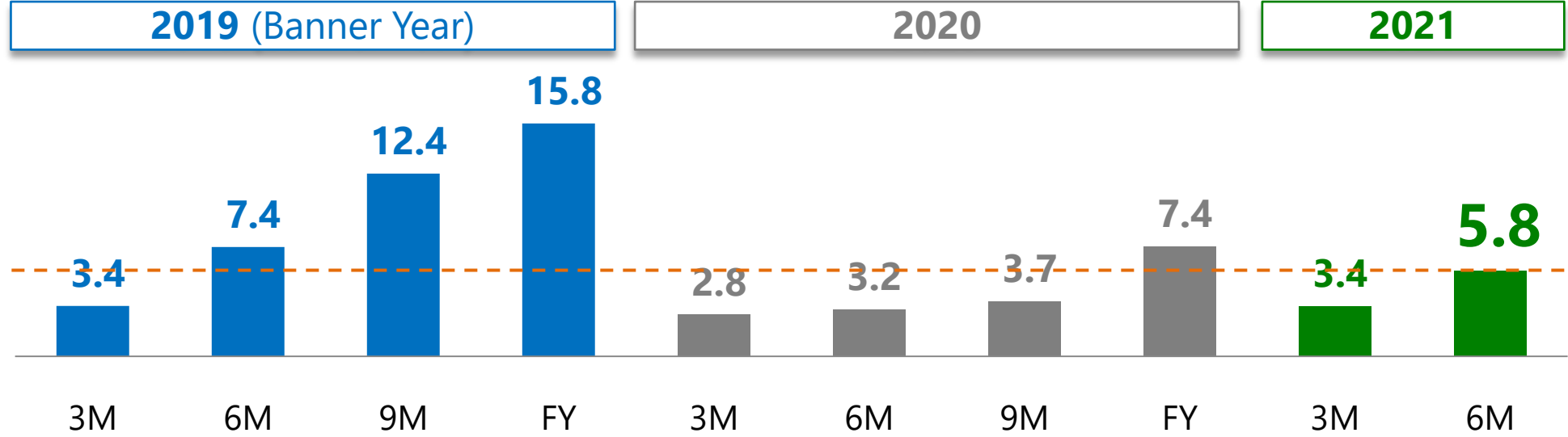
6M2021

78%

of 6M 2019

183%

of 6M 2020



Consolidated Net Income

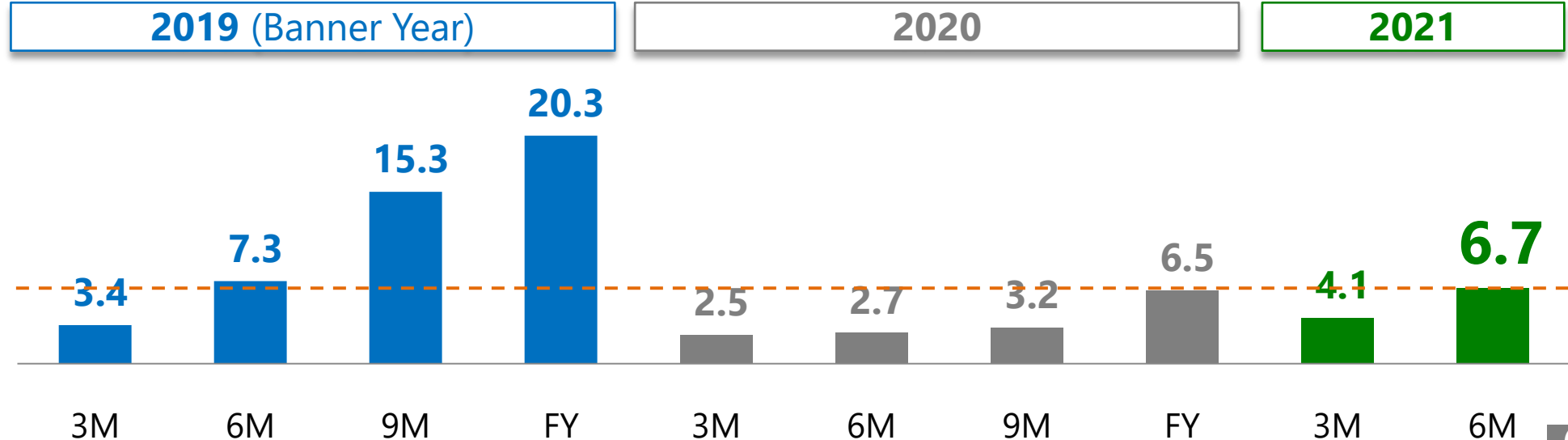
6M2021

92%

of 6M 2019

243%

of 6M 2020





GT CAPITAL
HOLDINGS INCORPORATED

*Resilience
Amidst
Adversity*



Jefferies & Regis Corporate Access Day

Tuesday, 12 October 2021

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



GT Capital Parent Financial Highlights



Parent Net Debt to Equity



Unutilized Short-Term Credit Facilities

Php33.5 B









Consolidated Cash

Php24.4 B

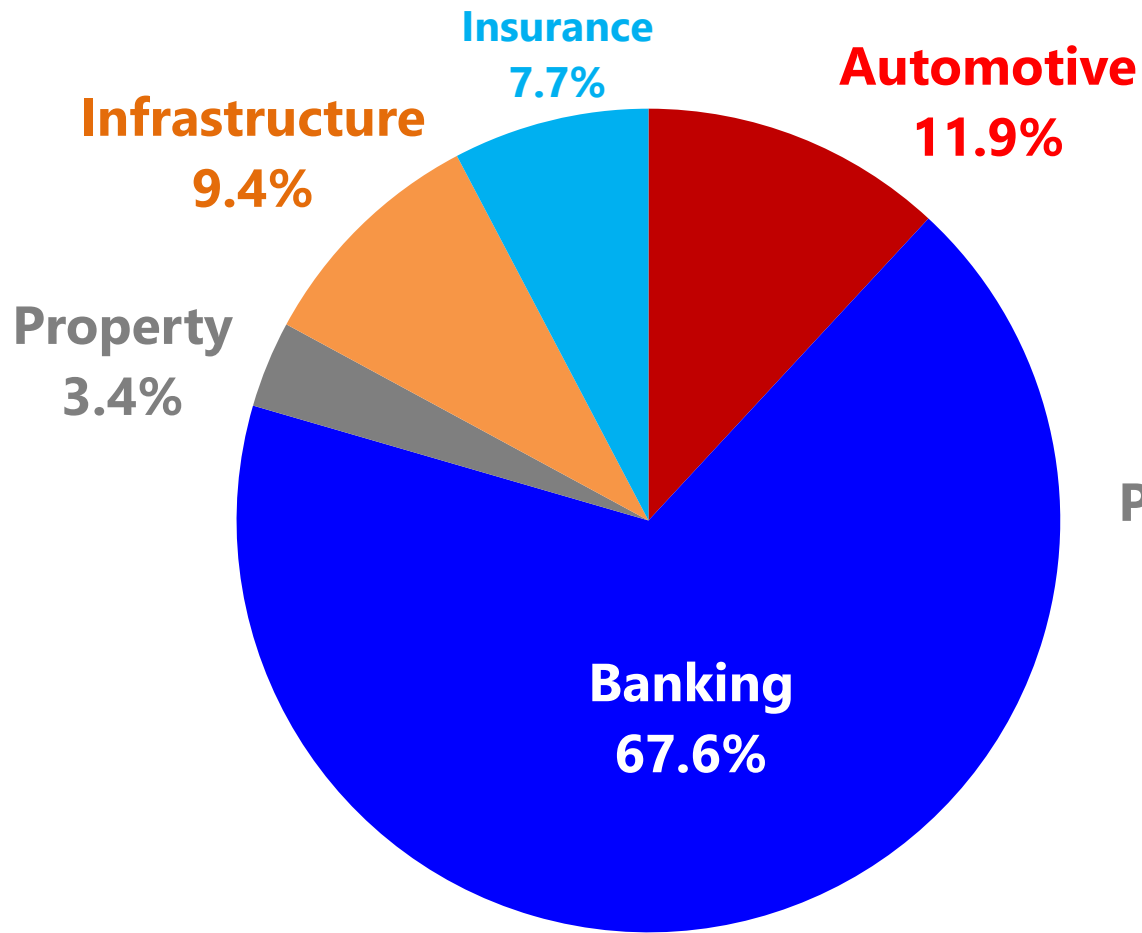
Parent Cash

Php12.3 B

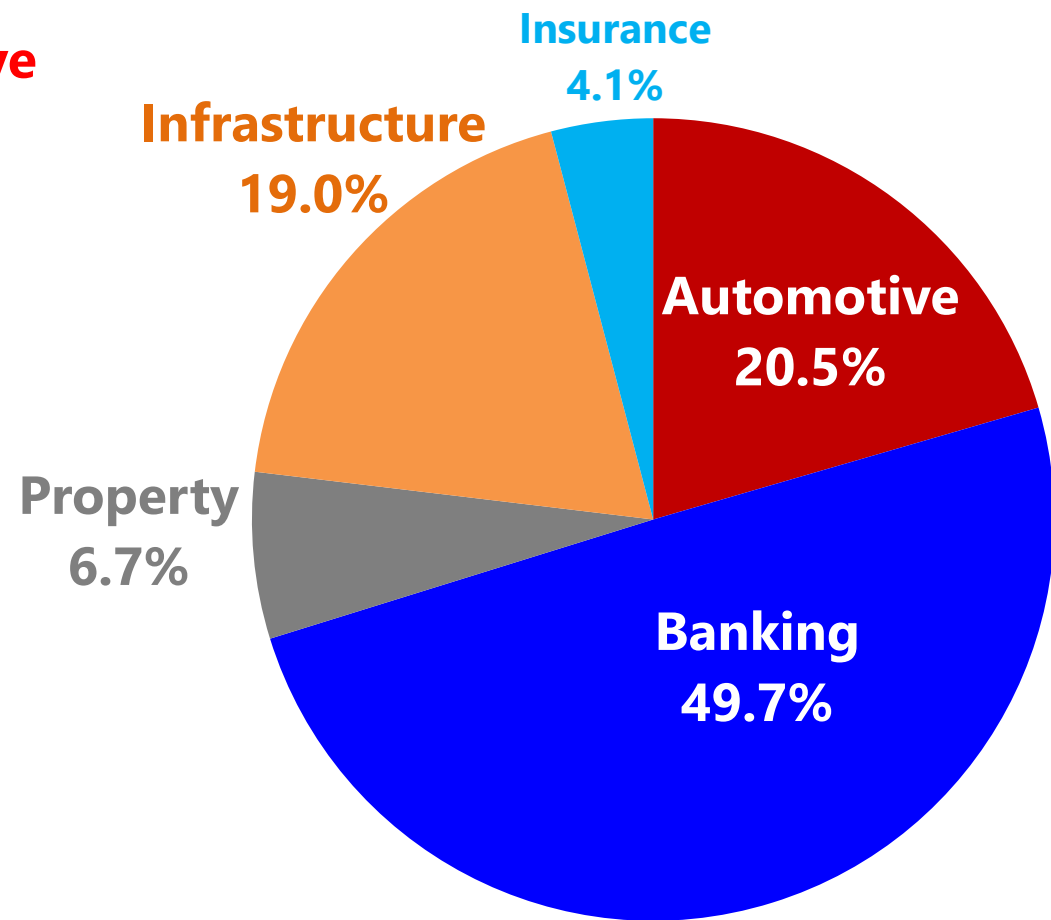
GT Capital Group Capex Budget (In Php B)

Company	Actual 1H21	2021 Budget	Nature
 Metrobank You're in good hands	3.253	3.0 – 5.0	IT
	1.027	3.722	New models, Pre-delivery inspection facility
	0.074	0.291	IT, Computer Equipment, Leasehold Improvements
 TOYOTA MANILA BAY CORP. THE DEALER OF CHOICE	0.023	0.215	Imus land acquisition and building construction and maintenance
 Sumisho Motor Finance Corporation An affiliate of PSBank and Sumitomo Corporation	0.018	0.075	IT, Transportation, Leasehold rights and improvement
 FEDERAL LAND GT Capital Holdings	1.489	3.756	Land banking, Retail & Commercial
	0.069	0.320	IT, Branch renovations
 GT CAPITAL HOLDINGS INCORPORATED Parent	0.260	4.030	Land development in Cavite, acquisitions, IT
TOTAL	Php6.213 B	Php15-17 B	

GT Capital Net Income by Sector

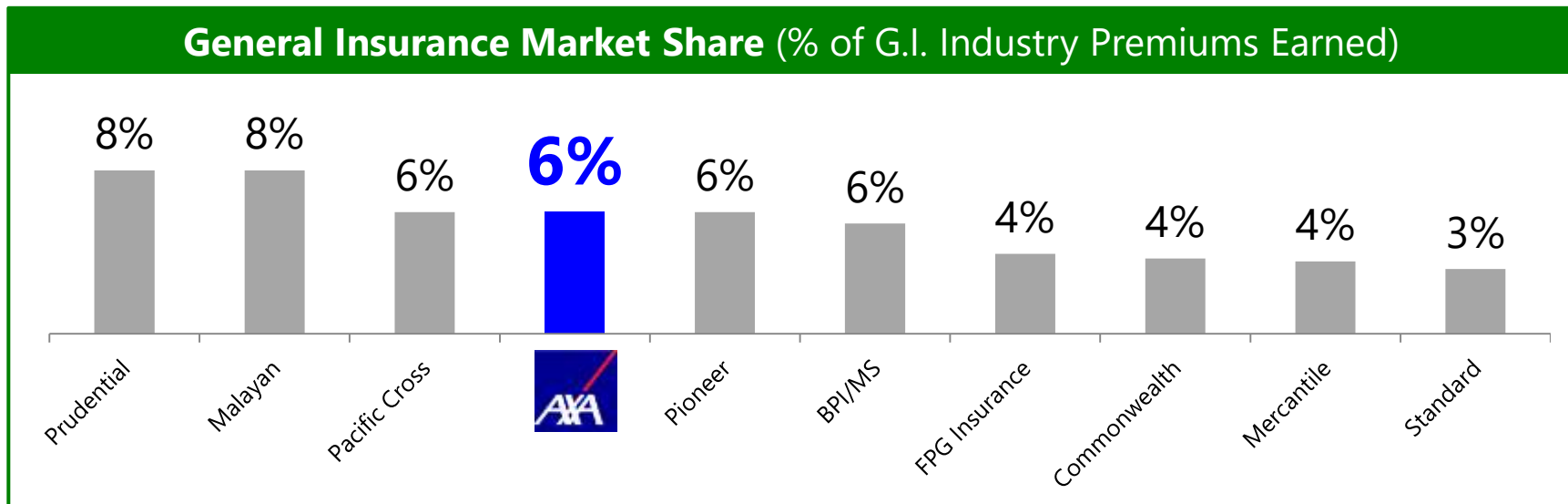
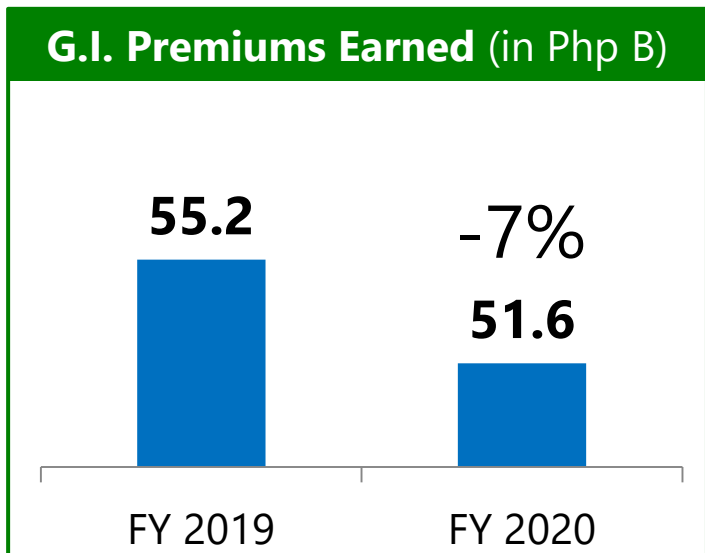
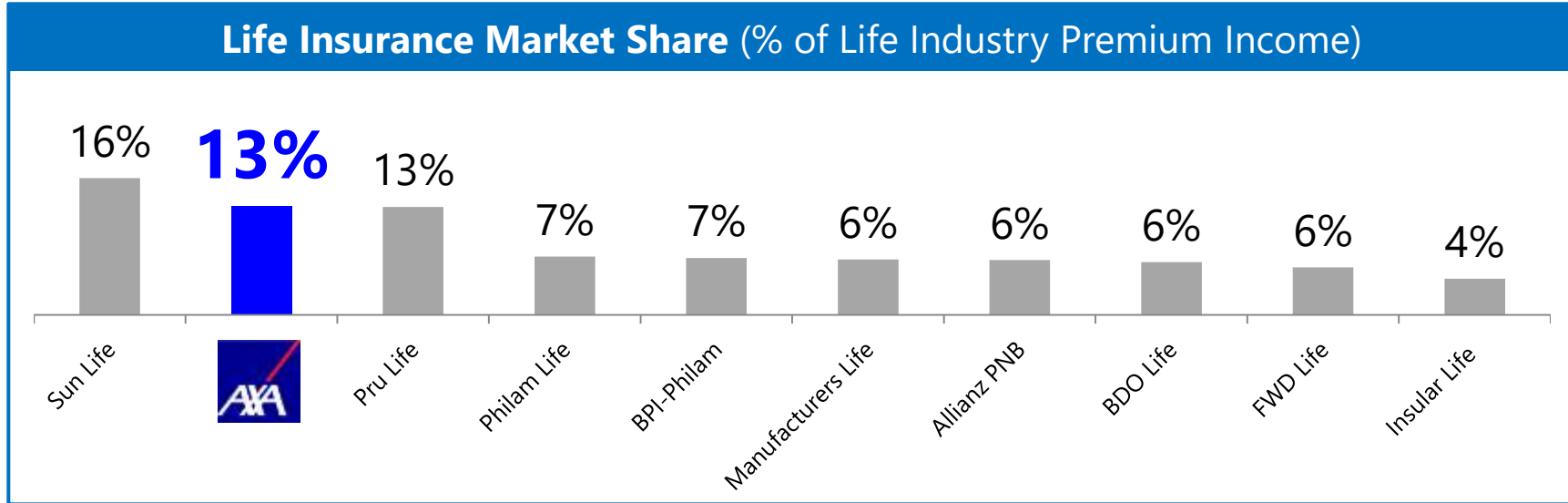
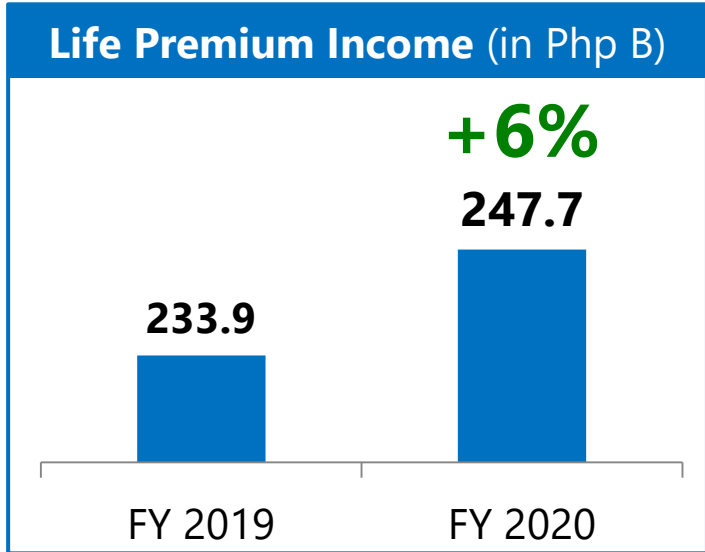


1H 2020



1H 2021

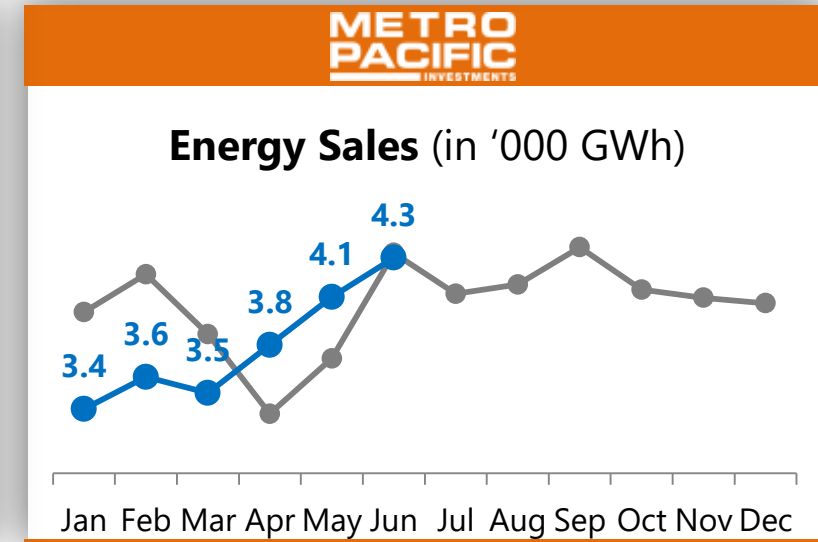
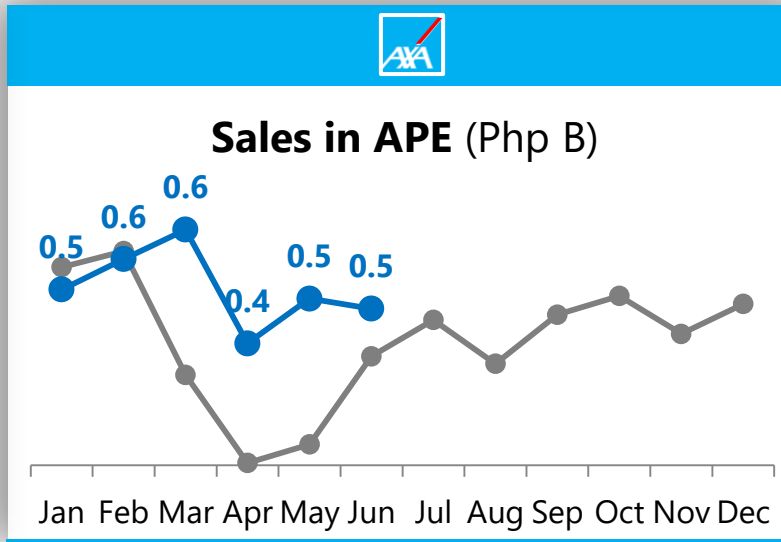
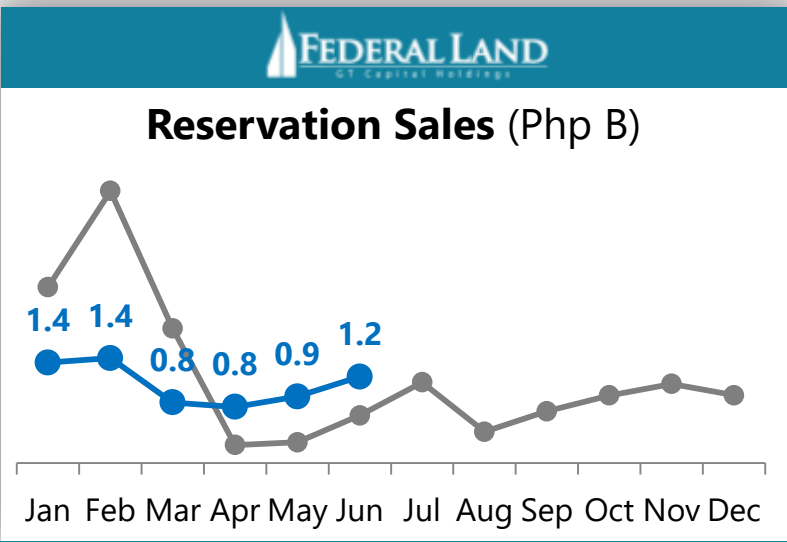
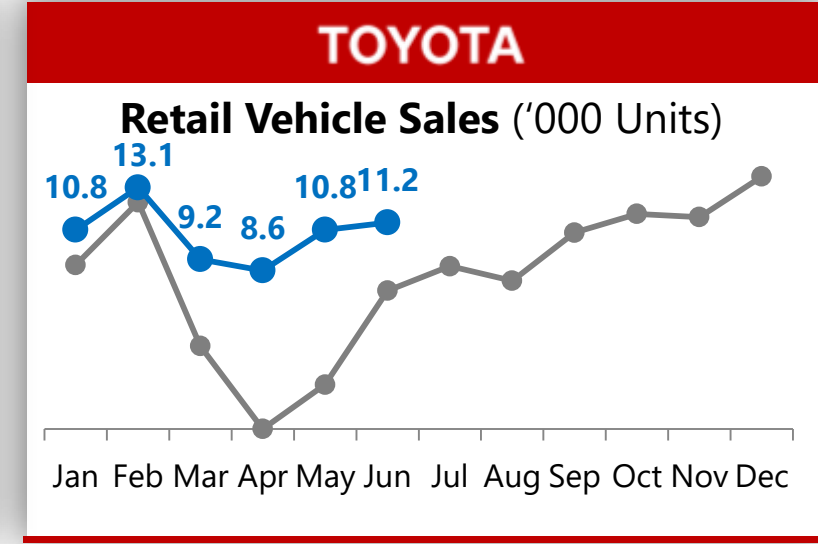
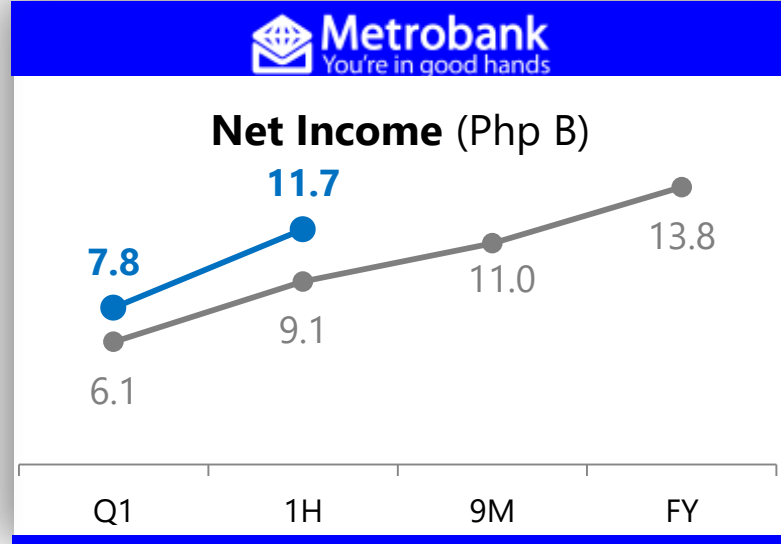
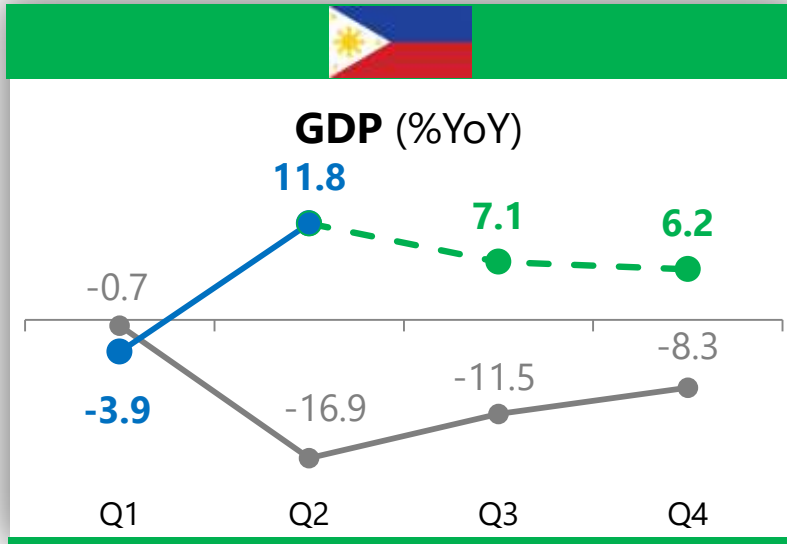
Insurance Industry Highlights FY2020



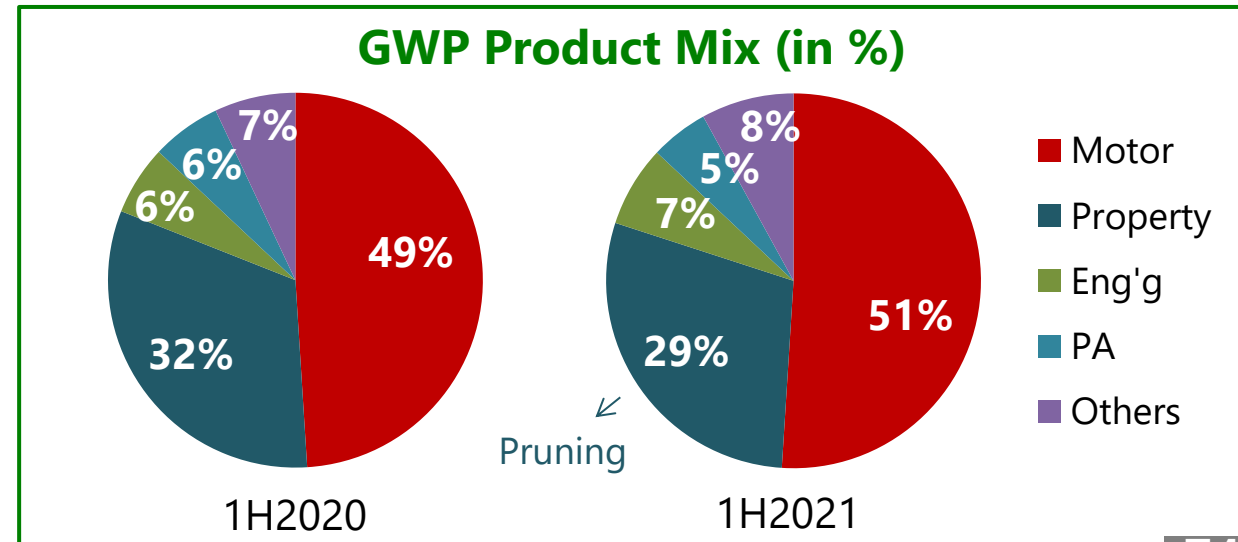
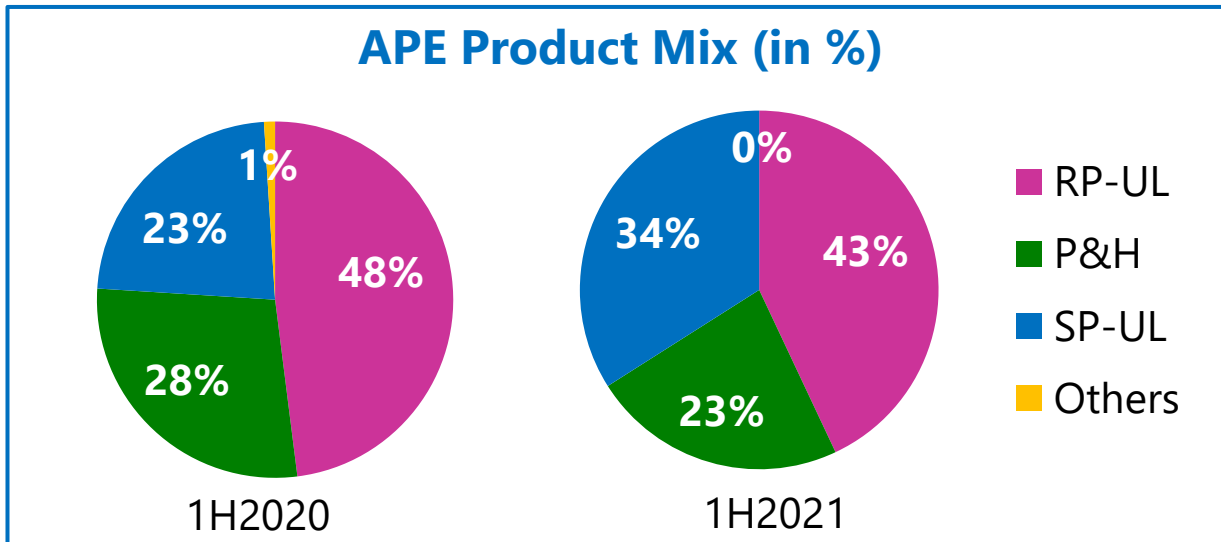
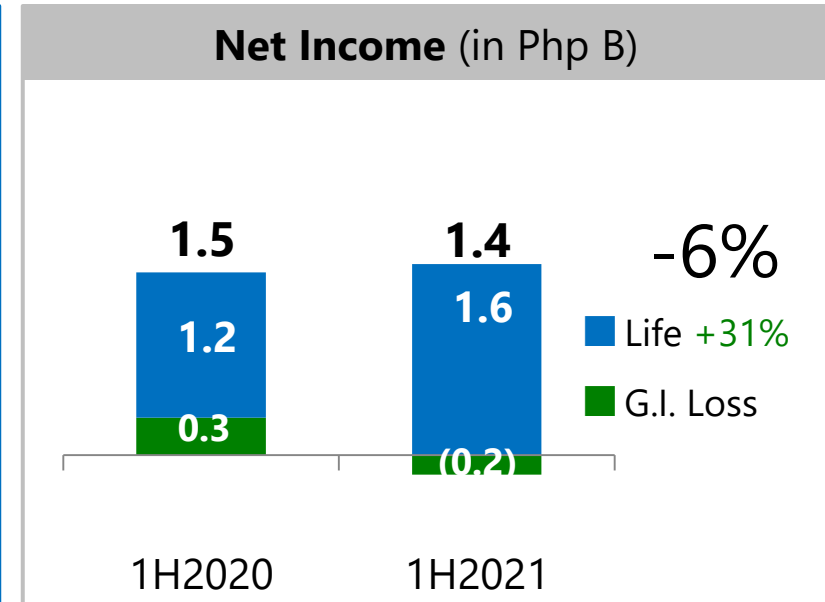
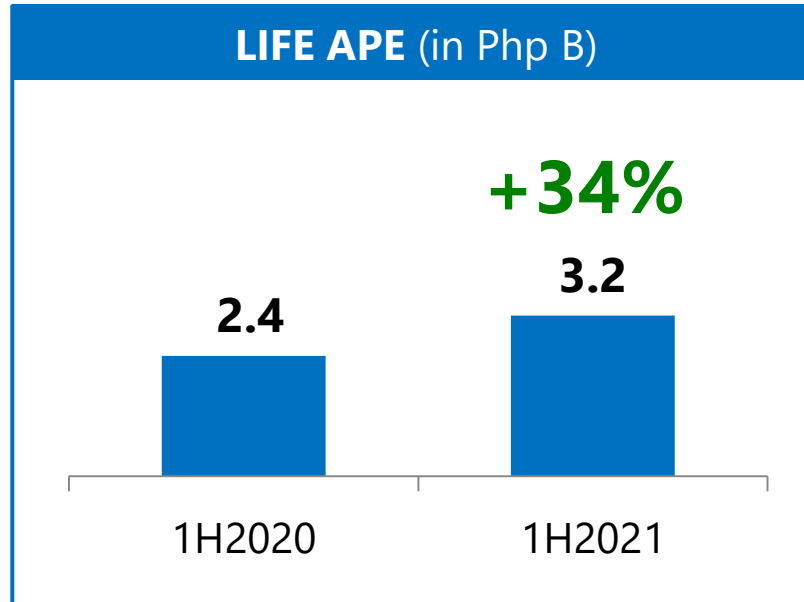
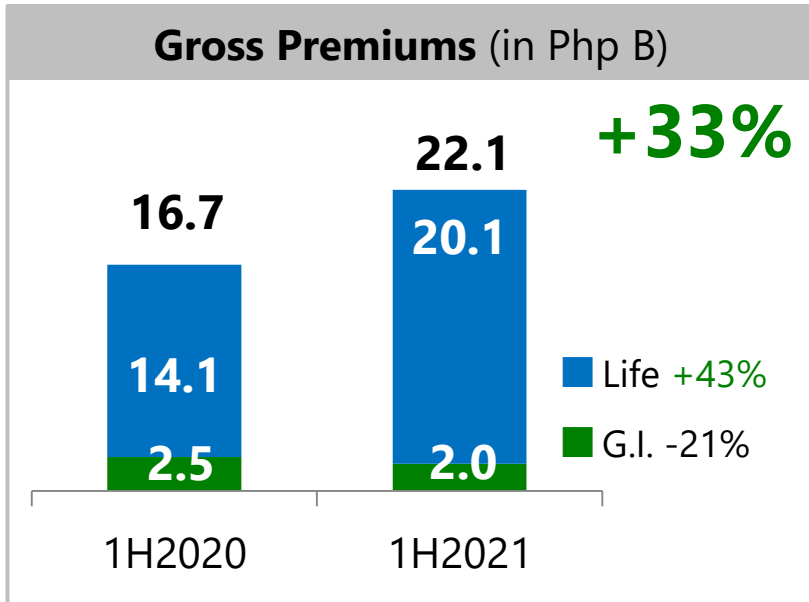
Source: Unaudited quarterly report on selected financial statistics submitted by firms to the IC

Key Performance Indicators

—●— 2020 —●— 2021 —●— Bloomberg Consensus GDP

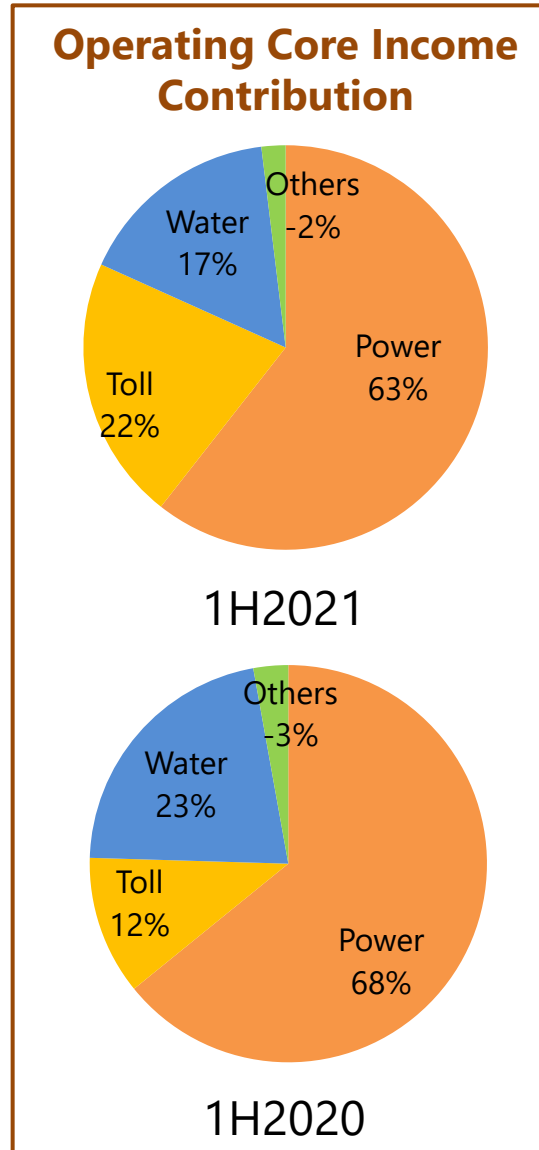
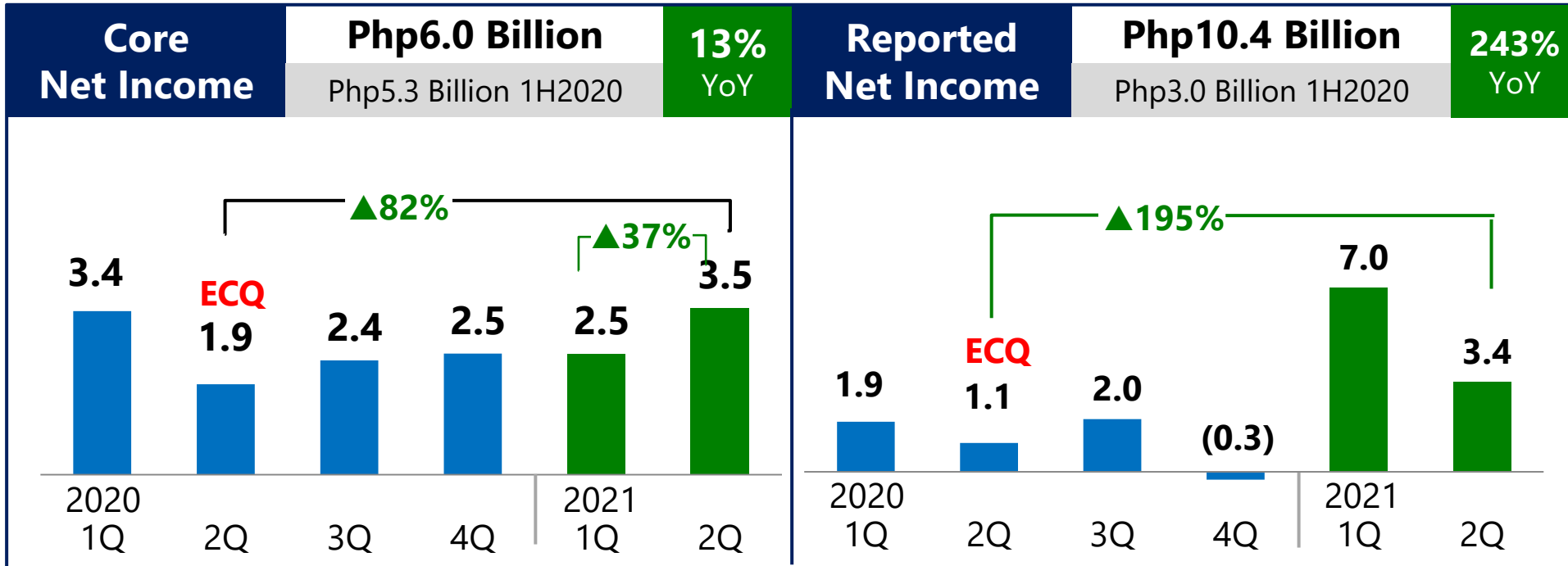


AXA Financial Highlights 1H 2021



*Funds: Equities, Fixed Income and Multi-Asset Funds invested in US, Europe, Asia, Emerging Markets, China, Hong Kong, India, Indonesia, Korea, Malaysia, Philippines Singapore, Taiwan, and Thailand

MPIC Financial Highlights 1H 2021



Meralco

- Energy sales **▲ 7%**
- Core NI **▲ 8%**
- Higher volume distributed and higher generation and transmission revenues

MPTC

- Average Traffic **▲ 30%**
- Core NI **▲ 105%**
- Higher traffic following relaxation of quarantine restrictions

Maynilad

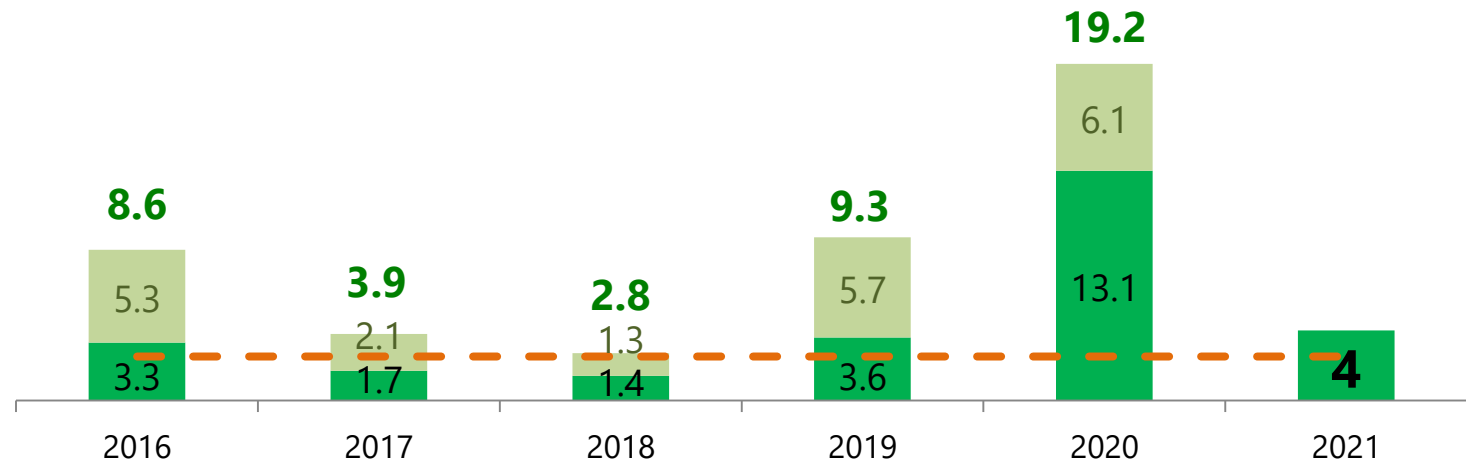
- Billed volume **▼ 3%**
- Core NI **▼ 15%**
- Lower volume and higher operating costs offset by CREATE

Hospitals

- Patient Census **▲ 12%**
- Core NI **▲ >100%**
- Longer average length stay, price increases, increase in Covid-19 census

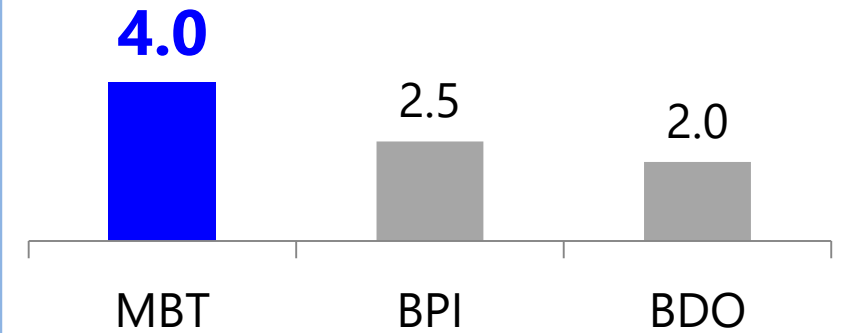
Metrobank Financial Highlights 1H 2021

Normalized Trading & FX Gains (Php B) ■ 1H ■ 2H — 1H Ave. (Pre-COVID)



Trading and FX Gains (Php B)

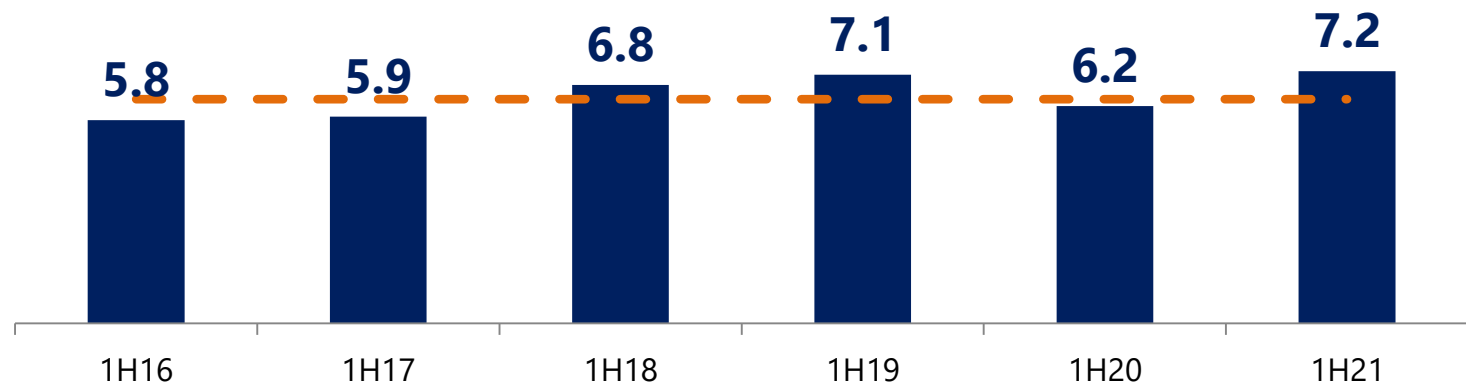
Strength of MBT's Financial Markets model, despite rising rates



Services Fees and Trust Income

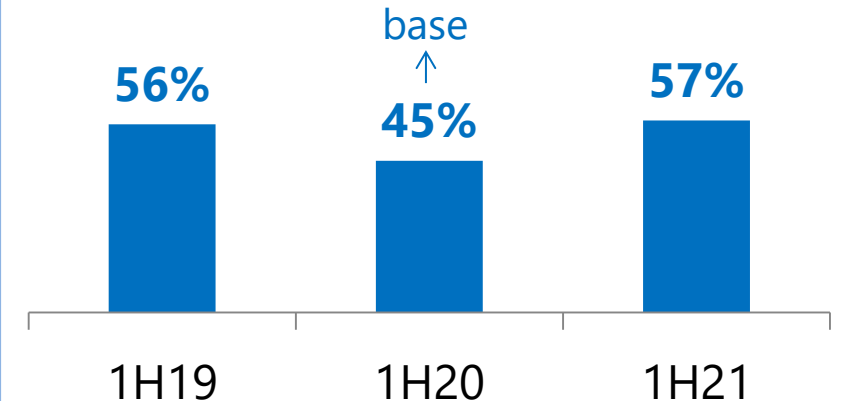
— 1H Ave. (Pre-COVID)

+17% YoY



Stable Cost to Income Ratio

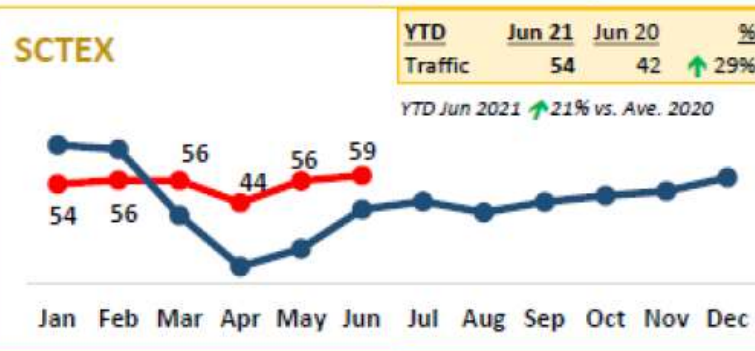
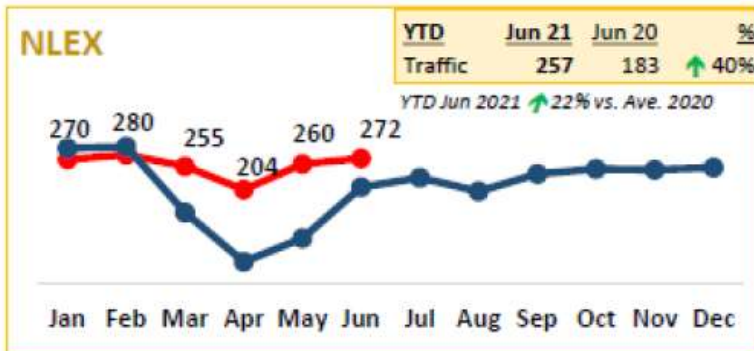
Extraordinary base



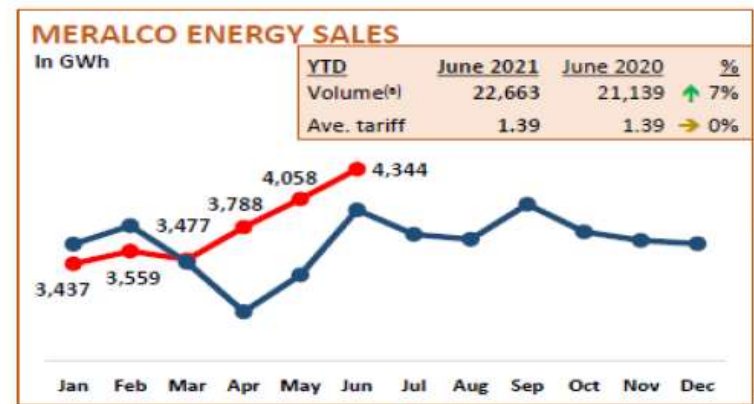
MPIC Volume Dashboard 1H2021

■ 2021 ■ 2020

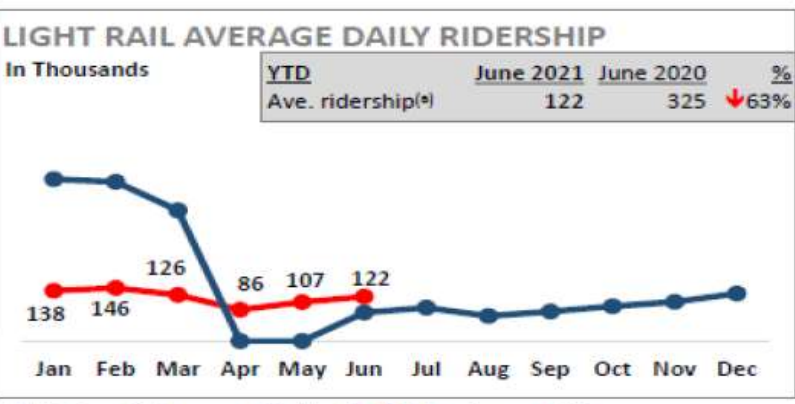
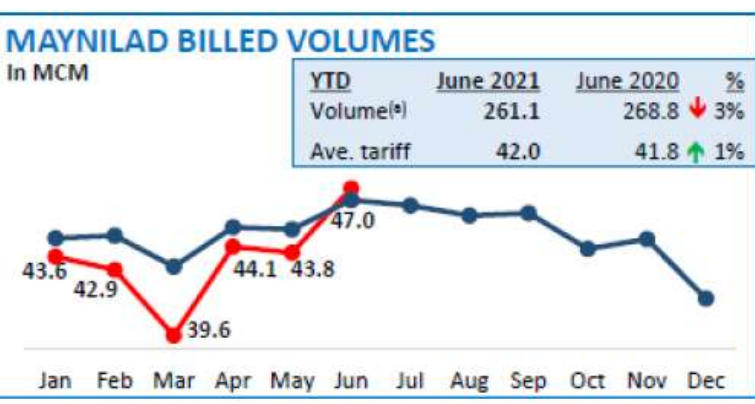
AVERAGE DAILY TRAFFIC (in thousands)



YTD	Jun 2021	Jun 2020	%
Total traffic ²	746	574	↑ 30%



(a) Average Monthly Volume: YTD May 2021 ↑ 4% vs. Average 2020



(a) YTD June 2021 average daily ridership ↓ 35% vs. Average 2020



Metrobank
You're in good hands

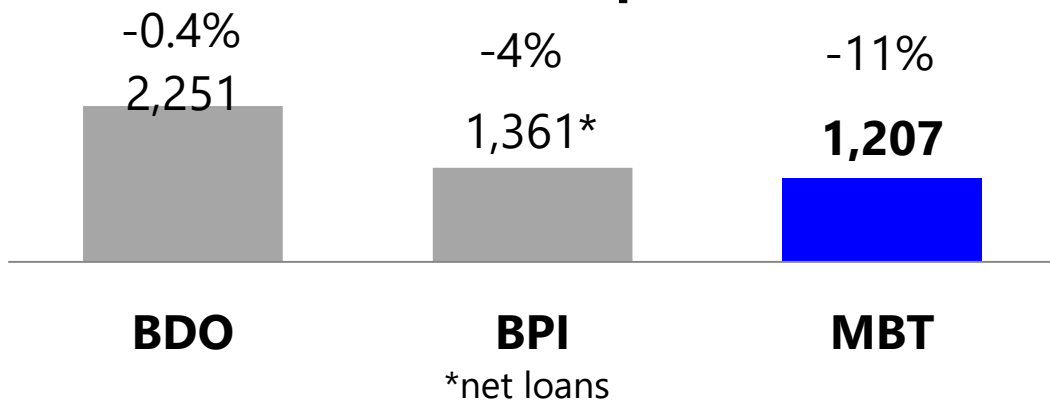
Banking Industry Highlights



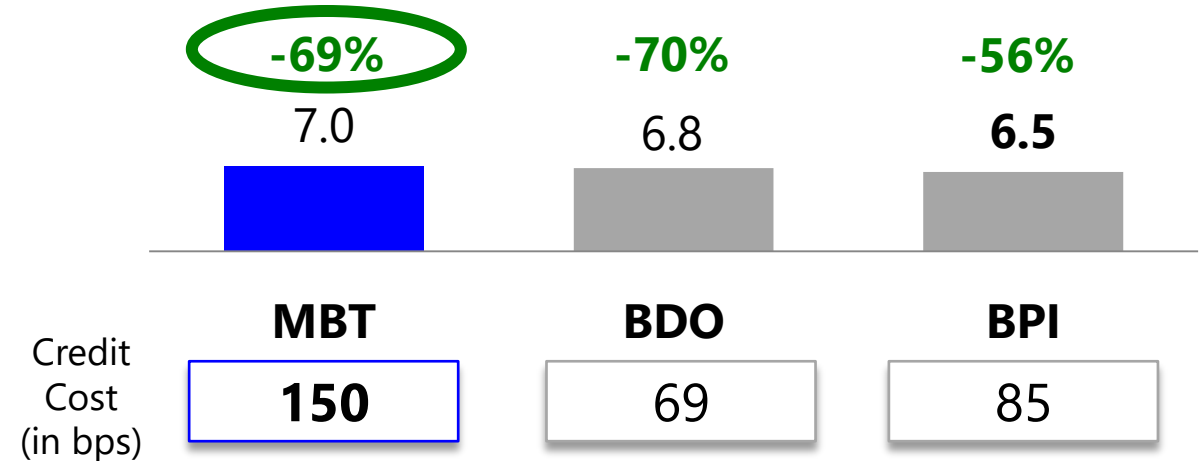
GT CAPITAL
HOLDINGS INCORPORATED

Peer Banks Highlights 1H 2021

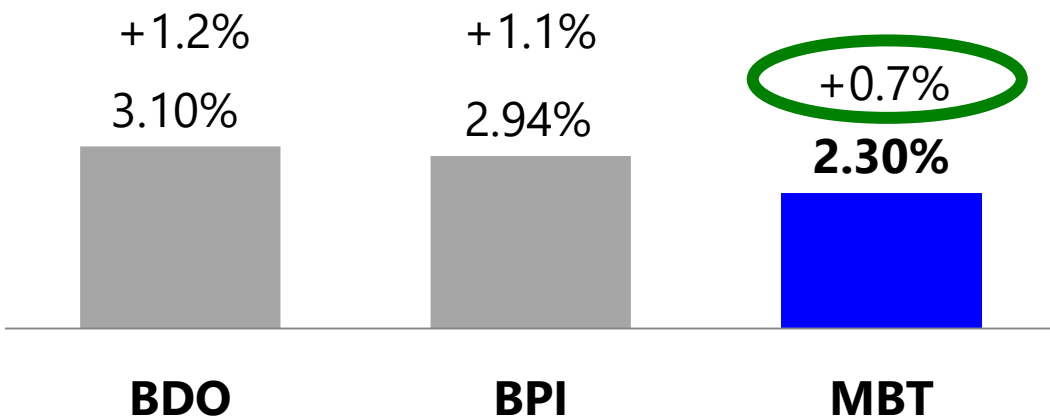
Gross Loans (Php Billion)



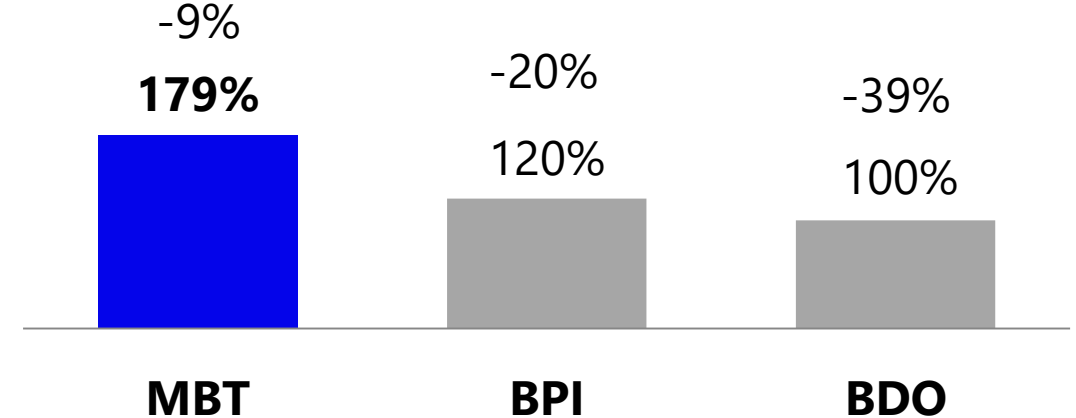
Provisions (Php Billion)



NPL Ratio (%)



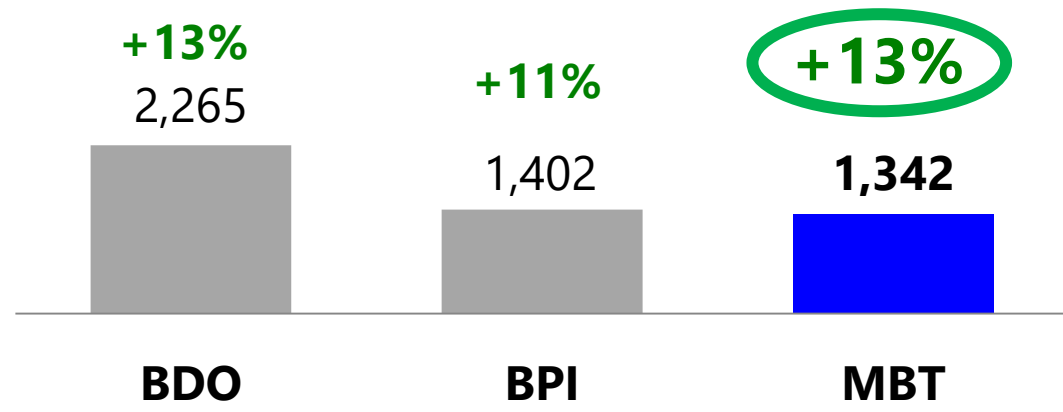
NPL Coverage (%)



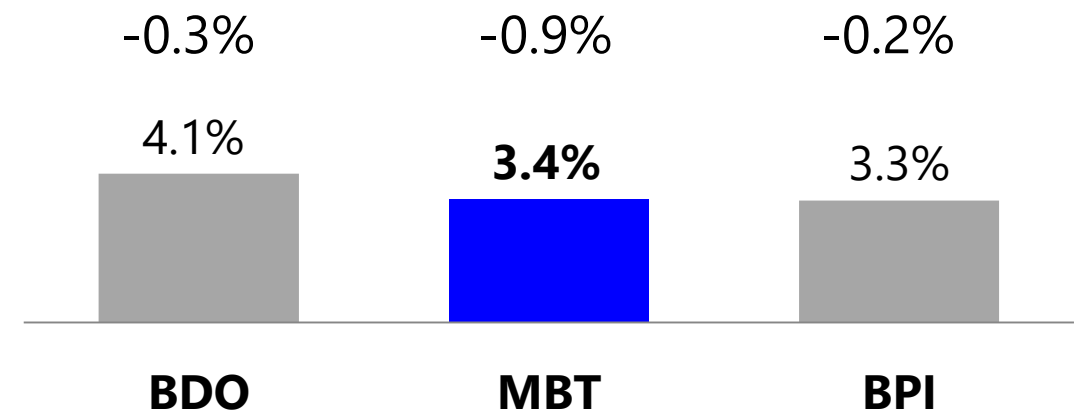
Source: 17-C Report and Investor Presentations of Banks

Peer Banks Highlights 1H 2021

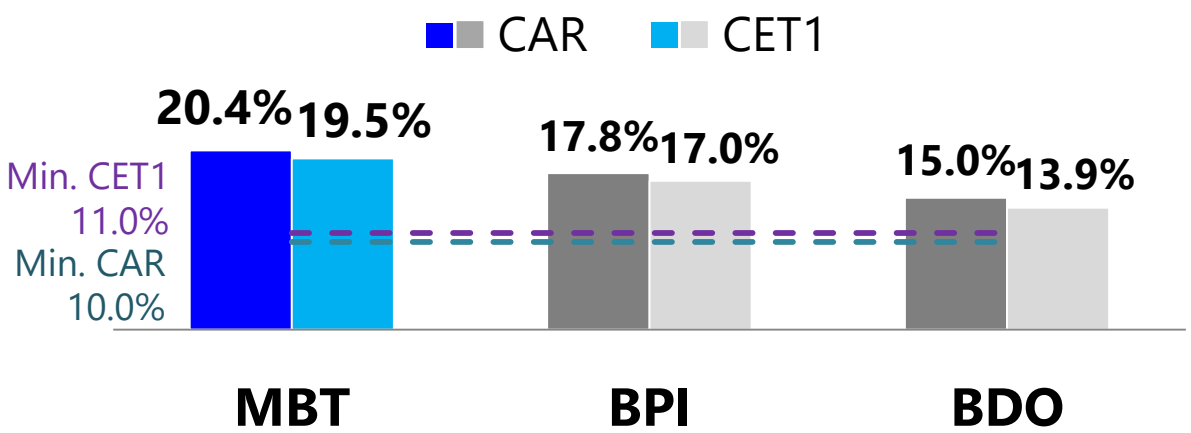
CASA (Php Billion)



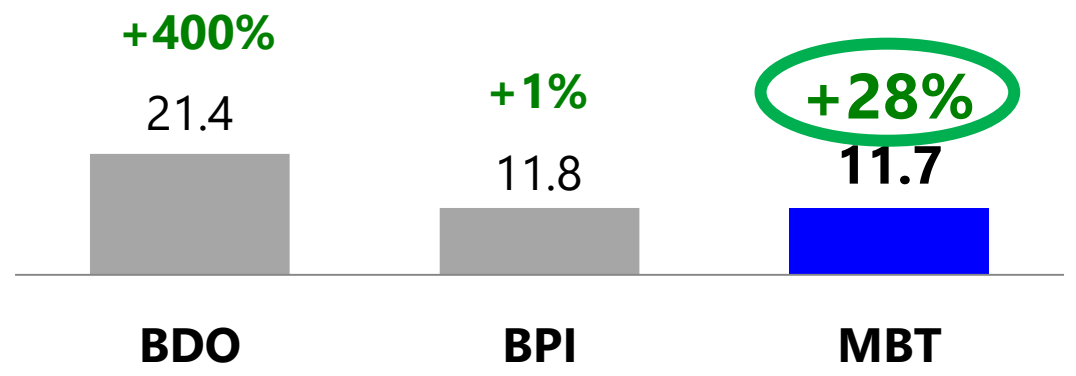
Net Interest Margin – NIM (%)



CAR and CET1 Ratio (%)



Net Income (Php Billion)



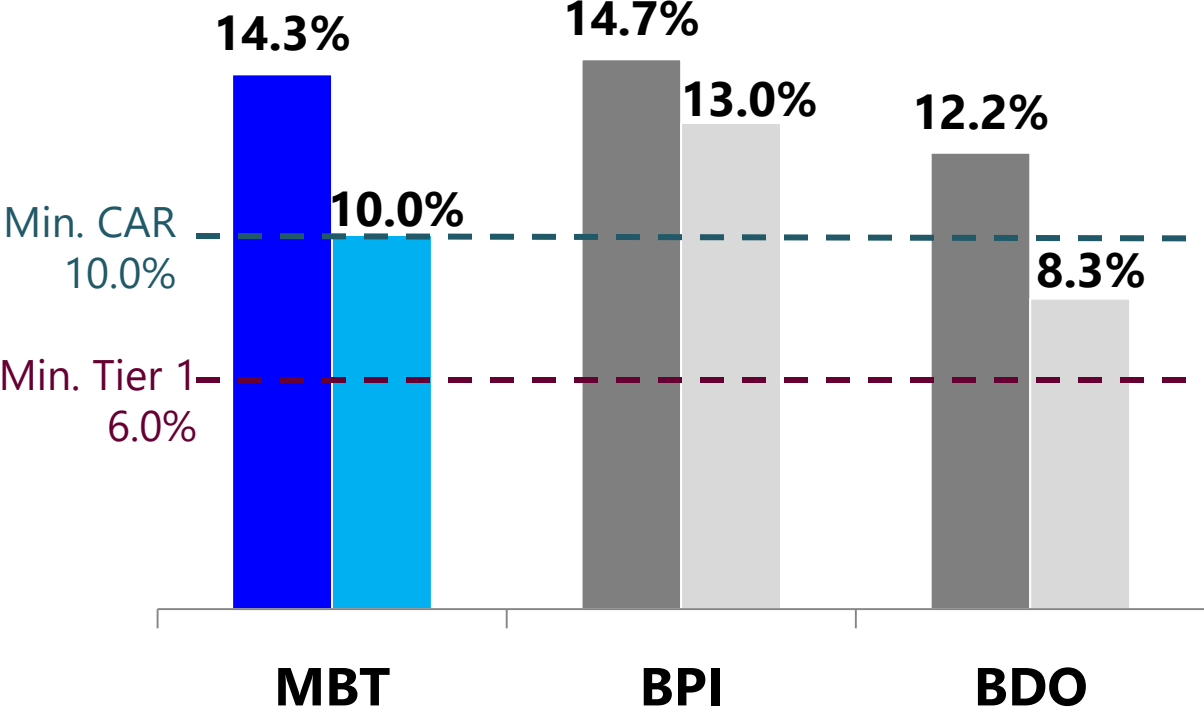
Source: 17-C Report and Investor Presentations of Banks

Peer Banks Highlights 1H 2021

December 31, 2009

Global Financial Crisis

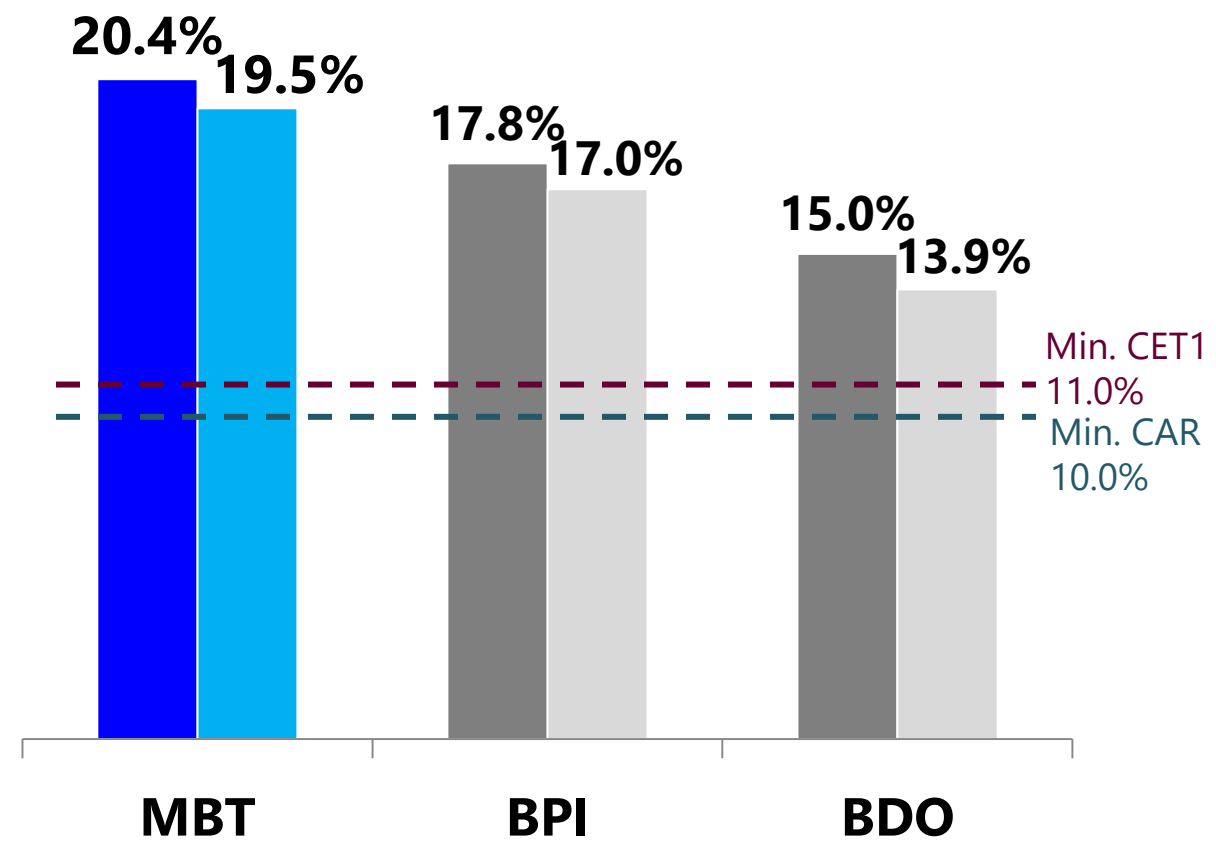
CAR Tier 1



June 30, 2021

Covid-19 Pandemic

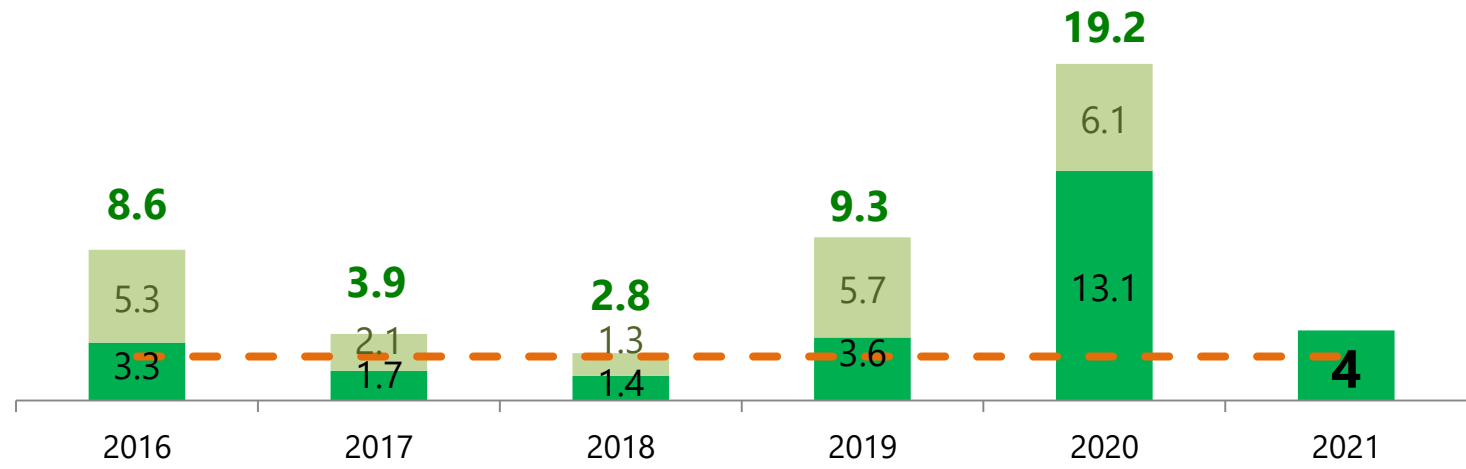
CAR CET1



Source: 17-C Report and Investor Presentations of Banks

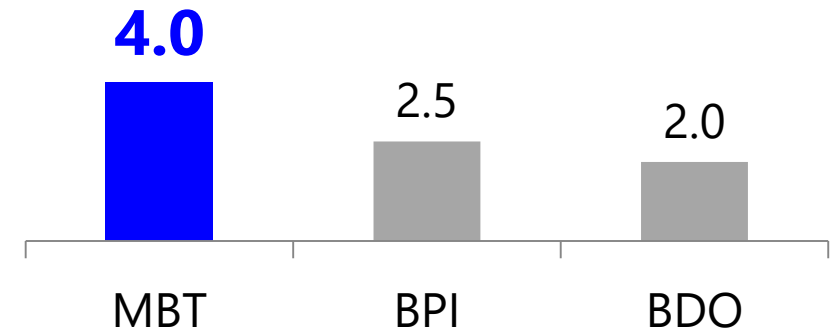
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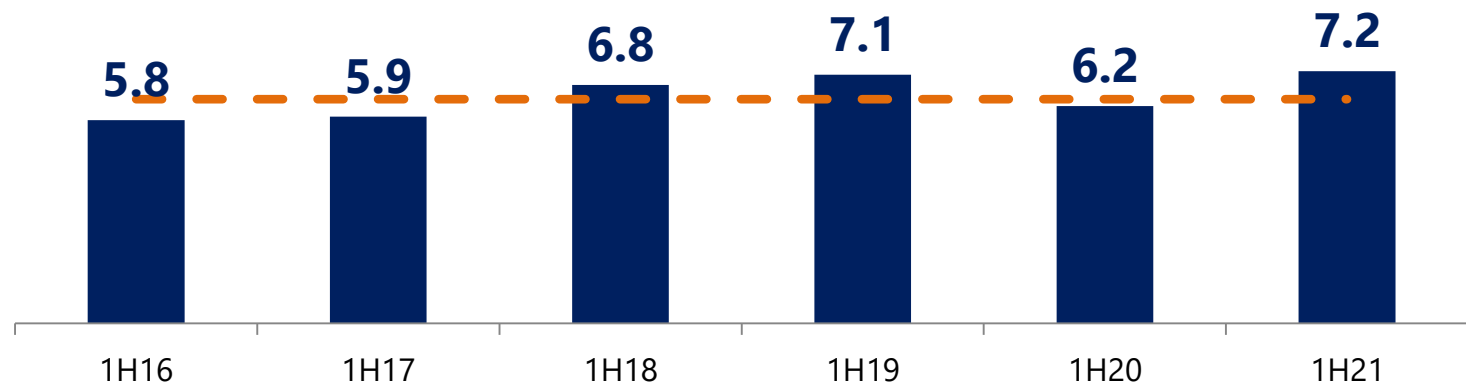
Strength of MBT's Financial Markets model, despite rising rates



Services Fees and Trust Income

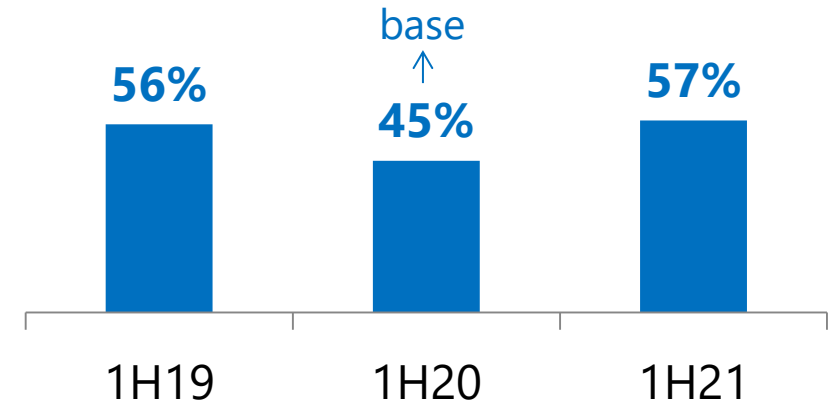
— 1H Ave. (Pre-COVID)

+17% YoY



Stable Cost to Income Ratio

Extraordinary base

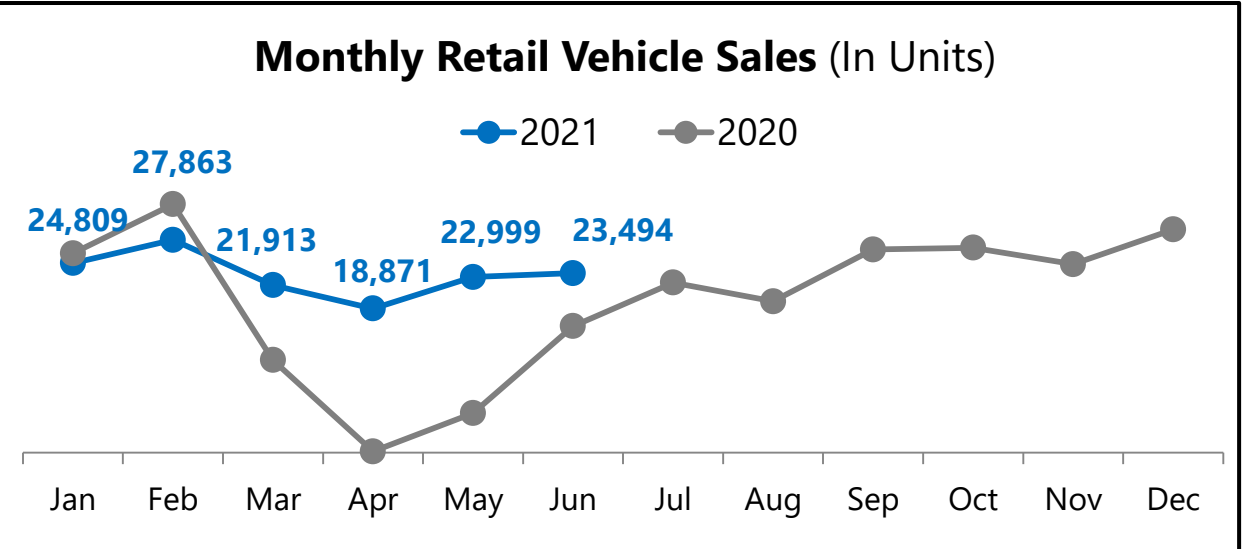


Automotive Industry Highlights 1H 2021

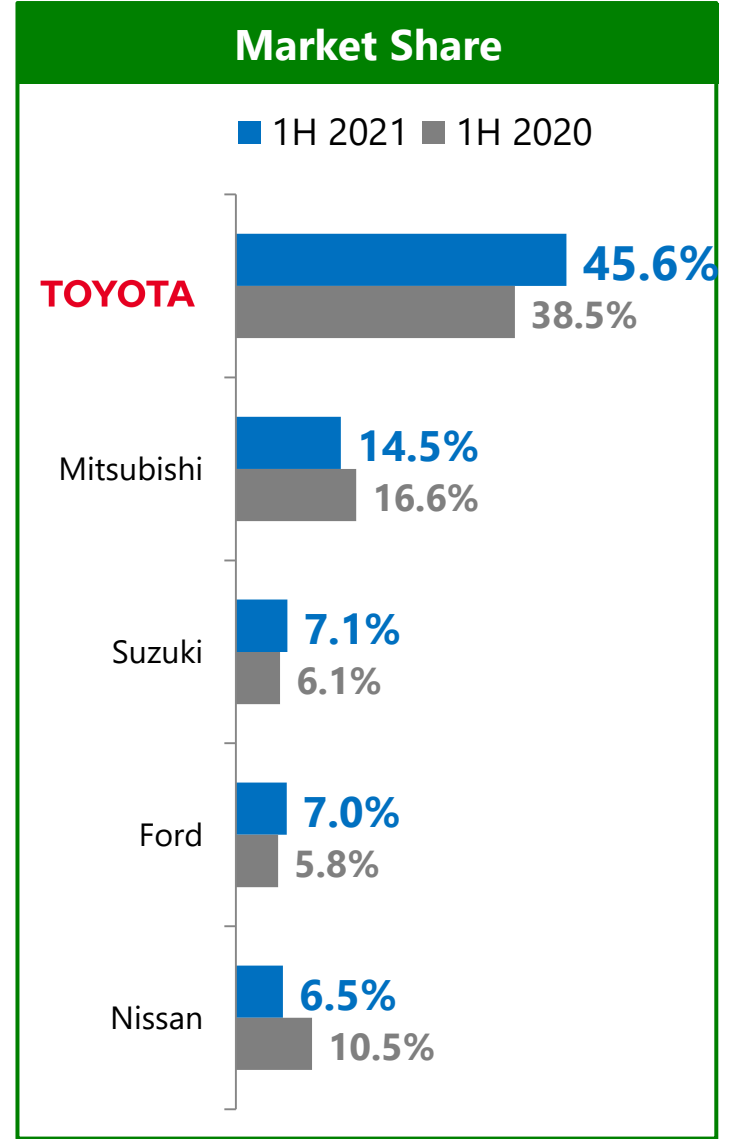
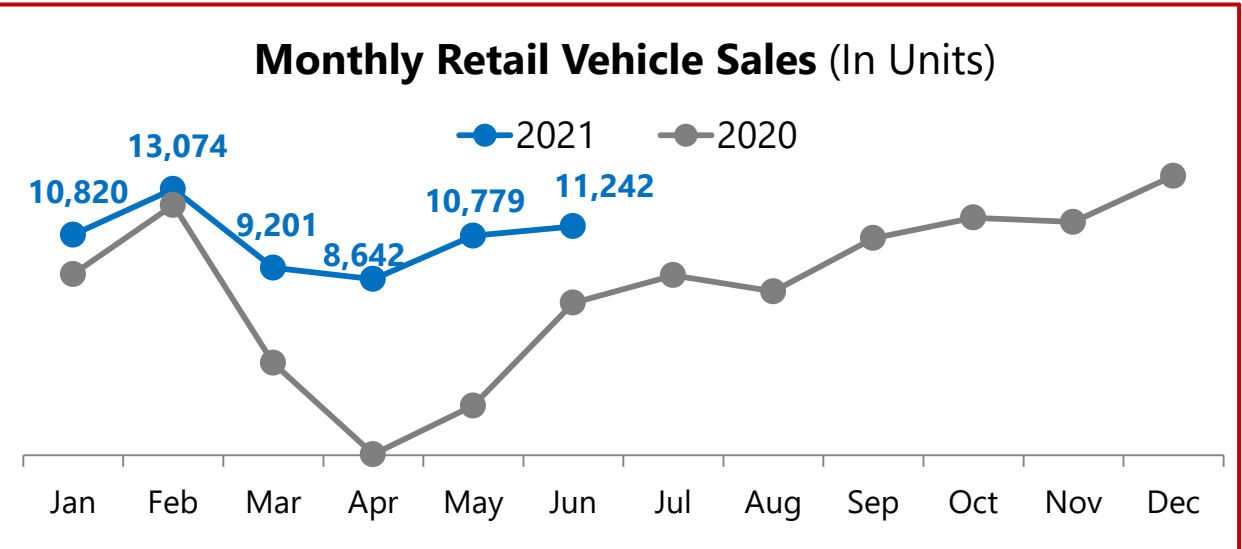
TOYOTA



Industry
Retail Vehicle Sales
139,949 Units
1H 2021
+51.2%YoY
vs. **92,564** 1H 2020



TOYOTA
Retail Vehicle Sales
63,758 Units
1H 2021
+78.9%YoY
vs. **3,5648** 1H 2020



Source: CAMPI, AVID, TMP

CBU vs. CKD (Retail Sales Mix)

TOYOTA



Toyota	Models	2019	2020	YTD 2021
CBU	All except Vios and Innova	66.7%	64.2%	63.4%
INDONESIA	Wigo, Rush, Fortuner, Avanza	37.9%	36.1%	38.3%
THAILAND	Hilux, Altis, Corolla Cross, Camry, Yaris	14.2%	15.6%	15.7%
JAPAN	Hiace, LC200, Alphard, FJ Cruiser, Prado, Rav4, Coaster, 86, Lexus	14.6%	12.5%	9.4%
CKD	Vios, Innova	33.3%	35.8%	36.6%

Retail Sales Volume CBU vs. CKD Mix

TOYOTA



Toyota	2019	2020	Jan. 2021	Feb. 2021	Mar. 2021	Apr. 2021	May 2021	Jun 2021
CBU	66.7%	64.2%	64.5%	73.8%	58.0%	64.3%	60.1%	57.2%
CKD	33.3%	35.8%	35.5%	26.2%	42.0%	35.7%	39.9%	42.8%

Automotive Industry Highlights 1H 2021

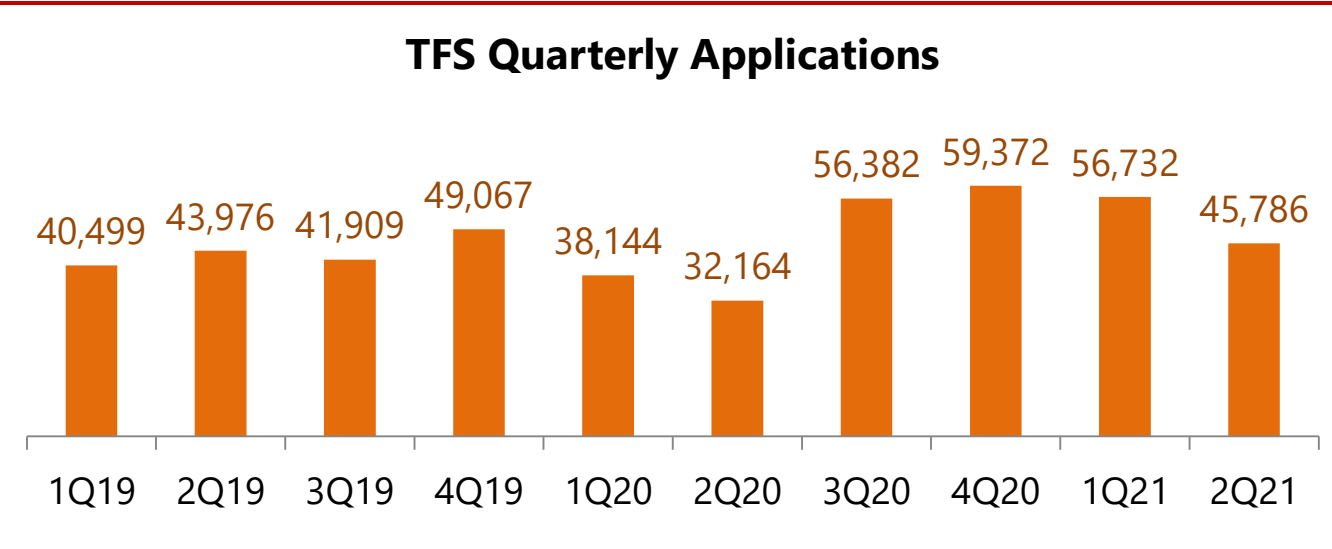
TOYOTA



TOYOTA
FINANCIAL SERVICES

Applications
102,418
1H 2021

+46%YoY
vs. **70,308** 1H 2020

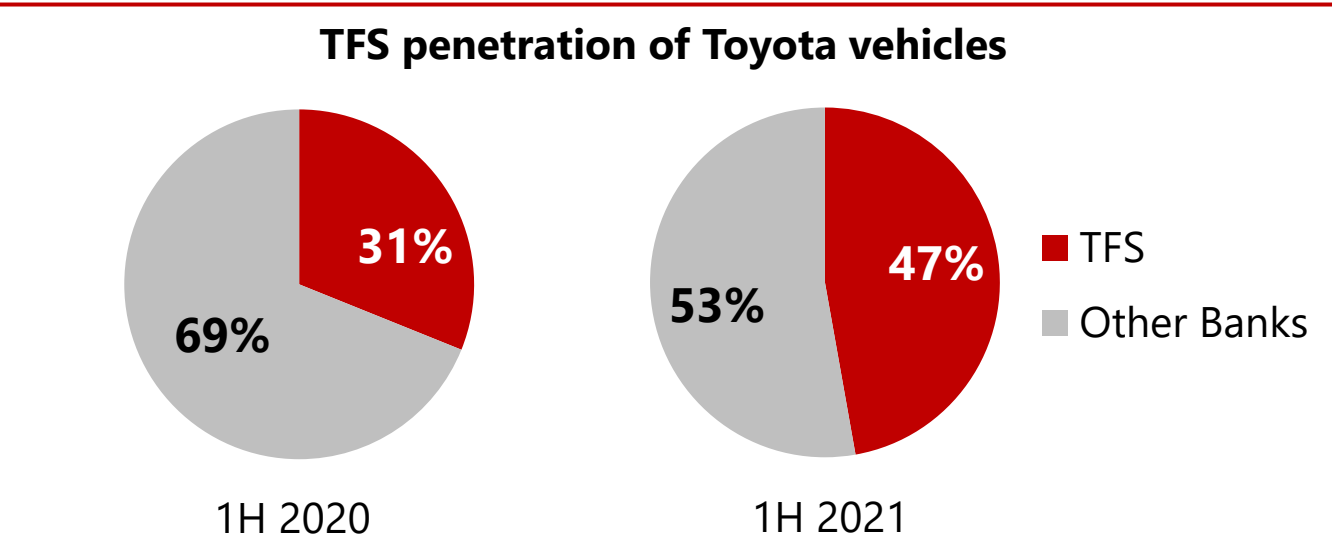


TFS 2020 Product Launches

Connected Auto Loan

Bookings
30,088 units
1H 2021

+171%YoY
vs. **11,102 units** 1H 2020



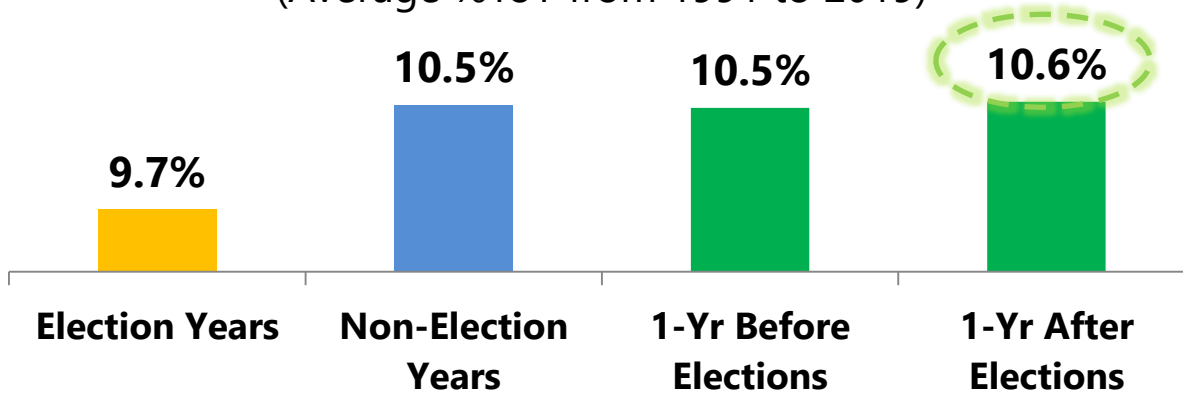
Elections and Spending

TOYOTA



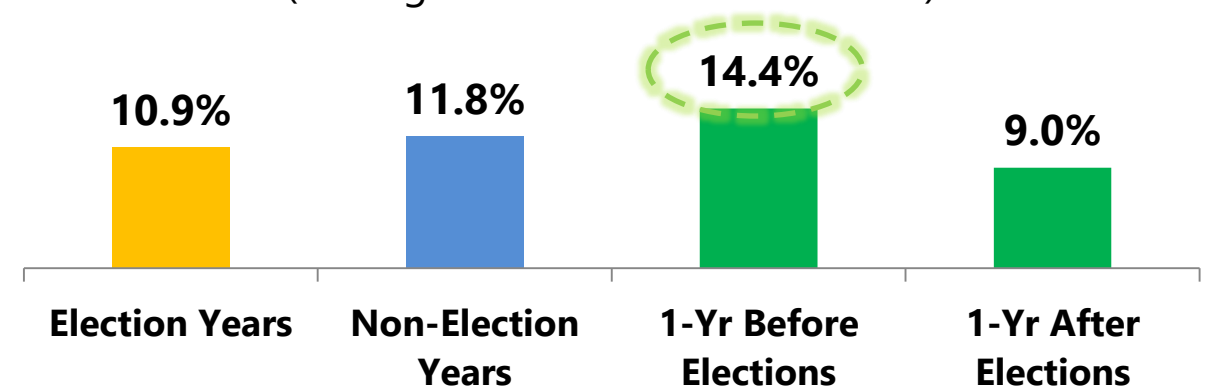
Growth in Household Consumption Expenditure

(Average %YoY from 1991 to 2019)



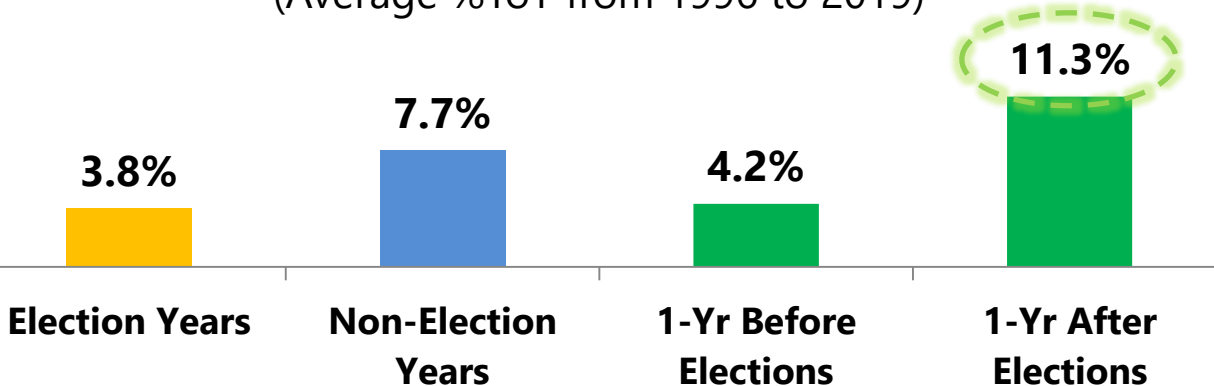
Growth in Government Expenditure

(Average %YoY from 1991 to 2019)



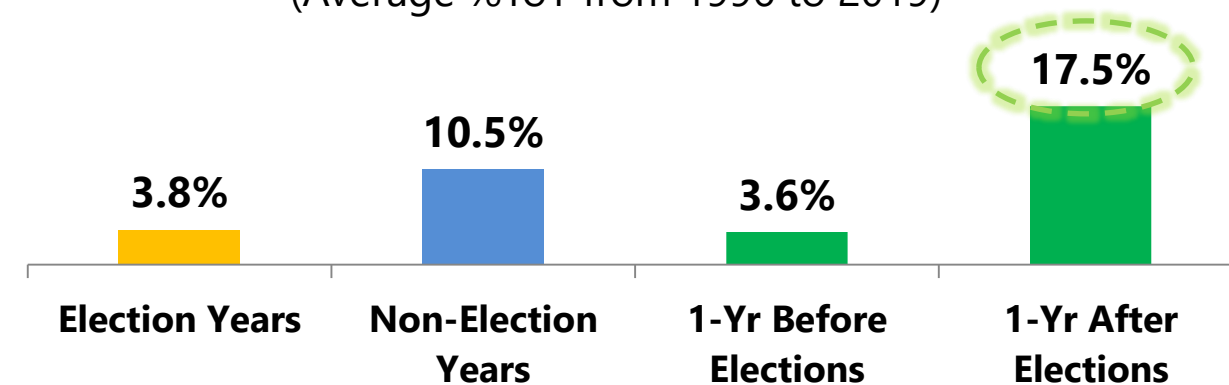
Growth in Auto Industry Retail Vehicle Sales

(Average %YoY from 1996 to 2019)



Growth in TMP Retail Vehicle Sales

(Average %YoY from 1996 to 2019)



Acquisition of Toyota Santa Rosa Dealership



Dealer network expansion



7



directly owned dealerships

Strategic partnership w/ best-in-class brand



- One of Japan's leading dealership groups
- TCS's first joint venture outside Japan
- Gives TCS valuable international experience for future global expansion initiatives

Moving Forward

New Logistics Hub Investments



Php4.7 Billion Logistics Hub
in Batangas for
pre-delivery inspection and
post-production installation

32 hectares
land area

Q4 2021
expected start of operations



160,000
inspection and post-prod
installation capacity
4,500
units stockyard capacity



Comprehensive Auto Resurgence Strategy (CARS) Implementing Rules and Regulations – 23 December 2015

TOYOTA



Incentives, Rationale and Regulations

₱9 billion

**Model Life
Budget**

Maximum amount of
incentive given to each
participant
In the form of
**tax incentive
certificates**



- Manufacturing of model, body shell, large plastic assemblies, common parts, OEM parts, and shared testing facility are covered
- **Php9.0 billion** maximum incentive in the form of **tax certificates**
 - Incentive per unit of 8% of price per unit or Php45,000 per unit
 - **40%** given for tooling, equipment and training costs for the initial start-up operation (Fixed Investment Support)
 - **60%** given for volume-based incentive (Production Volume Incentive)
- Only entirely new models or full model change (FMC) units can qualify
- Minimum production volume of 200,000 units over six years (33,333 units per year or 2,750 units per month)

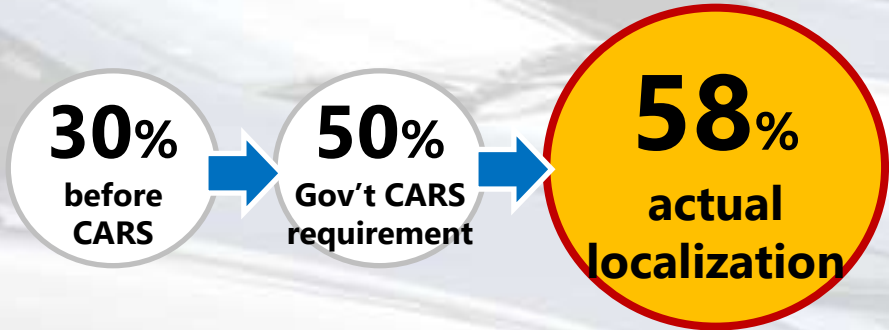
CARS Program Updates

Comprehensive Automotive Resurgence Strategy

TOYOTA



Php5.38 B
Total Toyota CARS Project
Investment Plan as of July 2019



348 parts Confirmed as of July 2017

Participating model **THE NEW VIOS**

91 Toyota suppliers
30 Confirmed direct suppliers for the new Vios

Php1.3 billion Aggregate Investments



Out-house parts projects

BOI-registered auto parts partners



Php520.0 million



VALERIE PRODUCTS MANUFACTURING, INC.

Php495.9 million



TECHNOL EIGHT PHILIPPINES CORP.

Php94.5 million



TOYOTA BOSHOKU

Php167.2 million

with technical partners



OGIHARA (THAILAND) CO., LTD.



TOYODA GOSEI (THAILAND) CO., LTD

UPDATES

Production Volume Incentive (PVI) Component

- Awaiting issuance of Executive Order by the President to implement the program extension
- No definite timeline
- Initial target was June 2021, but this has been delayed

Fixed Investment Support (FIS) Component

- TMP was already issued a notice of approval from the Board of Investments for FIS claim worth Php900 Million
- Additional Php400 Million claim under review

CARS Unit Sales Progress

Units sold of Toyota Vios since launch of CARS Program model launched in July 2018 to date (cumulative)



Exchange of Pro-Friends Shares for Land

Agreement signed on 10 May 2019



Redemption
of 64,530,712
Series A Preferred Shares
in PCFI
(51% of PCFI)

702 hectares
of selected assets

Approximately
**Php20
Billion**



Location	Area (in has.)
Lancaster	592.28
Bellefort	88.50
Carmona	20.29
Shaw, Mandaluyong	0.46
Santolan, Quezon City	0.91
Total	702.44





Redemption of Shares

	Area in hectares
Lancaster (Imus and General Trias)	592.28
Bellefort (Bacoor)	88.50
Carmona	20.29
Shaw, Mandaluyong	0.46
Santolan, Quezon City	0.91

approx. 702 has.

Php20B



TARGET COMPLETION DATES:
 CAVITEX - 2023
 CAVITEX C-5 South Link - 2023
 CALAX - 2023

Selected master-planned townships' sizes relative to GTCAP 702 ha.

Circles represent lot sizes drawn to scale

AyalaLand

MAKE IT
HAPPEN • MAKE IT
MAKATI

SM PRIME

SM

MALL OF ASIA

AyalaLand

BGC
Bonifacio Global City



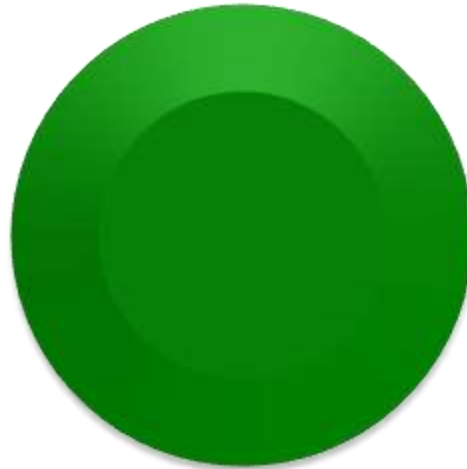
4 ha

170x



60 ha

12x



240 ha

4x

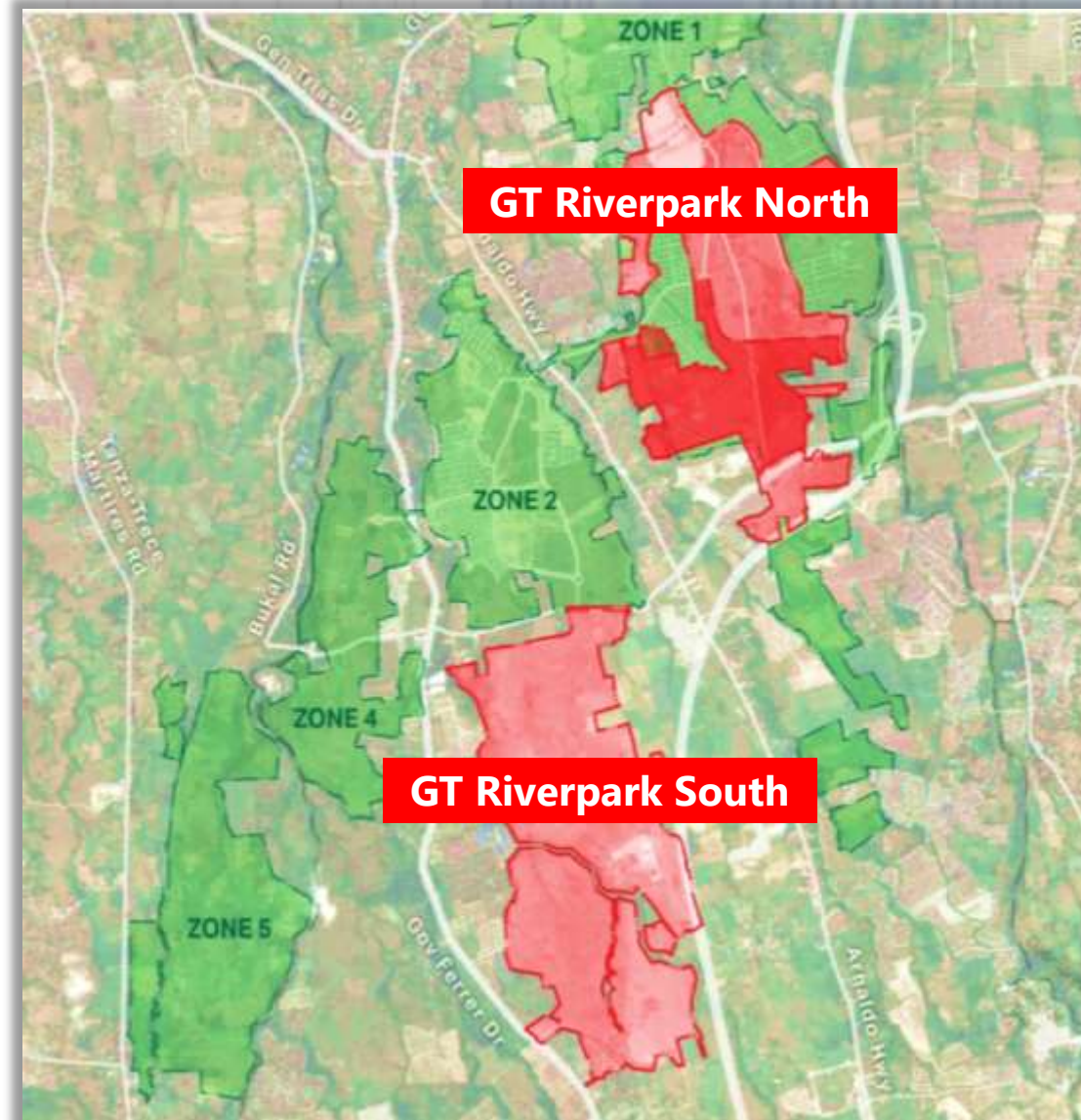
Co-Development of Land Assets

Fourth Quarter 2020



- MOA signed last October for joint development agreement (JDA) of 100 hectares with a strategic anchor investor
- **39 hectares** sold as part of JDA (**15 ha** in October and **24 ha** in December)

Masterplan – GT Riverpark





RIO GRANDE

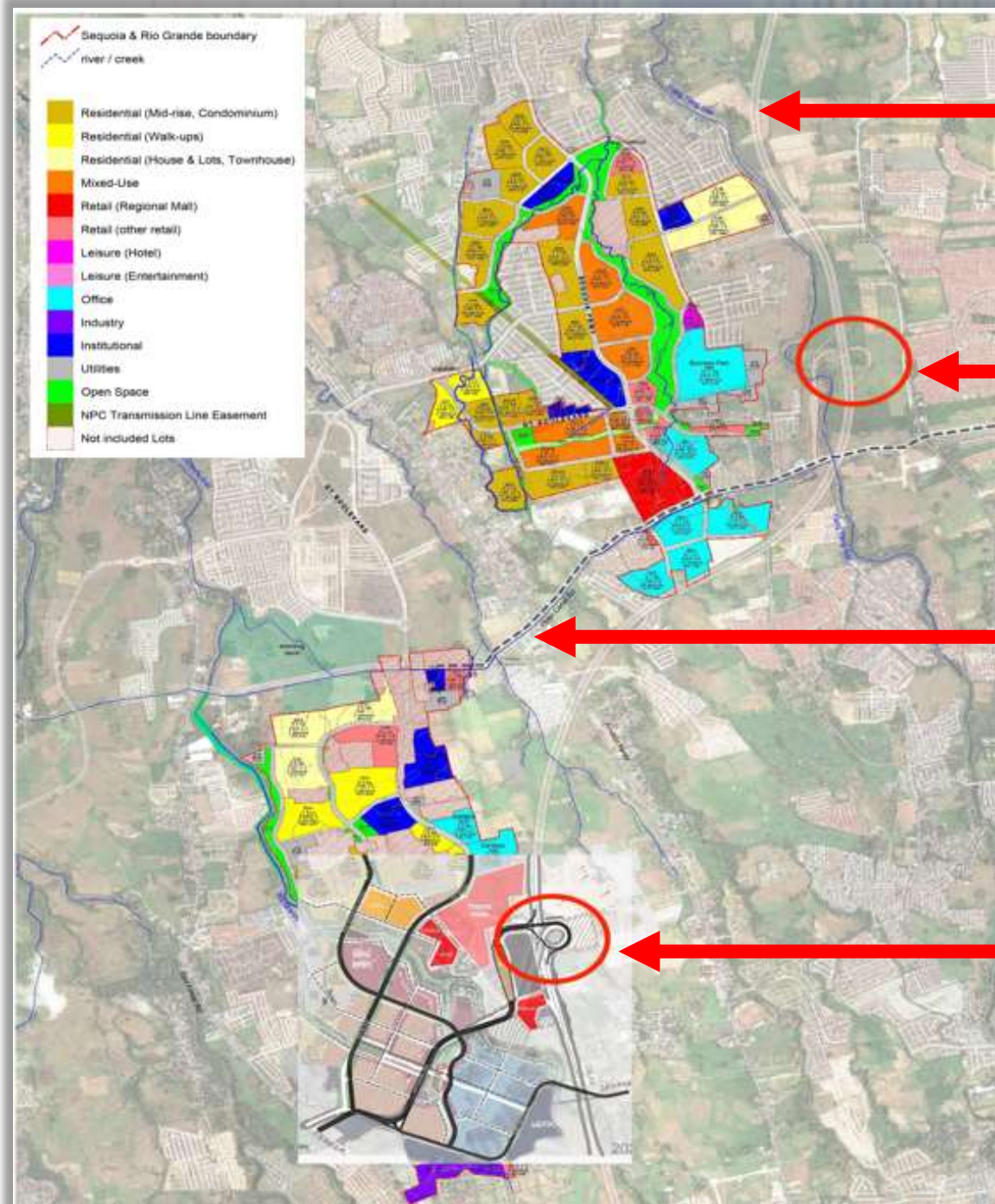
SEQUOIA



**Illustrative
Master Plan and
Perspectives**

Plate 74. Lancaster overlooking Mendocino Bay

Sequoia & Zone 3 / Rio Grande



CALAX

**LANCASTER
INTERCHANGE**

DAANG HARI
Extension

**GT RIVERVIEW
INTERCHANGE**

Macroeconomic Overview

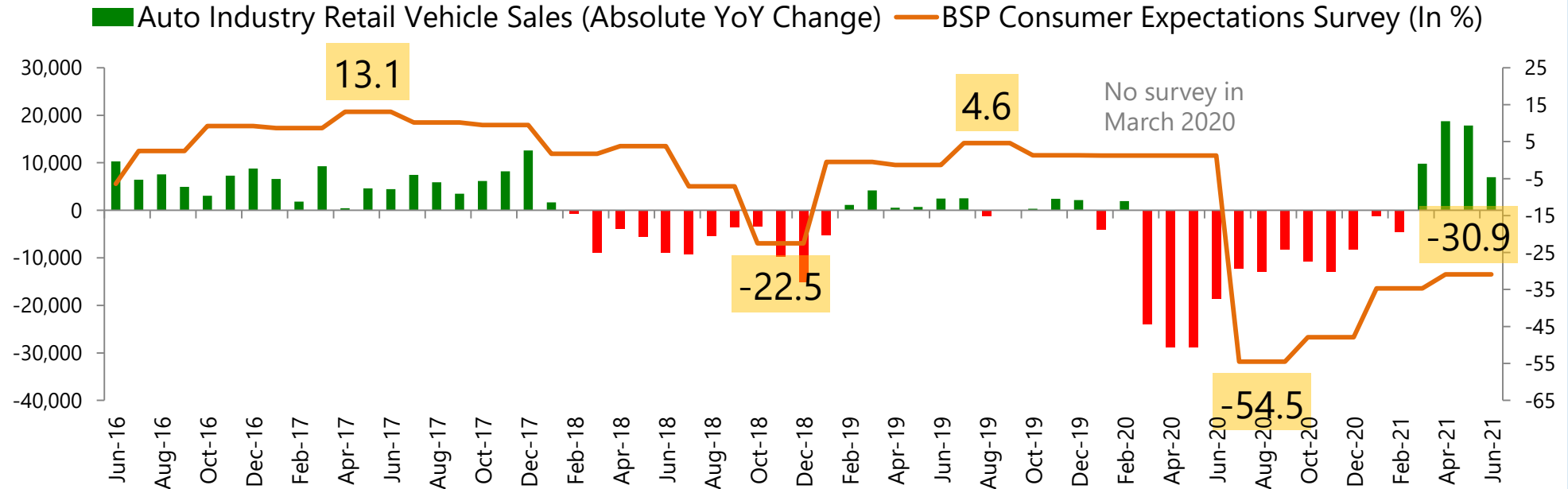
Consumer Confidence

-30.9% Q2 2021
vs. **-34.7%** Q1 2021

Consumer Outlook:

Next Quarter: **+0.7%**

Next 12mos: **+22.3%**



Durable Equipment

Php278,785M
Q1 2021, -15.7%YoY

