



*Rising Together  
to New Heights*

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# Investor Update

## FINANCIAL RESULTS

### JANUARY TO MARCH 2017

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## *Synergy*

Toyota Unit Sales through  
MBT/PSBank auto loans/TFS  
lease-to-own package

Fed Land & Pro-Friends home  
mortgages by MBT/PSBank

AXA Bancassurance through  
MBT/PSBank branch network

Motor vehicle insurance

Cross-selling of GT Capital  
products into MPIC subsidiaries



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***New Sectors***  
New strategic partners  
PPP projects  
Infrastructure  
Logistics

## *Expansion in Existing Sectors*

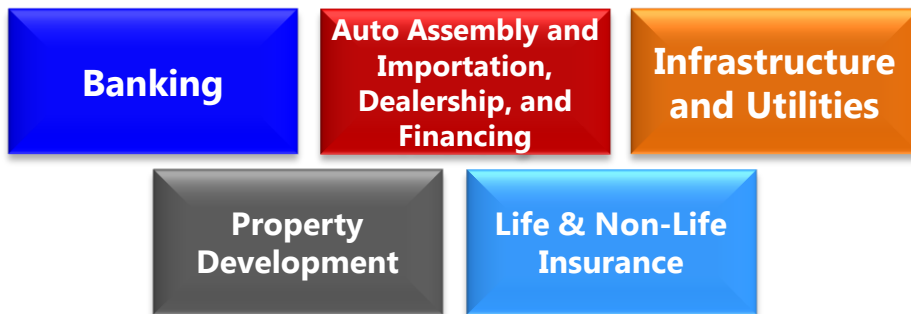
- ✓ TMP/MBT expansion in Next Wave Cities
- ✓ Wider property sector product offerings  
(from Pro-Friends' affordable/economic to  
Fed Land's upper mid-end)
- ✓ Master-planned communities
  - Retail spaces
  - BPO/Commercial space

# GT Capital Corporate Profile



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GT Capital 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 non-life insurance.



Listed on the PSE since April 2012

Included in PSEi 16 September 2013

Included in FTSE All World Index 21 March 2014

Included in MSCI Philippine Index 29 May 2015

Market Cap as of 10 Aug 2016: Php282 billion

## Strategic Partnerships with Best-of-Class Brands



# GT Capital Component Companies



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- 1** No. 1 bank in net interest margins as of end-March 2017
- 2** Second **largest Philippine bank** by assets as of end-March 2017
- 1** **Strongest bank** in the Philippines for 2011, 2013, 2015, and 2016 according to *The Asian Banker*



- 1** **Largest automotive company** in the Philippines, maintaining 39% market share as of end-March 2017
- 1** **Highest** passenger car, commercial vehicle, and overall sales annually since 2002
- 1** **Triple Crown** winner for 15 consecutive years 2002 – 2016



- 1** Owns **MERALCO**, the Philippines' largest power distribution company
- 1** Owns **GLOBAL BUSINESS POWER**, one of Visayas' largest power generation companies
- 1** Owns **MAYNILAD WATER**, Metro Manila's widest water distribution network
- 1** Owns **METRO PACIFIC TOLLWAYS**, which manages the Philippines' widest toll road network



- ❖ Over **40 years experience** in vertical, residential property development
- ❖ Track record of **landmark developments** in Metro Manila
- ❖ Nearly 100 has. of land bank in prime locations



- ❖ Strategic contiguous land bank of over **2,000 hectares**
- ❖ Established footprint in horizontal, affordable and low-cost housing
- ❖ Presence in Next Wave Cities (Cavite, Iloilo, Cagayan de Oro)



- 2** Second largest life insurance company in terms of gross premiums as of end-2015
- 1** Pioneer in bancassurance
- 1** Pioneer in Health and Protection products
- ❖ Strong bancassurance synergies with Metrobank and PSBank involving 925 branches



- 1** Market leader in auto financing for Toyota vehicles with market penetration rate of 17% as of end-Dec 2016
- ❖ 15-year track record in auto lease financing
- ❖ Strategic partnership with Toyota Financial Services of Japan

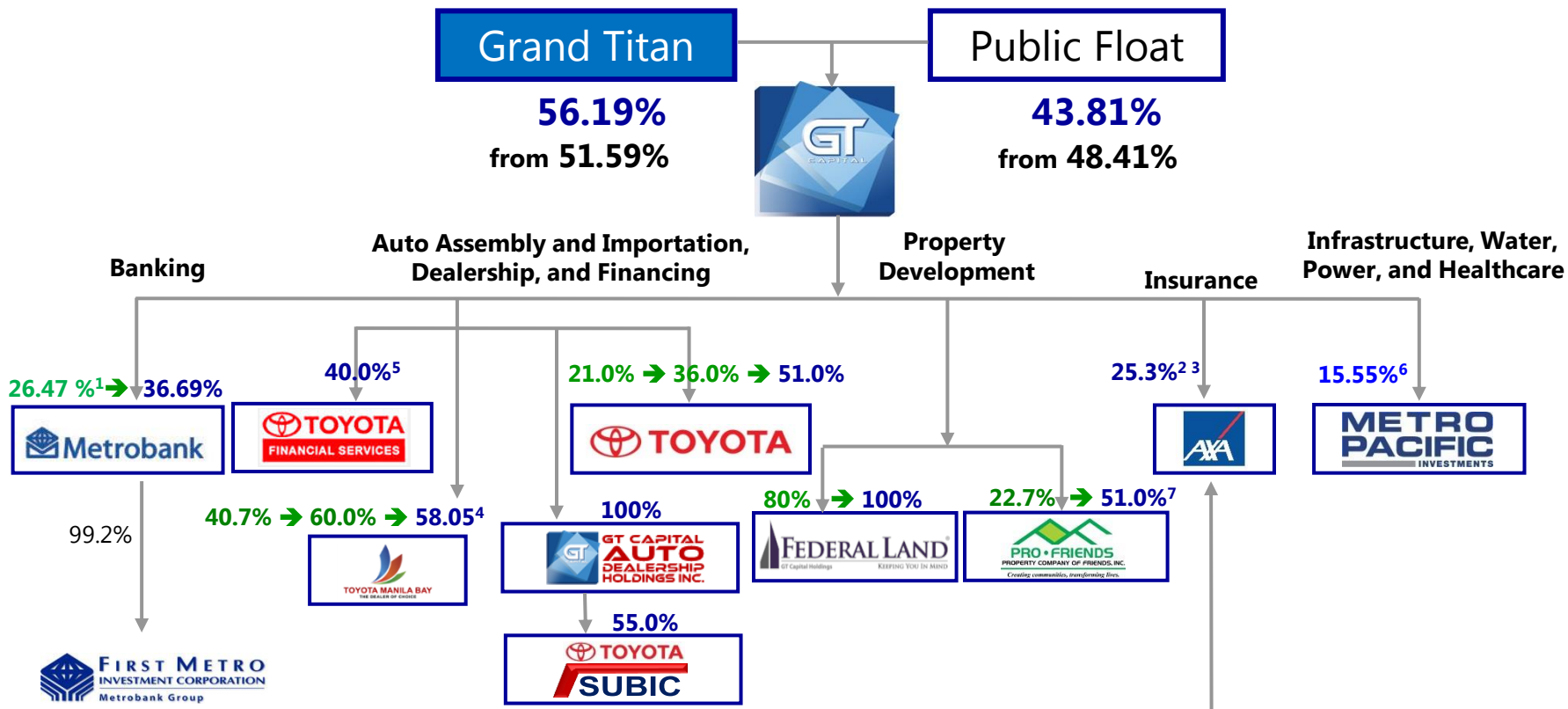


- ❖ Combined penetration rate of 14% among Toyota dealers as of end-Dec 2016
- ❖ Network of 5 dealer outlets
- ❖ Strategic partnership with Mitsui & Co. of Japan

# Current Corporate Ownership Structure



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<sup>1</sup> Free float (49%), Ty family - related entities (24%); Acquired 9.6% of Metrobank shares in April 2017

<sup>2</sup> AXA SA (45%), FMIC (28%), Others (2%)

<sup>3</sup> In April of 2016, AXA Philippines completed its acquisition of 100% of Charter Ping An Insurance Corp. from GT Capital.

<sup>4</sup> Acquired 40.7% in December 2013 from Ty family - related entities; acquired remaining 19.3% in March 2014 from FMIC. On 7 March 2016, Toyota Manila Bay Corp. and Toyota Cubao, Inc. merged, with Toyota Manila Bay Corp. (TMBC) as the surviving entity.

<sup>5</sup> Acquired 40% on August 2014 from Metrobank and PSBank

<sup>6</sup> Acquired 11.43% of MPIC primary common shares and 4.13% of secondary common shares from Metro Pacific Holdings, Inc.

<sup>7</sup> On June 30, 2016, GT Capital subscribed to an additional Php 8.7B worth of shares, increasing its stake to 51.0%.

# Financial Highlights 1Q 2017



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**Consolidated Net Income**

**+5%**

**Php3.1 billion**

Php2.9 billion 1Q 2016

**Core Net Income**

**+12%**

**Php3.2 billion**

Php2.8 billion 1Q 2016

**Revenues**

**+32%**

**Php48.8 billion**

Php36.8 billion 1Q 2016

TMP & TMBC - Auto Sales (TMP – Php37.1B)

**Php 42.8 billion +39%**

Equity in Net Income of Associates (MBT – Php1.5, MPIC - Php0.5B)

**Php 2.1 billion +33%**

FLI & PCFI - Real Estate Sales and Interest Income on Real Estate Sales (PCFI revenue contribution Php1.0B or 32% of total)\*

**Php 3.0 billion -17%**

\*managed growth



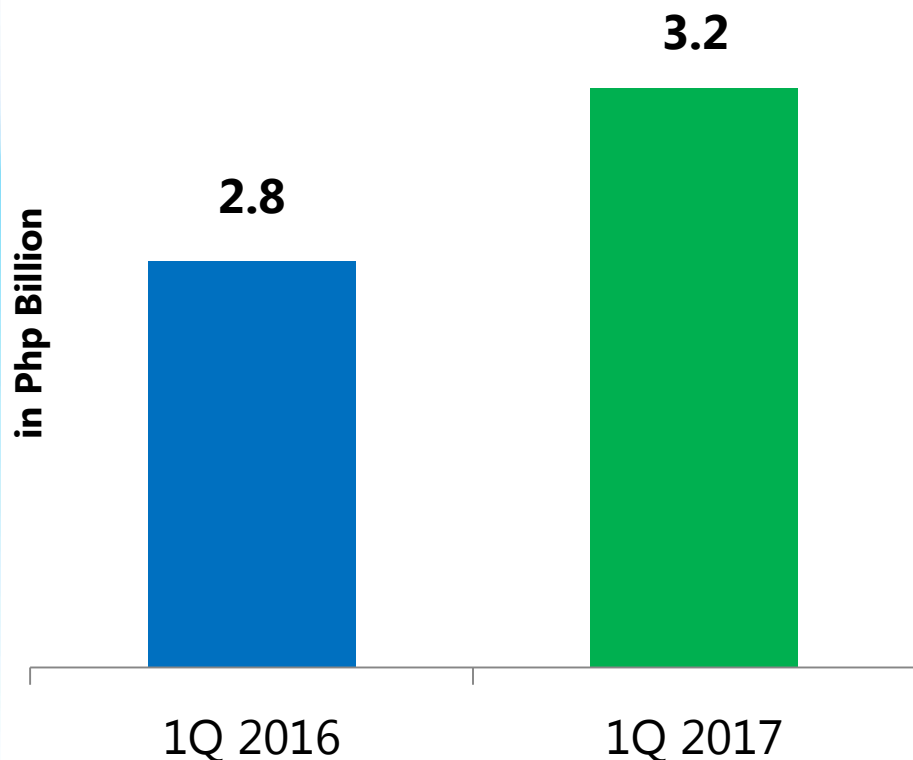
# GT Capital 1Q 2017 vs. 1Q 2016 Comparative



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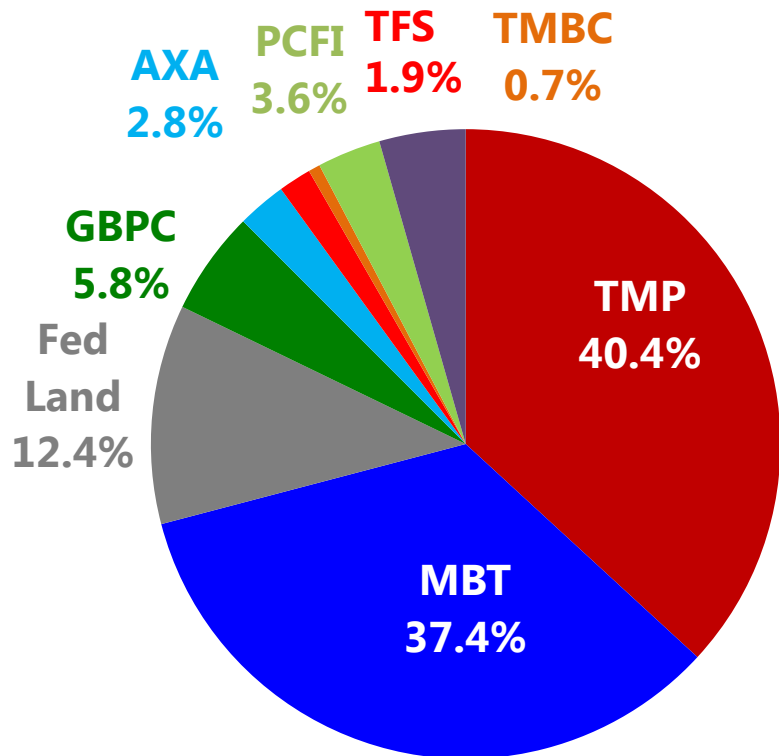
## Consolidated Core Net Income

**+12%**

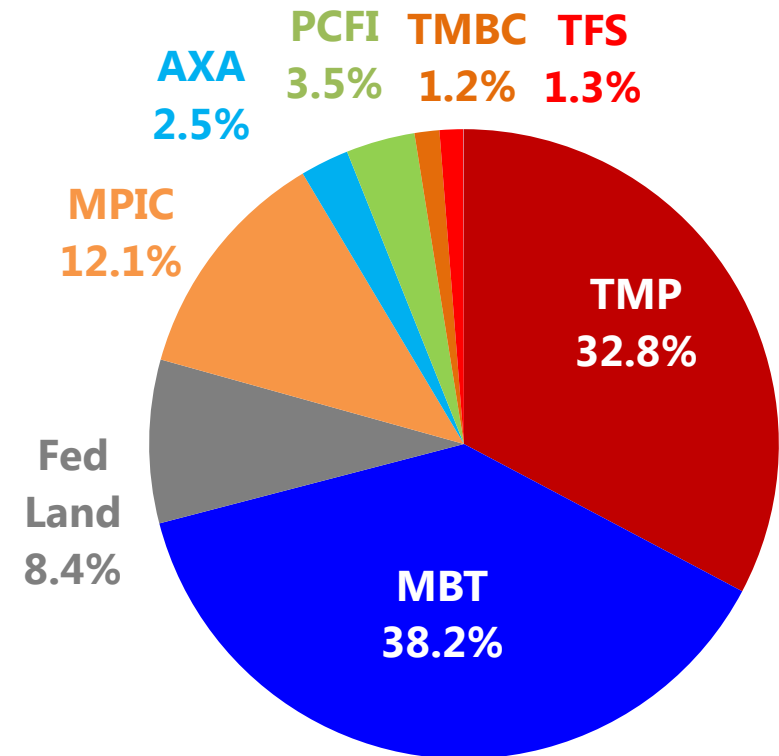


- TMP **-11%**
- MBT **+20%** – exc. gain on sale in 1Q 2016
- MPIC NI contribution **Php467M**
- MPIC (non-recurring) Maynilad right sizing program **Php19.6M** – added back
- PCFI NI contribution **Php136M**
- Gain on TMBC merger in (**Php140.1M**) – deducted in 1Q 2016

# GT Capital Net Income Contribution



**MBT + TMP = 77.8%**  
**1Q 2016**

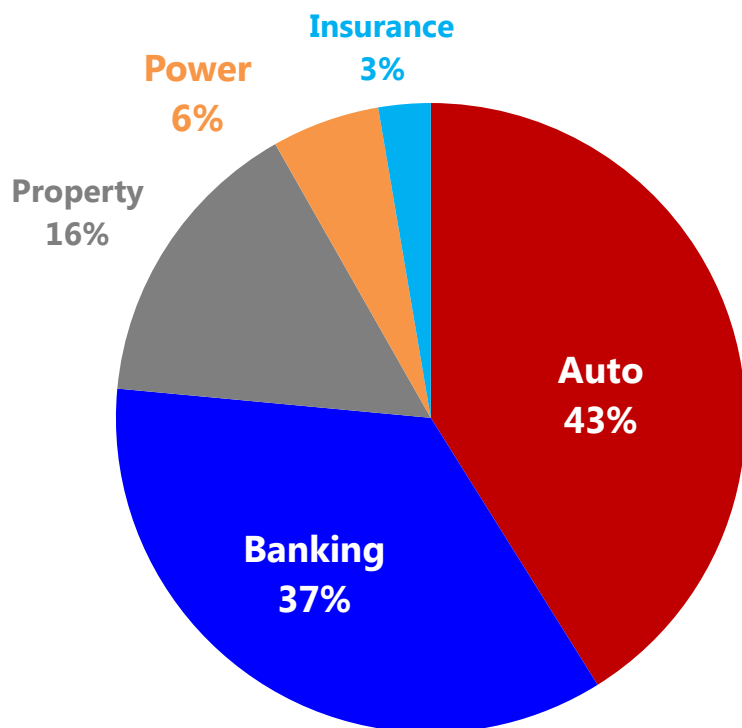


**MBT + TMP = 71.0%**  
**1Q 2017**

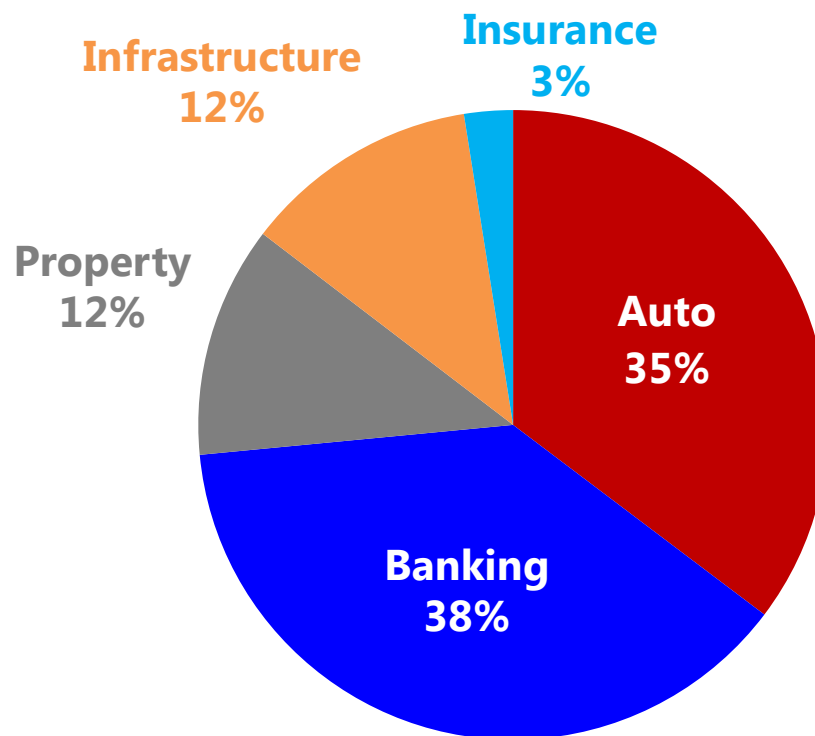
# GT Capital Net Income Contribution by Sector\*



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**1Q 2016**



\*Prior to additional 10% of Metrobank

**1Q 2017**



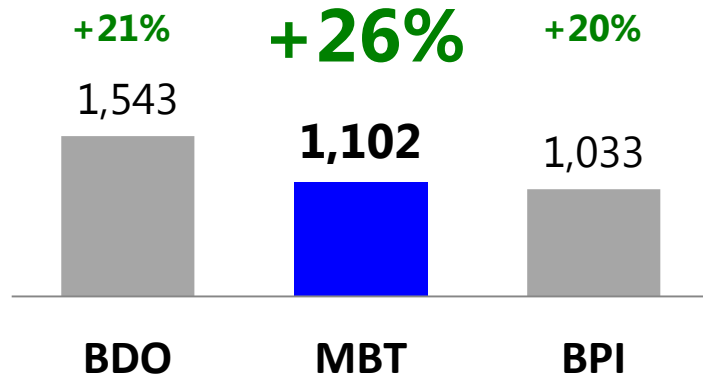
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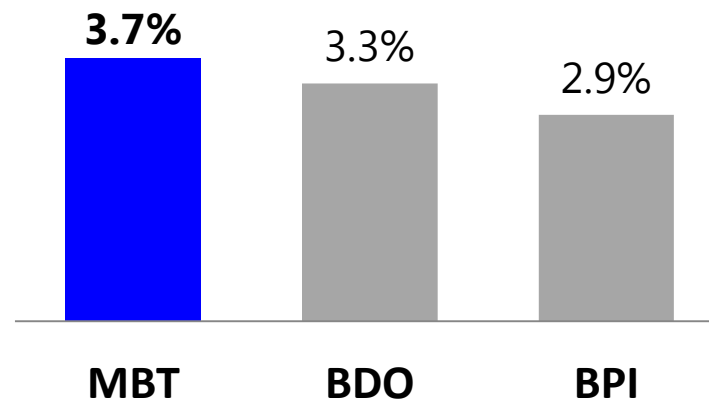
 **Metrobank**

# Peer Banks Highlights

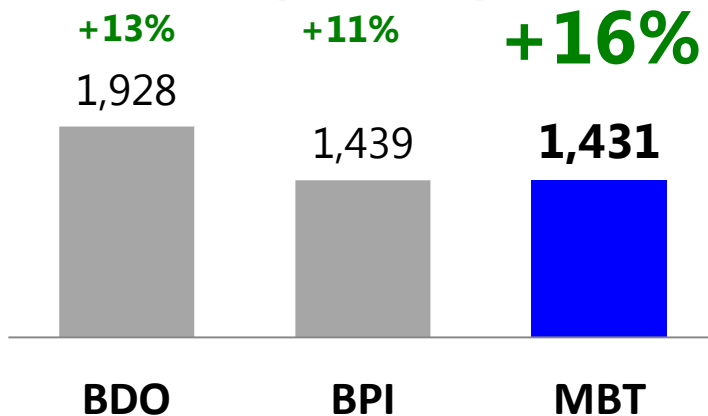
**+18% industry growth**  
**Total Loans (Php Billion)**



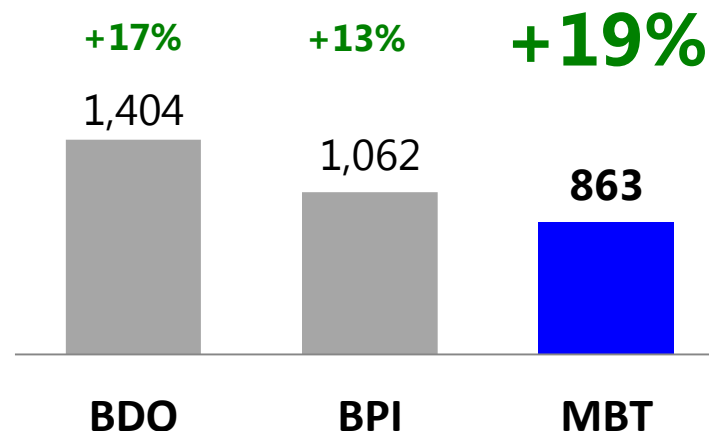
**Net Interest Margin – NIMs (%)**



**+13% industry growth**  
**Total Deposits (Php Billion)**

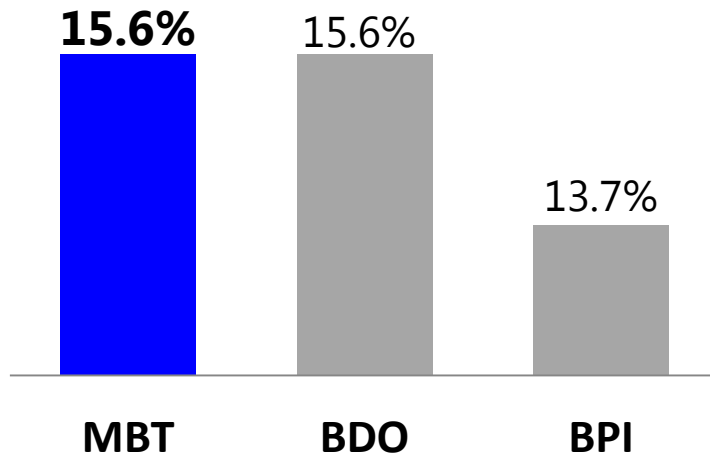


**+13% industry growth**  
**CASA Deposits (Php Billion)**

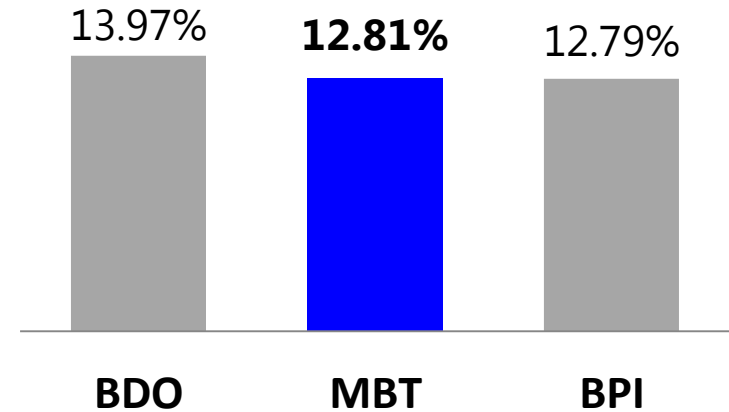


# Peer Banks Highlights

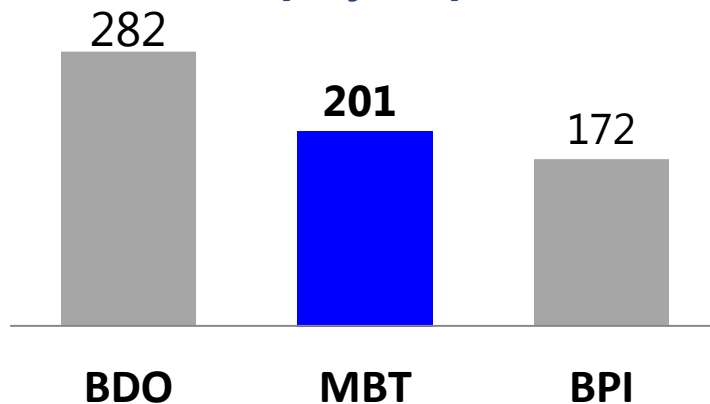
## Total Capital Adequacy Ratio (%)



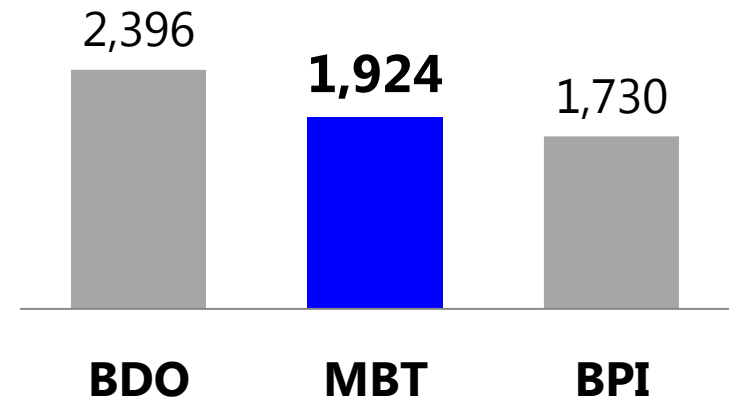
## Common Equity Tier 1 (CET1) Ratio (%)



## Total Equity (Php Billion)



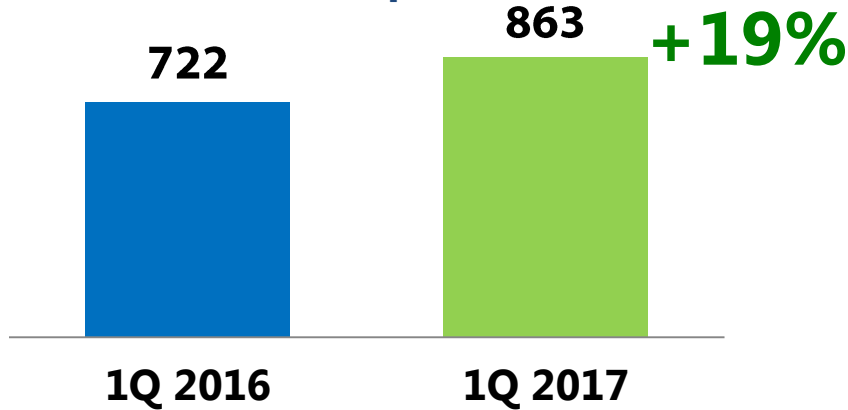
## Total Assets (Php Billion)



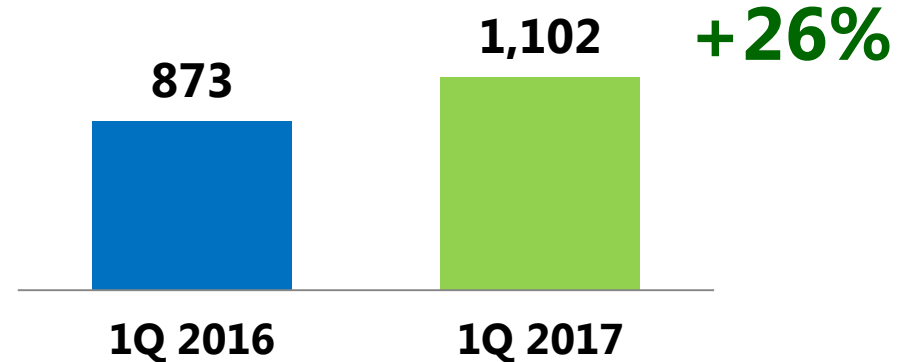
# Metrobank Financial Highlights



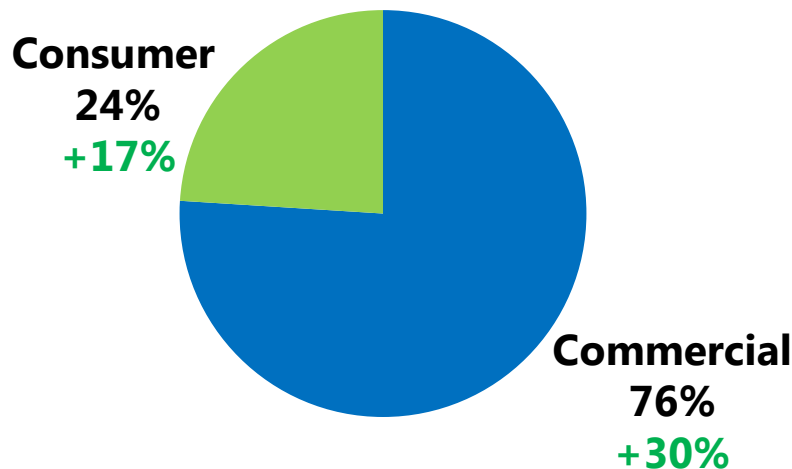
### CASA (Php Billion)



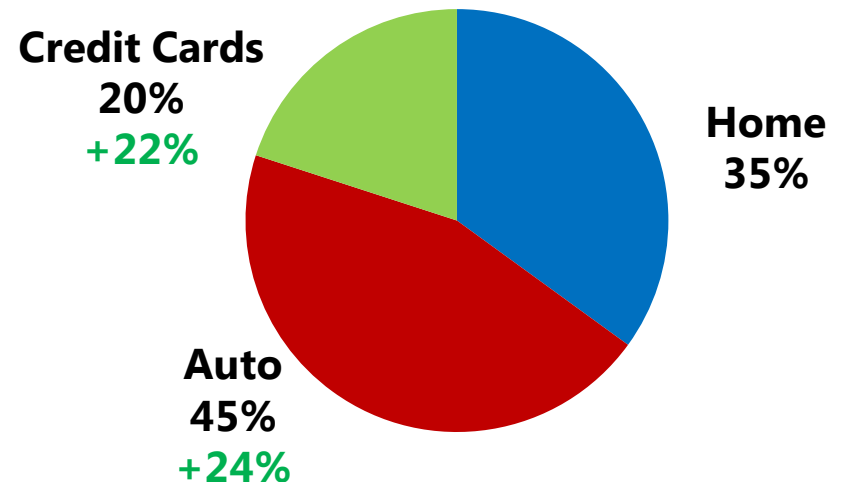
### Loans and Receivables (Php Billion)



### Total Loan Portfolio Breakdown



### Consumer Loan Portfolio Breakdown

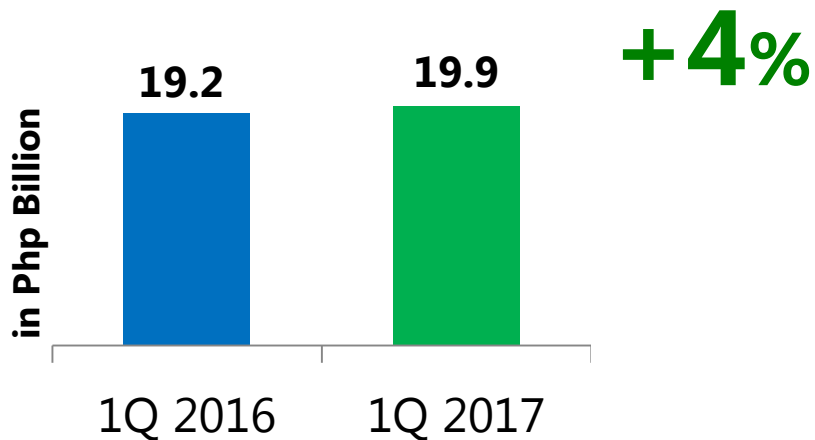


## Growth rates

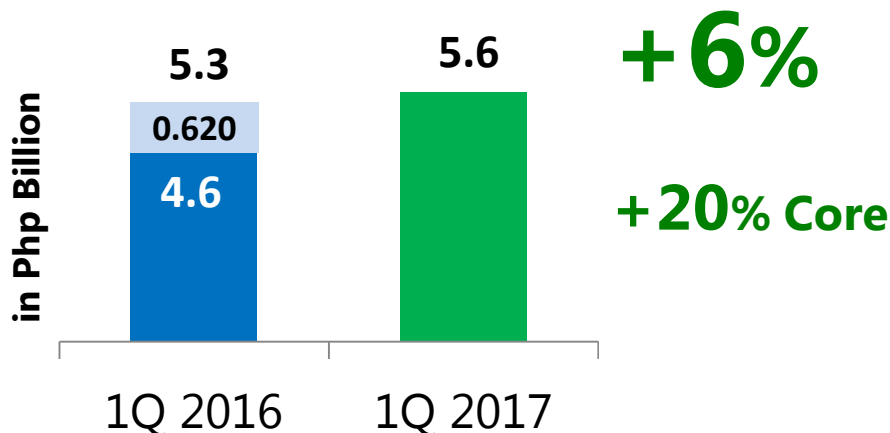
Source: Company data

# Metrobank Financial Highlights

## Operating Revenues



## Net Income

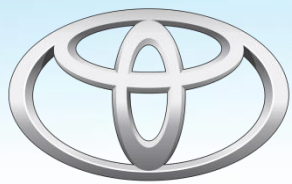


- Above-industry volume growth: loans **+26%** vs 18% and CASA **+19%** vs 13%
- Strategic re-balancing of asset mix
  - Investments: from **27%** to **20%**
  - Loans: from **52%** to **57%**
- CASA deposit/total deposit from **58%** to **60%**
- Net interest income **+14%** (**73%** of total operating revenue, up from 66%)
- Non-interest income **Php5.4B**
  - Fees/commissions **Php2.6B** **+18%**
  - Trading/FX gains **Php1.1B**
  - Miscellaneous **Php1.7B**
  - NIMs grew from 3.6% to **3.7%**
- Opex **Php11.1B** **+6%**
  - Manpower costs **+5%**
  - Rent **+7%**





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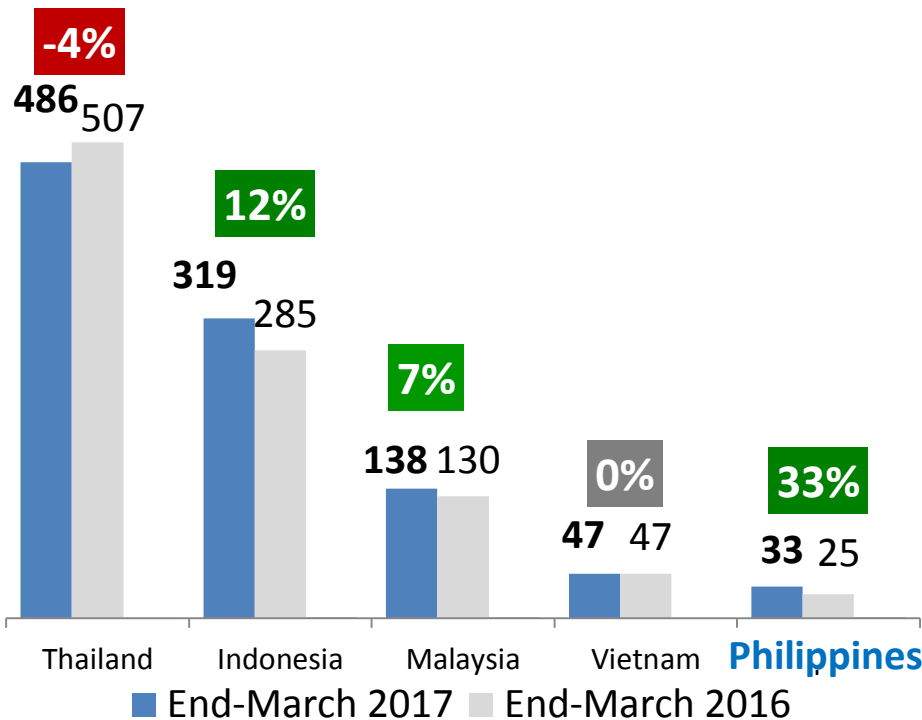
**TOYOTA**

# Automotive Industry Updates

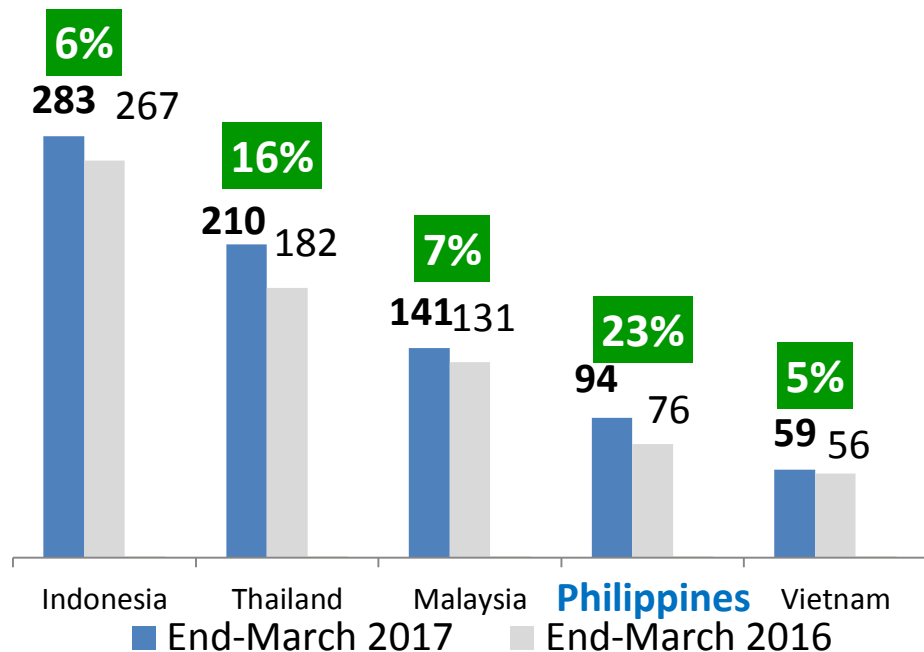


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## Car Production in Units ('000) End-March 2017 vs End-March 2016



## Domestic Sales in Units ('000) End-March 2017 vs End-March 2016



## Incentives



**Model Life**

**Budget**

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

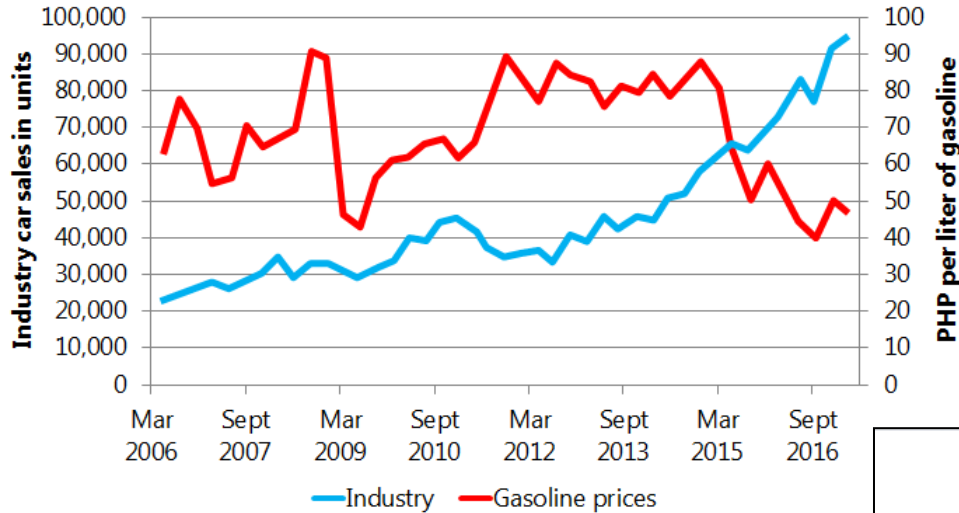


## Rationale and Regulations

- Aims to provide a strategic enhancement program for the Philippine auto industry to increase local content from 30% to 60%
- 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)

# Factors in relation to industry car sales

## Industry car sales vs. gasoline prices



Source: PEP-BAML report, CAMPI, Bloomberg

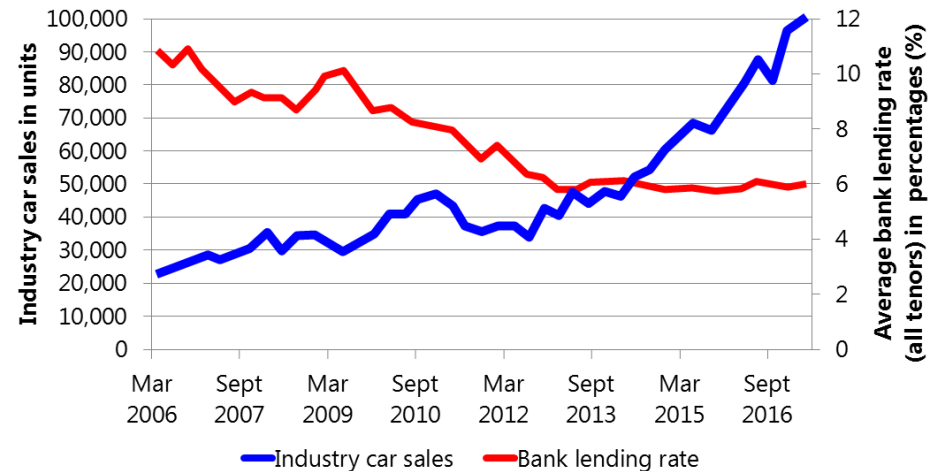
Historically, gasoline prices have not had a significant correlation with Philippine industry car sales.



More significant contributors to auto sales would be the affordability of car loan interest rates and the increase in Filipinos' disposable incomes.



## Industry car sales vs average bank lending rates

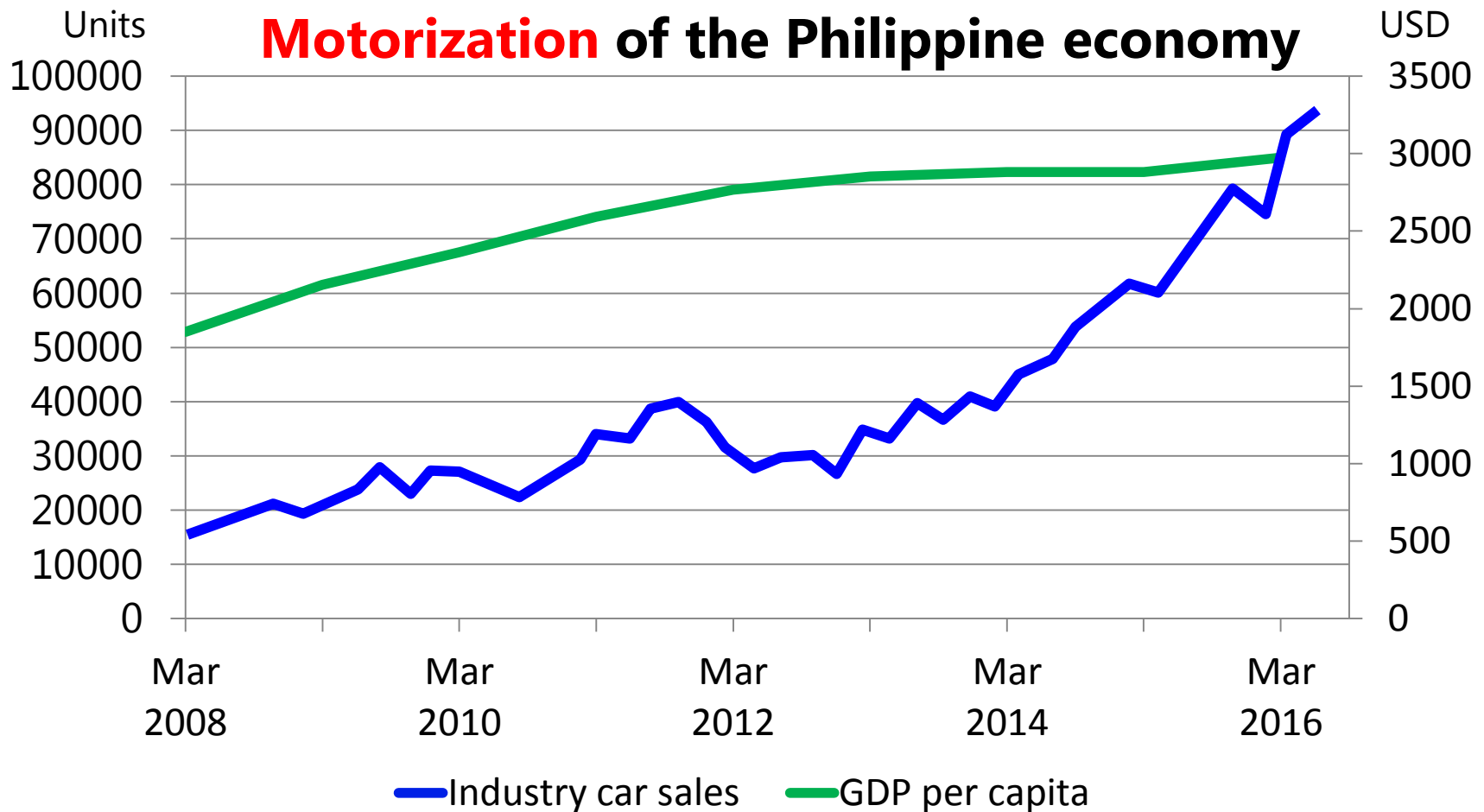


Source: CAMPI, PEP-BAML

As the economy grows, more Filipinos buy vehicles



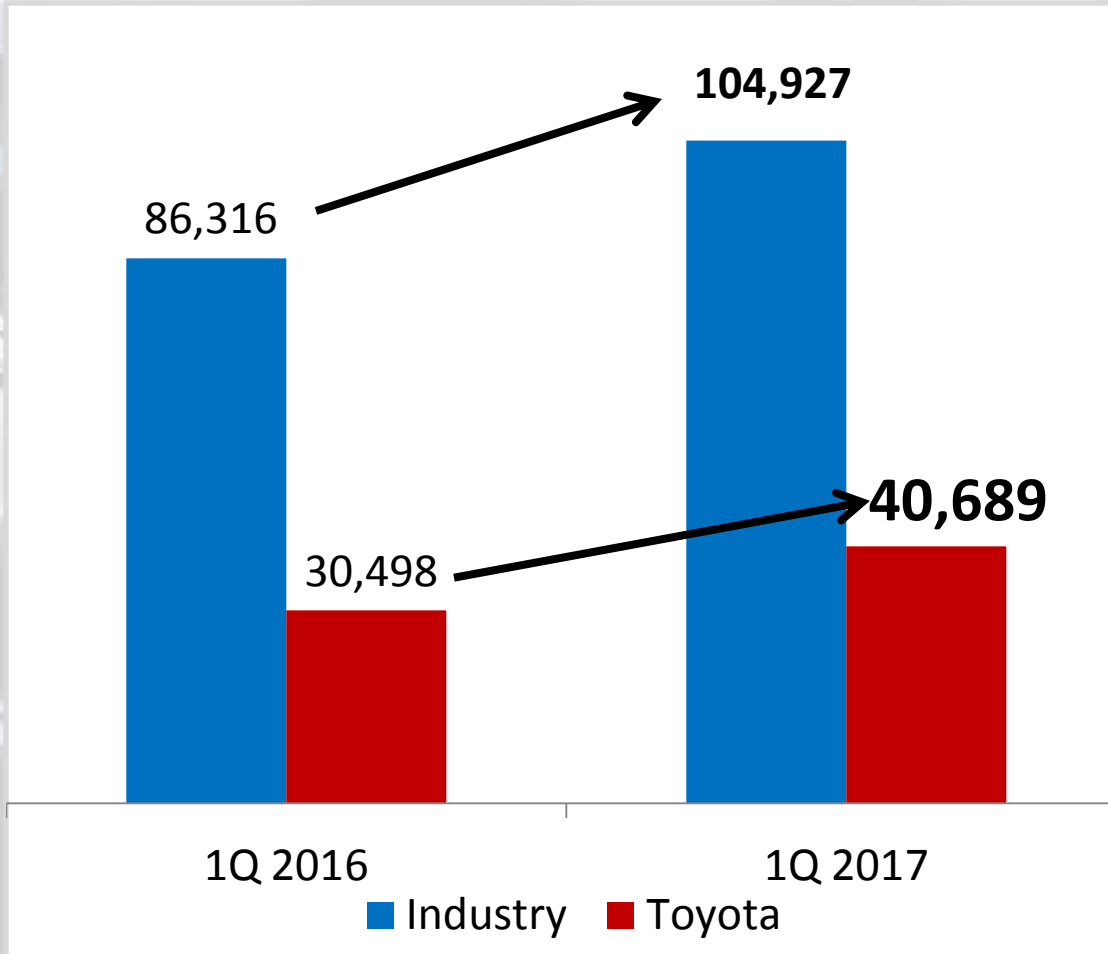
# Industry car sales vs. PH GDP per capita



Source: CAMPI, PEP-BAML

# Retail unit sales volume

As of March 2017



**Industry growth**

**▲20% Y-O-Y**

**Toyota growth**

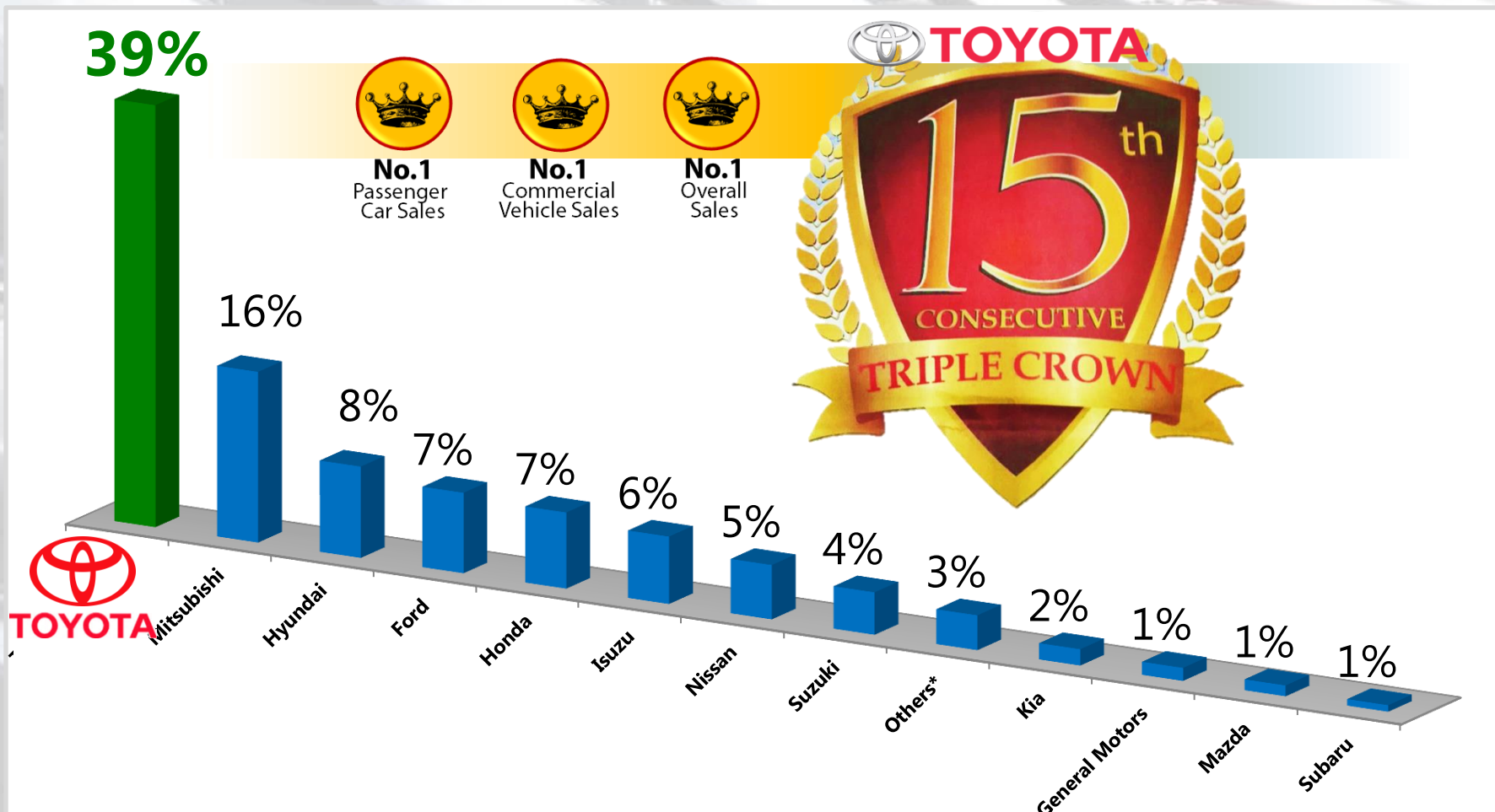
**▲33% Y-O-Y**

# Still the dominant auto company



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## Overall Market Share As of March 2017



Source: Company data

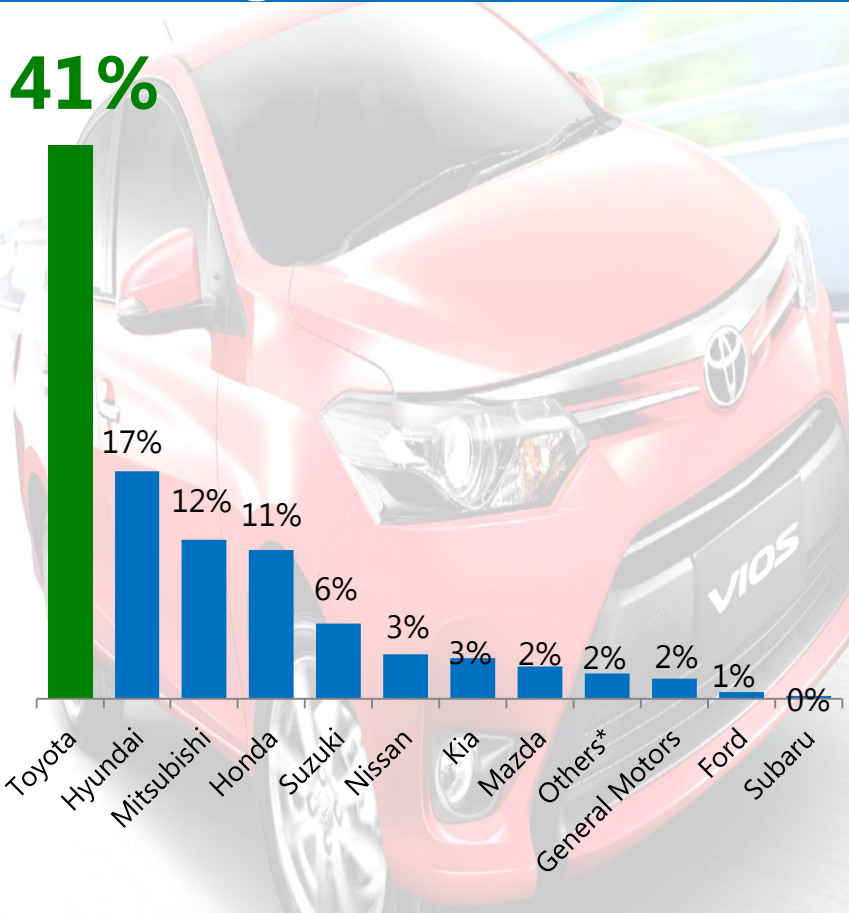


# Still the dominant auto company

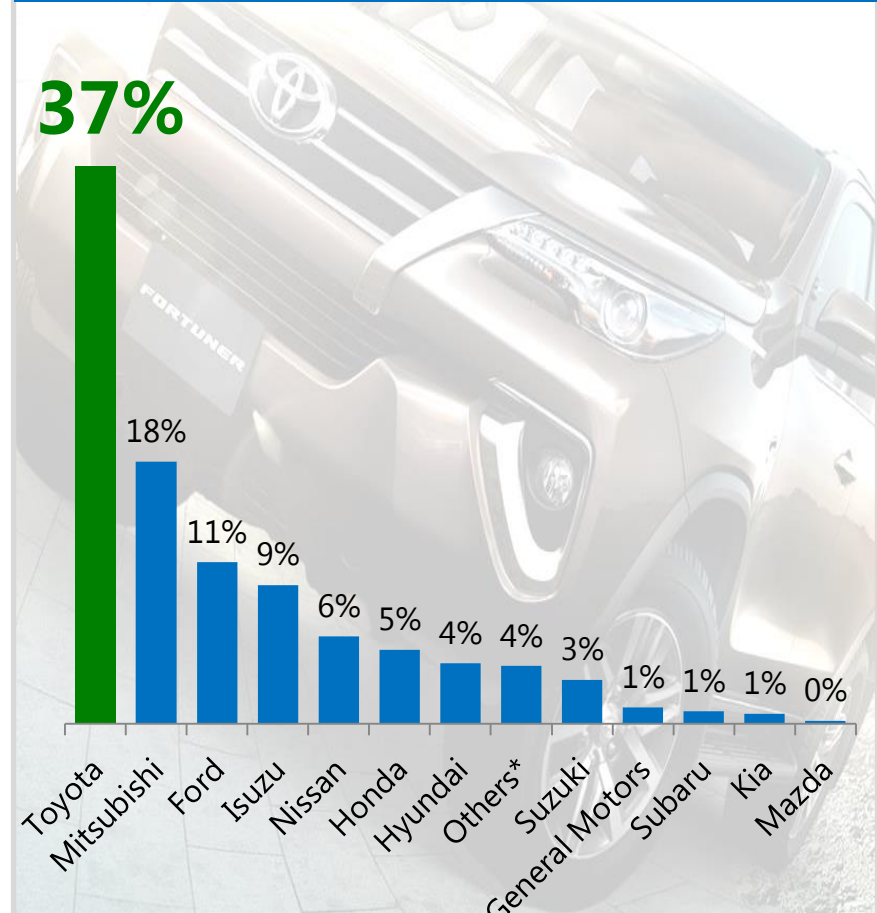


## Auto Industry Market Share As of March 2017

### Passenger Car



### Commercial Vehicle



Source: Company data

# Toyota Dealership Expansion



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Target by end of year	2012	2013	2014	2015	2016	2017E
Number of Dealerships	32	42	45	49	52	67

## Expansion in *Next Wave Cities* Outside Metro Manila

**ANGELES, PAMPANGA**

February

**MATINA, DAVAO**

April



**TALISAY, CEBU**

May



**CALBAYOG, SAMAR**

May

## 56 Dealerships as of 31 May 2017

**Opening in 2017:** Ilocos Norte, Santa Rosa (Laguna), Kidapawan (Cotabato), Aklan (Panay), Iligan (Lanao del Norte), Mabolo (Cebu), Calapan (Or. Mindoro), Tuguegarao (Isabela), Valencia (Negros Or.), Lapu-lapu (Cebu), Subic Bay (owned by GT Capital Auto Dealership Holdings, Inc.)

# Toyota New Model Launches



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Introducing the **NEW**  
**WIGO**  
We Go Easy

Model refresh  
March 2017

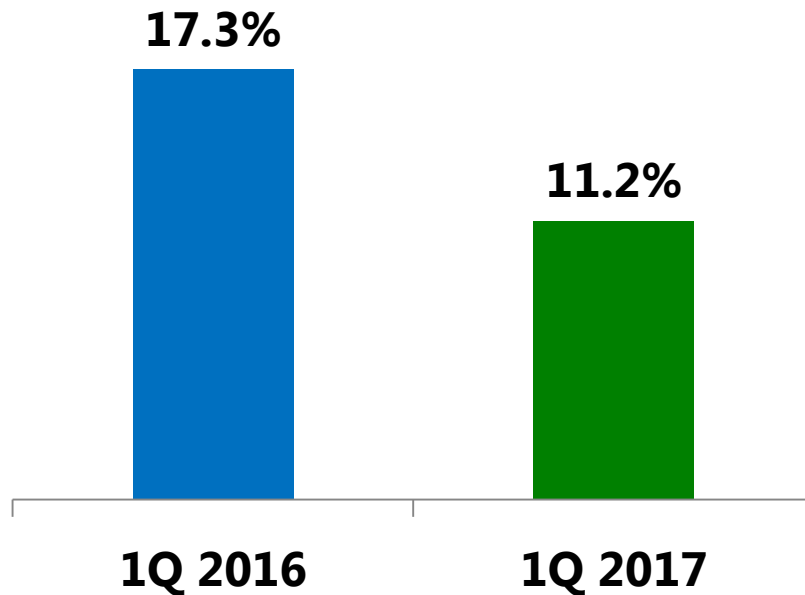


# Toyota Financial Highlights

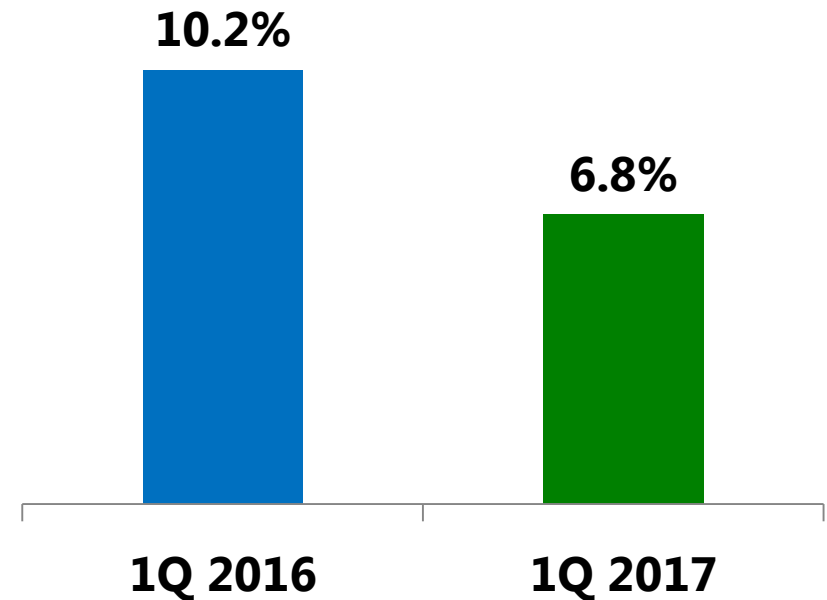


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## Gross Profit Margin



## Net Profit Margin



USD:PHP depreciated from 47.07 to 49.90  
USD:JPY appreciated from 120.71 to 104.83

# Toyota Brand Attributes



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**Globally trusted brand**  
QUALITY, DURABILITY, RELIABILITY (QDR)

**Dealership network offering**  
**full range of services**

**Availability of original parts,**  
**supplies and service**

**High resale value (up to 50%**  
**of original selling price for 5**  
**years old and above)**

**Corporate policy of**  
**manufacturing original**  
**parts for models**  
**discontinued up to 15 years**



# Price Comparables by Category in Million Philippine Peso (PHP)



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In Million PHP	Toyota	Hyundai	Honda	Mitsubishi
<b>Model</b>	<b>Camry</b>	<b>Sonata</b>	<b>Accord</b>	
Price	1.575 - 2.190	1.698 - 1.898	1.793 - 2.313	
<b>Model</b>	<b>Altis</b>	<b>Elantra</b>	<b>Civic</b>	<b>Lancer</b>
Price	0.896 - 1.335	0.908 - 1.158	1.103 - 1.535	0.850 - 1.238
<b>Model</b>	<b>Vios</b>	<b>Accent</b>	<b>City</b>	<b>Mirage G4</b>
Price	0.611 - 1.008	0.673 - 0.908	0.764 - 1.043	0.573 - 0.805
<b>Model</b>	<b>Innova</b>			<b>Adventure</b>
Price	0.936 - 1.482			0.690 - 1.010
<b>Model</b>	<b>Fortuner</b>	<b>Santa Fe</b>		<b>Montero Sport</b>
Price	1.413 - 2.183	1.723 - 2.508		1.415 - 2.000
<b>Model</b>	<b>Hiace</b>	<b>Starex</b>		
Price	1.326 - 2.558	1.358 - 1.968		
<b>Model</b>	<b>Wigo</b>	<b>Eon</b>	<b>Brio</b>	<b>Mirage</b>
Price	0.526-0.599	0.508	0.614 - 0.734	0.553 - 0.713

Source: Company websites; Retail prices as of 22 May 2017

# Price Comparables per Category in United States Dollars (USD)



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	<b>Toyota</b>	<b>Hyundai</b>	<b>Honda</b>	<b>Mitsubishi</b>
<b>Model</b>	<b>Camry</b>	<b>Sonata</b>	<b>Accord</b>	
Price	31,500-43,800	33,960-37,960	35,860-46,260	
<b>Model</b>	<b>Altis</b>	<b>Elantra</b>	<b>Civic</b>	<b>Lancer</b>
Price	17,920-26,700	18,160-23,160	22,060-30,700	17,000-24,760
<b>Model</b>	<b>Vios</b>	<b>Accent</b>	<b>City</b>	<b>Mirage G4</b>
Price	12,220-20,160	13,460-18,160	15,280-20,860	11,460-16,100
<b>Model</b>	<b>Innova</b>			<b>Adventure</b>
Price	18,720-29,640			13,800-20,200
<b>Model</b>	<b>Fortuner</b>	<b>Santa Fe</b>		<b>Montero Sport</b>
Price	28,260-43,660	34,460-50,160		28,300-40,000
<b>Model</b>	<b>Hiace</b>	<b>Starex</b>		
Price	26,520-51,160	27,160-39,360		
<b>Model</b>	<b>Wigo</b>	<b>Eon</b>	<b>Brio</b>	<b>Mirage</b>
Price	10,520-11,980	10,160	12,280-14,680	11,060-14,260

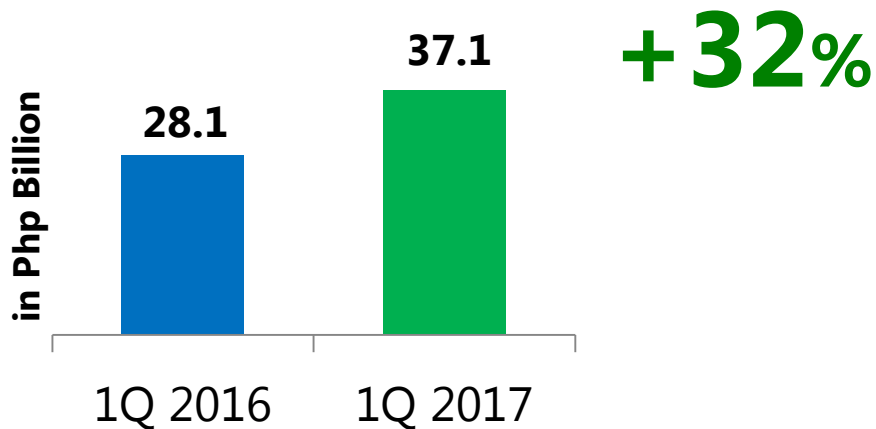
Source: Company websites; Retail prices based on average Peso-Dollar rate of Php50/USD1.00

# TMP Financial Highlights

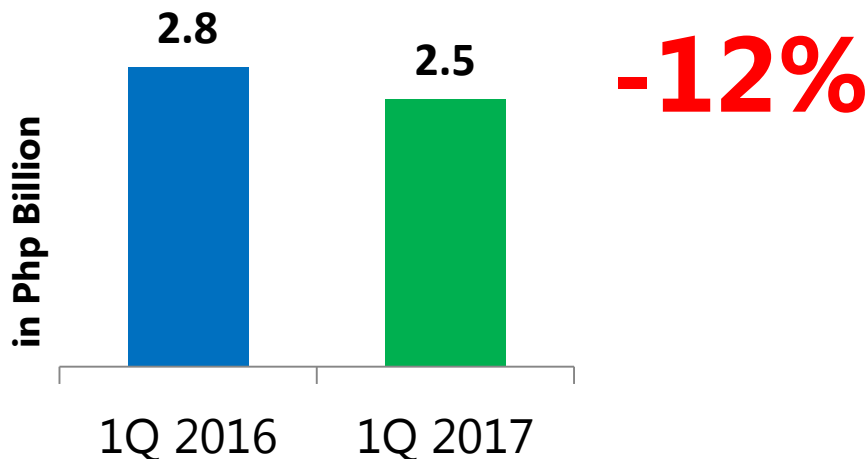


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## Revenues



## Net Income ATP



- Wholesale volume **+27%**  
**38,576** units
- Strong sales volume:
  - PCs: Vios +14%
  - CVs: Fortuner +363%, Innova +145%, Avanza +18% & Hilux +9%
- Overall market share from **35.3%** to **38.8%** Q-on-Q
- Normalization of GPM from a high of **17%** to **11%** (excluding FX differential), unfavorable models mix, higher OPEX and depreciation
- 2% Price adjustment across the board in effect 01 March 2017





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 **FEDERAL LAND**<sup>®</sup>  
GT Capital Holdings

KEEPING YOU IN MIND

# Strong demand continues in the property sector

## Vacancy rates, office space (%)

Total take-up of  
**630,000** square meters

Bay Area **2%**

Quezon City **19%**

Ortigas **0%**

Makati **0%**

Bonifacio **8%**

Alabang **26%**

Leechiu Property Consultants

Source:



“Upper mid-end  
condo take-up  
sustained by  
expats and  
affluent families”

-Colliers

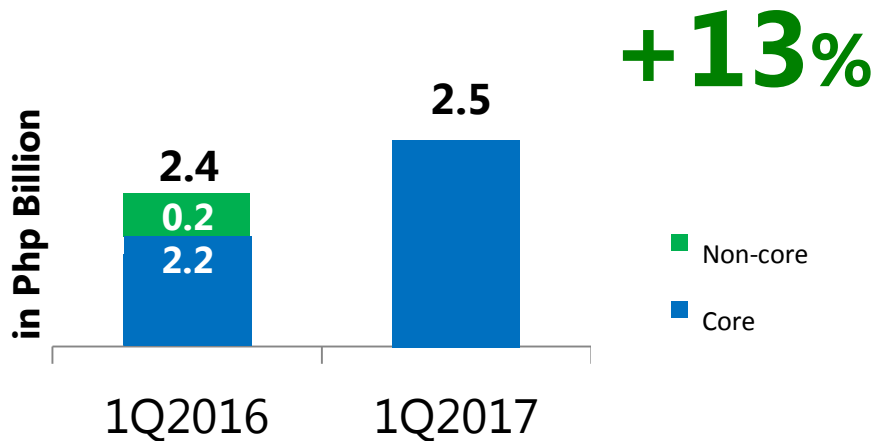
“Approx. 60% of new units  
(14,000) will be completed  
in the Bonifacio and Bay  
Area CBDs this year”

-Colliers

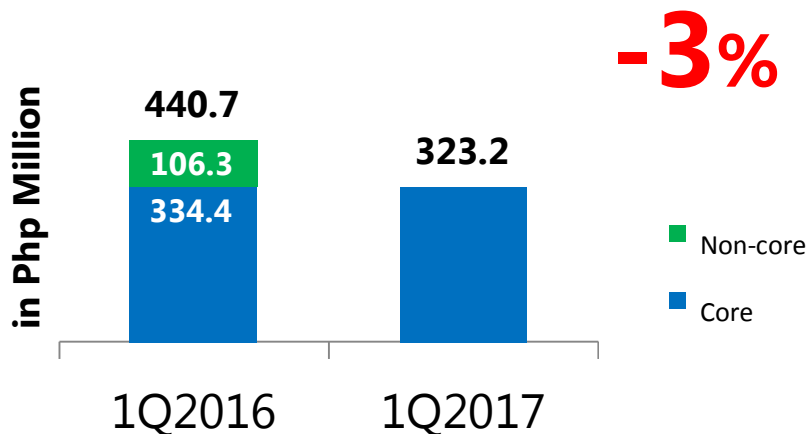


# Federal Land Financial Highlights

## Revenues



## Net Income



- Managed growth, fewer project launches, focus on POC improvement
- Reservation sales **-7%** from **Php3.3B** to **Php3.1B**
  - Inventory **-14%** from 2,181 units to 1,866 units (11 mos.)
  - 2017 Estimated **Project Launches**: One in 1H and Five in 2H
- Real estate sales **+7%** from **Php1.9B** to **Php2.0B**
- Equity in net earnings down from **Php93M** to **Php20M** due to lower contribution from BLRDC
- Rent Income **+5%** from **Php208M** to **Php218M** due to rate escalation
- GPM maintained at **39%**
- OPEX **+20%** from **Php478M** to **Php571M** due to increased salaries, taxes, admin and mgt. fees
- Php106M** gain on sale of lot in 1Q2016

## Over 30 On-going Projects

- **7** launched in 2011
- **11** launched in 2012
- **5** launched in 2013
- **4** launched in 2014
- **3** launched in 2015
- **4** launched in 2016

**5** planned launches in 2017

**18 sqm. to 400 sqm.**  
unit size range

**PHP20M – PHP101M**  
price range

## 8 Different Locations

- **6** cities within Metro Manila
- **2** cities outside Metro Manila

Recurring Income at **9%** of total revenue

## New Launch in 2017

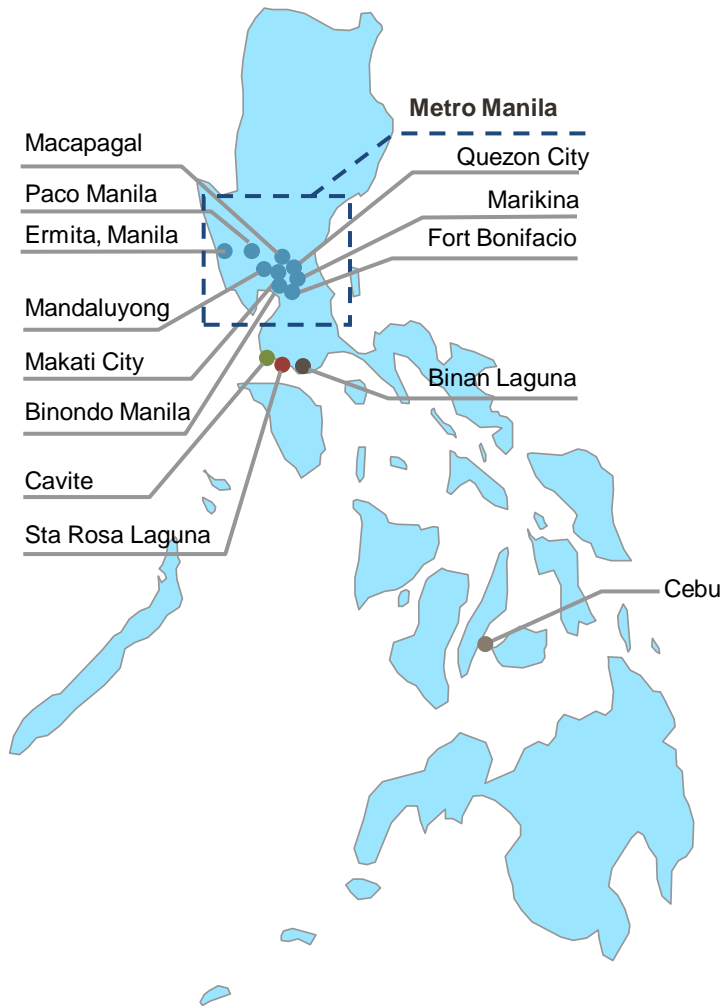


**PARK**  
AVENUE

**Grand Central Park  
Bonifacio**

**February 2017**

# Land Bank Location



Location	Land Bank (in hectares)
1. Metro Manila	
(a) Macapagal	29.5
(b) Fort Bonifacio	5.3
(c) Marikina	14.4
(d) Mandaluyong	3.5
(e) Paco, Manila	0.6
(f) Makati City	0.4
(g) San Juan	0.4
2. Laguna	35.3
3. Cavite	18.3
4. Iloilo	0.3
<b>TOTAL</b>	<b>108.0</b>



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**PRO • FRIENDS**

**PROPERTY COMPANY OF FRIENDS, INC.**

*Creating communities, transforming lives.*

# New developments in Cavite



## LRT1 Extension

- Metro Pacific signed engineering, procurement, and construction (EPC) agreement - signed February 12, 2016
- 11.7 km extension of LRT1 to Bacoor, Cavite
- Start of construction slated by 2017
- Php25B project finance loan in place, 64% earmarked for the project



## C5 South Link to Cavite

- Expansion of Cavite project
- Groundbreaking was in **May 2016**
- Php12.7 billion project; 7.6 km
- Construction expected to start by Q1 2017; Target completion in **2020**



## CALA Expressway (CALAX)

- Ongoing preparation of detailed engineering design
- Right-of-way acquisition 50% accomplished
- Target completion 2020
  - Start 1H 2017 for Laguna portion
  - Start 2H 2017 for Cavite portion

## Cavite: Ideal for BPO growth

Large entry-level graduate talent pool



**145,000**  
total annual graduates

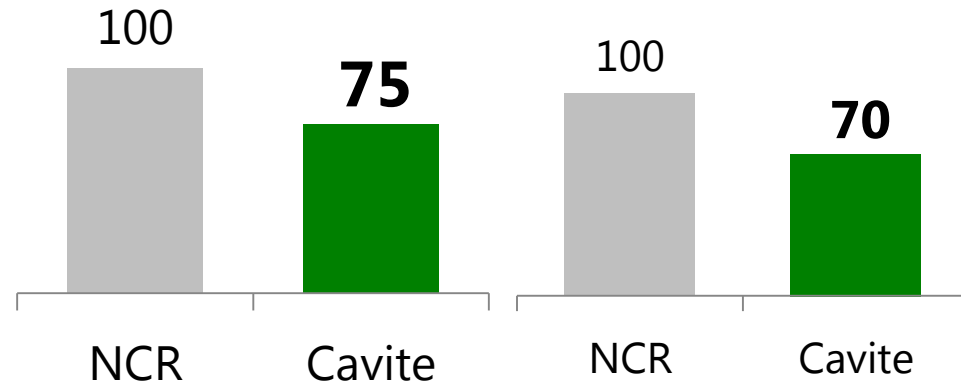


**20,000**  
annual college graduates



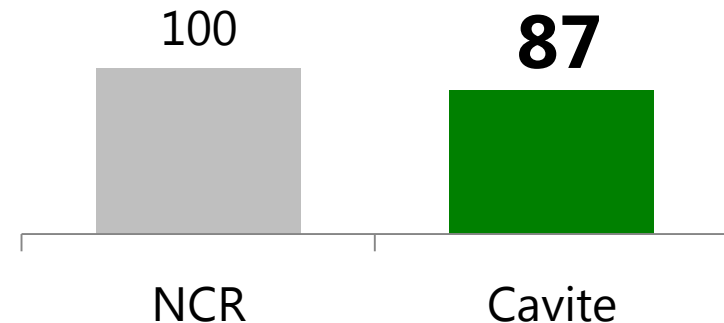
**70,000**  
annual technical school graduates

Cost of living index



Rental price index

Wage index



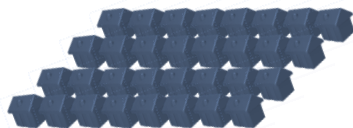


# The Low-Cost Property Sector

## Property Development Sweet Spot

Segment	Demand	Supply	Surplus/ (Deficit)	Segment	Price Range		% to Total Households
					PHP	USD	
Socialized	1,146,275	551,109	(595,166)	Socialized	<400k	<9k	23.0
Economic	2,509,271	618,542	(1,890,729)	Economic	400k – 1.25m	9k – 28k	66.3
Low cost	705,642	276,597	(429,045)	Low cost	1.25m – 3m	28k – 67k	9.6
Middle	34,590	370,109	335,519	Middle	3m – 6m	67k – 133k	0.9
High	6,789	276,597	269,808	High	> 6m	> 133k	0.2

Total backlog in 2016 for  
**low-cost and economic** segments  
**2.3 million homes**



By **2030**, backlog is projected to grow to  
**6.5 million homes**



**6 NLEX-SLEX Connector Road**

Manila Bay

NAIA Expressway

Skyway Extension

**2 METRO PACIFIC INVESTMENTS**

**Cavitex**

**4 METRO PACIFIC INVESTMENTS**  
**C-5 South Link**

**1 METRO PACIFIC INVESTMENTS**

**CALAX**

**METRO PACIFIC INVESTMENTS**  
**LRT-1 Extension**

**1,600 hectares**



**3**

Municipality of Rosario

Bacoor City

Alabang

**MCX**

Daang-Hari

Bellefорт Estates  
BACOOR, CAVITE

**SLEX**

EPZA

**CALAX Exit**

**LRT-6**

**5 METRO PACIFIC INVESTMENTS**

**Aveia Federal Land/ Alveo**

EPZA

Das City

**METRO PACIFIC INVESTMENTS**

Binan

Santa Rosa City

Naic

Trece Martires City

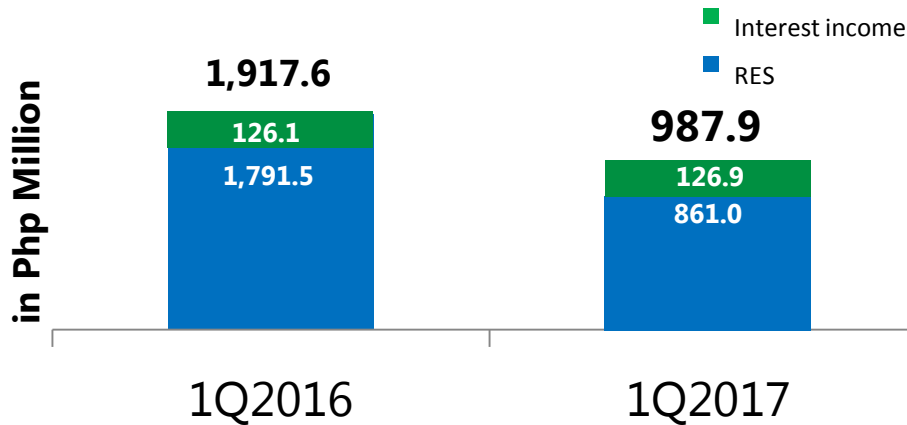
Silang

South Luzon Expressway

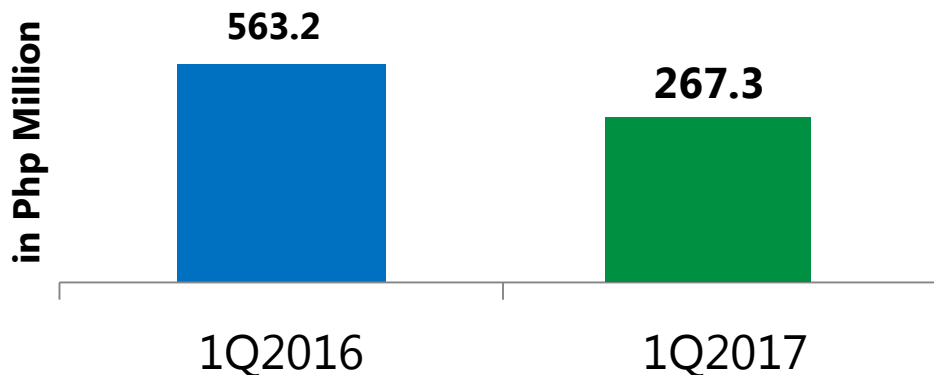
Mt Palay - Palay National Park

# Pro-Friends Financial Highlights

## Revenues



## Net Income



- Calibrated sales slowdown for construction catch-up (up to 500 units per month)
- Construction backlog addressed by Q1 2017, POC impact starts in Q2
- Reservation sales **Php2B** per month or Php6B 1Q 2017, **+82%** from **Php3.3B** 1Q 2016
- Approx. **Php7.4B** incremental revenues projected for next 3 quarters of 2017
- Net margins maintained above 20%
- OPEX of **Php335M** from salaries, outside services (security) and professional fees
- **57** commercial and retail locators in Lancaster New City



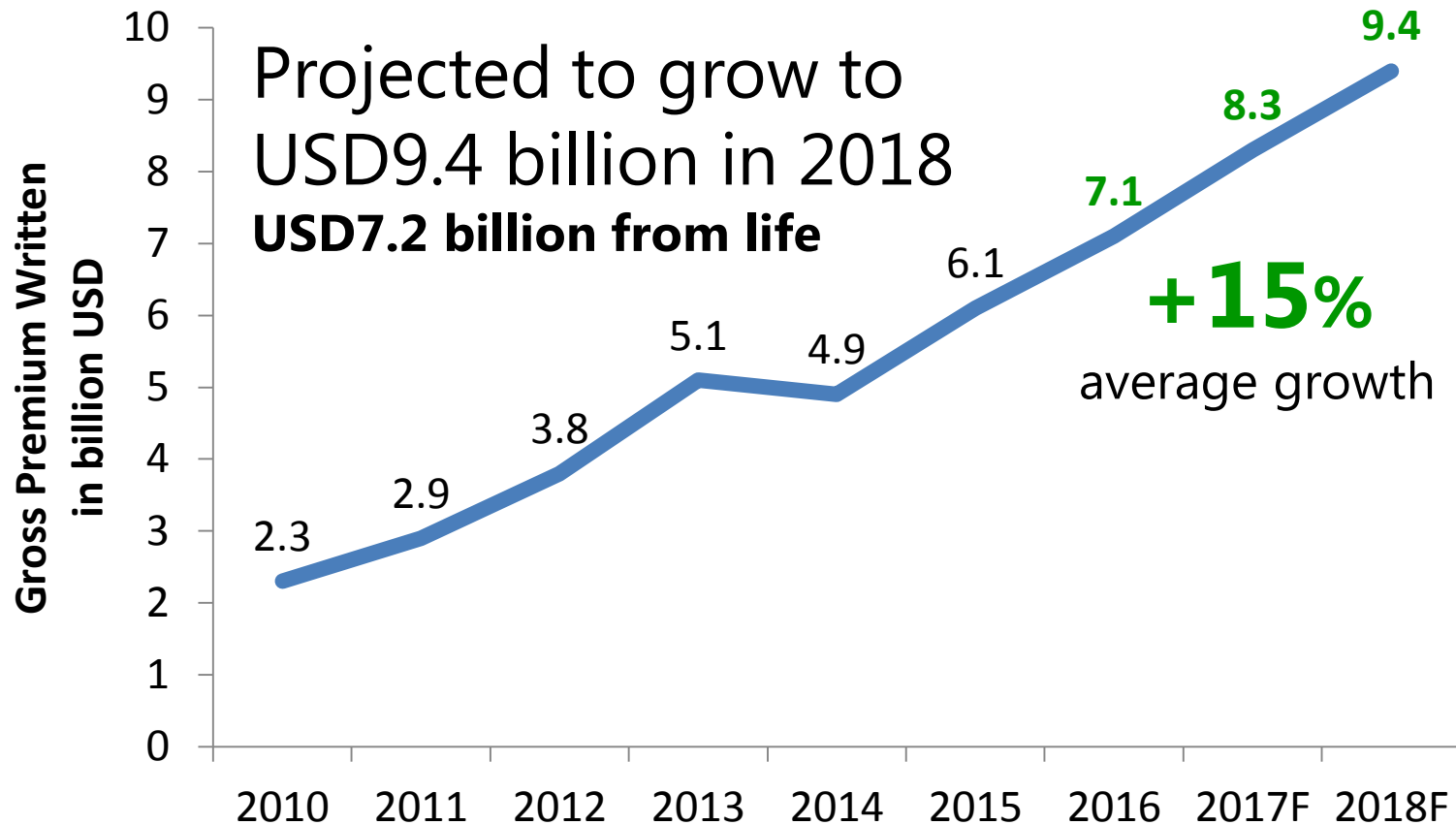
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**redefining** / standards

# Underpenetrated Fast-growing Sector

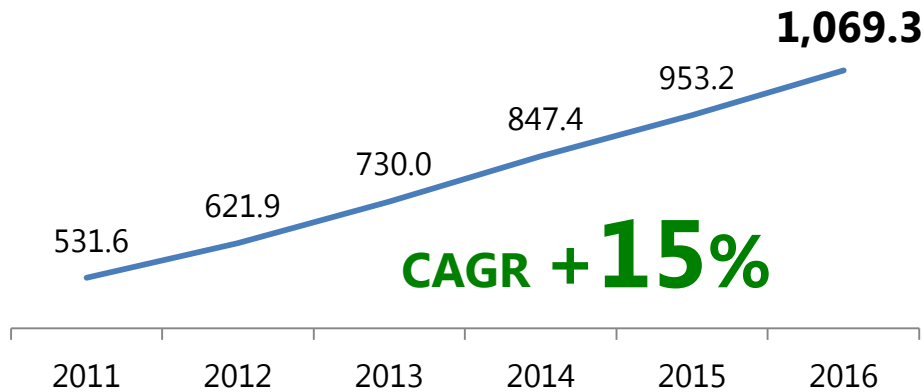
## Life and non-life Philippine insurance premiums 2009-2018F (In Billion USD)



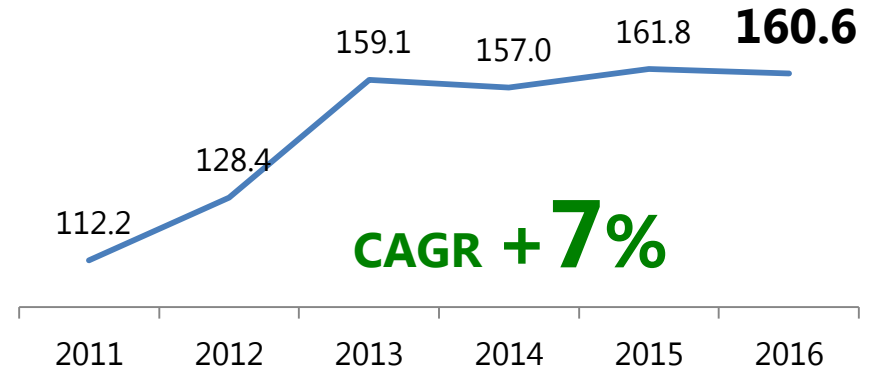
# Underpenetrated Fast-growing Sector

ALL FIGURES IN BILLION PHP UNLESS OTHERWISE STATED

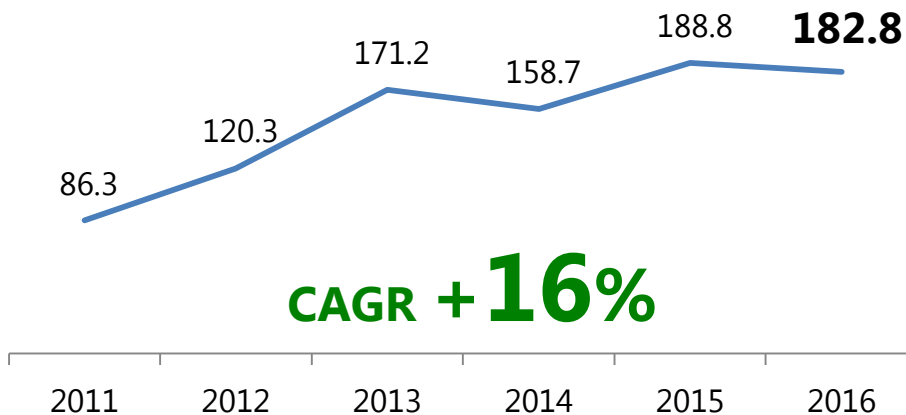
## Life Assets



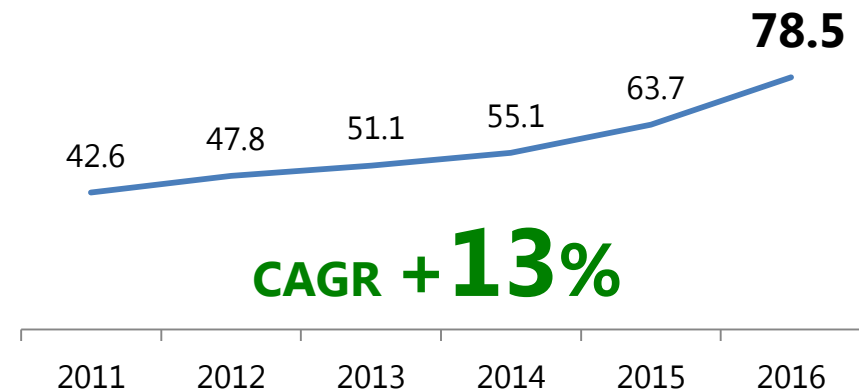
## Non-Life Assets



## Life Premium Income



## Non-Life Gross Premiums



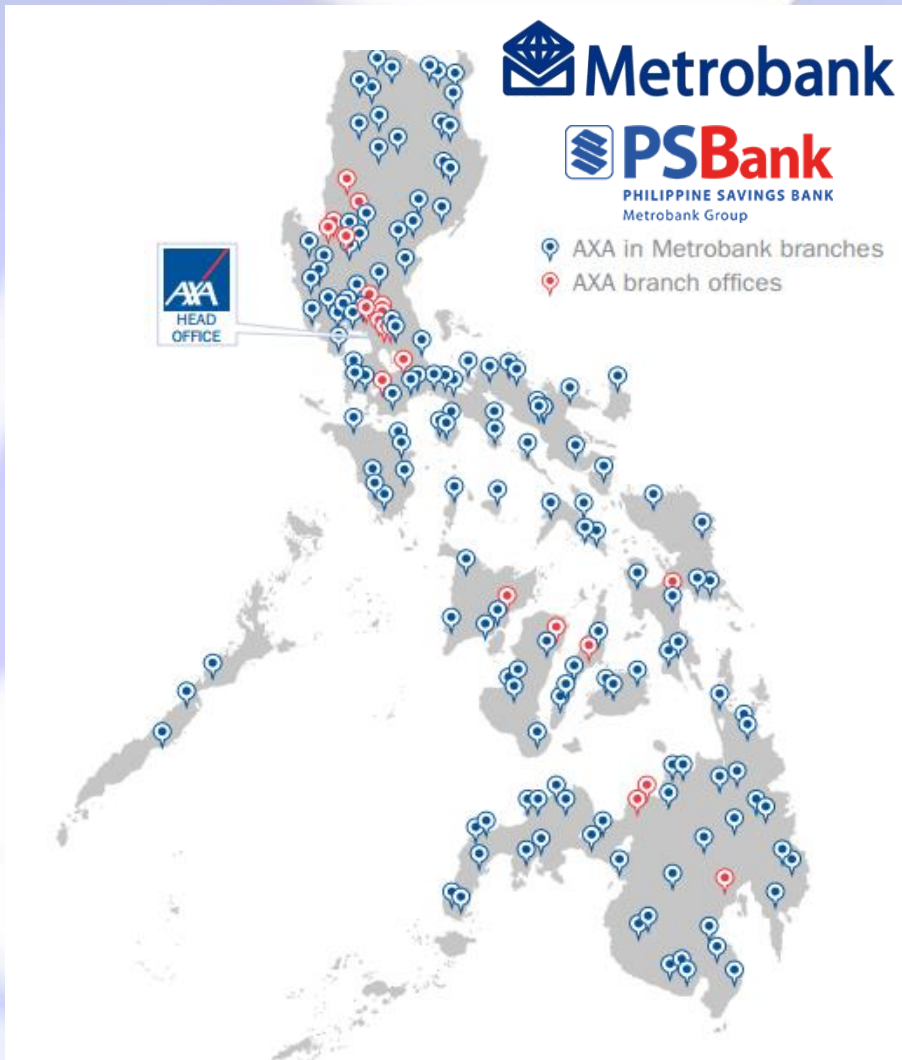
# Strong synergy and growth



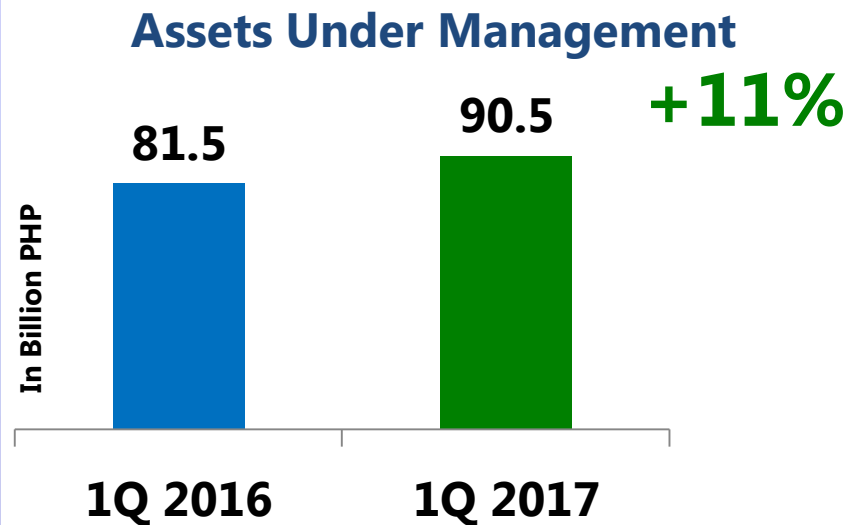
redefining / standards



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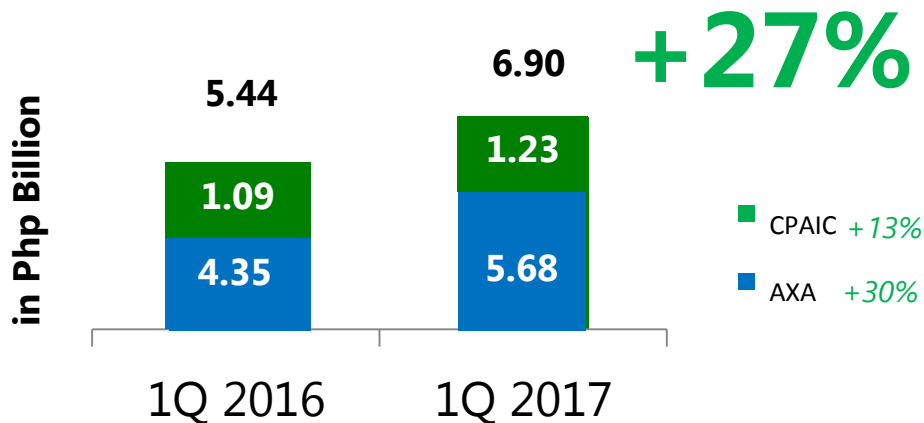


- Persistency Ratio: **83%**
- Agency Sales Force: **3,000**  
from 2,700
- Total bancassurance (Metrobank and PSBank) branches: **925**  
out of 959 branches



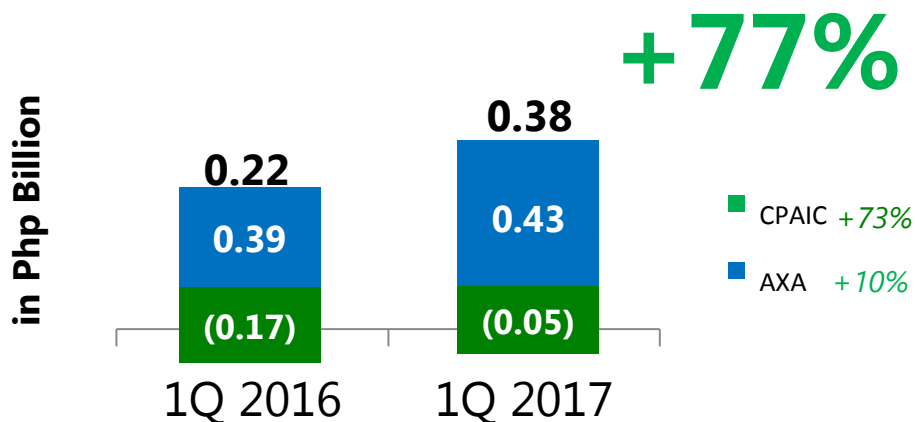
# AXA-Conso Financial Highlights

## Gross Premium



- New Business (APE) at Php1.5B in 2017 vs. Php1.1B in 2016 (**39%** vs. LY)
  - Regular Premium (RP) **+40%**
  - Single Premium (SP) **+34%**
- SP/RP product mix - **50:50** to **51:49**

## Net Income



- Premium margins **Php1.0B** to **Php1.2B** **+23%** due to RP (35% GPM)
- CPAIC net loss due to Mindanao flood (Jan) and Surigao earthquake (Feb) **Php73M**, and one-off integration costs **Php57M**
- AUM-Linked **Php68B** to **Php78B** **+15%**; Asset management fees **+21%**





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**METRO  
PACIFIC**  
INVESTMENTS



## Strategic Partnership Agreement between GT Capital (GTCAP) and Metro Pacific (MPI)

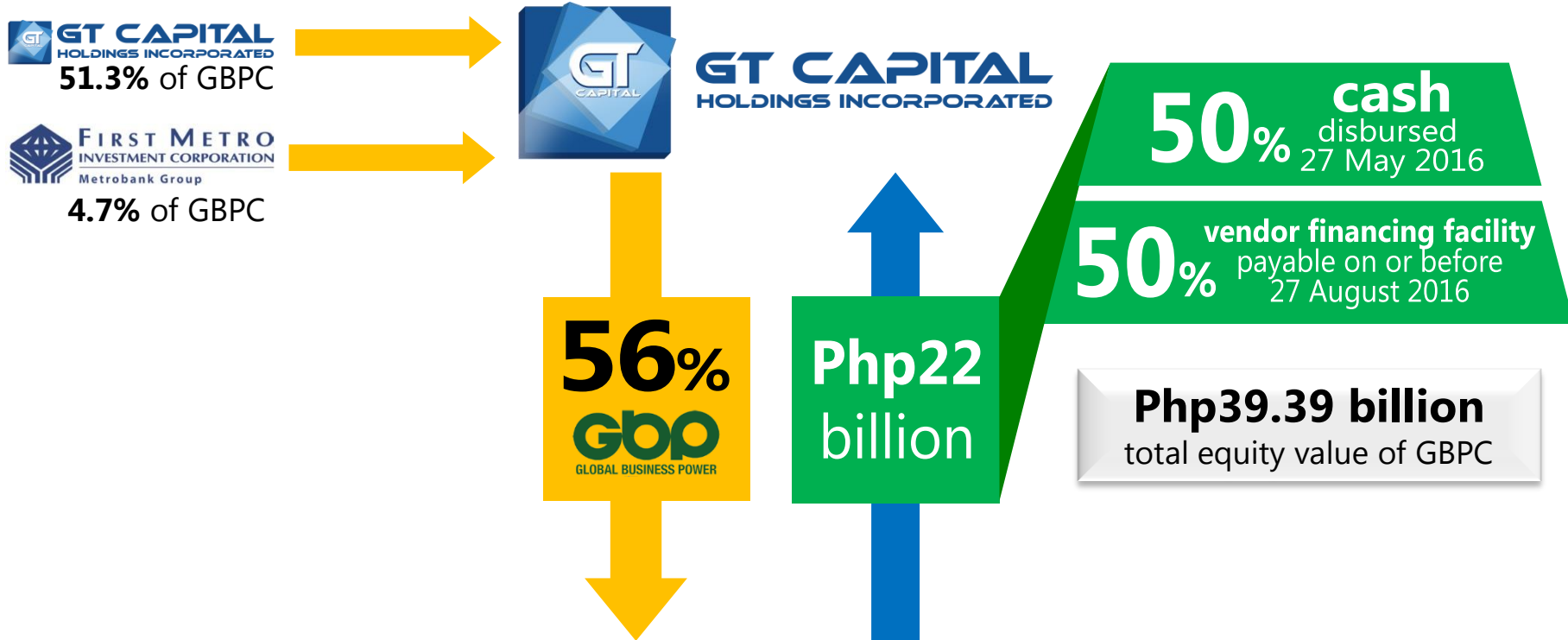
**Two transactions signed on  
27 May 2016**

- 1. Sale** of 56% of Global Business Power Corp. (GBPC) to Beacon PowerGen Holdings, an associate of MPI, for Php22.0 billion
- 2. Acquisition** of 15.55% of Metro Pacific Investments Corp. (MPI) for Php29.9 billion at Php6.10 per share



# GTCAP-MPIC Strategic Partnership

## Sell-Side: Sale of 56% GBP stake to MPI



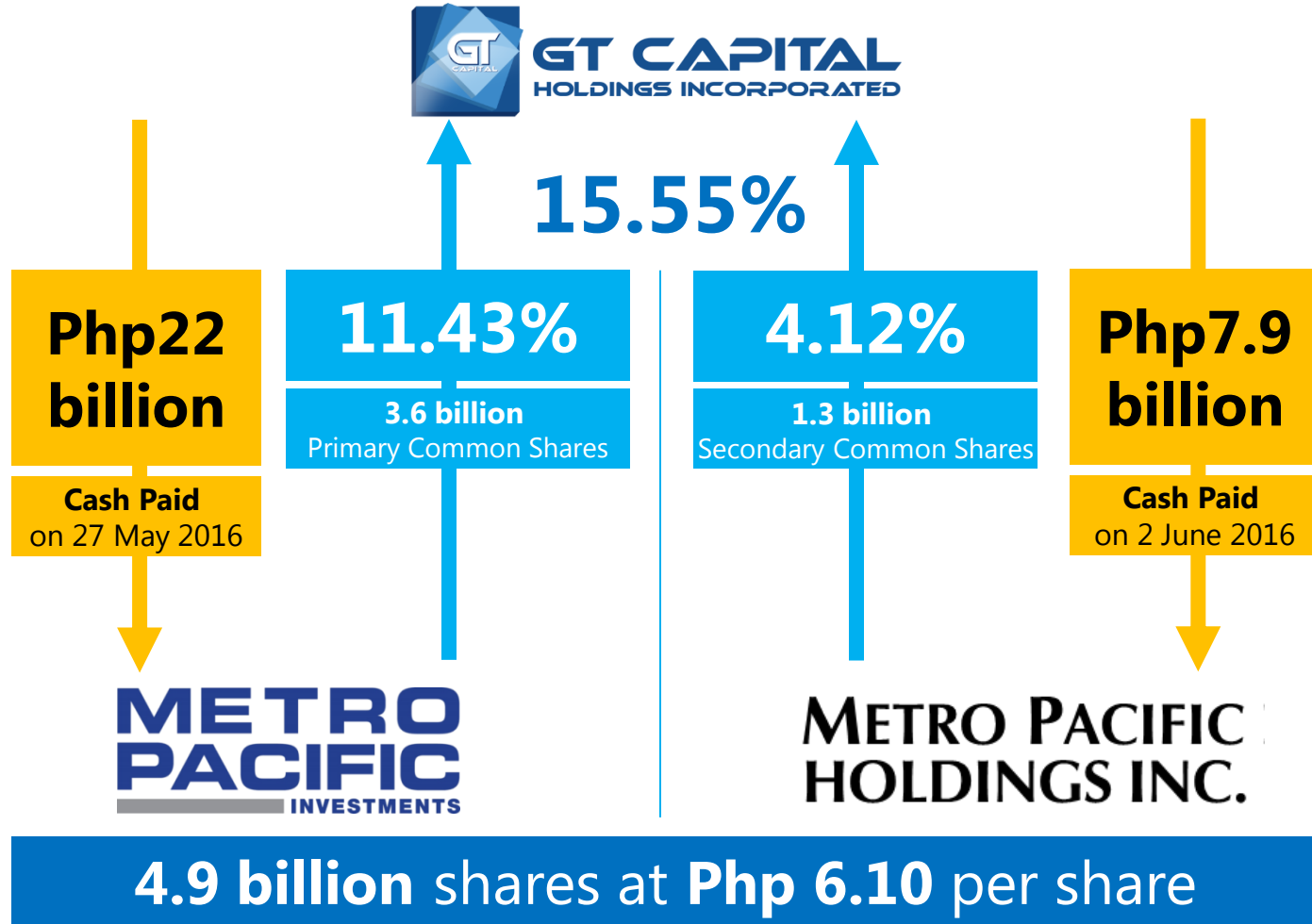
**Beacon PowerGen Holdings, Inc.,**  
a subsidiary of Beacon Electric Asset  
Holdings, Inc., an associate of





# GTCAP-MPIC Strategic Partnership

## Buy-Side: Acquisition of 15.55% of MPI



# Accounting Criteria for “Significant Influence”



**Two** board seats



Joint selection of an  
**Independent Director**




**Representation in board  
committees**

**Entitled to nominate 1/3 members in each of the:**  
Audit, Risk Management, Corporate Governance  
committees



**Veto rights on certain corporate acts:**  
declaration/payment of any dividend, adoption of  
annual budget or business plan, capital calls, and  
any amendment to such

## Rationale

- 
- Diversification of power investments in the Visayas into the high-growth **infrastructure and utilities sectors**
  - Many of MPIC's ongoing PPP projects **are in Cavite**, home to Pro-Friends' **Lancaster New City**
  - Set up of Logistics subsidiary (MetroPac Movers, Inc.) will create opportunities for logistics hub
  - Synergies (vehicle sales, staff housing, mortgage loans, utility connections, insurance, etc.)
  - Cross-selling of GT Capital products into MPIC subsidiaries

**METRO PACIFIC INVESTMENTS**

**6 NLEX-SLEX Connector Road**

**NAIA Expressway**

**Skyway Extension**

**2 METRO PACIFIC INVESTMENTS**

**Cavitex**

**4 METRO PACIFIC INVESTMENTS**  
**C-5 South Link**

**1 METRO PACIFIC INVESTMENTS**

**CALAX**

**3 METRO PACIFIC INVESTMENTS**  
**LRT-1 Extension**

**1,600 hectares**



**MCX**

**SLEX**

**LRT-6**

**5 METRO PACIFIC INVESTMENTS**

**Aveia Federal Land/ Alveo**

**EPZA**

**EPZA**

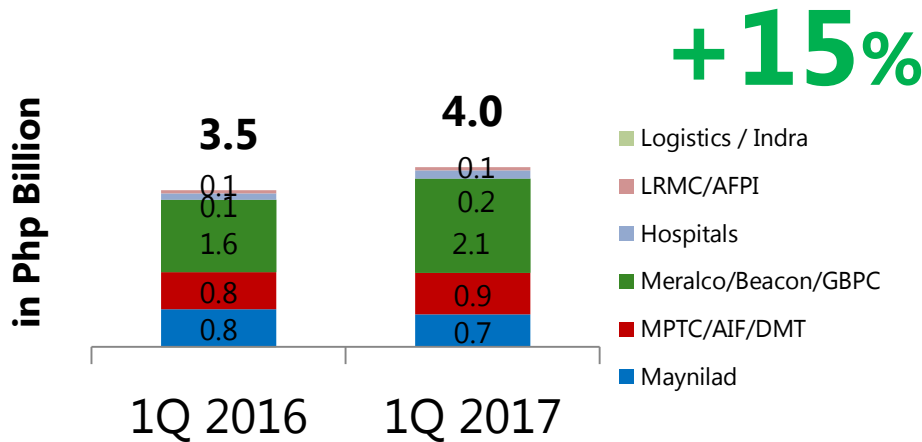
**CALAX Exit**

Mt Palay - Palay National Park

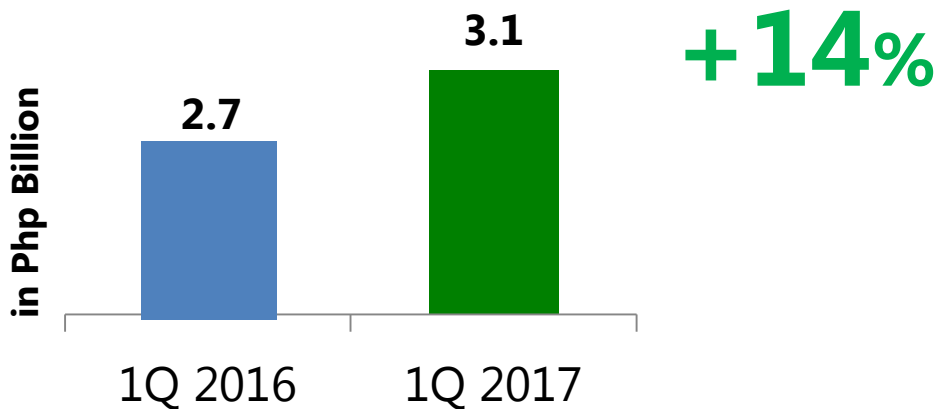
Google

# Metro Pacific Financial Highlights

## Share in Operating Net Income (Core)



## Core Net Income



- Meralco
  - Energy sales **+3%** from **9,077 GWh** to **9,317 GWh**
  - Increased direct equity stake from 32.5% to **41.2%** effective June 2016
- GBPC contribution through Beacon **Php212M**
- Toll Roads
  - Average daily traffic: NLEX **+7%**, Cavitec **+9%**, and SCTEX **+20%**, DMT **+3%** & CII **+4%**
- Water
  - Billed volume **+0.3%**
  - Ave. effective tariff **-4%**
  - Decline in NI contribution **Php127M** due to higher amortization from completed capex and one-time separation costs
- Hospitals
  - Gross revenues from existing and new hospitals **+16%**
  - Out-patient **+23%**
  - In-patient **+12%**
- Equity net income contribution to GT Capital **Php467M**



# Philippine Administration Agenda



Continue **stable macroeconomic** policies



Increase PH's competitiveness and the **ease of doing business**



Relax **constitutional restrictions** on foreign ownership, except for land



Increase **infrastructure** spending to **9%** of GDP by 2022



Boost **rural productivity** and rural tourism;



Ensure security of **land tenure**



Develop **human capital**, including **health** and **education**



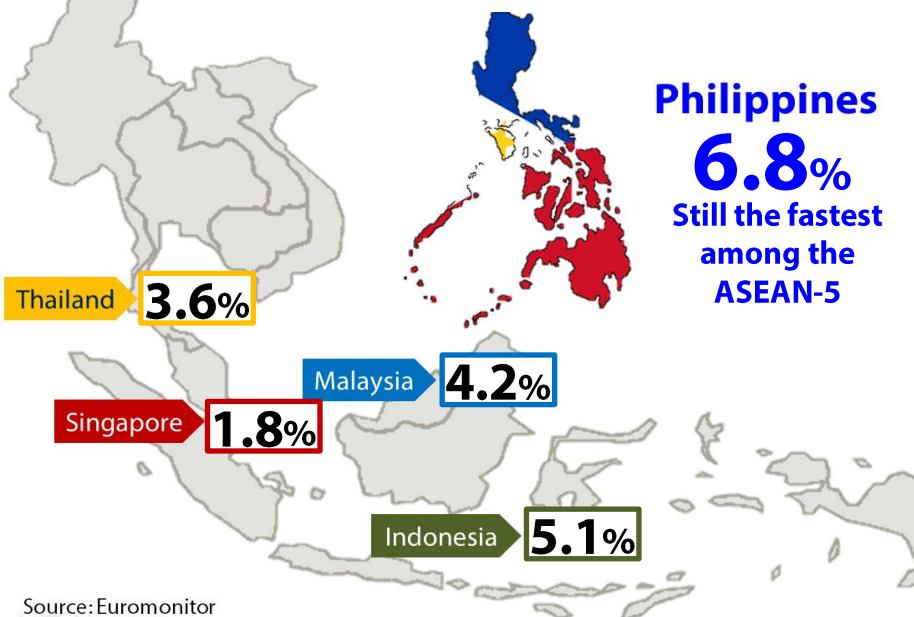
Promote science, math, and arts to enhance **innovation**



Improve **social protection** programs, including **CCT**

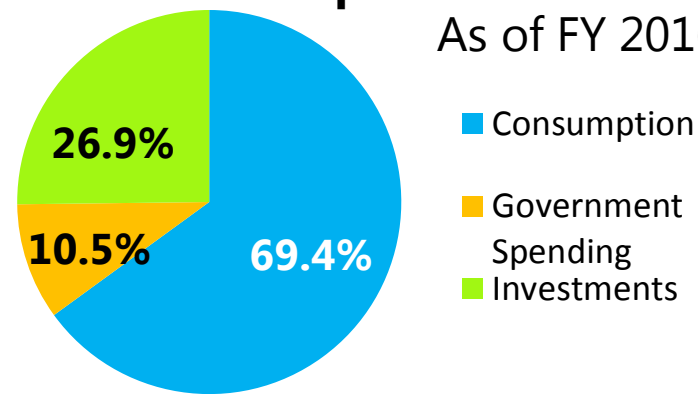
# Macroeconomic Indicators

## Full-Year 2016 GDP Growth



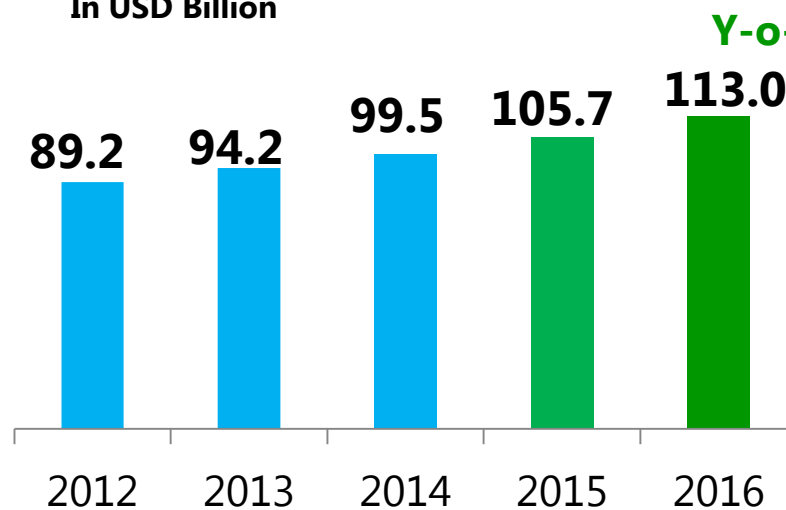
## Household Consumption as % of GDP

As of FY 2016



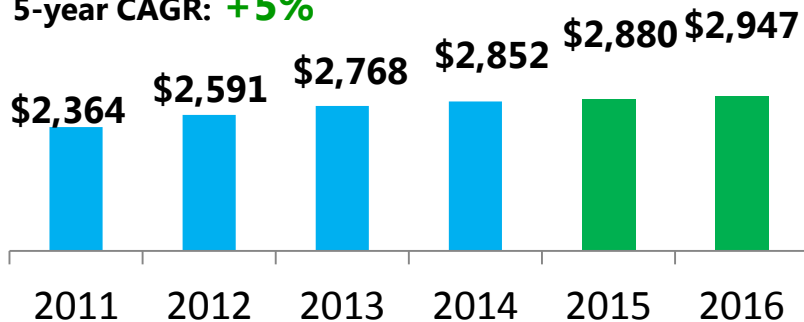
## Household Consumption +6.9%

In USD Billion



## GDP Per Capita

5-year CAGR: +5%



# Macroeconomic Indicators



**11 million OFWs**  
remitting  
**USD 26.9 billion**  
▲ **5%** year-on-year

Source: Bangko Sentral; Migrante Int'l



Thriving BPO sector  
**1.2 million** employees  
**USD 22.9 billion** revenues  
▲ **12%** year-on-year

Source: IT-BPAP

# Macroeconomic Indicators



Benign inflation  
**1.8%**  
as of FY 2016



Population  
**103.2 million**



Foreign direct investments  
**USD 5.8 billion**



Gross international reserves  
**USD 80.7 billion**



External Debt-to-GDP  
**25.5%** as of end-Sept 2016



Domestic liquidity, end-Nov 2016  
**PHP 9.1 trillion**  
▲ 12.7% from 8.0 trillion in end-Nov 2015



**53%** of Filipinos are  
below 25 years old