



GT CAPITAL
HOLDINGS INCORPORATED

Analyst and Media Briefing

FINANCIAL RESULTS AS OF SEPTEMBER 2016
15 November 2016



GT CAPITAL
HOLDINGS INCORPORATED

**Fulfilling the Promise
of Creating Value**

GT Capital
Jan to Sept 2016

**FINANCIAL
HIGHLIGHTS**

Financial Highlights 9M 2016



Inclusive of non-recurring income and expenses

Consolidated Net Income

*Total extraordinary gain of Php3.0B, net of tax

+46%

Php12.3 billion

Php8.4 billion 9M 2015

Core Net Income

+23%

Php9.3 billion

Php7.6 billion 9M 2015

Revenues

*Despite deconsolidating GBP

+38%

Php157.1 billion

Php113.5 billion 9M 2015

TMP & TMBC - Auto Sales	Php	129.7 billion	+50%
GBP – Net Fees (up to May 31, 2016)	Php	6.8 billion	
FLI & PCFI - Real Estate Sales and Interest income on Real Estate Sales (PCFI revenue contribution Php3.8B or 41% of total)	Php	9.2 billion	+46%
Equity in net income of associates (MPIC net income Php0.8B)	Php	4.7 billion	+14%
Gain on disposal of GBP (Php3.7B), CPAIC (Php0.23B) and TMBC merger (Php0.14B)	Php	4.2 billion	

GT Capital 9M 2016 vs 9M 2015 Comparative

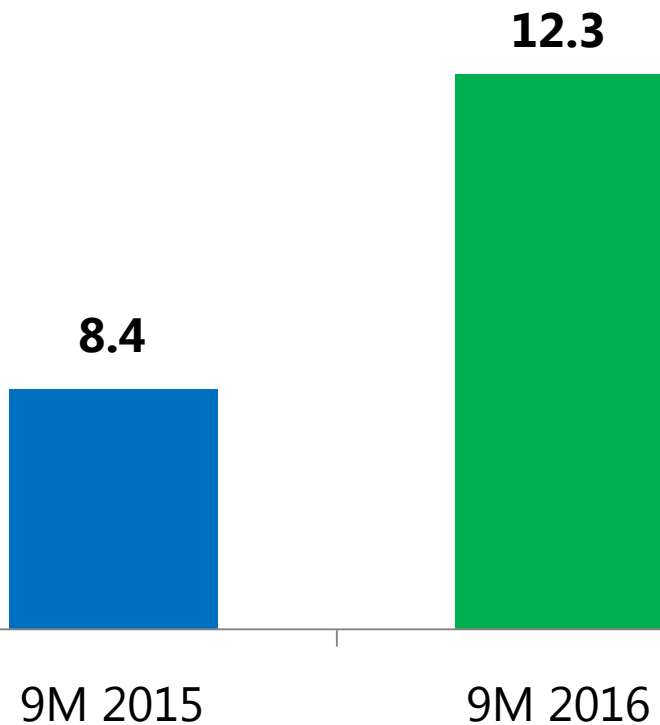


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Consolidated Core and Non-Core Net Income

+46%

in Php Billion



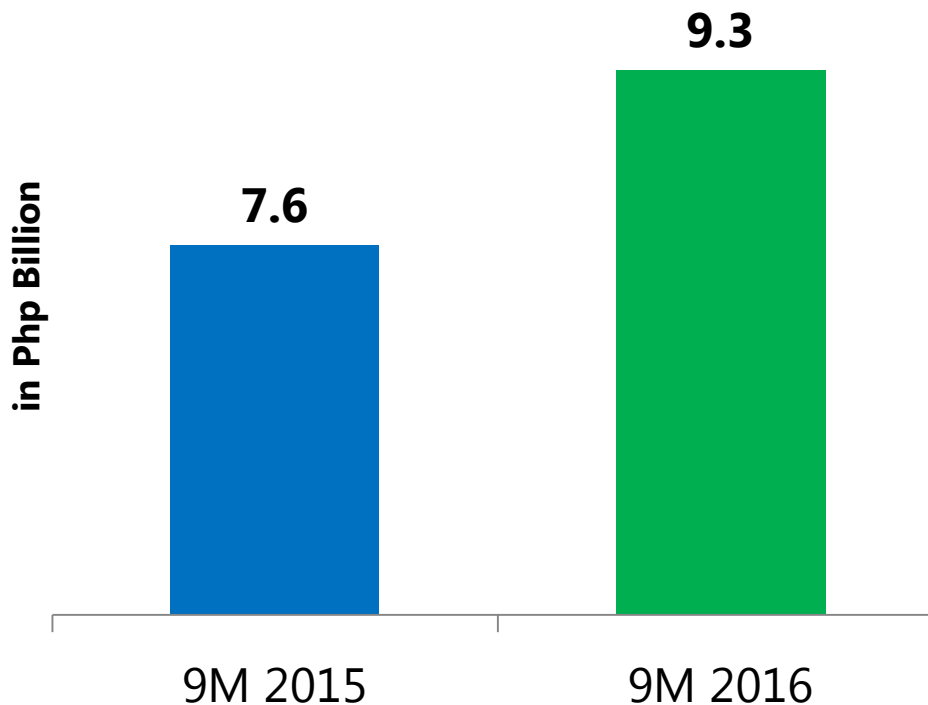
- TMP **+35%**
- MBTC **-1%**
- AXA **+15%**
- FLI **+6%**
- GBPC NI contribution **Php451M** (5 mos.)
- MPIC NI contribution **Php809M** (4 mos.)
- PCFI NI contribution **Php188M**
- Gain on sale of GBPC (**Php3.7B**); sale of CPAIC (**Php0.23B**) and TMBC merger (**Php0.14B**)

GT Capital 9M 2016 vs 9M 2015 Comparative



Consolidated Core Net Income

+23%

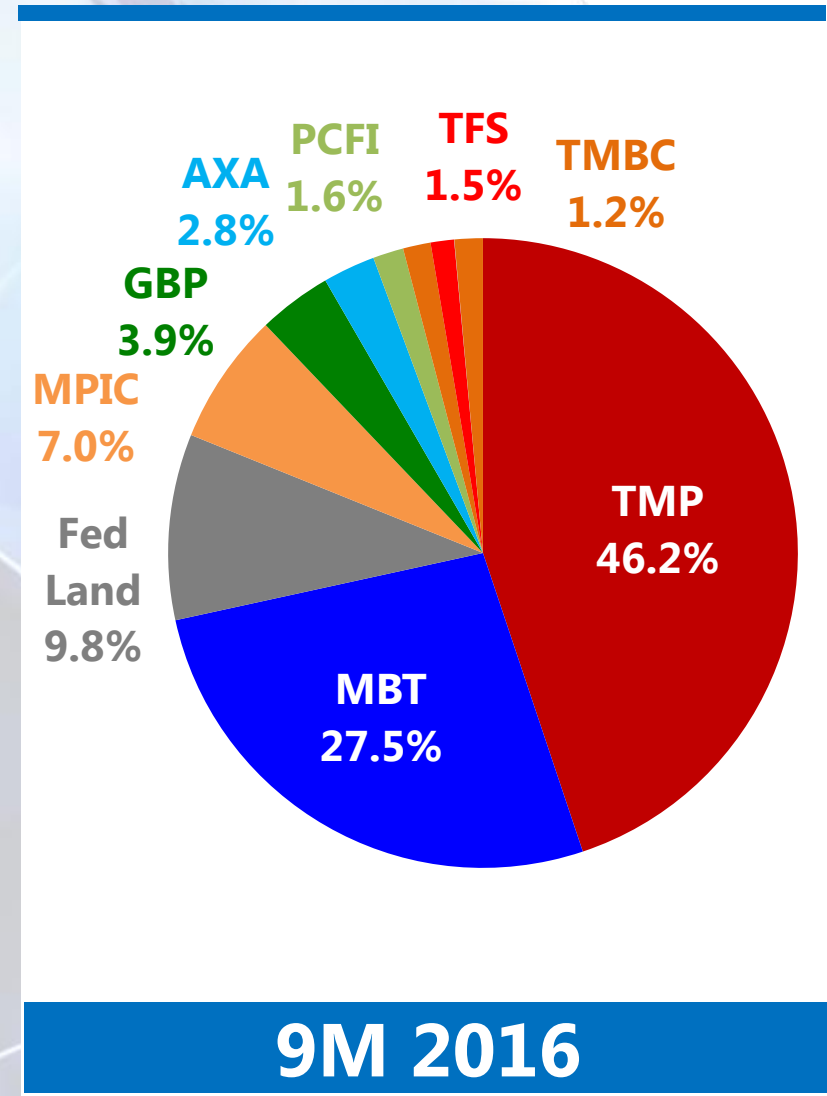
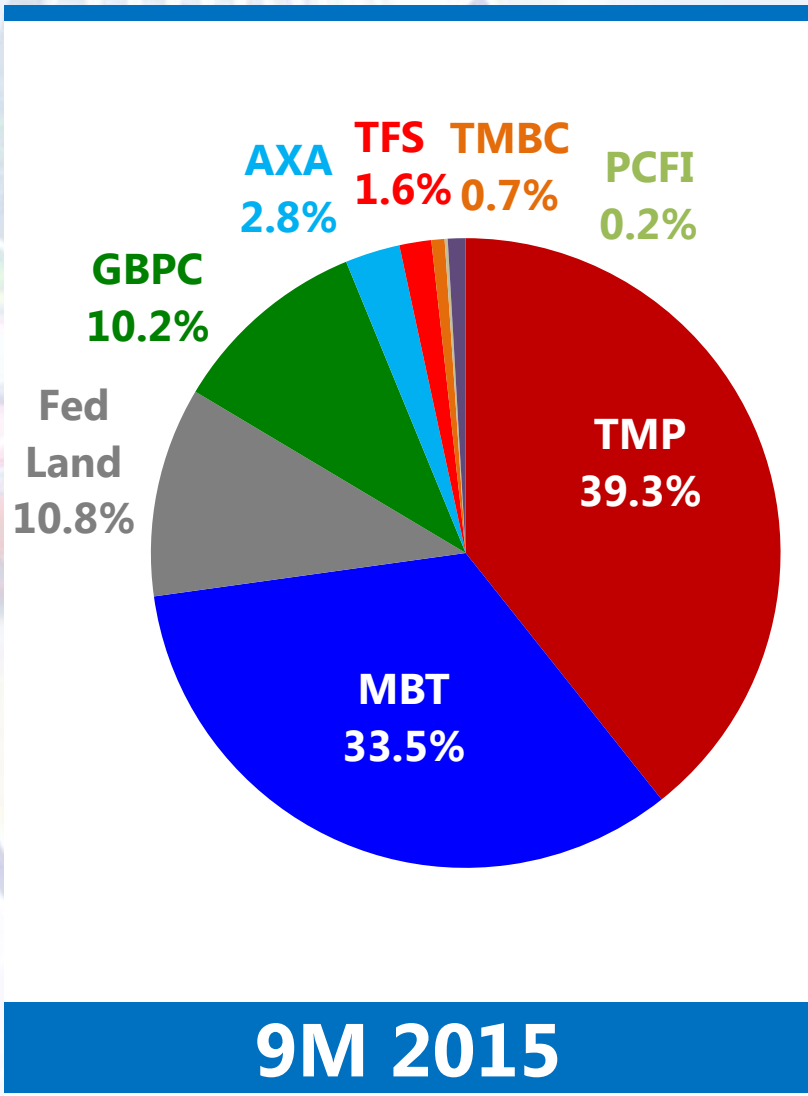


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GT Capital Net Income Contribution



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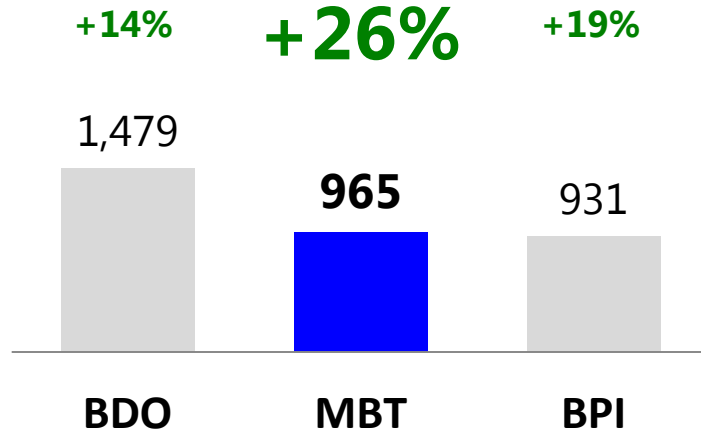
Banking



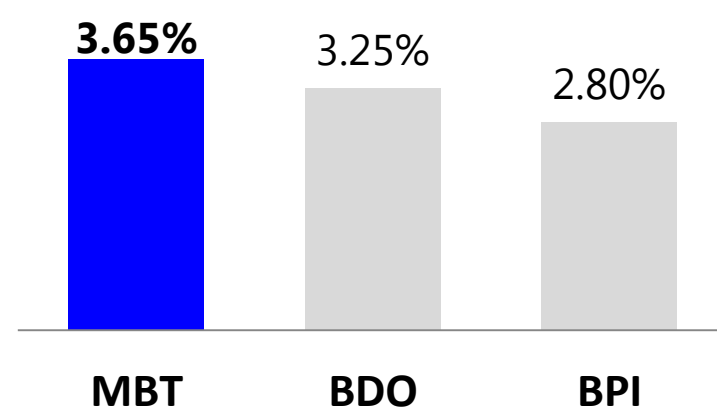
Peer Banks Highlights

+17% industry growth

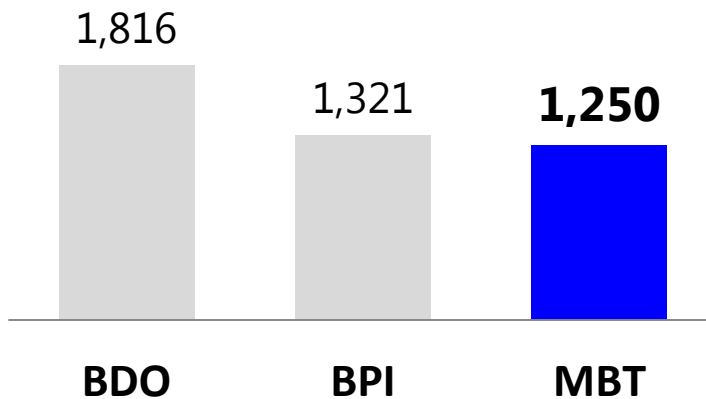
Total Loans (Php Billion)



Net Interest Margin – NIMs (%)

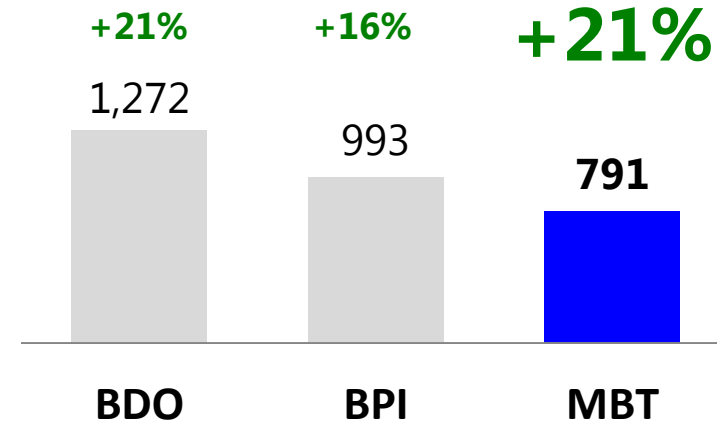


Total Deposits (Php Billion)



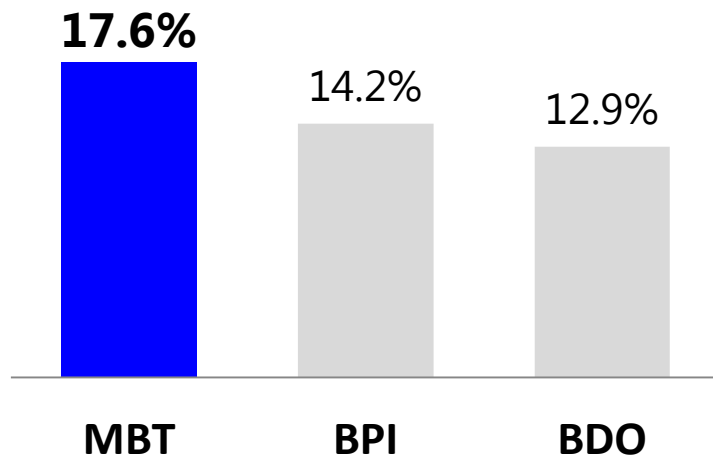
+17% industry growth

CASA Growth (Php Billion)

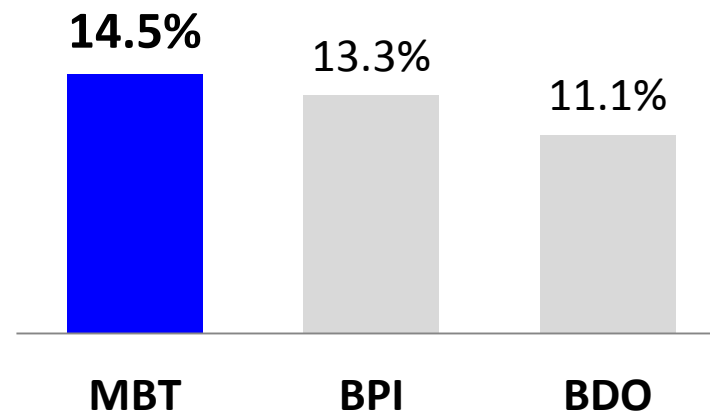


Peer Banks Highlights

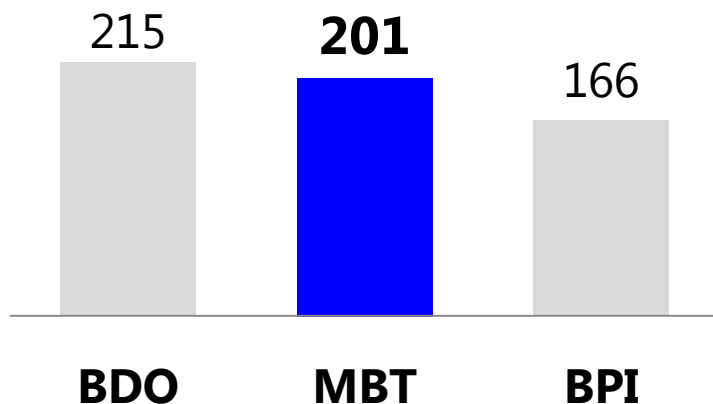
Total Capital Adequacy Ratio (%)



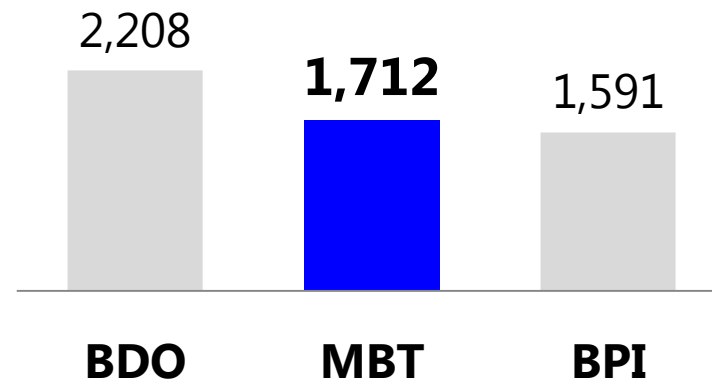
Common Equity Tier 1 (CET1) Ratio (%)



Total Equity (Php Billion)



Total Assets (Php Billion)





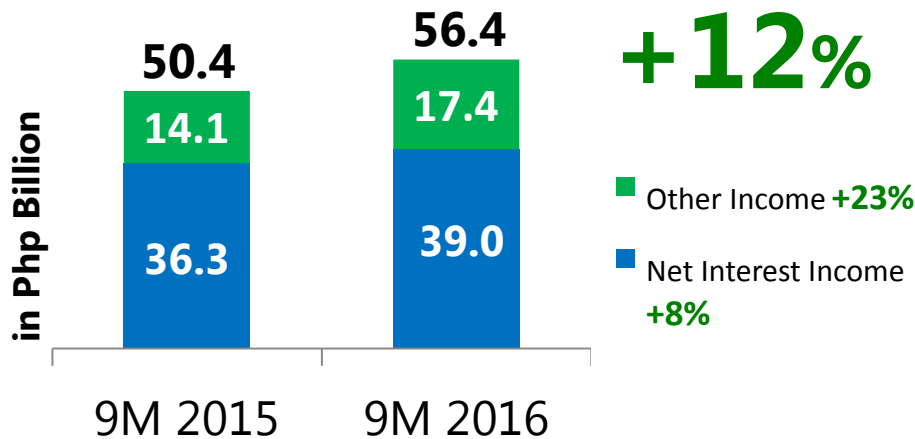
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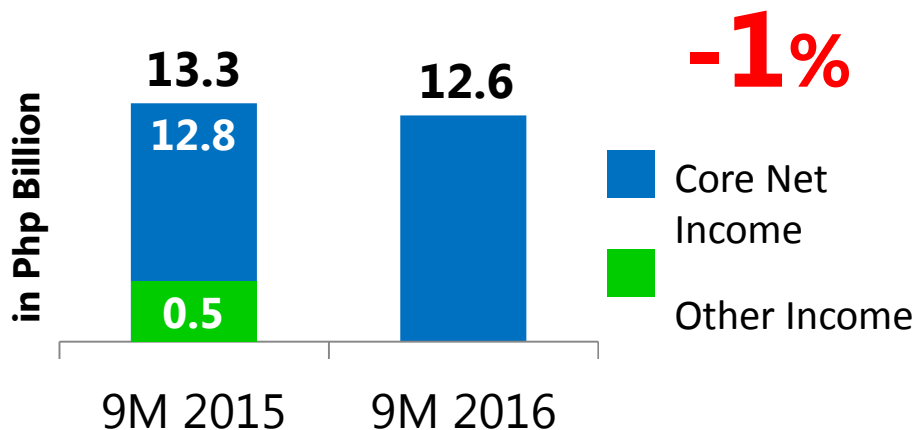
Metrobank

Metrobank Financial Highlights

Revenues



Net Income



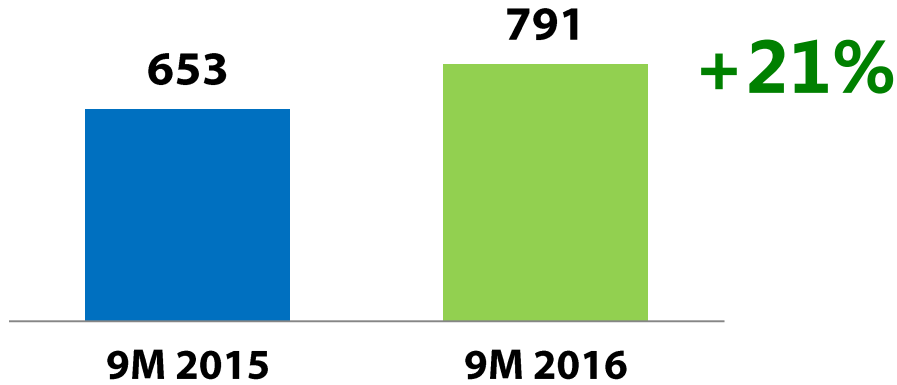
- Total loan growth **+26%** from **Php769B** to **Php965B**
 - Consumer **+17%**
 - Commercial **+29%**
- CASA deposit growth **+21%** from **Php653B** to **Php791B**
 - CASA ratio at **63.3%** from **55.5%**
- NIMs at **3.65%** from **3.59%**
- Provisions for credit and impairment losses **Php4.8B**
- Increase in OPEX from **Php29B** to **Php33B** due to hiring of front-line staff to improve customer coverage and investments in technology

Metrobank Financial Highlights

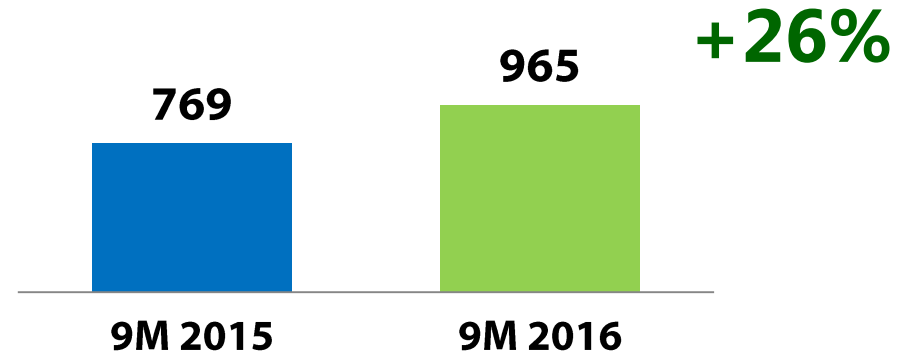


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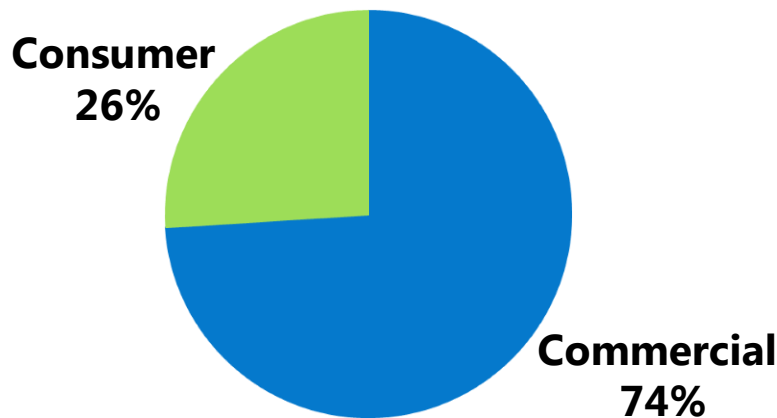
CASA (Php Billion)



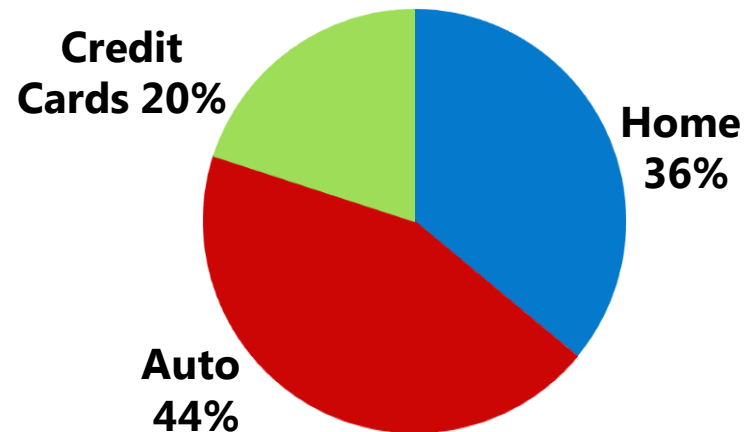
Loans and Receivables (Php Billion)



Total Loan Portfolio Breakdown



Consumer Loan Portfolio Breakdown

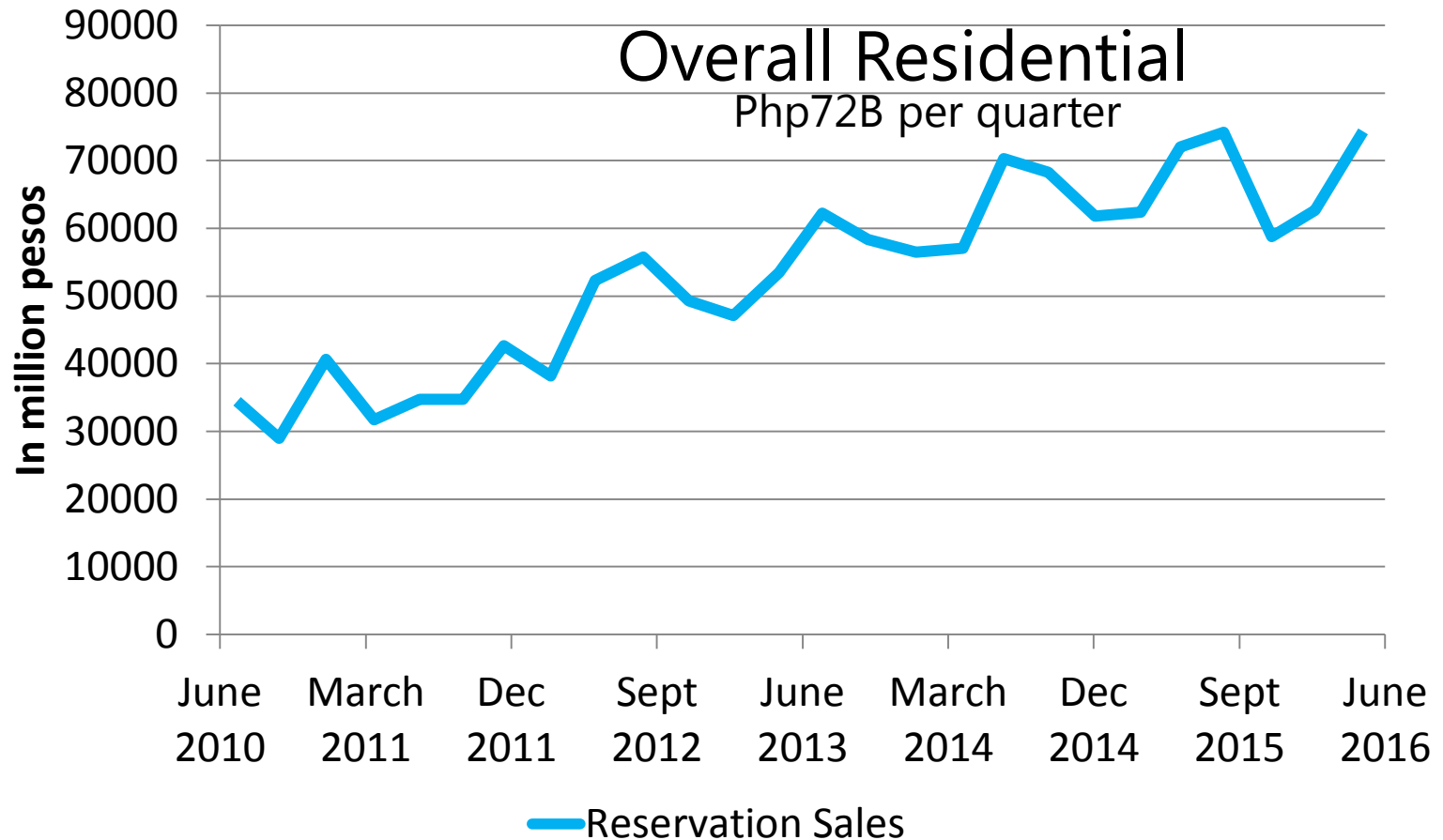


Property Development



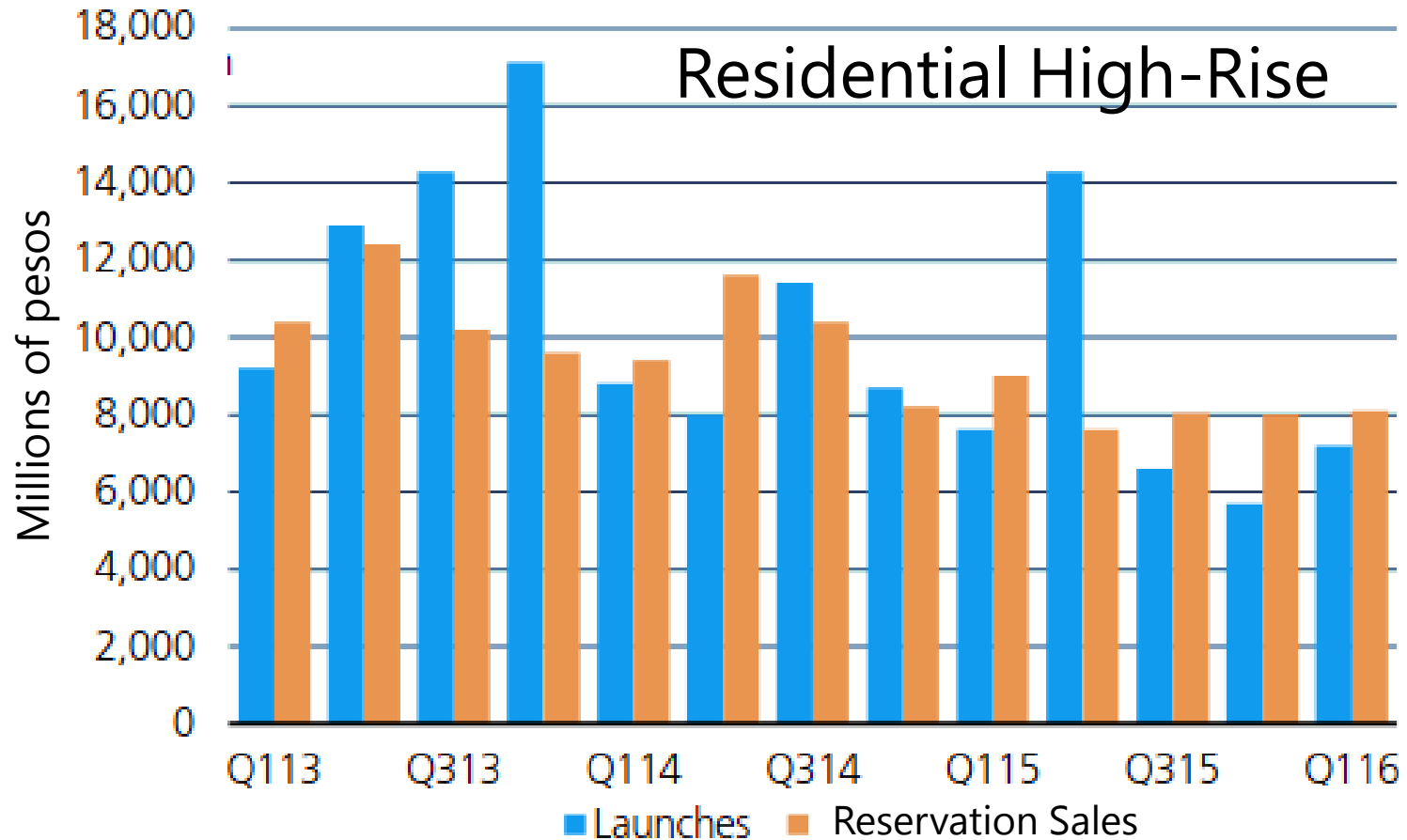
Quarterly reservation sales nationwide

Growth still exists, but at a slower pace



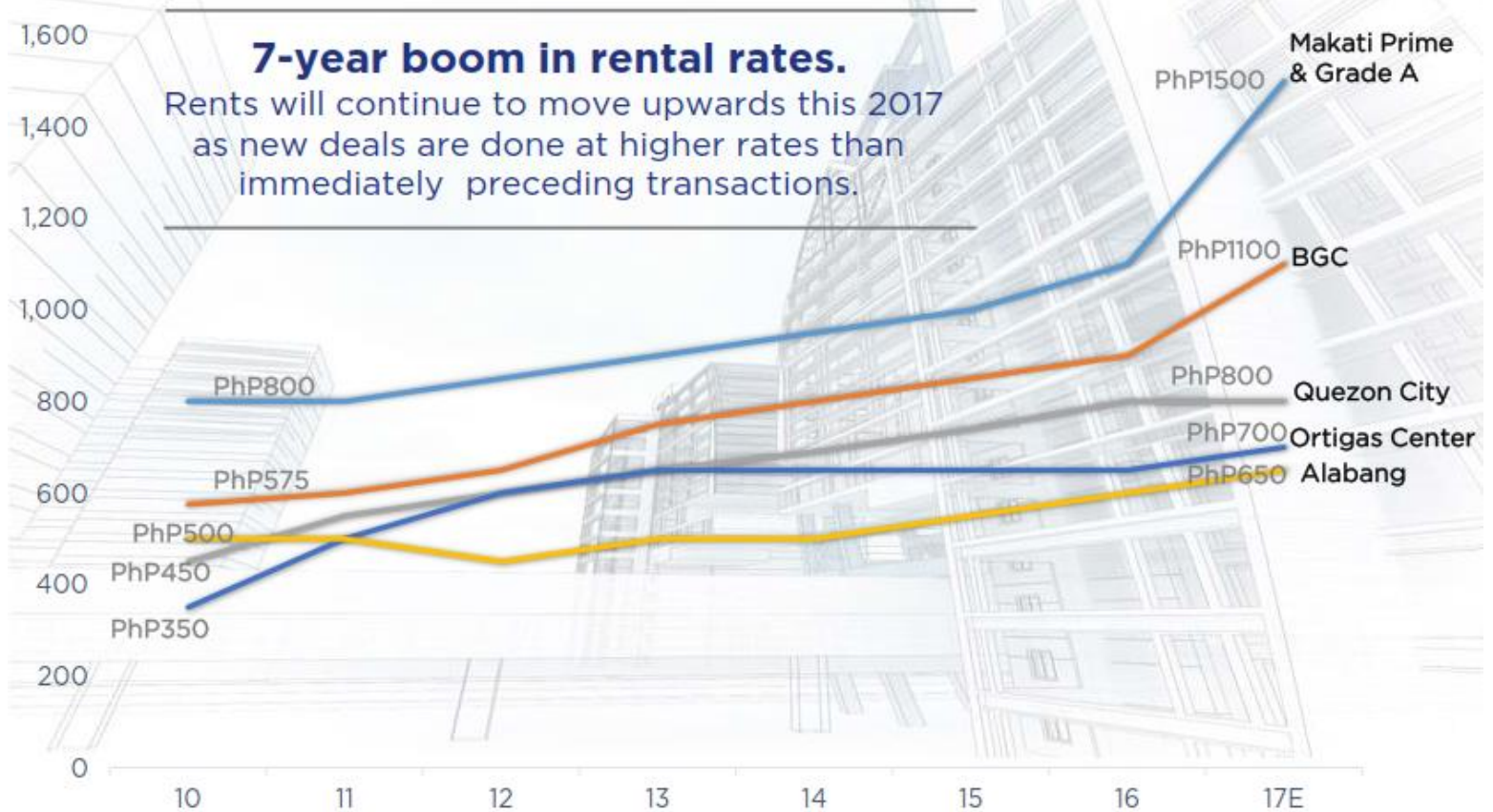
New launches vs reservation sales in M. Manila

Managed number of product launches to meet demand



Office rental rates, Metro Manila

More demand due to a growing macroeconomy



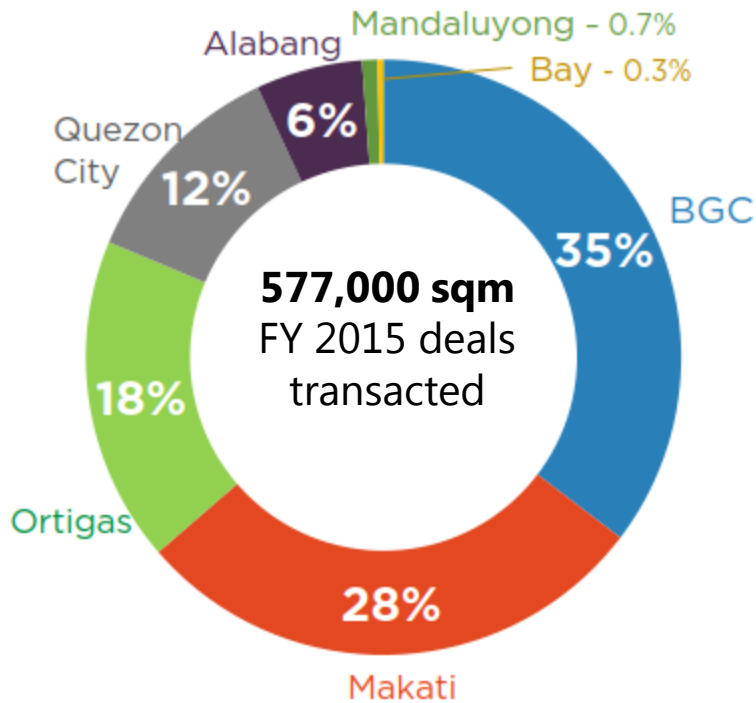
Source: Leechiu Property Consultants, October 2016

Federal Land is present where the demand is

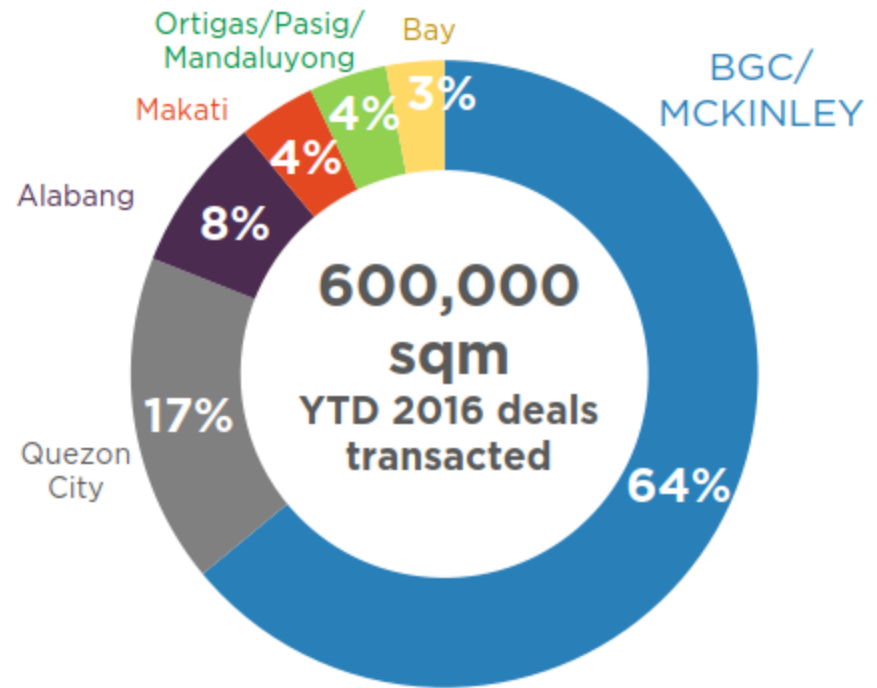
Grand Central Park BGC poised to take advantage

Percentage of property transactions

Full Year 2015



Year to Date October 2016





FEDERAL LAND[®]

GT Capital Holdings

KEEPING YOU IN MIND

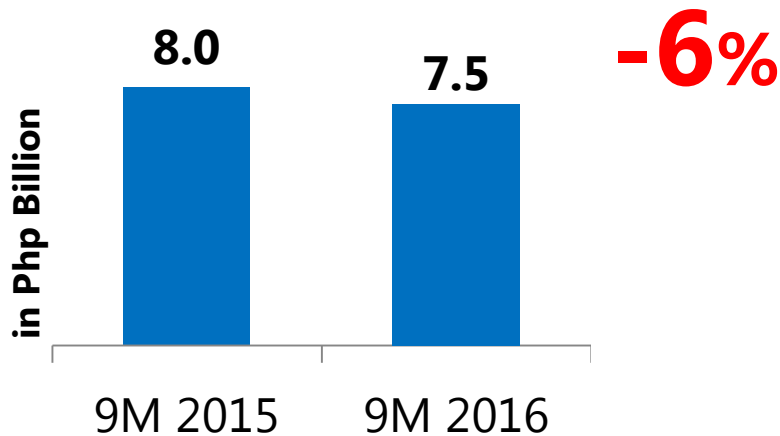


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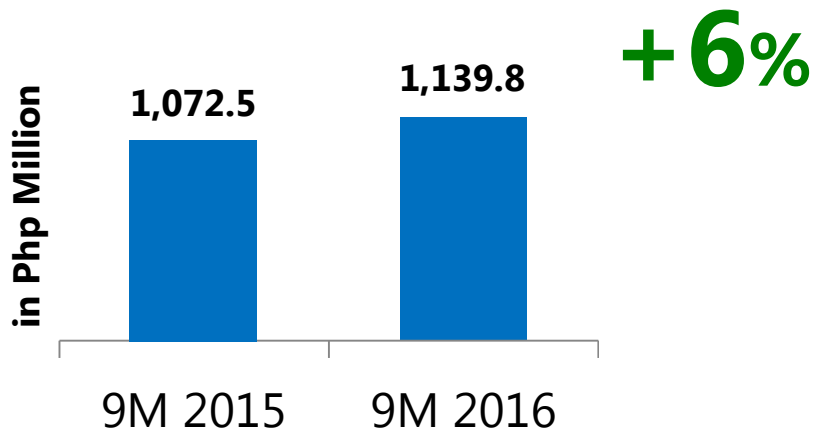


Federal Land Financial Highlights

Revenues



Net Income



- Deliberate scaledown of project launches in 2016
- New projects launched: 2014 (5), 2015 (4) and 2016 (2) to date
- Inventory **-24%** from **2,624** to **1,997** units
- Real estate sales (Php5.9B) **-2%**
- Rent Income **+7%** due to rate escalation
- **7** New project launches for 2017

- Gross Profit margin increased from **30%** to **36%** (extensive cost planning)
- OPEX **-8%** due to operating efficiencies in general and admin costs



Affordable Communities



New developments in Cavite

Philippine Star (31 Oct 2016):
\$50-B Cavite airport and seaport project eyed

Sangley Point airport and port expansion
planned

Source: The Philippine Star

New developments in Cavite

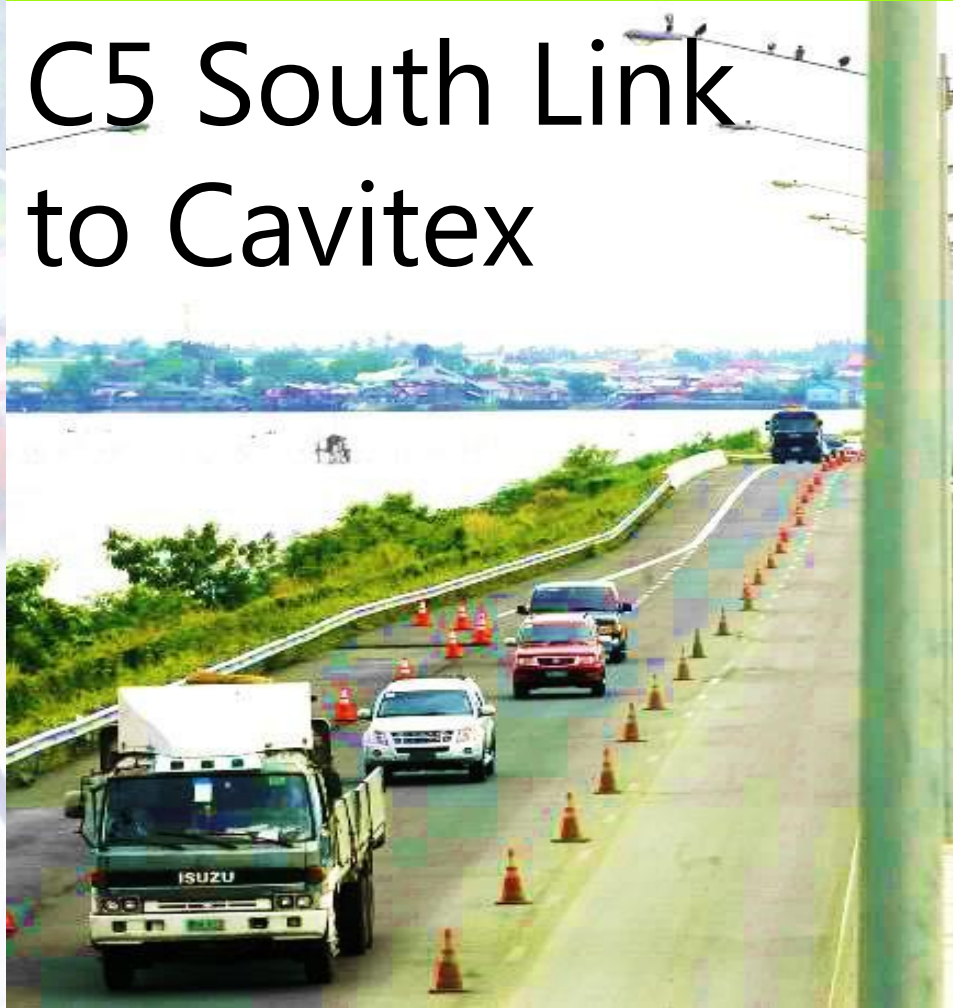
LRT1 extension project



- 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 extension project

New developments in Cavite

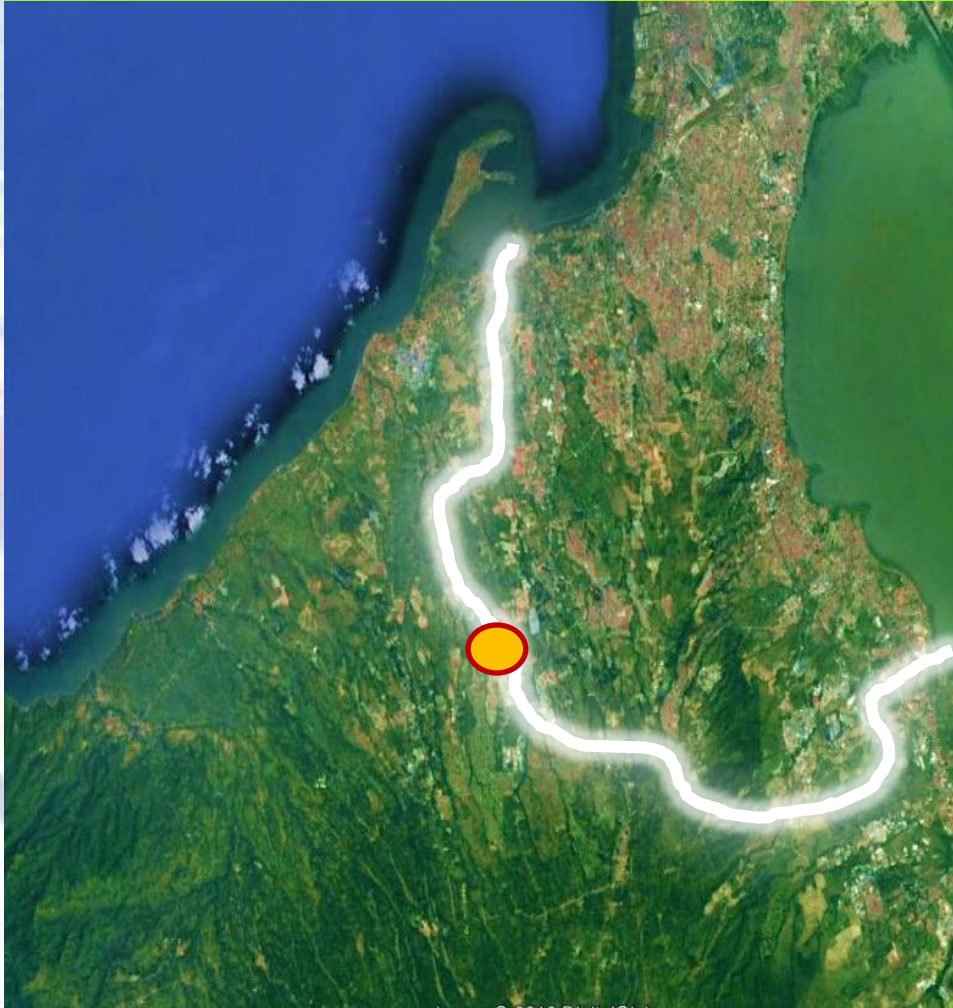
C5 South Link to Cavite



- 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**

Source: MPIC

New developments in Cavite



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



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

EPZA

CALAX Exit

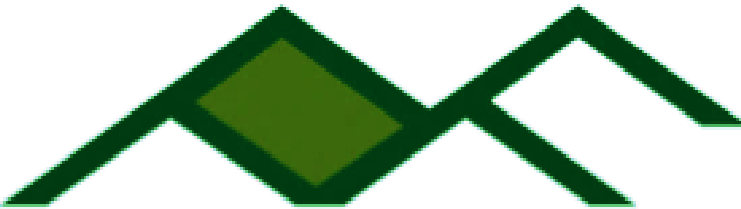
SLEX

LRT-6

5 METRO PACIFIC INVESTMENTS

Aveia Federal Land/ Alveo

EPZA



PRO • FRIENDS
PROPERTY COMPANY OF FRIENDS, INC.

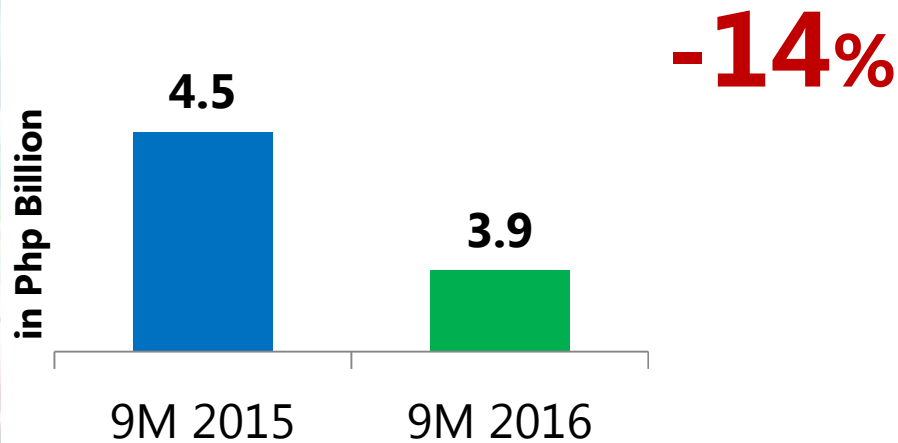
Creating communities, transforming lives.



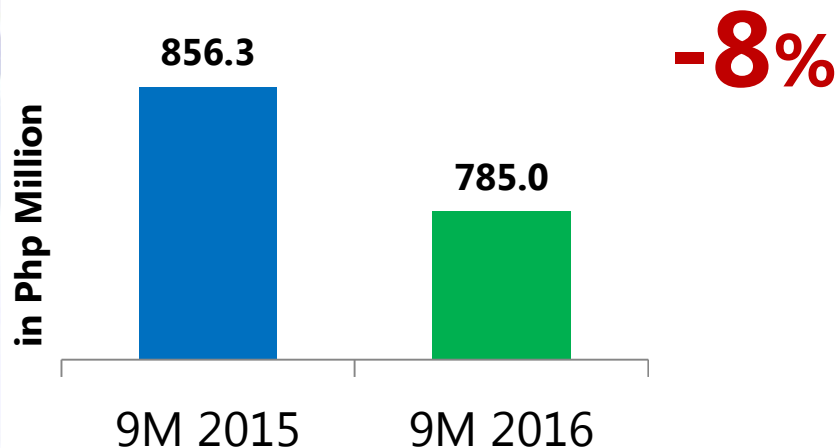
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Pro-Friends Financial Highlights

Revenues



Net Income



- Real estate sales **-20%** from **Php4.3B** to **Php 3.5B** due to deliberate slowdown in pre-selling to catch up with construction backlog
- House production increased from **2,925 units (9mo YTD2015)** to **3,887 units (9mo YTD2016)** for a **33% improvement**, arising from shift in construction process (assembly line)
- Interest income from in-house financing **+303%** from **Php81M** to **Php328M** due to transfer of in-house financing receivables from PFC to PCFI Group effective August 2015
- Commission, Selling, and Marketing **-36%** from **Php622M** to **Php397M** due to lower RES
- Interest expense **-29%** due to prepayment of loans
- We anticipate a bump-up as POC improvements will be realized by Q4

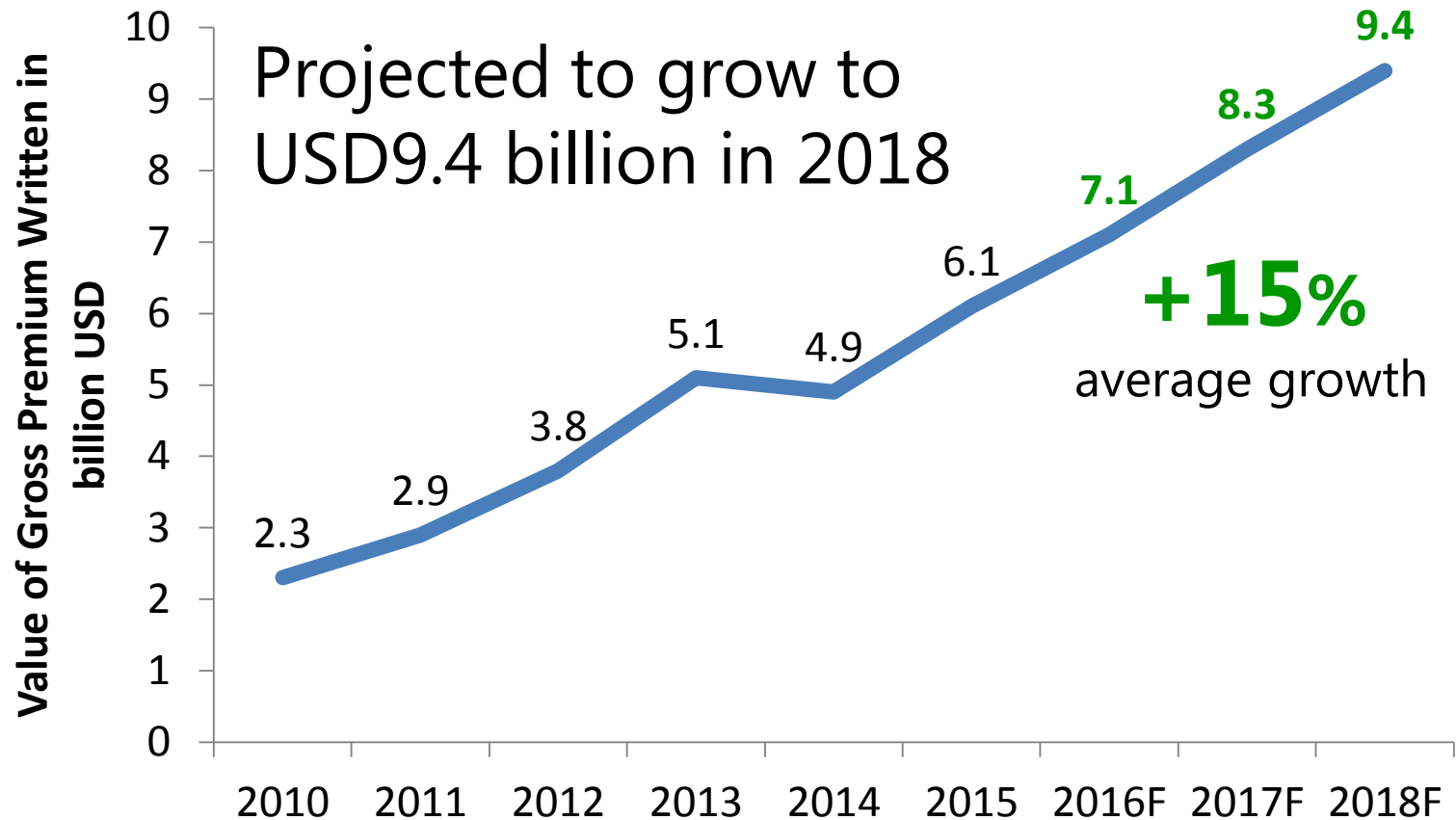


Insurance

Value of **total** insurance premiums, Philippines

2009-2018F, in billion USD

Life and Non-life

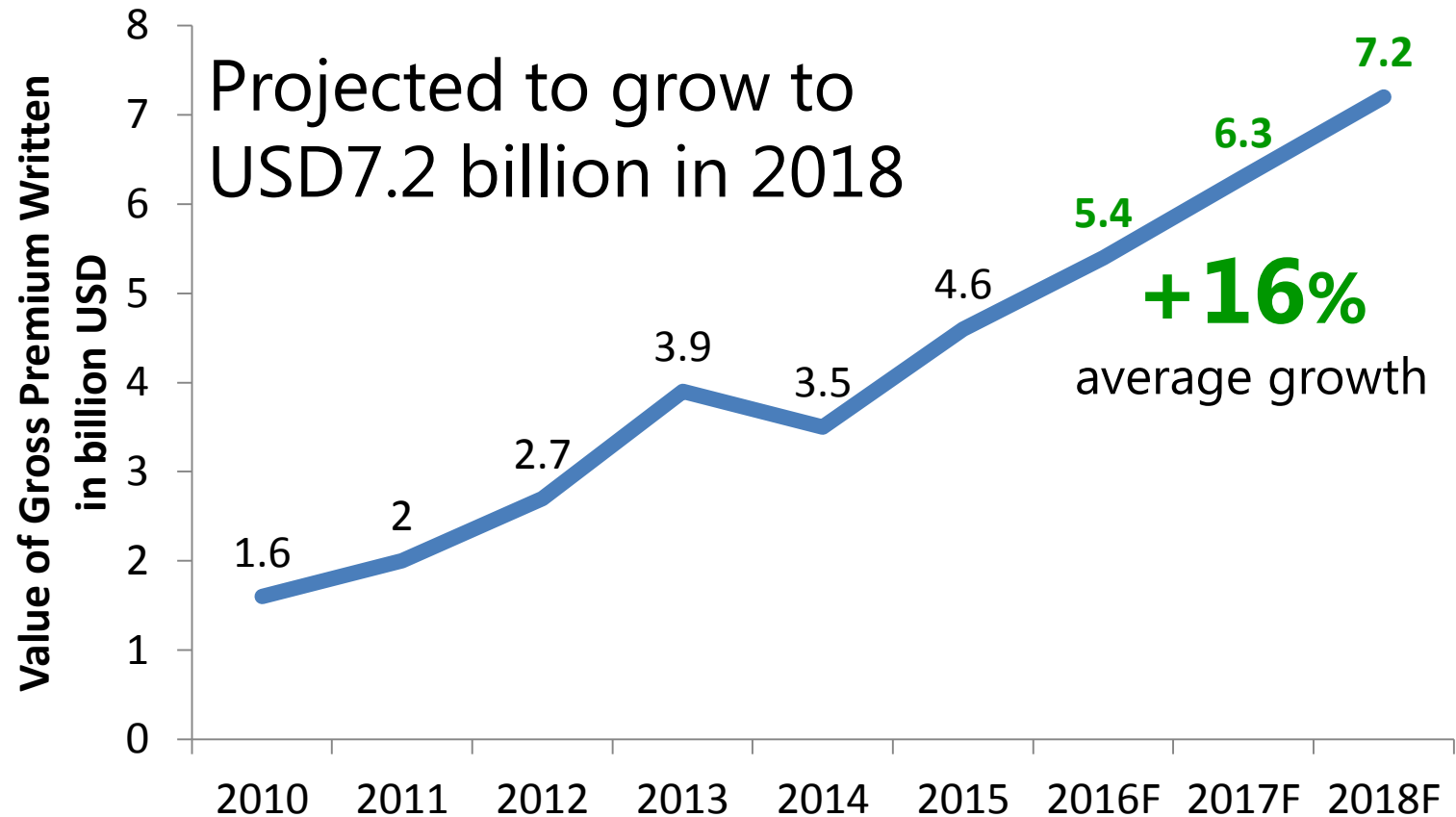


Source: Swiss Re, June 2016

Value of **life** insurance premiums, Philippines

2009-2018F, in billion USD

Life

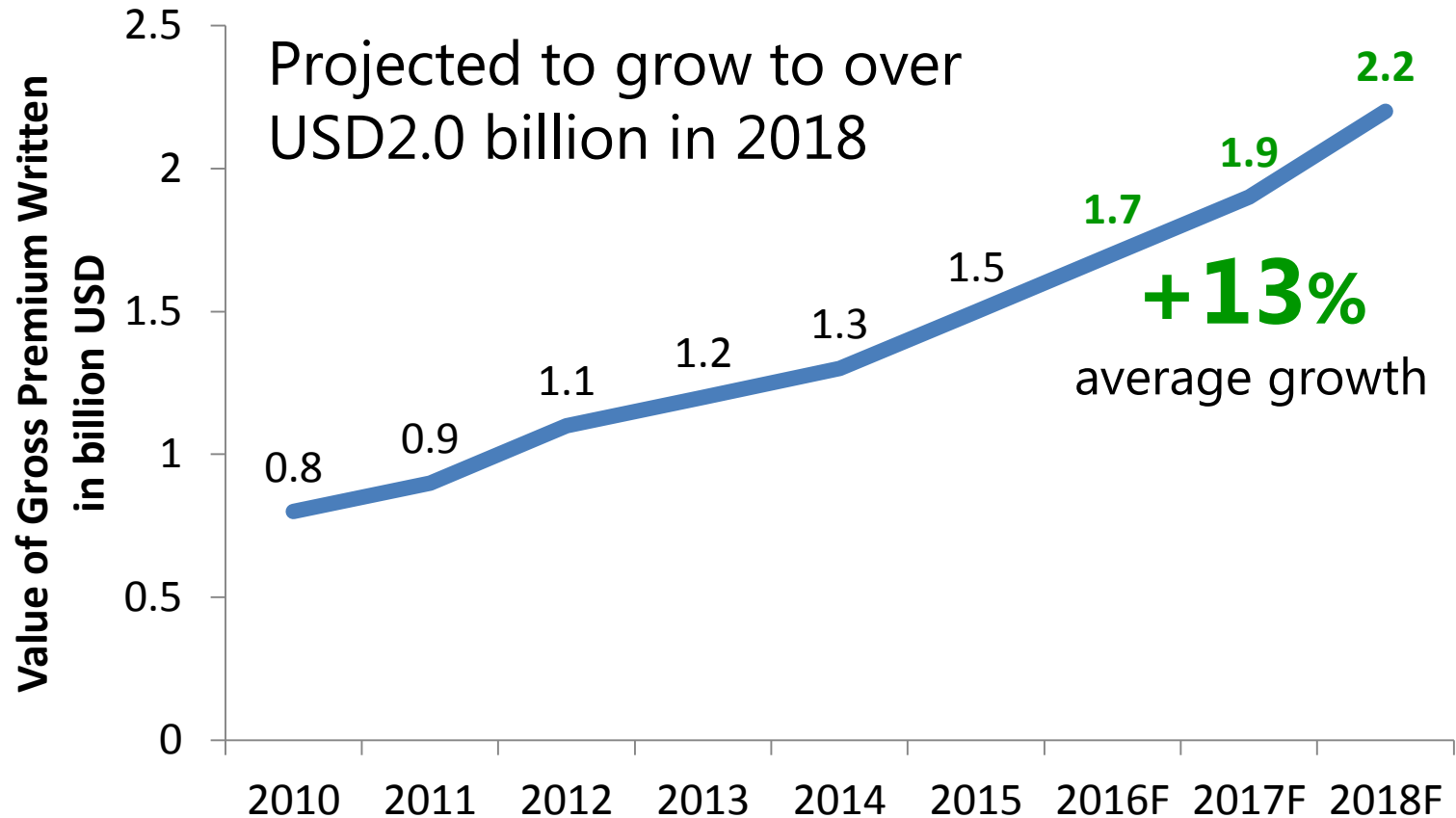


Source: Swiss Re, June 2016

Value of **non-life** insurance premiums

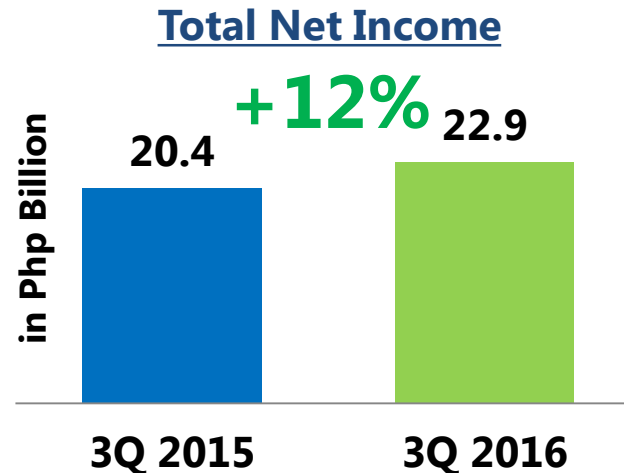
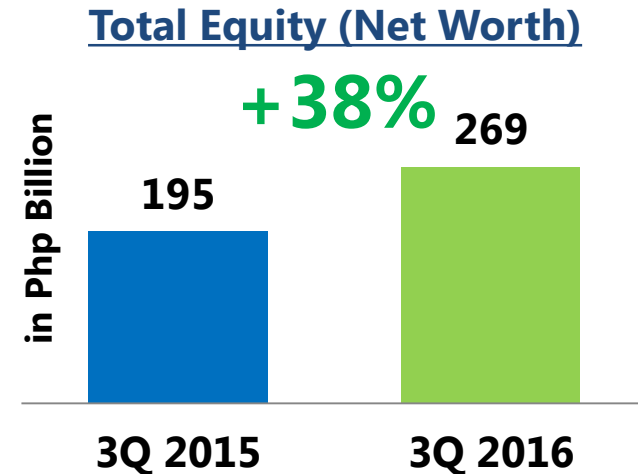
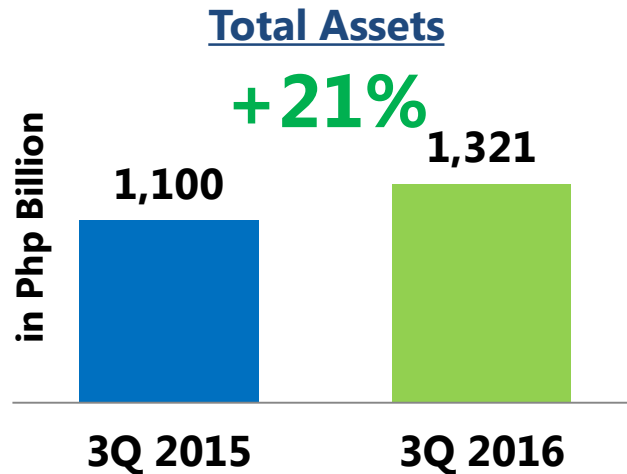
2009-2018F, in billion USD

Non-life



Source: Swiss Re, June 2016

Insurance Industry Updates





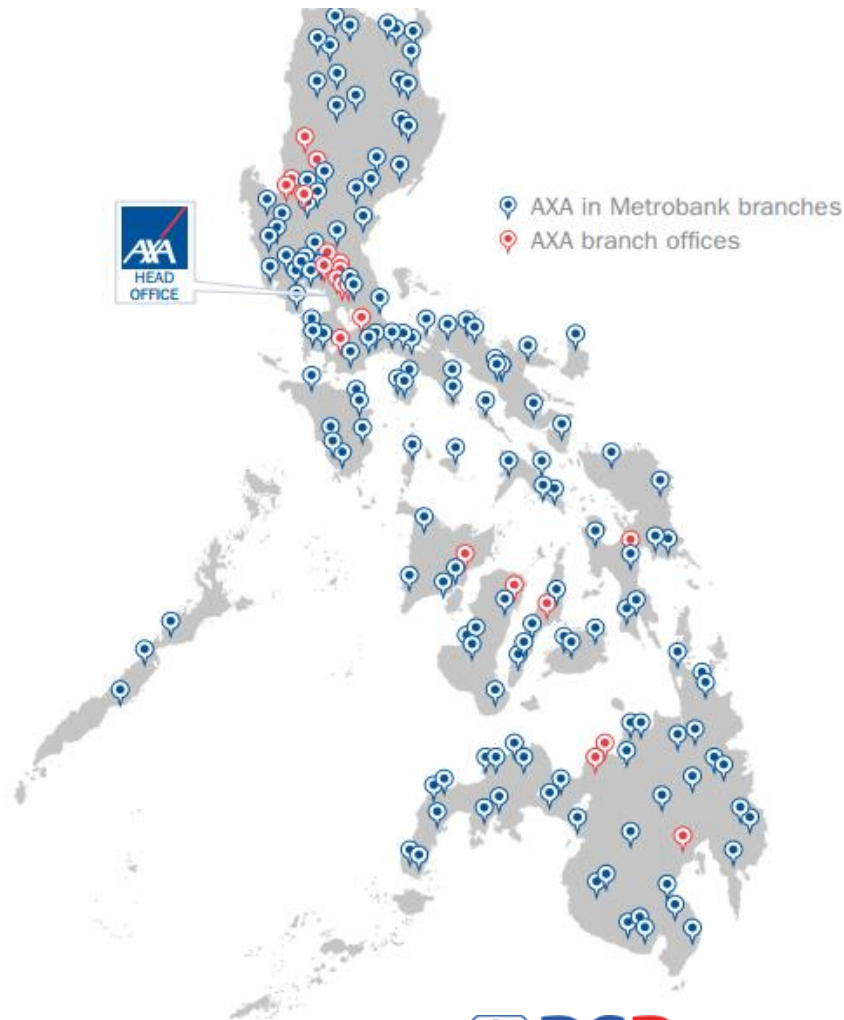
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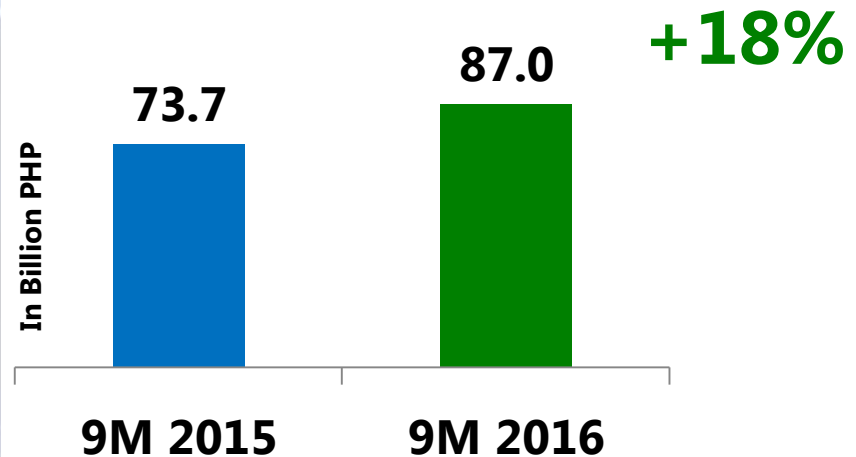
redefining / standards



AXA in the Philippines



- Persistency Ratio: **83%** from 84%
 - Agency Sales Force: **3,000** from 2,700
 - Total bancassurance (Metrobank and PSBank) branches: **925** out of 953 branches
- Assets Under Management**



AXA Financial Highlights*

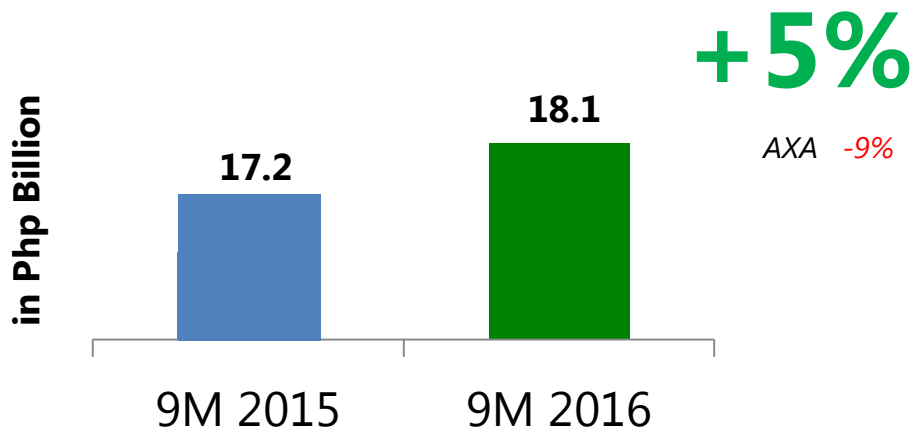


redefining / standards



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Gross Premium



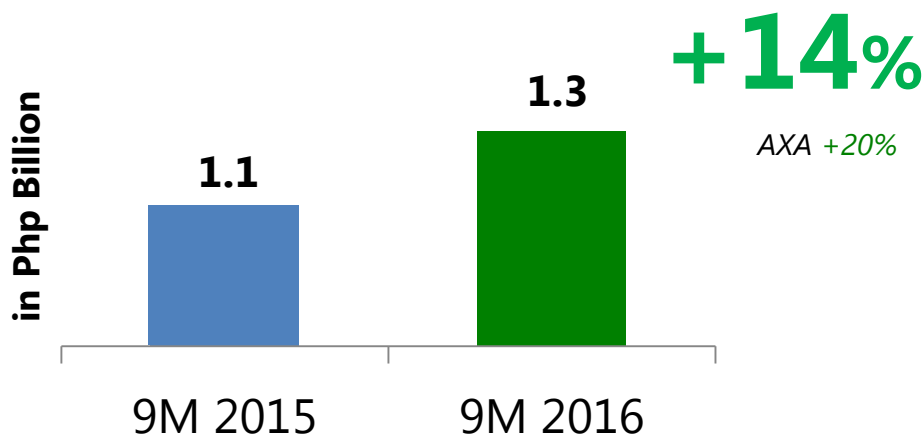
- New Business (APE) at Php3.7B in 2016 vs. Php3.6B in 2015

(+4%)

- Regular Premium **+18%**
- Single Premium **-26%** due to lower demand for unit-linked products

- Single and Regular Premium product mix - **67:33** to **54:46**

Net Income



- Total premium margins **+11%**
- AUM **+18%** Asset management fees **+23%**
- Realized gains Php251M
- Unrealized loss on bonds and equities Php85M
- CPAIC net loss Php64M (6 mos.)

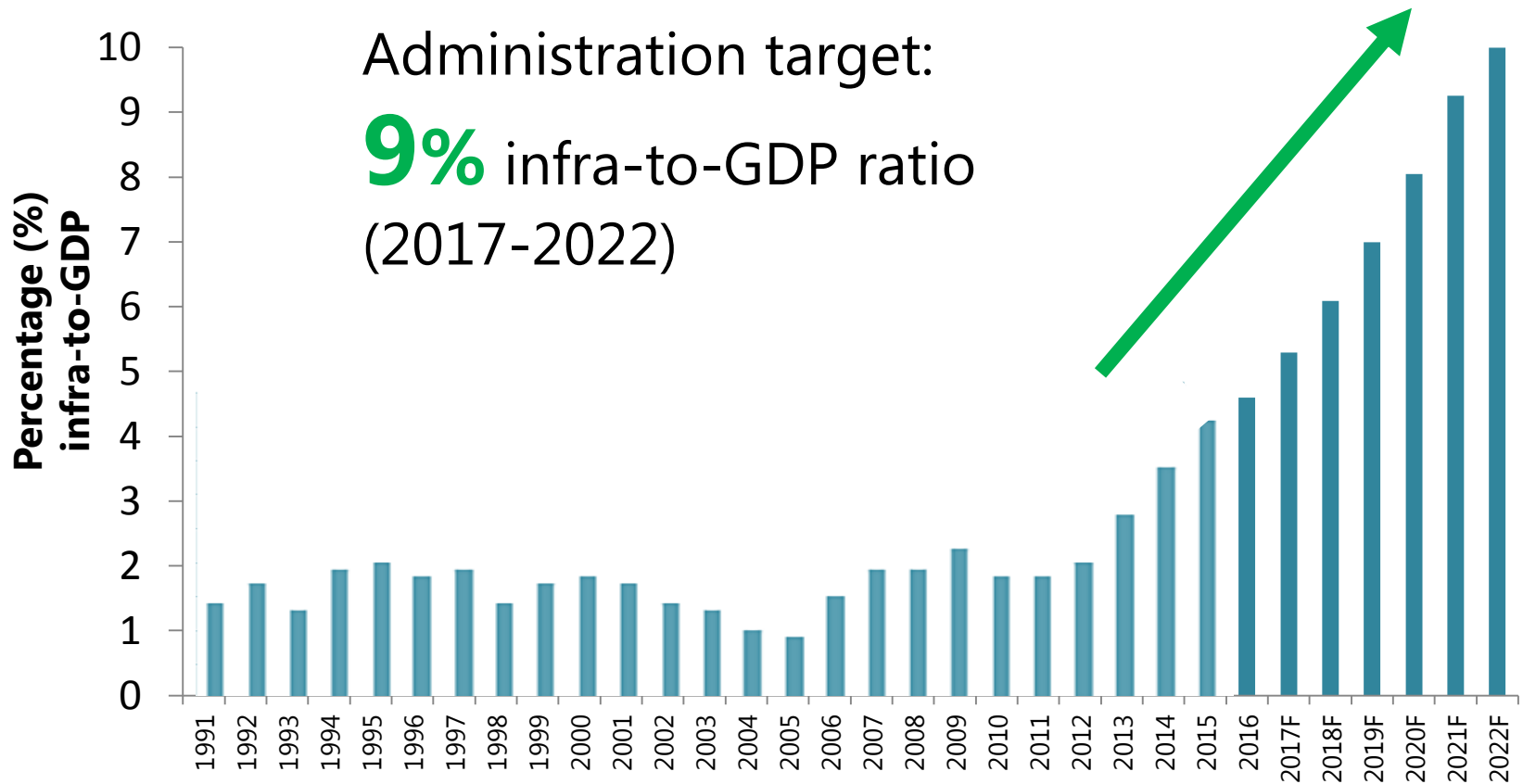
*includes CPAIC effective April 1, 2016

Infrastructure & Utilities



Public infrastructure-to-GDP ratio

Infrastructure is expected to lift GDP growth





**METRO
PACIFIC**
INVESTMENTS

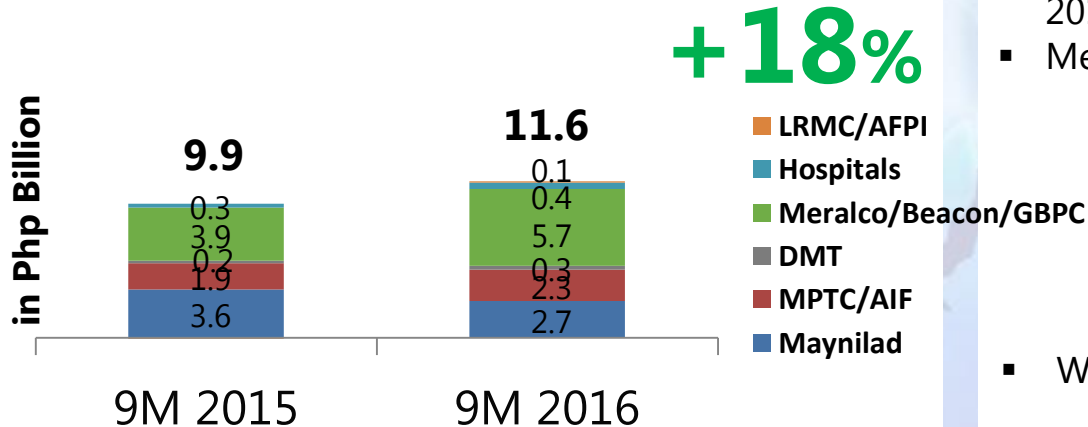


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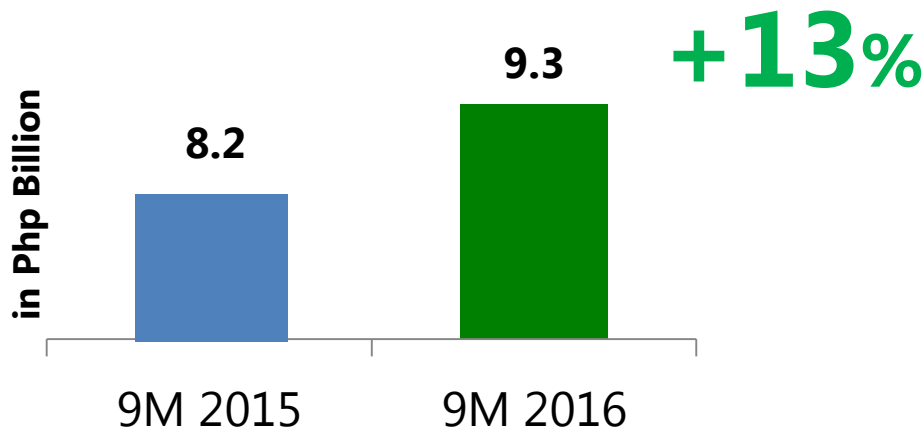
Metro Pacific Financial Highlights

Share in Operating Net Income (Core)



- Acquisition of GBPC through Beacon in May 2016
- Meralco
 - Energy sales **+9%**
 - Increased direct equity stake from 32.5% to **41.2%** effective June
 - Higher preferred dividend income from Beacon; Php1.2B - 9M2016 (18 mos.) vs. Php0.41B - 9M2015 (6 mos.)
- Water
 - Billed volume **+4%**
 - Expiration of ITH
- Toll Roads
 - Increase in average daily traffic in NLEX **+9%**, Cavitex **+6%**, and SCTEX **+16%**, DMT & CII **+11%**
- Hospitals
 - Increase in gross revenues from existing and new hospitals **+27%**
 - Out-patient **+34%**
 - In-patient **+26%**
- Equity accounting net income for GT Capital for 4 months at **Php809M**

Core Net Income

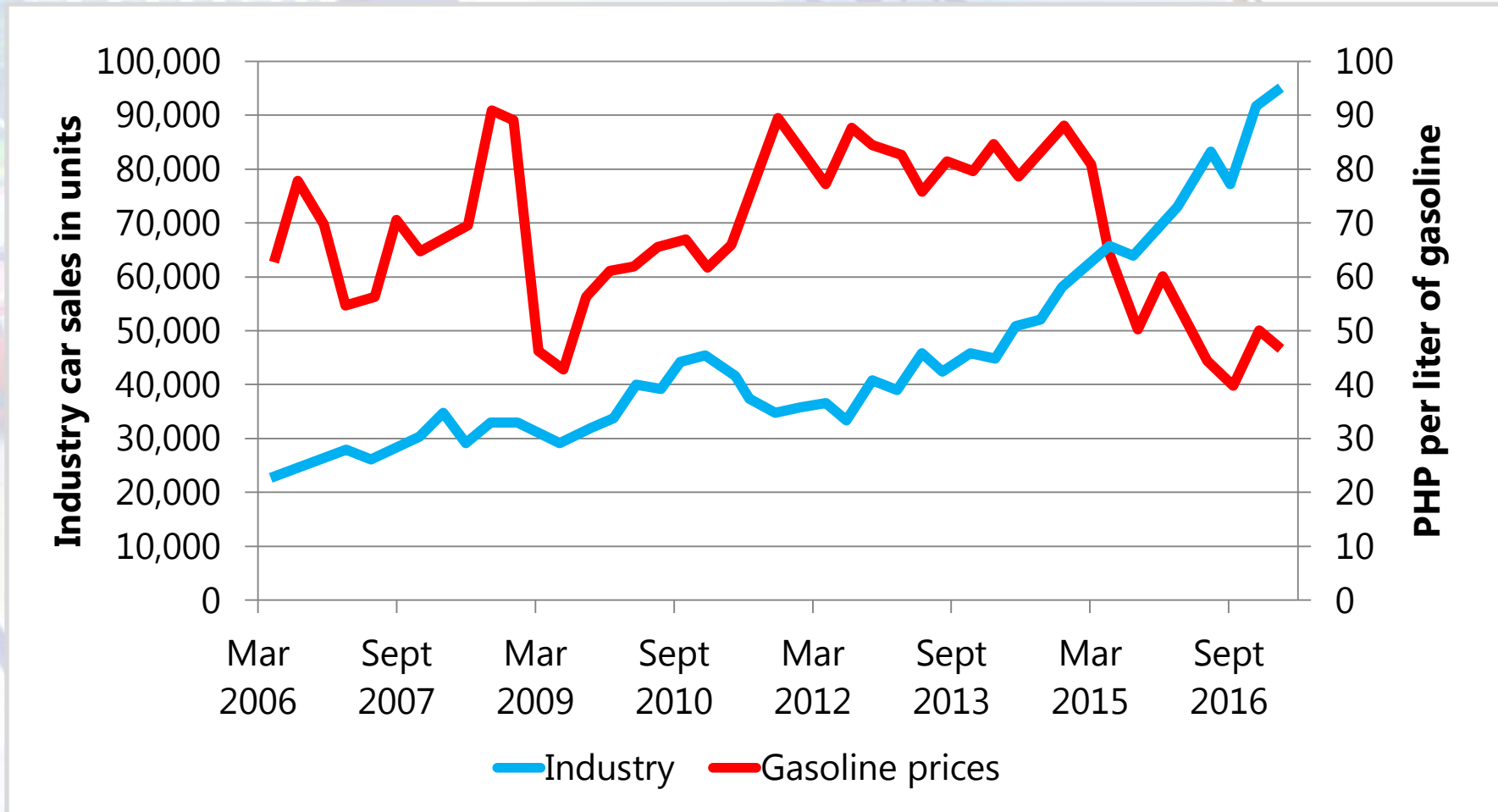




Automotive

Industry car sales vs. gasoline prices

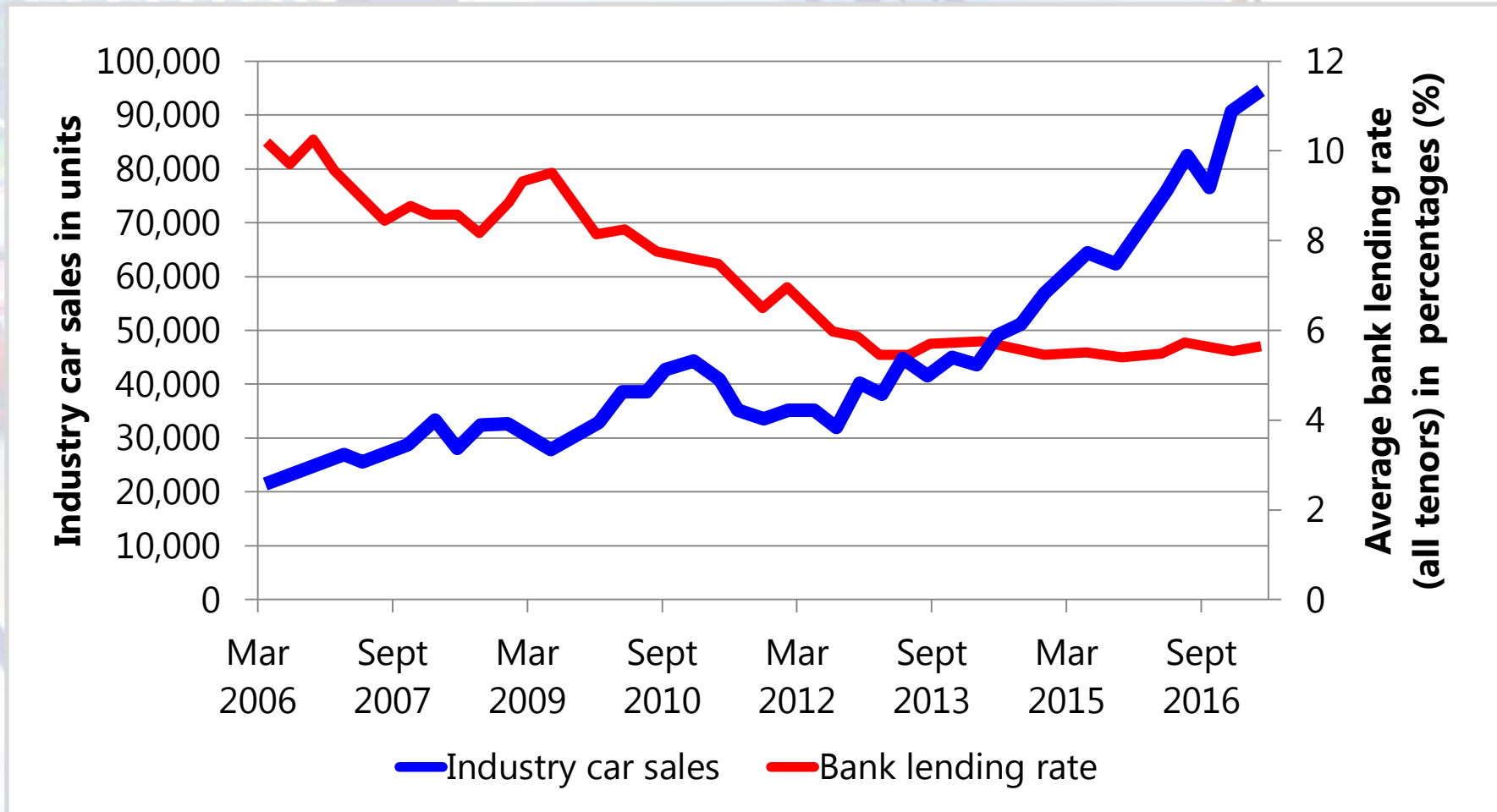
Gasoline prices erratic; auto sales not as volatile



Source: PEP-BAML report, CAMPI, Bloomberg

Industry car sales vs avg. bank lending rates

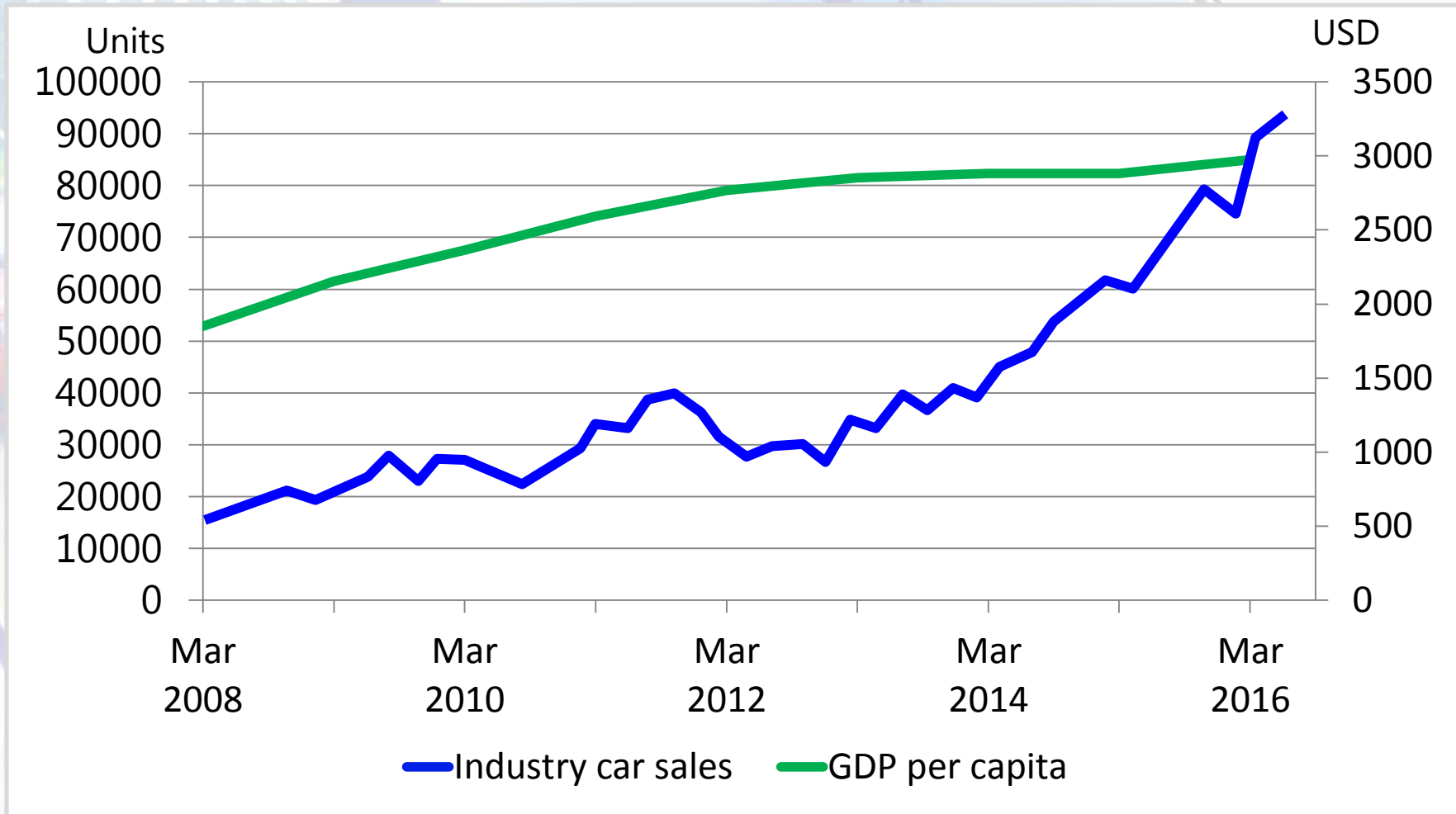
Continued affordability of car loans boosted sales



Source: CAMPI, PEP-BAML

Industry car sales vs. PH GDP per capita

As the economy grows, more Filipinos buy cars



Source: CAMPI, PEP-BAML



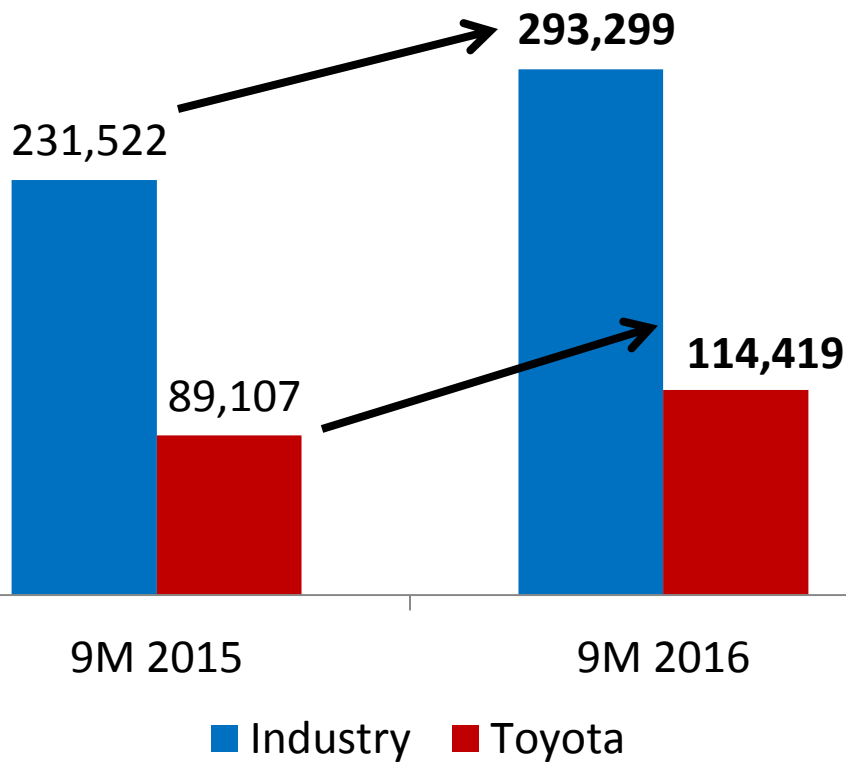
TOYOTA



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Auto Industry versus TMP

Retail Unit Sales, as of September 2016



Industry growth

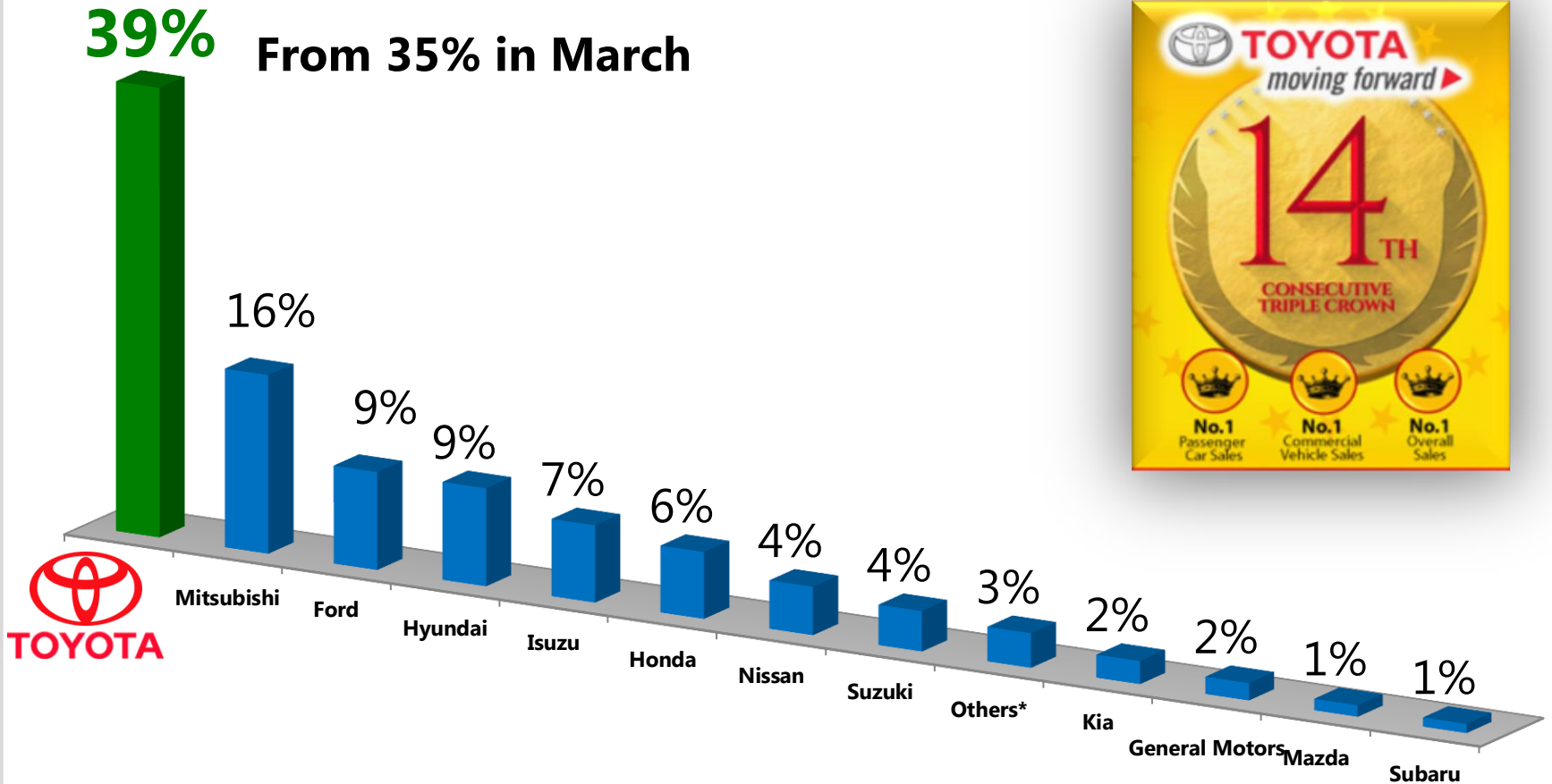
▲27% Y-O-Y

Toyota growth

▲28% Y-O-Y

Overall Market Share

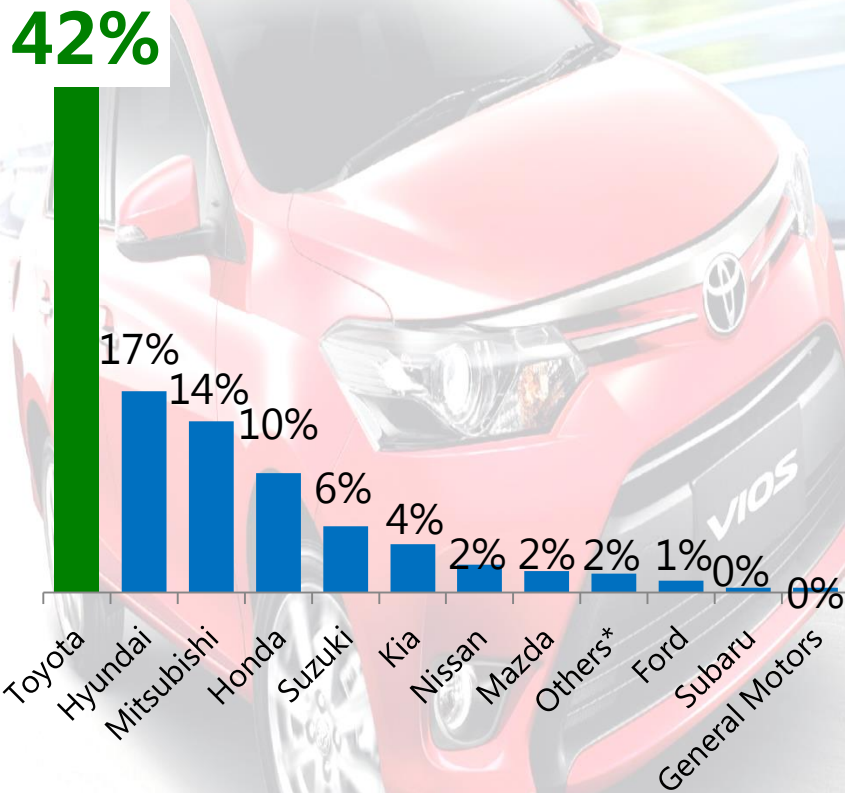
As of September 2016



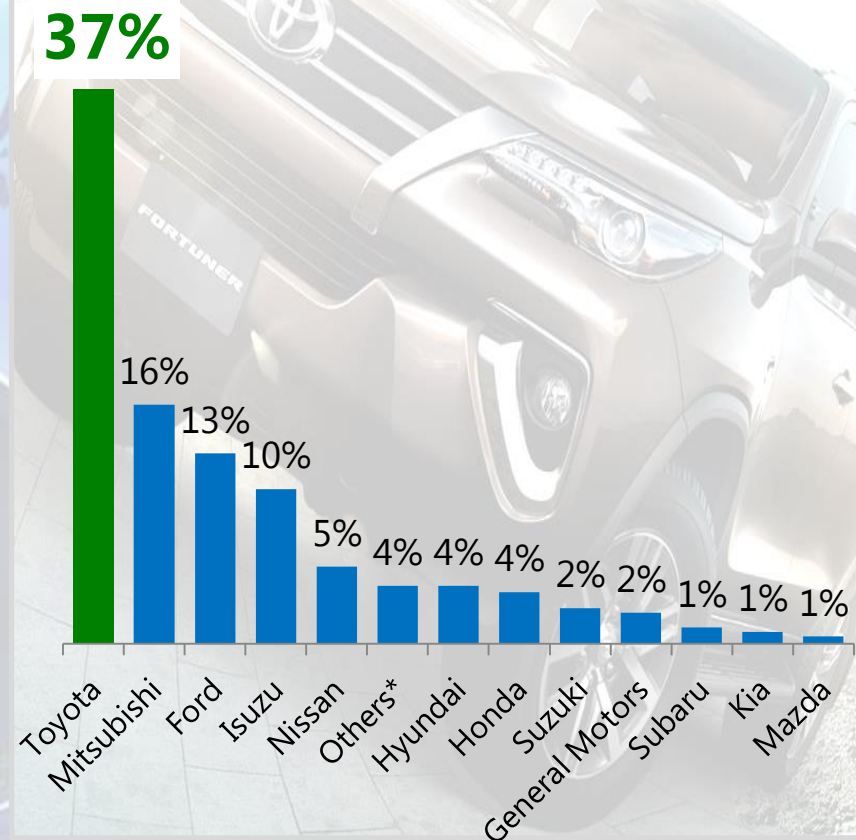
Auto Industry Market Share

As of September 2016

Passenger Car



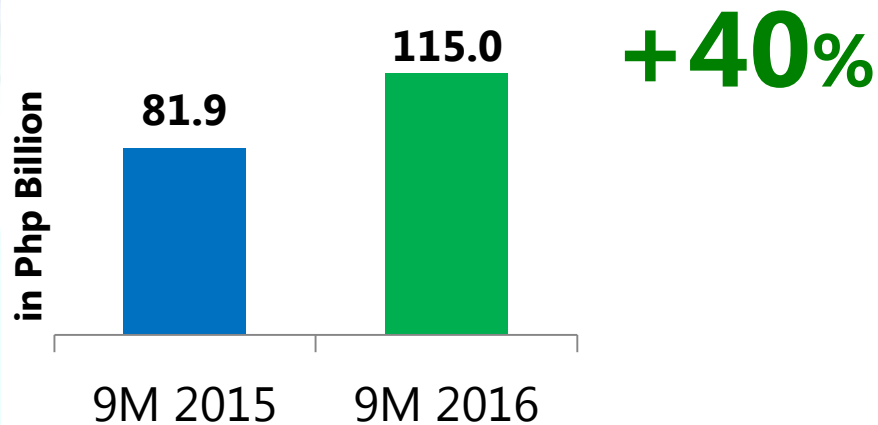
Commercial Vehicle



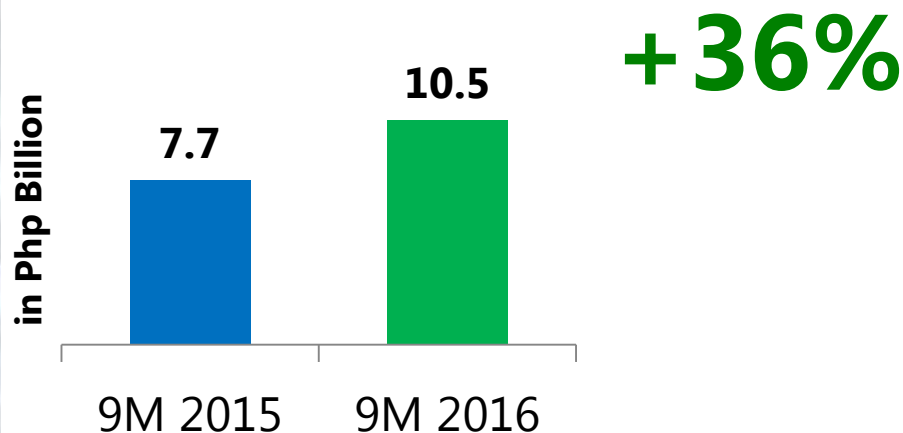
TMP Financial Highlights



Revenues



Net Income ATP



- Wholesale volume **+38%**
120,136 units
- Strong sales:
 - PCs: Vios (+15%) and Wigo (+52%)
 - CVs: Hiace (+43%), Fortuner (+80%), Innova (+14%), Avanza (+80%) and Hilux (+68%)
- Overall market share **39%** from **38.5%**
- Due to higher sales volume, lower CKD parts cost (F/X translation cost), and price increases



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**Fulfilling the Promise
of Creating Value**

STRATEGIC INITIATIVES

Metro **World Equity** Feeder Fund

Investing globally is now within reach with minimum US\$2,000

- U.S. dollar-denominated
- for clients with an investment horizon of at least five years
- can tolerate a high degree of risk for superior capital growth
- **available starting 21 Sept 2016**

Federal Land New Launches



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VI
SIX SENSES

ENDLESS
POSSIBILITIES

Six Senses Resort Tower 6: i-Imagine

SEPTEMBER 2016

Artist's Perspective

PENINSULA
GARDEN
Midtown Homes

Enjoy a safe
haven in Manila

**Peninsula Garden Midtown Homes
Tower 7: Mango**

JUNE 2016

New Products from AXA

AXA
redefining / standards



The myAXA app

- Manage your AXA account and take your next step while on the go
- Access your account information anytime, anywhere
- Connect with your AXA financial advisor through mobile



New Products from AXA



redefining / standards



GT CAPITAL
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GLOBAL
HEALTH / ACCESS
YOU DESERVE NO LESS

You've already secured your wealth,
now it's time to focus on your health.

- Comprehensive health plan that provides up to P150M annual coverage **anywhere in the world** (renewable until age 99)
- Provides the customer the option to choose his/her own doctor and have cashless transactions, plus other world-class services such as international emergency medical assistance, road ambulance transport, second medical opinion, 24/7 Health Support and a Global Concierge

Toyota Dealerships



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Target by end of year	2012	2013	2014	2015	2016
Number of Dealerships	32	42	45	49	54

Expansion in *Next Wave Cities* Outside Metro Manila



Toyota Bacoor, Cavite
Opened July 2016

53 Dealerships as of 15 November 2016

Opening soon: Angeles, Pampanga (December), Ilocos Norte, Tugueguerao, Isabela, Santa Rosa, Laguna, SBMA (2017)

The New Toyota Vios



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