



# GT CAPITAL HOLDINGS, INC.

## Jan to Sep 2014 Briefing 13 November 2014



**Shifting to Higher Gear, Maximizing Synergies**

9.56%	83.66	+80.25 ▲	256.36
	56.39	+74.36 ▲	375.69
	24.35	+45.23 ▲	248.36
	45.35	+79.23 ▲	350.33
	56.39	+74.36 ▲	226.36
	24.35	+45.23 ▲	375.69
	65.36	+96.36 ▲	748.36
	32.23	+5.33 ▲	396.33
	44.45	+2.55 ▲	282.86
	83.66	+80.25 ▲	256.36

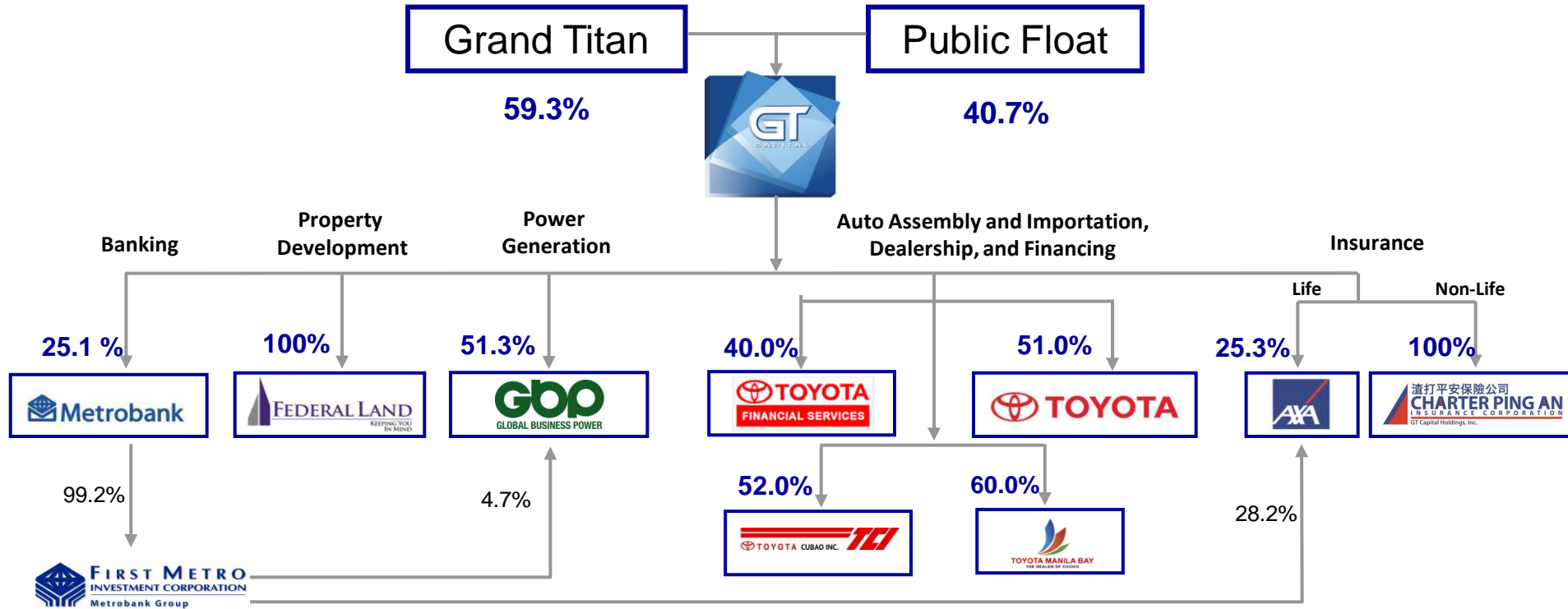
# Recent Corporate Initiatives



**PHP12 billion fixed-rate bond issuance  
07 August 2014  
5, 7, and 10-year tenors**

**Acquisition of Toyota Financial Services  
29 August 2014  
40% ownership**

# GT Capital Ownership Structure





**GT CAPITAL HOLDINGS, INC.**

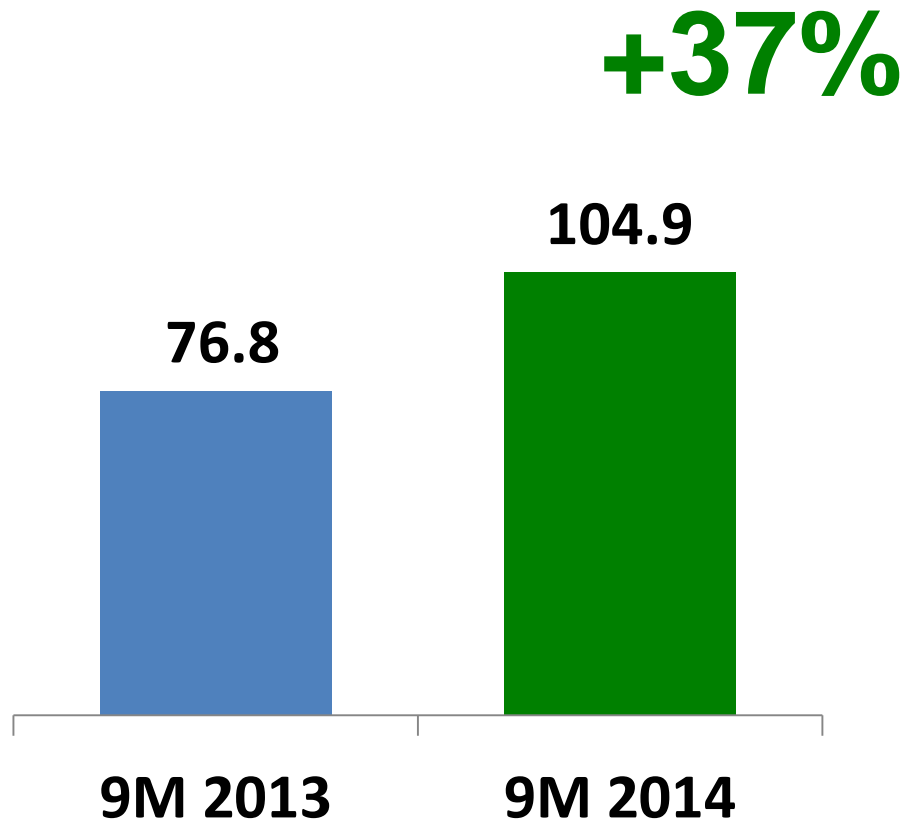
# **Jan to Sep 2014 Consolidated Financial Highlights**

# GT Capital 9M 2014 Financial Highlights



## Revenues

In PHP Billion

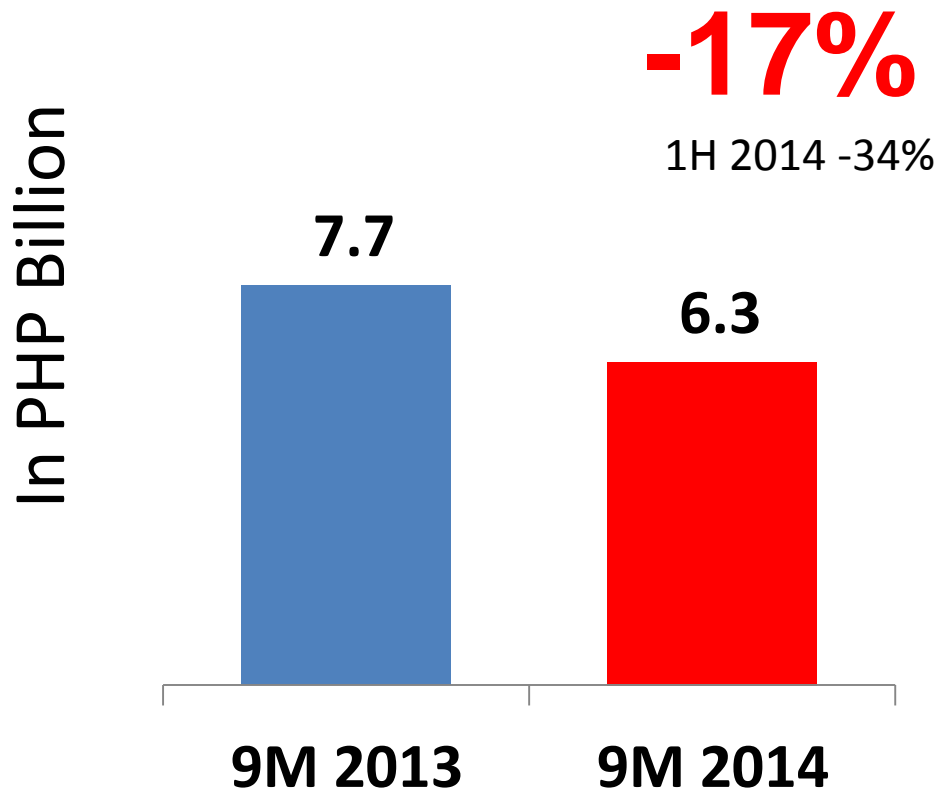


- TMP (+50%) and GBP (+14%) account for 89% of revenues (Php93.51 billion)
- Real Estate Sales: Php5.3 billion (+27%)
- Associates contributed Php2.8 billion (-32% decline) (1H 2014: -42%)
- CPAIC Consolidation: Php1.3 billion

# GT Capital 9M 2014 Financial Highlights



## Consolidated (Core and Non-Core) Net Income



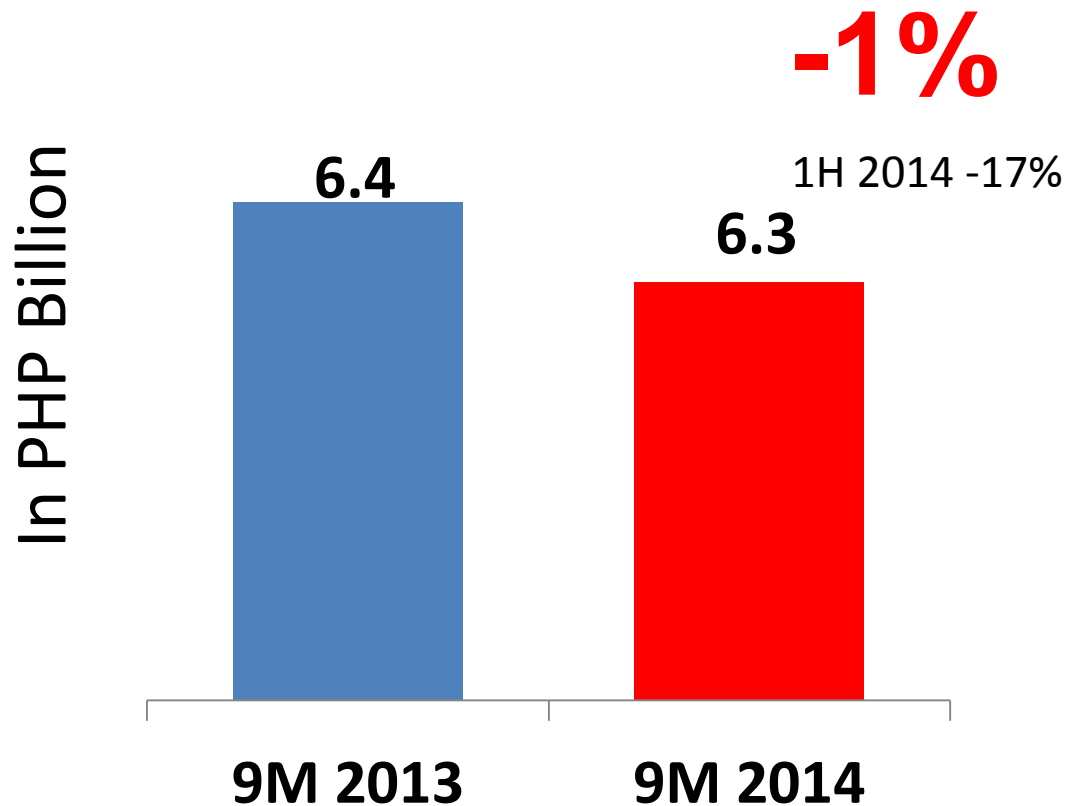
- 9M 2013 includes **Php1.3B** in non-recurring income



# GT Capital 9M 2014 Financial Highlights



## Core Net Income

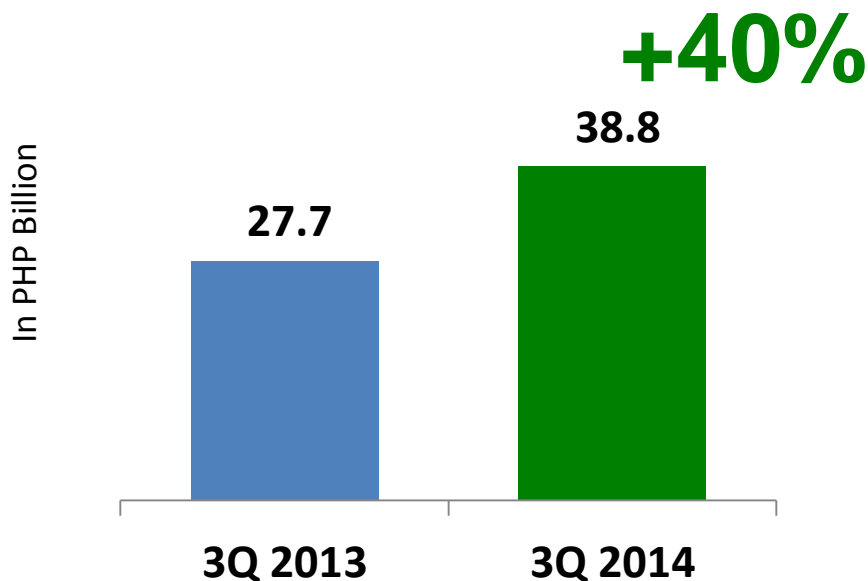


- MBT securities and FX trading gains **from Php14.3B to Php1.5B**
- TMP **+53%**, Fed Land **+26%** and GBP **+8%** net income growth

# GT Capital 3Q 2014 vs 3Q 2013 Financial Highlights

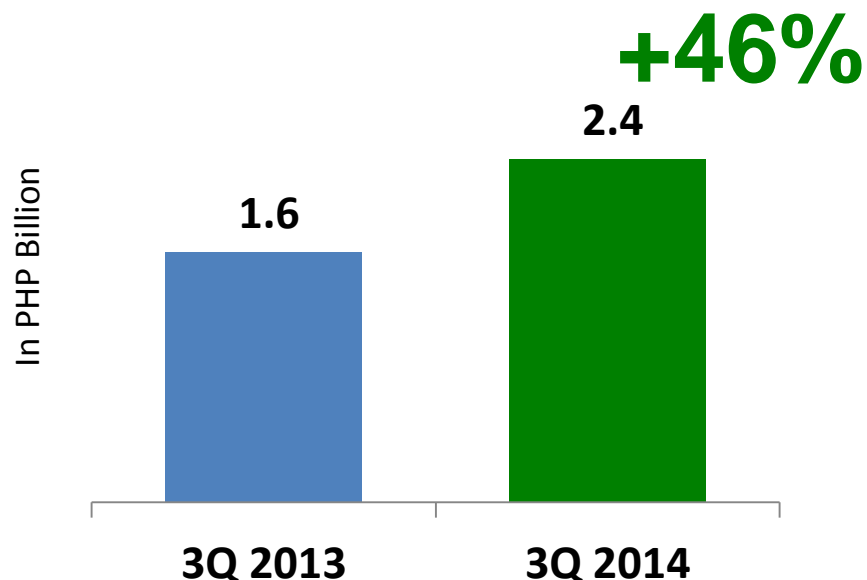


## Revenues



- Increase in Auto Sales **+42%**, Net Fees **+33%** and Real Estate Sales **+23%**
- Consolidation of CPAIC and TCI

## Conso Net Income ATP



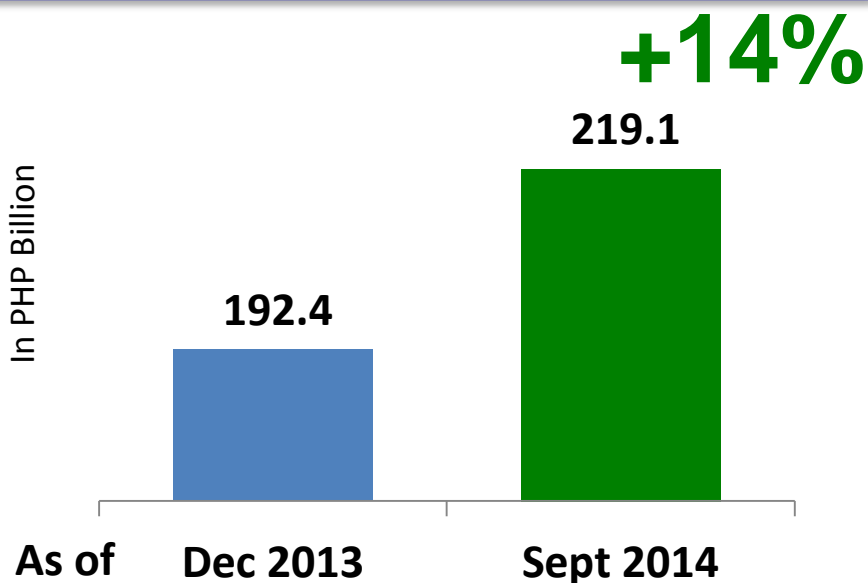
- Net income growth: TMP **+104%**, MBTC **+57%**, AXA **+51%** and GBP **+90%**.



# GT Capital 9M 2014 Balance Sheet

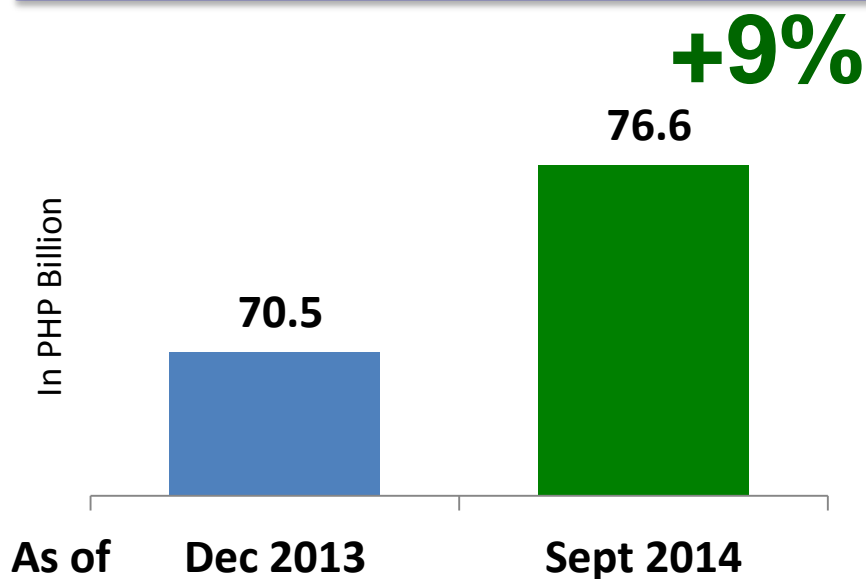


## Total Assets



- Increased Receivables and Inventory from Fed Land
- Consolidation of CPAIC and TCI
- Investments in TFS, CPAIC, TCI and TMBC

## Equity Attributable to Parent



- Net Income for the Period, net of cash dividends paid



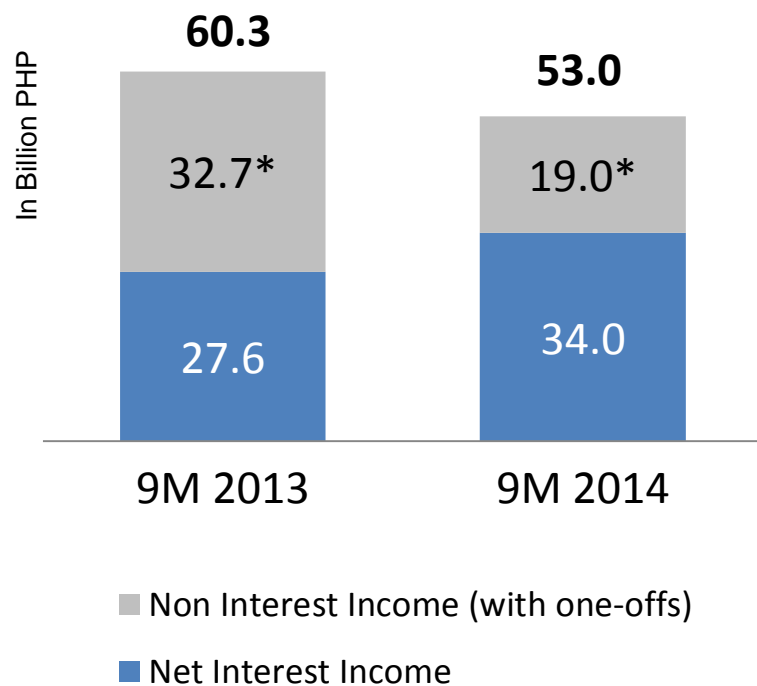
**GT CAPITAL**  
HOLDINGS INCORPORATED



# Banking



## Total Operating Income



## Consolidated net income P13.1B

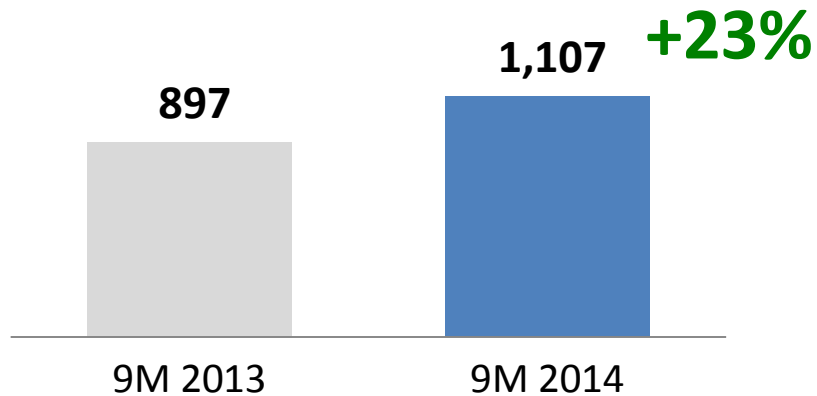
- Strong growth in Net interest income **+23%**
- YoY growth:
  - loans **+21%**
  - deposits **+23%**
- Steady NIMs at **3.8%**

\* One offs include sale of Toyota Motor Philippines, Global Business Power in 2013, and ROPA and associates in 2014

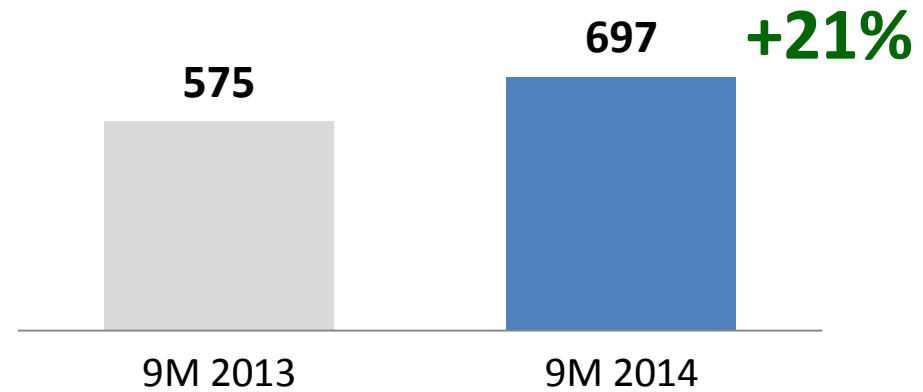
# MBT Financial Highlights



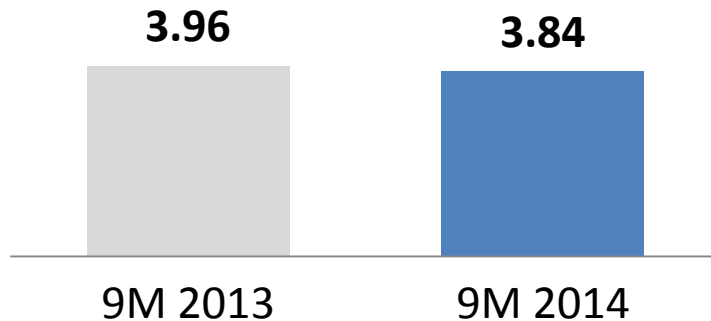
## Deposits (PHP Billion)



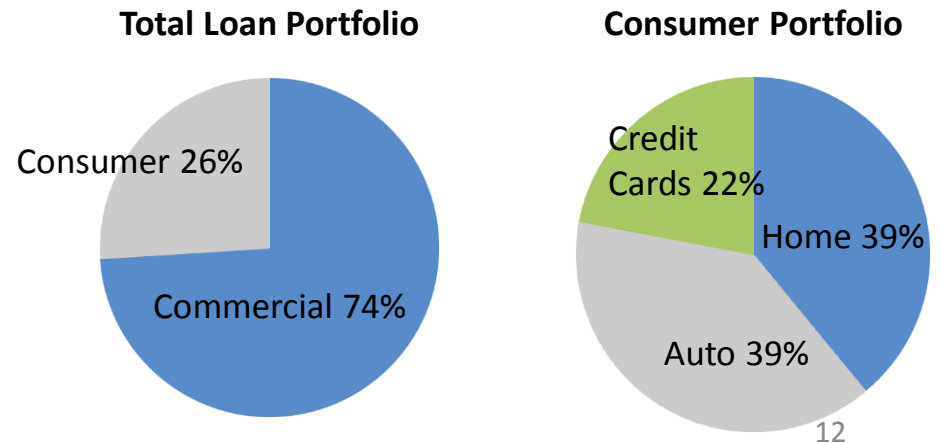
## Loans and Receivables (PHP Billion)



## Net Interest Margin (%)



## Loan Breakdown (9M 2014)



# MBT New UITF Products



## METROBANK UITFs

Fixed-Income, Balanced, Equity Funds

### Metro PSEi Tracker Fund

Invested in stocks that mimic the PSEi

### Metro High Dividend Yield

Invested in stocks that provide above average returns from dividends

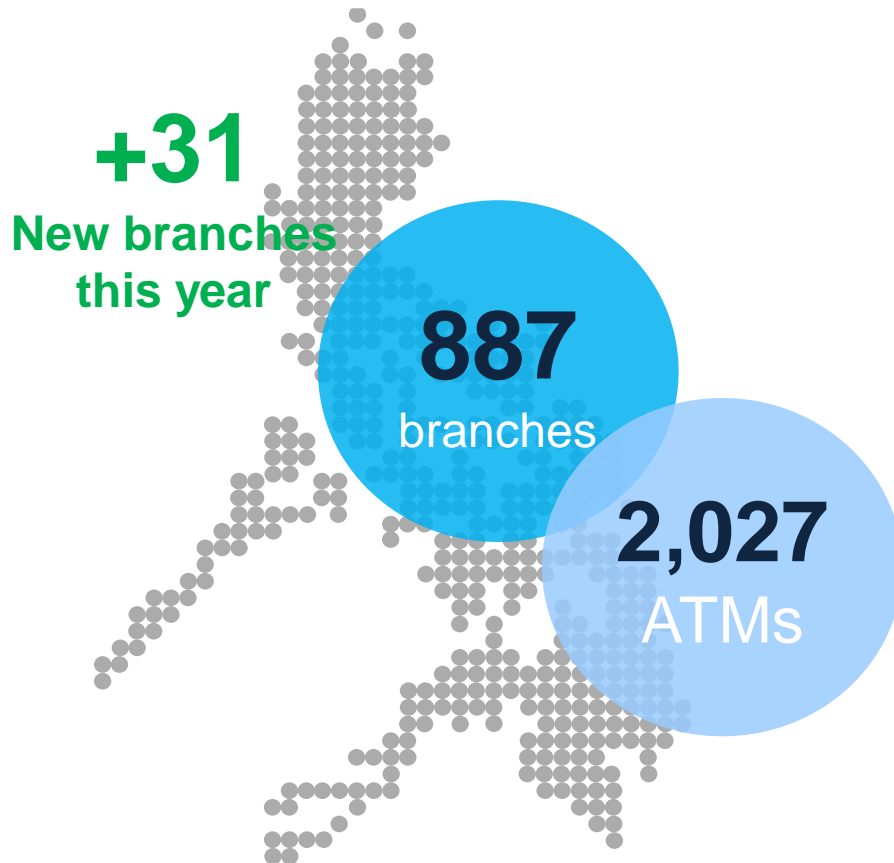
Minimum investment  
P25,000

Minimum holding period  
30 days

# MBT Network Coverage



## Largest Consolidated Domestic Branch Network



## Overseas Network Coverage







**GT CAPITAL**  
HOLDINGS INCORPORATED

**TOYOTA MOTOR PHILIPPINES CORPORATION**



# Automotive

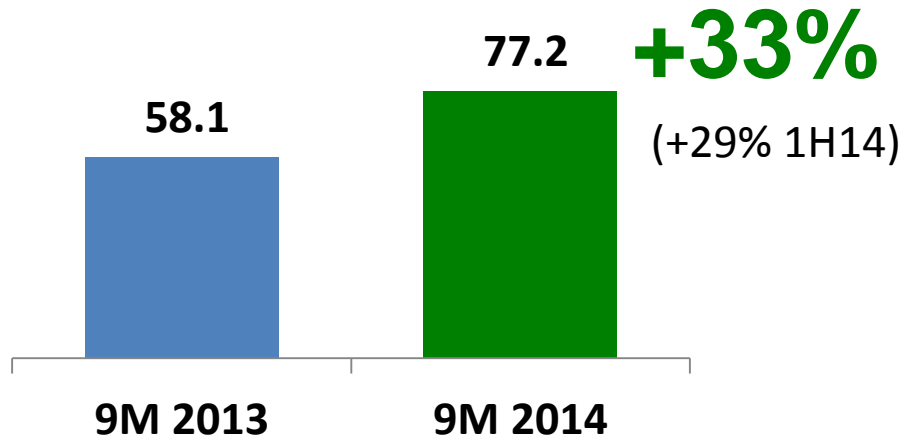


# TMP Financial Highlights



## Revenues

In Billion PHP

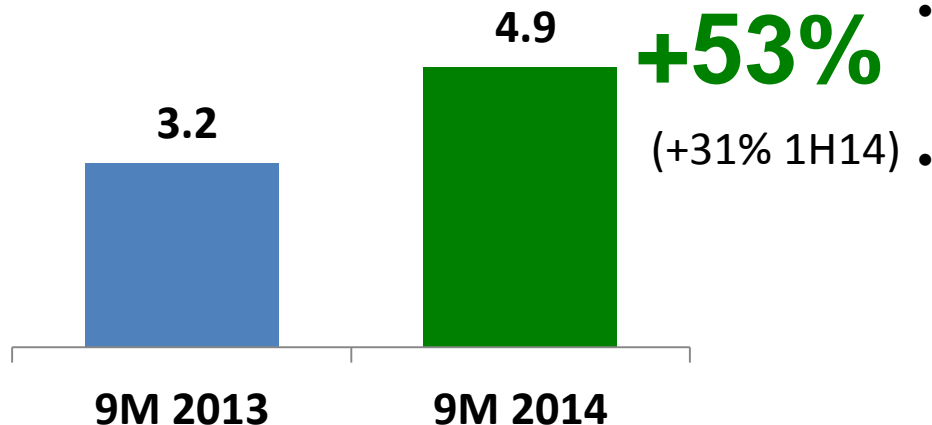


- Positive performance due to:
  - **76,631** retail units sold

- Strong sales:
  - PCs: Vios, Corolla Altis, Wigo and Yaris models
  - CVs: Fortuner, Innova and Hiace models

## Net Income

In Billion PHP



- Aggressive sales and marketing initiatives
- Strong dealership network with 44 branches nationwide

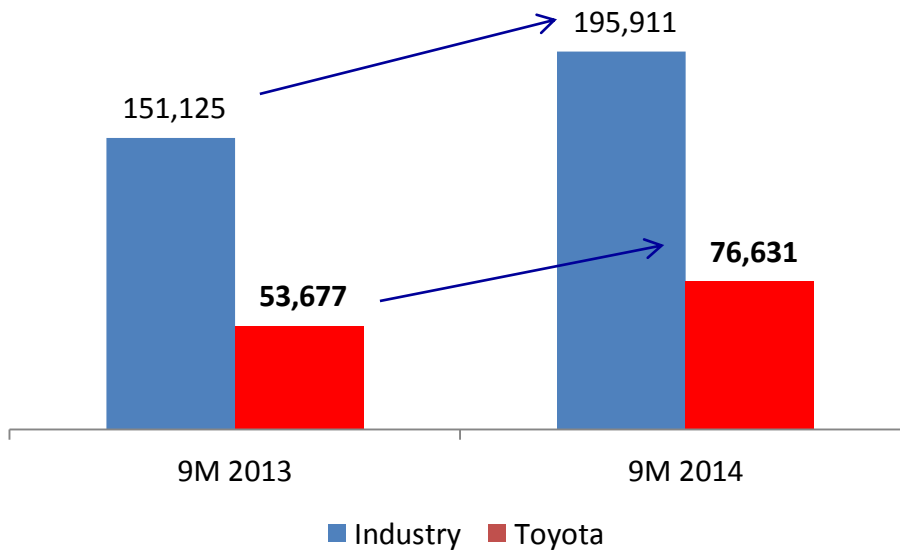
# Auto Industry Market Share



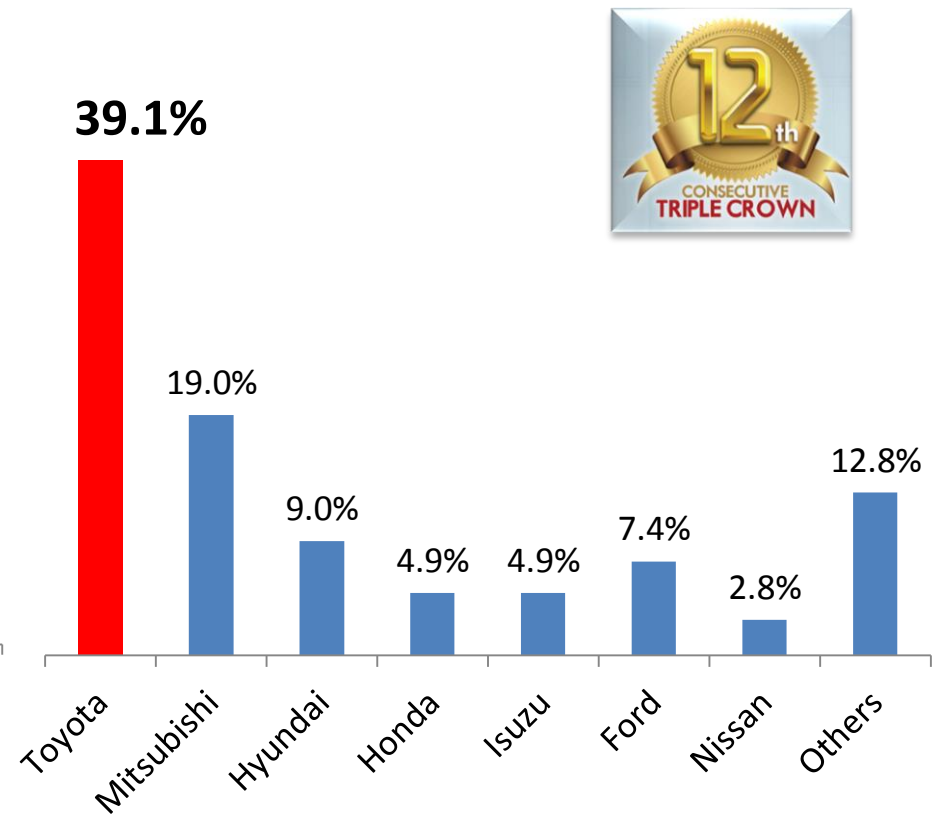
## Auto Industry vs. TMP Unit Sales 9M 2014

Industry Growth **+29.6% YoY**

Toyota Growth **+42.8% YoY**



## Total Market Share (%) 9M 2014



# Toyota Dealerships



Target by end of year	2012	2013	2014	2015	2016
No. of Dealerships	32	42	47	56	63



As of September 2014:  
**44 dealers**



Metro Manila

- New Dealership
- Old Dealership

Source: Company data



# 2014 Vios Cup



October 2014





# Philippine International Motorshow



September 2014



# Improved Model Variants



**New-color FJ Cruiser**



**Minor change Fortuner**

# Lexus



## NX

 **LEXUS**  
AMAZING IN MOTION



CHANGE THE WAY  
YOU DRIVE THE GAME  
**THE NEW LEXUS NX**

To win a game, you don't stick to expectations – you defy them. The Lexus NX is the ultimate example, fusing power with style to create a unique vehicle that redefines the SUV game.

The NX features an **eco-turbo engine** with **superior horse power** and **agile road performance**. Add a **stylish body** with **spacious interior** to get an SUV that combines power and style to conquer any driving challenge.

The NX also comes in **hybrid** variant.

**Be a proud owner of Lexus NX when you visit our showroom now.**

\*Actual vehicle may differ from the photograph.





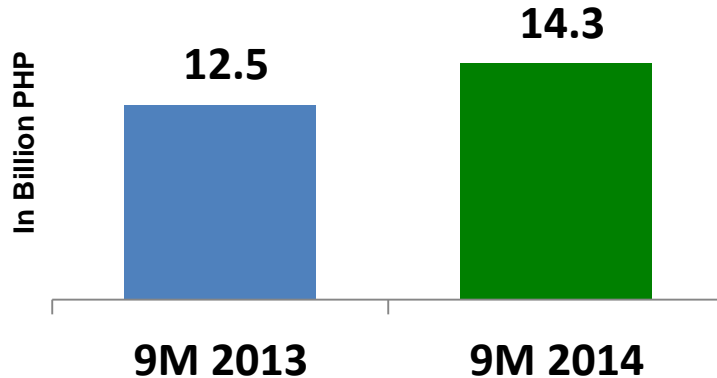
**GT CAPITAL**  
HOLDINGS INCORPORATED

# Power Generation

# GBPC Financial Highlights

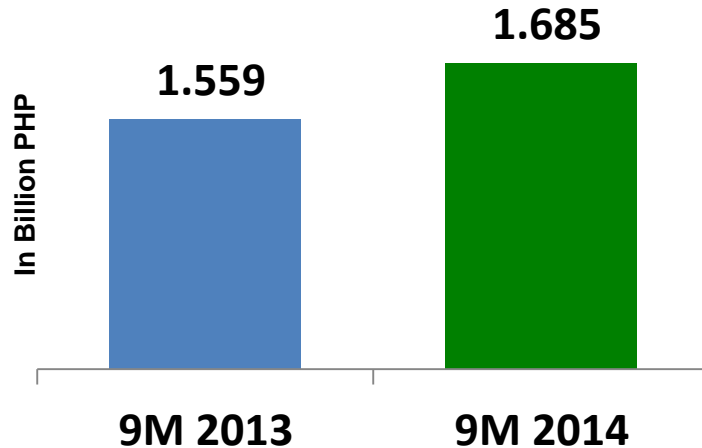


## Revenues



- Revenues **+14.5%** (+6% in 1H14)
  - 1Q 2014
    - Low dispatch of CEDC and PEDC due to typhoon damage
    - Admin price implemented until 26 March 2014
  - 2Q and 3Q 2014
    - New bilateral customers

## Net Income



- Net Income **+8.1%** (-20% in 1H14)
  - Full rehabilitation of 30 MW TPC Sangi, operational by early 2015
  - Synchronization to grid of 82 MW TPC1-A; commercial operations by 2015

# Recent Developments

82-MW Toledo (TPC 1A) Switch-on ceremony held last 19 September 2014



Source: Company data



# Recent Developments

## Panay (PEDC Unit 3)

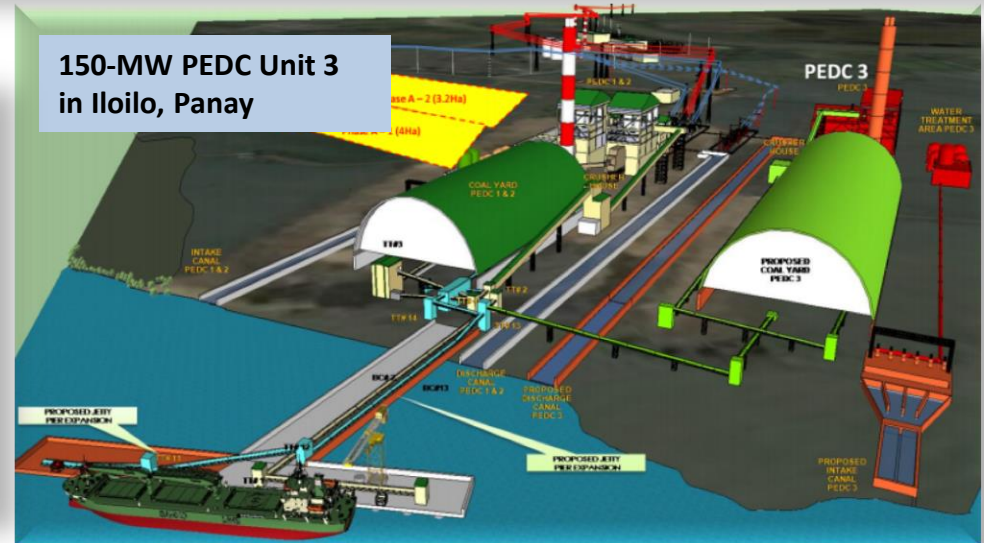
- Project cost: **PHP15.6 B**
- Construction started July 2014; expected completion within 24 months



Piling at Boiler Area using Machine #1



Piling at Boiler Area using Machine #2





# Property Development



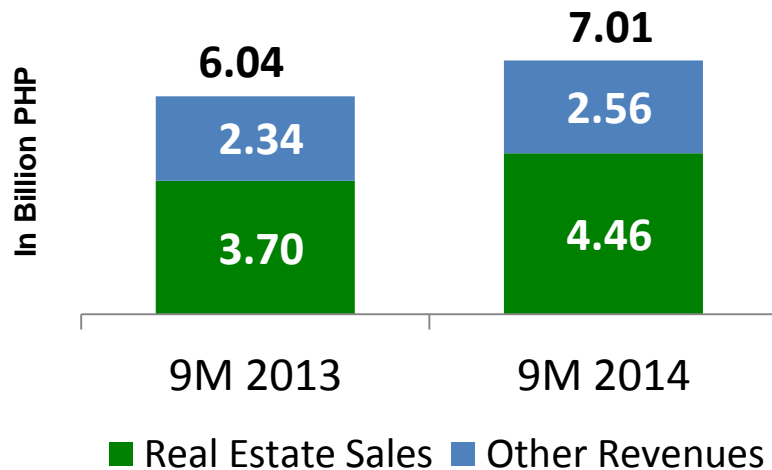
GT CAPITAL  
HOLDINGS INCORPORATED



# Fed Land Financial Highlights



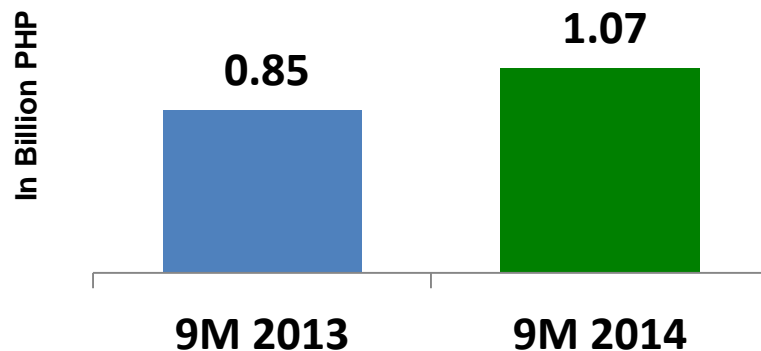
## Revenues



Revenues grew by **+16%**

- Increase in real estate sales by **+21%**
- Reservation sales stable at an average of PHP1 billion per month

## Net Income



Net income grew by **+26%**

- Gross profit margin improved from 33% to 39%



# Fed Land Project Updates



**Four Season Riviera, Binondo, Manila**



**Bay Garden Residences, Bay Area,  
Pasay City**





GT CAPITAL  
HOLDINGS INCORPORATED

26-FEB-2014, Wednesday  
5:34:17 PM

Customer Service	Count
1012	1
2005	4
3005	3
4007	5

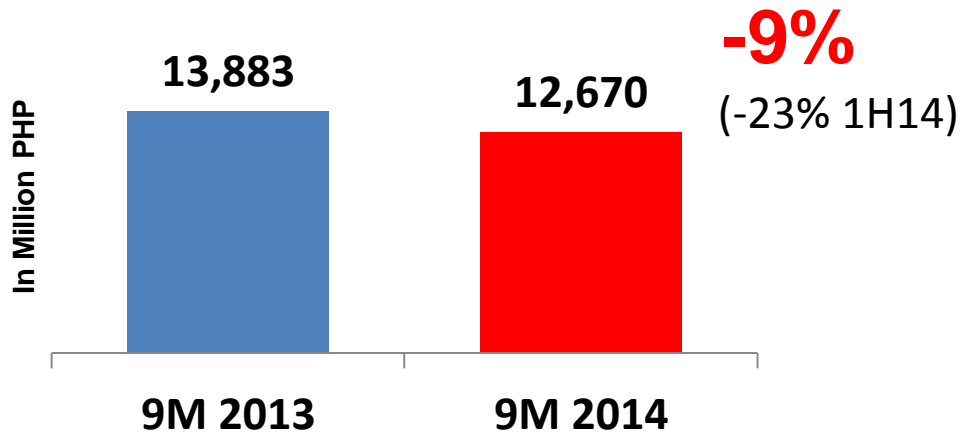


# Life Insurance

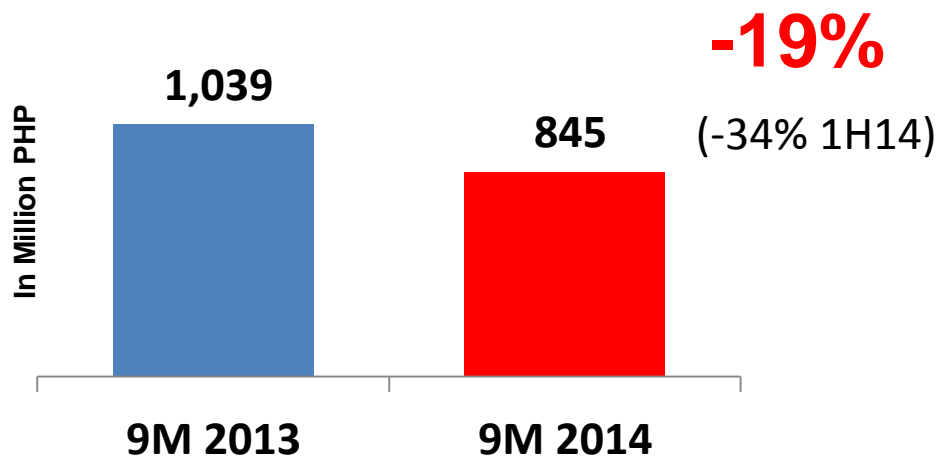
# AXA Financial Highlights



## Gross Premium



## Net Income



- Investors shifting to traditional fixed income products
- **-21%** Single Premium arising from uncertainty in interest rates outlook
- **+34%** Regular Premium growth due to new health and protection products
- **64%** of Gross Premium is **Single Premium**
- **-50%** investment income

# Recent Developments



- 5 new branches in 2014: **Dagupan, Baguio, Tacloban and 2 in Cebu**



- Pioneer in **new health and protection products** (such as **Health Max** covering 56 critical illnesses until age 100)

You Can Plan for the Unexpected

## Health Max

Your Lifetime Health Coverage

I was not prepared for stroke nor the cost of surgery.

HOSPITAL BILL	
<b>Surgery</b>	<b>Php 561,224</b>
Phil Health	-Php 119,476
HMO	-Php 20,000
Outstanding Balance	
<b>Total: Php 421,748</b>	

AXA, The global insurance brand that offers you health solutions.  
: at least P1,000,000  
im payment by AXA  
95%+ illness - more coverage than your regular health plans.

Be prepared for the unexpected.



# Recent Developments



AXA introduced two (2) new offshore funds, the European Wealth Fund and the Asia Growth Fund, available through Dollar aXcess

**INVEST IN THE WORLD**

AXA takes your investments to a world of great possibilities with exclusive funds to meet your needs and gives you the opportunity to choose from top-performing funds invested in global companies with solid and stable reputations. Through AXA, global leader in insurance and investments, you can now diversify your portfolio and enjoy the benefits of investing in international markets.

**AN INVESTMENT PRODUCT FOR THE SELECT FEW**

**Dollar Select** is a single-pay, long-term, investment-linked life insurance product with a minimum investment of \$20,000. **Dollar Select** provides you with protection through life insurance coverage worth 125% of your single premium investment or your account value, whichever is higher. At the same time, it gives you a selection of funds to help you grow your investment and reach your financial goals.

**WORLD-CLASS FUNDS WITHIN YOUR REACH**

Choose your desired funds and take the next step to achieve better returns.

<p><b>GLOBAL ADVANTAGE FUND (GAF)</b></p> <p>The Best in the U.S.</p>  <p>This US dollar fund is invested in an exchange-traded fund (ETF) that tracks the NASDAQ-100. The index reflects companies across major industry groups including computer hardware and software, telecommunications, retail/wholesale trade and biotechnology. Take advantage of the steady performance of Global Advantage Fund.</p>	<p><b>EUROPEAN WEALTH FUND (EWF)</b></p> <p>Exclusively European</p>  <p>Invest in world-renowned European brands that have proven their strength through consistent performance. The <b>European Wealth Fund</b> tracks the performance of European companies operating in diverse European economies such as France, Germany, Italy and the Netherlands, and allows you to tap into these premium equities. Get a chance to benefit from their solid success.</p>	<p><b>ASIA GROWTH FUND (AGE)</b></p> <p>Amazing Asia</p>  <p>The <b>Asia Growth Fund</b> allows you to invest in the top-performing companies in the fastest growing economies of the region. The fund will track a basket of equities reflecting the dynamism and growth of companies operating in countries, such as China, South Korea, Singapore, Hong Kong and the Philippines. Discover exciting returns as your investment rides on the progress of these emerging economies.</p>
--	--	---

redefining / standards AXA

**EUROPEAN WEALTH FUND**

Exclusively European



Tried, tested, trusted.

The European Wealth Fund tracks the performance of European companies operating in diverse Eurozone countries such as France, Germany, Italy, and the Netherlands, and allows you to tap into these premium equities.

Capitalize on the steady growth of these companies.  
Invest in the **European Wealth Fund**.

redefining / standards AXA

**ASIA GROWTH FUND**

Amazing Asia



Dynamic, advancing, emerging.

The Asia Growth Fund allows you to invest in the top-performing companies in the fastest growing economies of the region such as China, South Korea, Singapore, Hong Kong and the Philippines.

Ride the wave of growth of the Asian economies.  
Invest in the **Asia Growth Fund**.

redefining / standards AXA

# Recent Developments



Launch of AXA iON (Insurance Online), the country's first online life insurance store

AXA iON

AXA iON INSURANCE ONLINE

Our Products Contact Us

redefining / standards AXA

This site is best viewed in Google Chrome

## Easy insurance application, when you need it

AXA iON is the Philippines' first online insurance store. Apply for coverage and buy life insurance online with our simple and secure process.

Perhaps you're saving for that big trip or your dream home. Maybe you're looking to finance the perfect schooling for your child. Or you want to protect yourself from the increasing medical costs brought about by critical illnesses. For all these needs, our solution is just a few clicks away.

Let **AXA Philippines** be your guide. We're one of the leading and fastest-growing life insurance firms in the country. Our expertise comes from the partnership between **Metrobank**, one of the foremost financial institutions in the Philippines and the **AXA Group**, a worldwide leader in insurance and asset management serving 102 million customers in 56 countries. Our commitment to your diverse needs has made us one of the Top 60 most admired brands in the world.

Get Started >

Copyright © 2014 AXA Philippines. All Rights Reserved.

About AXA Philippines | Our Global Solution | Contact Us | Site Map | Privacy Policy | Terms & Conditions | Insurance Commission

**Motor Car  
Insurance**



**Fire  
Insurance**



**Bonds**



**Marine  
Insurance**



**Personal Accident  
Insurance**



**Engineering  
Insurance**



**Casualty  
Insurance**



**GT CAPITAL  
HOLDINGS INCORPORATED**

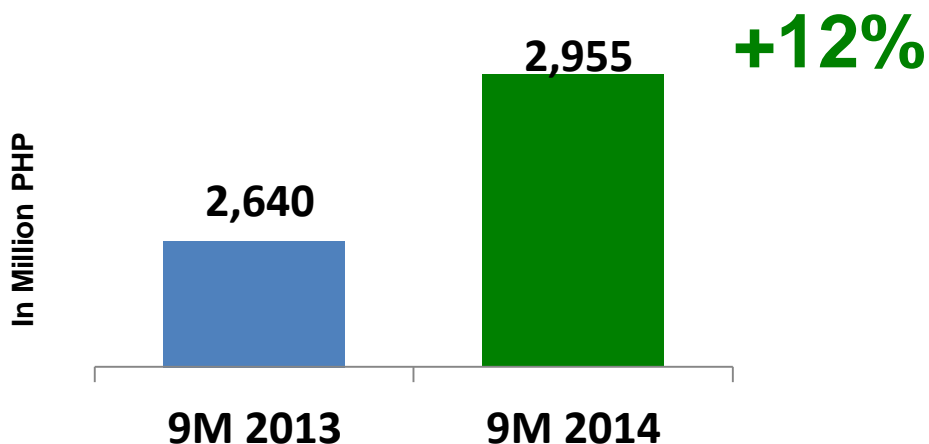
# Non-Life Insurance



# Charter Ping An Highlights



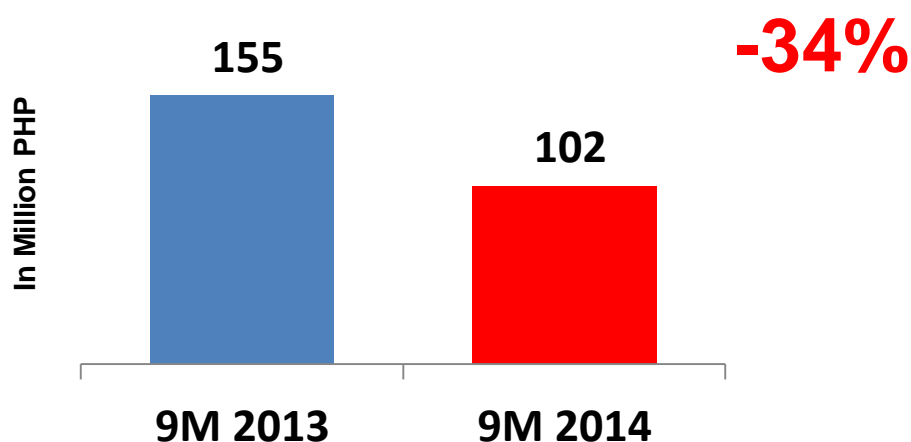
## Gross Premium Written



- GPW growth driven by Fire/Property, Engineering and Compulsory OFW insurance

- **65%** of GPW came from Property and Motor Car lines

## Net Income



- Motor Car contributed **76%** of gross profit

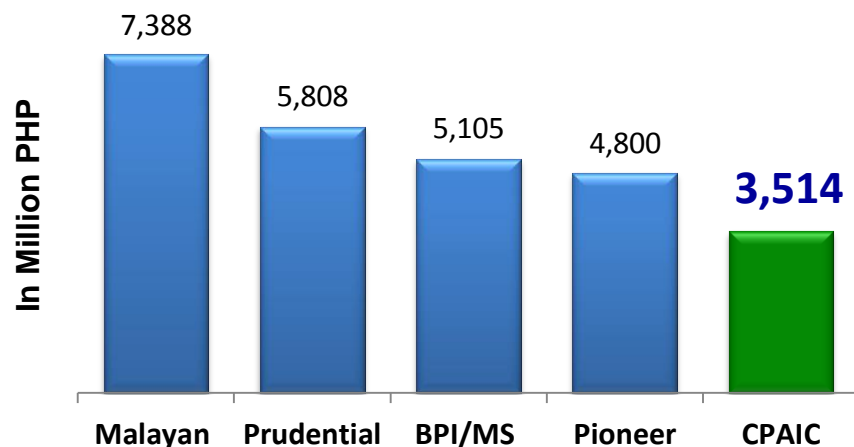
- Claims and losses grew by **+26%** due to Typhoons Agaton, Glenda and Mario



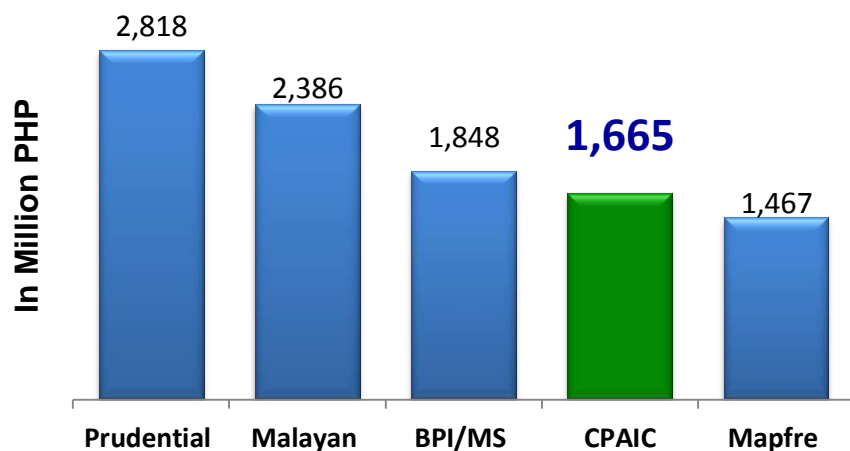
# Charter Ping An Highlights



## Gross Premium Written (FY 2013)



## Premiums Earned (FY 2013)



- Equity at **Php 1.4 billion**, exceeding regulatory requirement of Php 1.3 billion for 2022
- GPW share of **6%** in a highly-fragmented market
- Network of **19** branches, **3,418** agents and **25** brokers
- Base of **101,212** corporate and retail clients
- Issued **133,744** policies for OFWs in 2014

# Charter Ping An Updates



Pioneer in offering motor car insurance with **Life Cover** and **Travel Emergency Assistance**



It ain't just your car.

Charter Ping An Motor Car Insurance

WITH

*Life*

COVER

This **LIFE INSURANCE** coverage is worth Php50,000 for a period of 12 months for death due to natural causes, sickness and accidents. It is a 24/7 worldwide coverage whether the insured is in or away from the usual place of residence, and the insured does not have to be travelling using the covered vehicle.



...EDSA, papuntang Norte...

Comprehensive ba ang auto insurance policy mo?

Bukod sa basic cover, may Auto PA ka? Accessories Protection? Roadside Assistance? Acts of Nature?

Eh, Travel Emergency Assistance?!

Well, better call Charter Ping An now.

Oo naman!

Of course, meron lahat!

Huh? Ano yun?

This is what comprehensive means to us.

Together with the already comprehensive features of our Motor Car Insurance, Charter Ping An now offers coverage for **Travel Emergency Assistance** - whether you travel driving your car.







**GT CAPITAL**  
HOLDINGS INCORPORATED

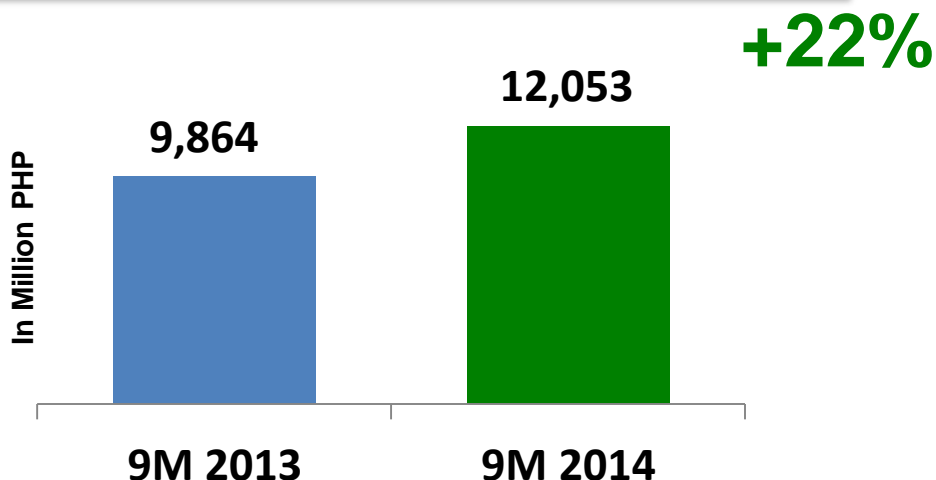
# Auto Dealership



# TMBC-TCI Highlights



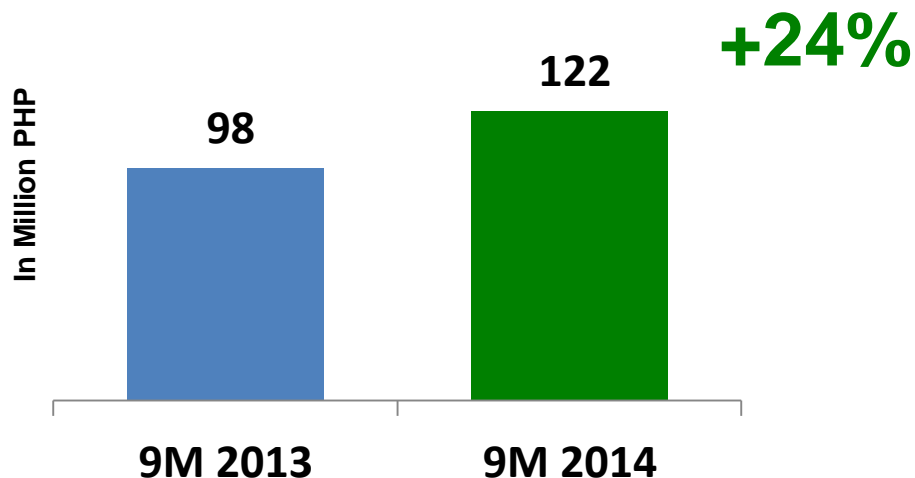
## Combined Revenues



- Revenue growth driven by increase in vehicle sales

- Sold **12,461 units** for a YoY volume growth of **+32%**

## Combined Net Income



- Combined Penetration Rate: **16%**

- Supplemented by growth in other income **+67%** (LTO/CHM fees)



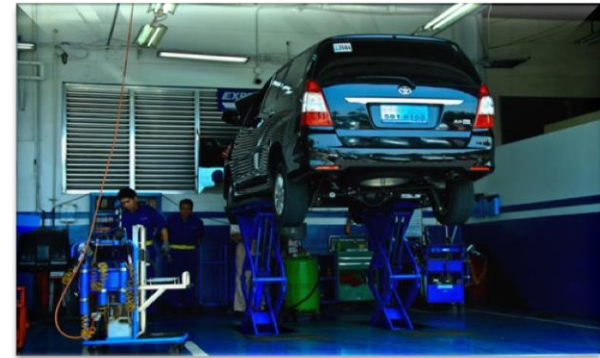
# TMBC-TCI Updates



- GT Capital formed a JV partnership with **Mitsui & Co., Ltd.** of Japan
- Combined network of **5** outlets in Metro Manila and Cavite
- TMBC and TCI: **2013 Toyota Dealer Achievement Awardees for Overall Dealer**



# TMBC-TCI General Service Area



Capacity: **70 cars** per day

Equipped with **modern tools and machineries**

Staffed by **Toyota-certified technicians**

# TMBC-TCI Body & Paint Service Area



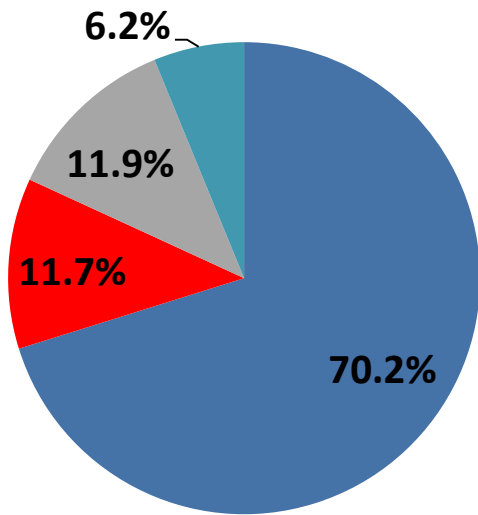
Equipped with **USI ITALIA's Chronotech Spray Booths**



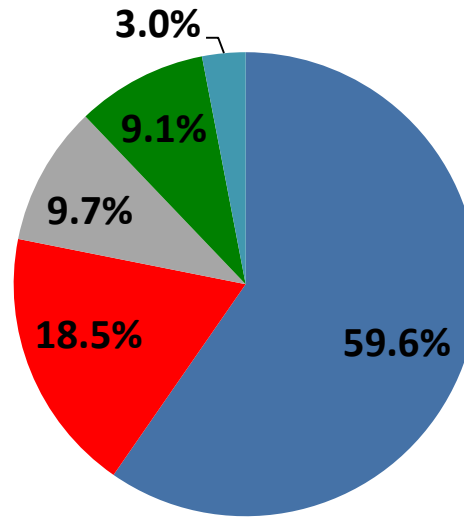
# GT Capital - Net Income Contribution



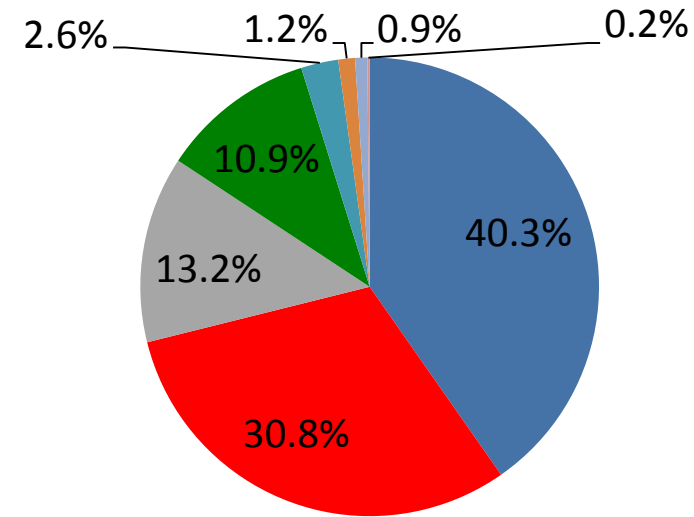
Full Year 2011 (Pre-IPO)



YTD 9M 2013



YTD 9M 2014



■ MBT (25.11%)

■ GBP (51.27%)

■ TMBC (60%) TCI (52%)

■ TMP (51%)

■ AXA (25.31%)

■ TFS (40%)

■ Fed Land (100%)

■ CPA (100%)





# GT CAPITAL HOLDINGS, INC.

## Thank you.

