



GT CAPITAL
HOLDINGS INCORPORATED



Rising Together to New Heights

Annual Stockholders' Meeting
10 May 2017





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Rising Together to New Heights

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The President's Report

Annual Stockholders' Meeting 2017

Full-Year 2016 GDP Growth

Philippines
6.9%

Still the fastest growing
economy among the
ASEAN-5 nations

Thailand 3.2%

Malaysia 4.2%

Singapore 1.8%

Indonesia 5.0%

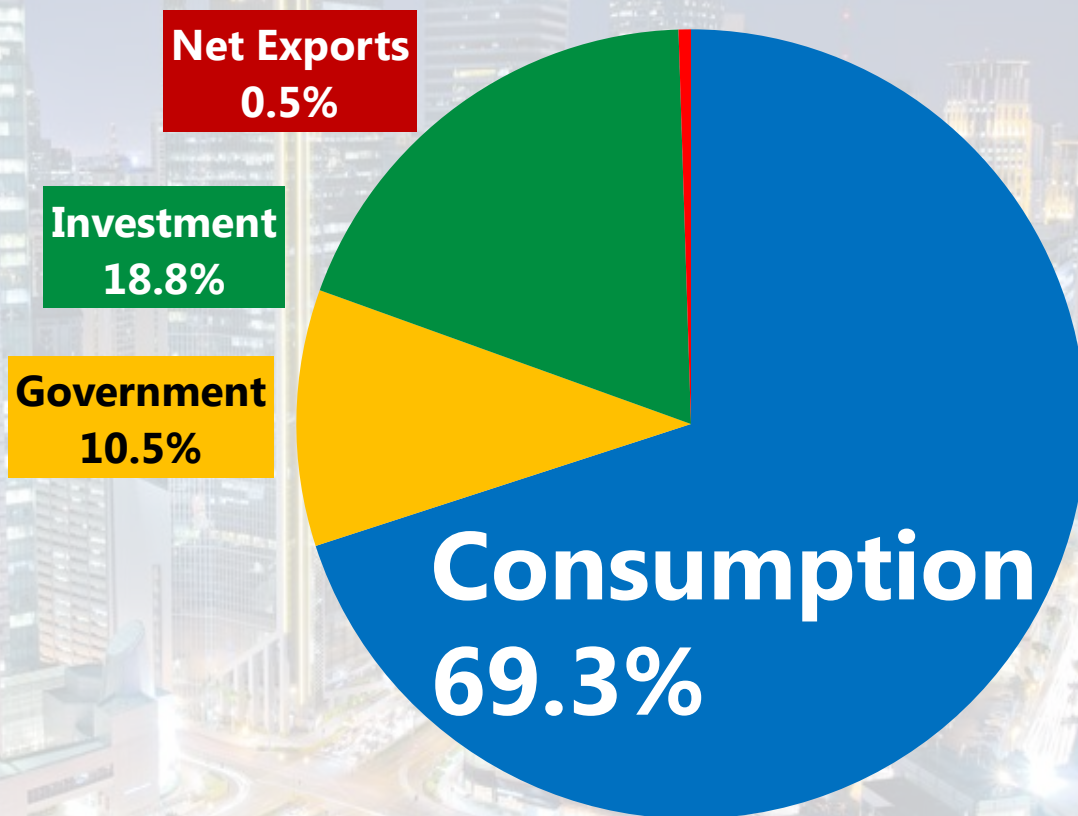


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Key Drivers of the Philippine Economy

Components of Philippine GDP

Philippines, FY2016, in percentages



Source: Bangko Sentral ng Pilipinas



Philippines: All systems go

Growth in consumption expenditure



Transport



Housing &
utilities



Food & drink



Household
maintenance



Health



Alcohol &
tobacco



Communication



Recreation &
culture



Restaurants &
hotels



Education

Transport spending +11%



Php 1.2 trillion in 2016

Hotels and restaurants +7%

Php423.5 billion in 2016

GRAND HYATT™



Health
+7%

Php293.0 billion

Education
+7%

Php448.0 billion



MANILA TYTANA COLLEGES
& Manila Doctors College
Pasay City, Metro Manila

Housing and utilities



Bangko Sentral ng Pilipinas

+6% to Php1.2 trillion



Photo Source: Philippine Star

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




Thriving BPO sector
1.2 million employees
USD22.9 billion revenues
▲ **12%** year-on-year

i-Met BPO Hub
by Federal Land
Macapagal Blvd., Bay Area



PHP47.49 to USD1
2016 full-year average

PHP49.81 to USD1
Year-end 2016



Benign inflation
1.8%
▲ from **1.4%** in 2015



Foreign direct investment
USD 7.9 billion

▲ **41%** year-on-year

Source: Bangko Sentral ng Pilipinas



Gross international reserves
USD80.7 billion

External Debt-to-GDP

24.6% ▼ from 26.5% in 2015

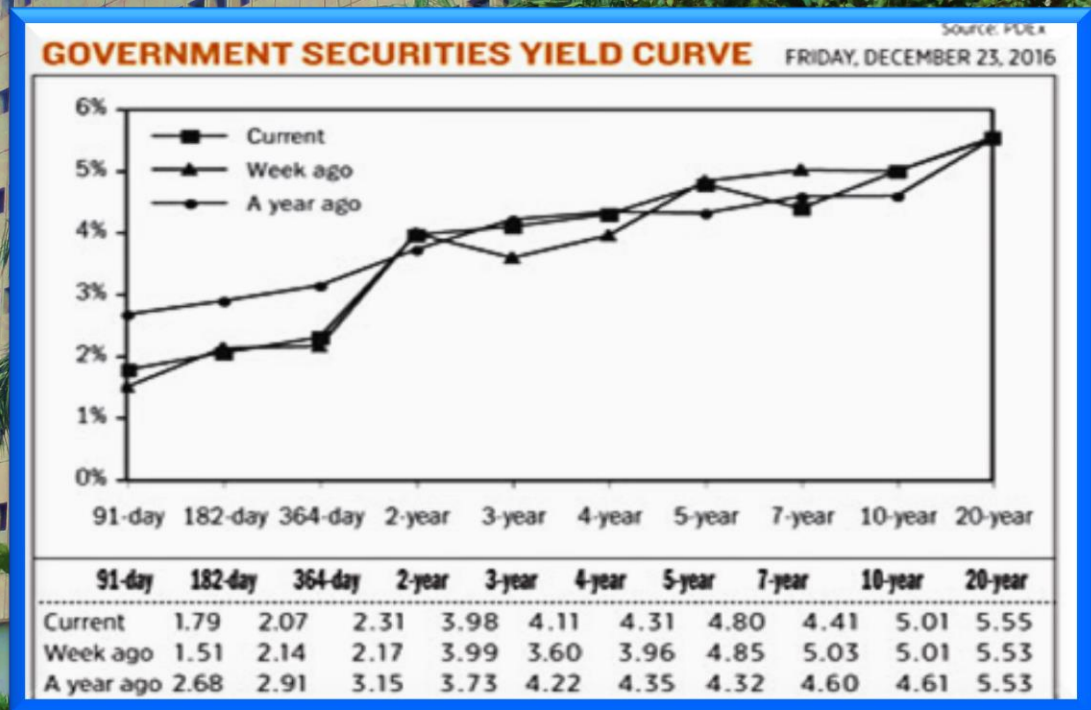
Domestic liquidity (M3)
PHP9.5 trillion

▲ **13%** from 8.4 trillion in 2015

Average bank lending rate

5.6%

All tenors and maturities



Source: Bangko Sentral ng Pilipinas

Photo credit: Wikimedia

Population of the Philippines

103.2 million

▲ 1.7% year-on-year



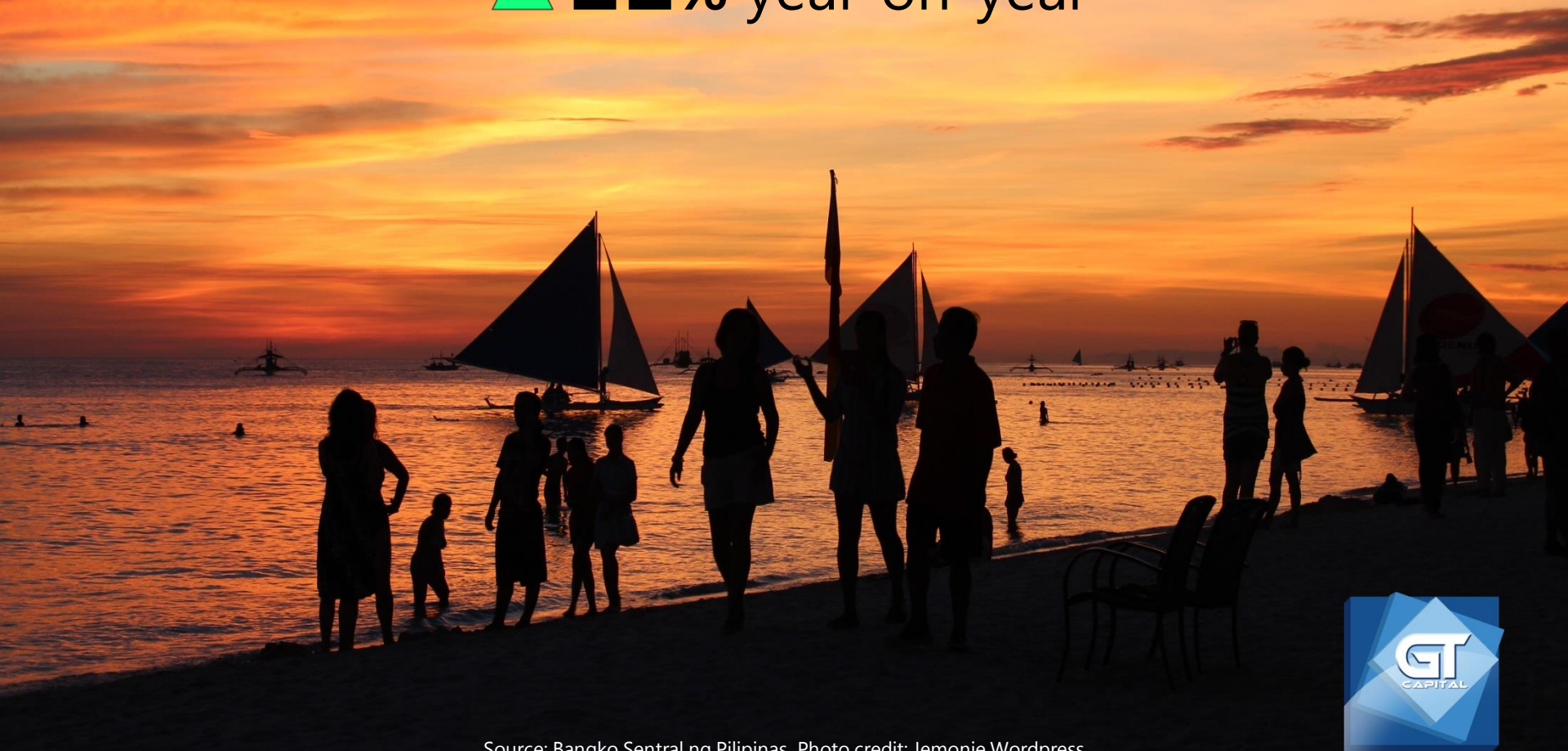


53% of Filipinos are below 30 years old



Source: United Nations, Department of Economic and Social Affairs
Photo credit: Philcare

Nearly **6.0 million**
tourist arrivals
▲ **11%** year-on-year



Source: Bangko Sentral ng Pilipinas Photo credit: Jemonje Wordpress

Philippines GDP Per Capita

Nominal, constant 2000 prices





GT Capital Holdings Milestones in 2016



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7 March 2016
Strategic Merger
of Toyota Dealerships



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stronger together

**Php2.1
billion**

**for 100%
of Charter
Ping An**

April 2016

Strategic Acquisition

of Charter Ping An by AXA Philippines



Purchase of
15.55%
**METRO
PACIFIC**
INVESTMENTS
for Php29B

Sale of
gbp
GLOBAL BUSINESS POWER



May 2016
Strategic Partnership with
Metro Pacific Investments Corp.



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June 2016

Acceleration of Majority Acquisition of **Pro-Friends**



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June 2016
Incorporation of
GT Capital Auto Dealership Holdings
and Toyota Subic



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June 2016

Perpetual Preference Share Issue

Php12.0 billion at 4.6% and 5% coupon rates
seven times oversubscribed



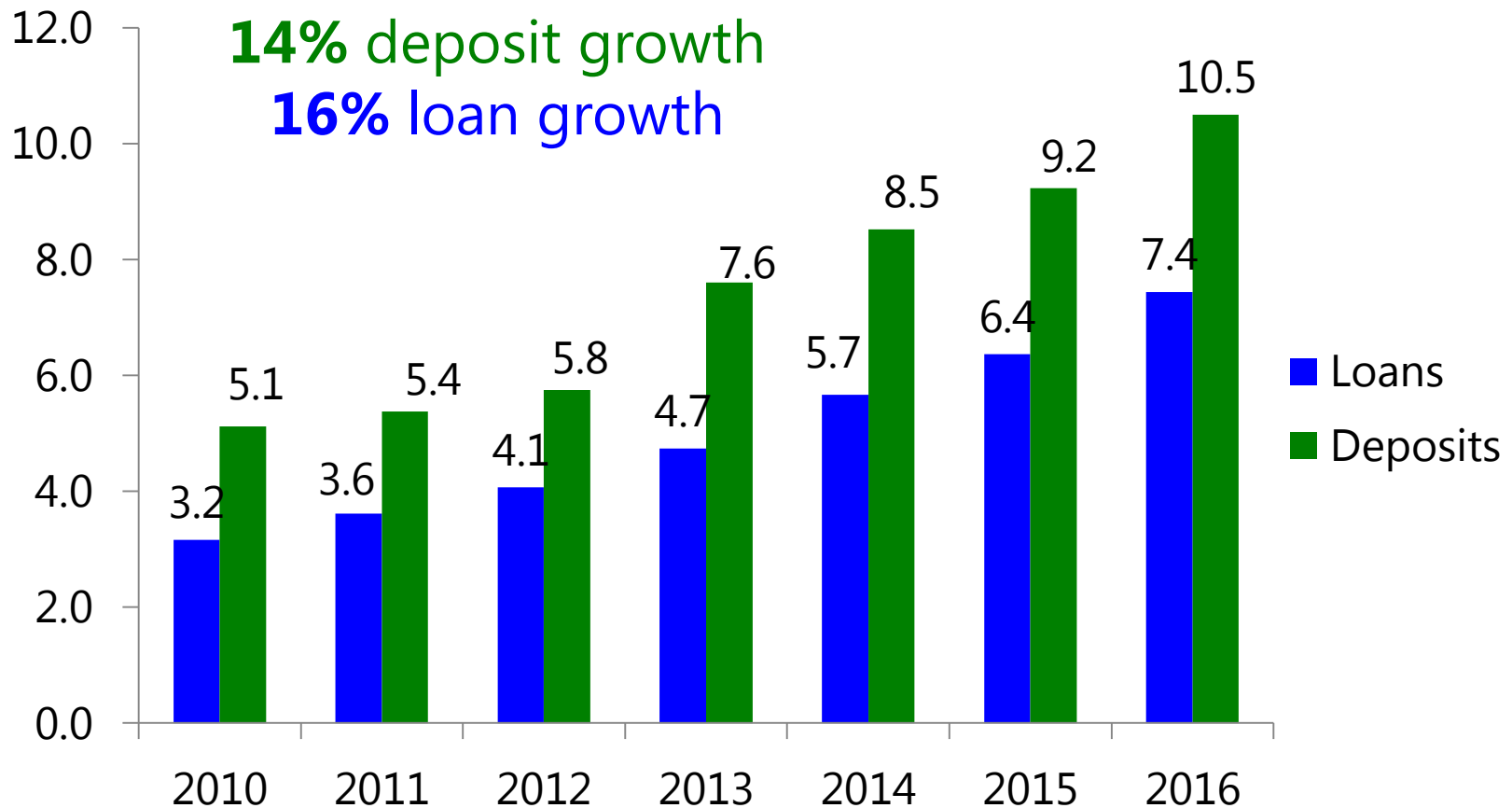
GT Capital Holdings Sector and Component Company Highlights



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Banking

Sector-Wide Loans and Deposits In trillion pesos, FY 2010-2016

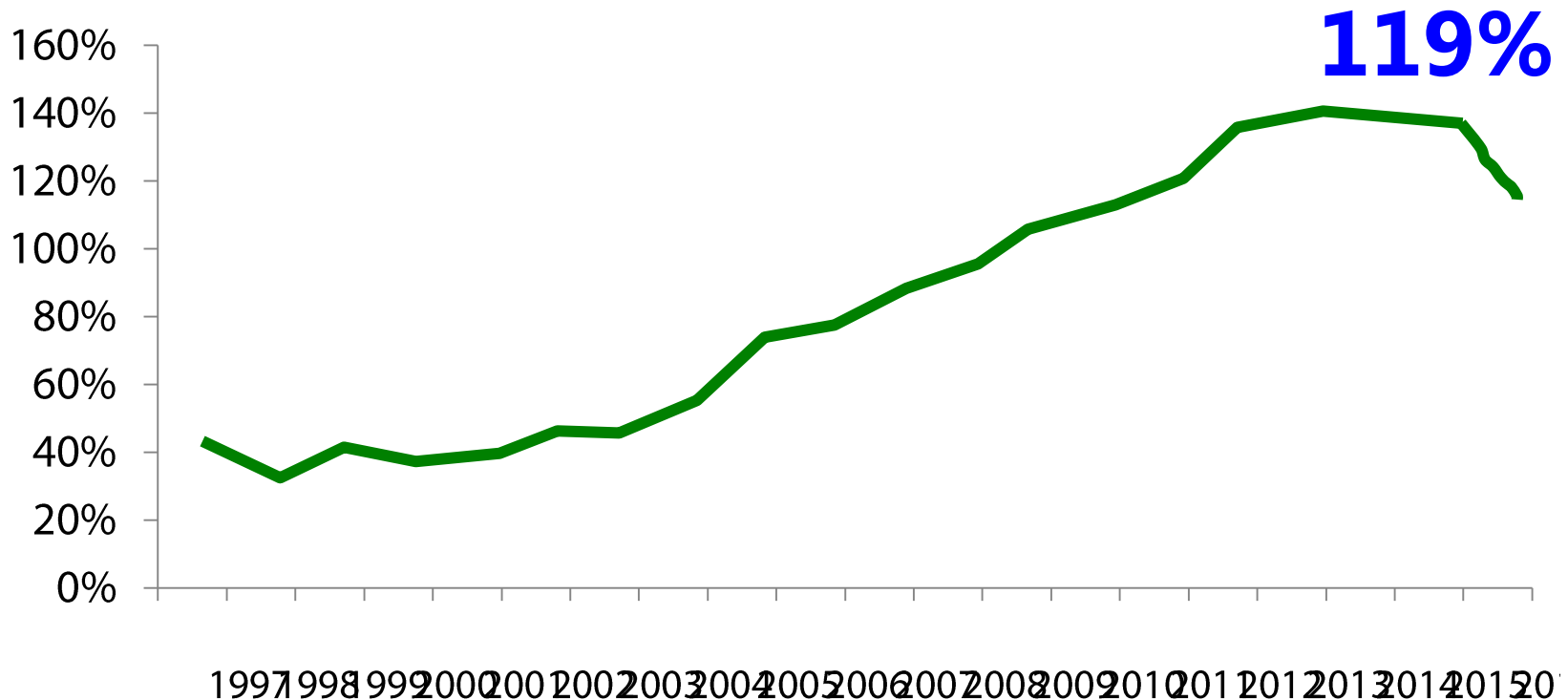


Gross non-performing loan (NPL) ratio 1997-2016



Banks remain well-equipped to take on strong loan growth

NPL Cover 1997-2016





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 **Metrobank**



Still the country's **Strongest Bank**



Recognized as one of Asia Pacific's strongest banks in terms of balance sheet by **THE ASIAN BANKER**
STRATEGIC BUSINESS INTELLIGENCE FOR ASIA'S FINANCIAL SERVICES COMMUNITY

Capital Adequacy Ratio

15.5%



Metrobank

BPI

BDO

Common Equity Tier 1

12.5%



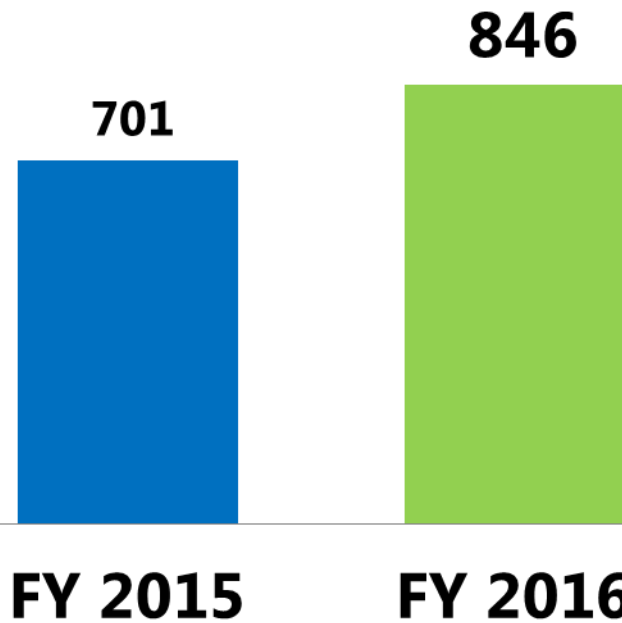
Metrobank

BPI

BDO

CASA Deposits

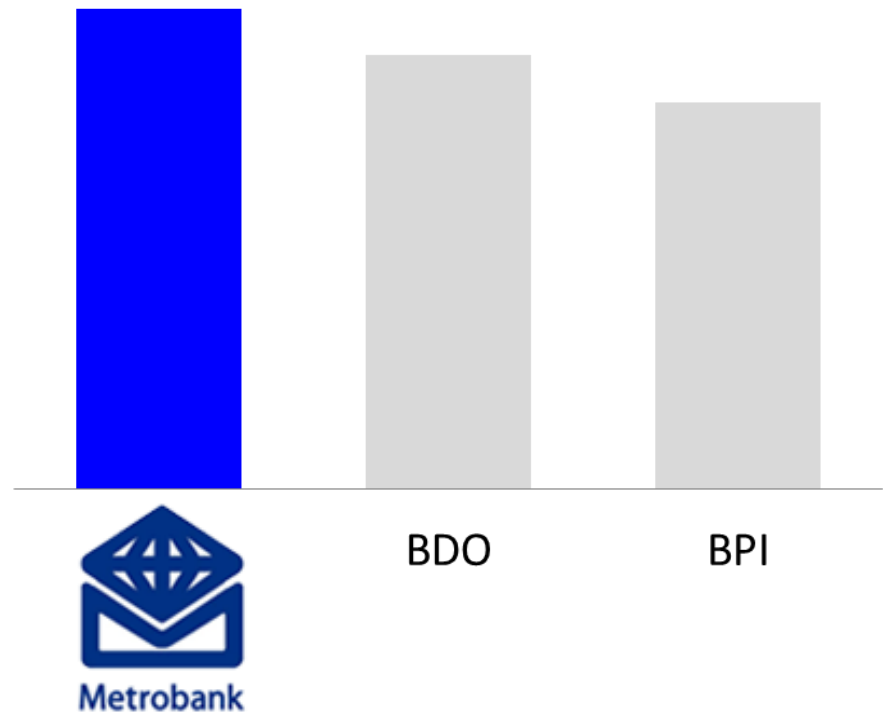
+21%



in Php Billion

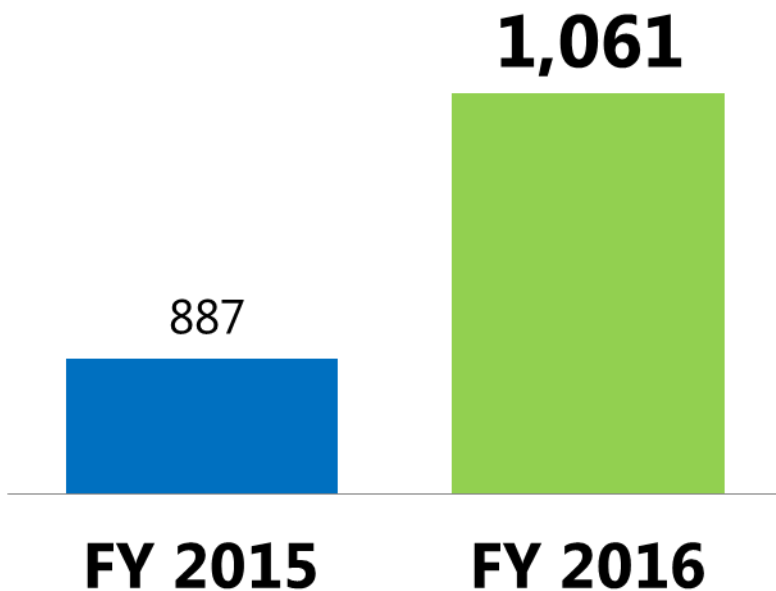
Net Interest Margins (NIMs)

3.54%



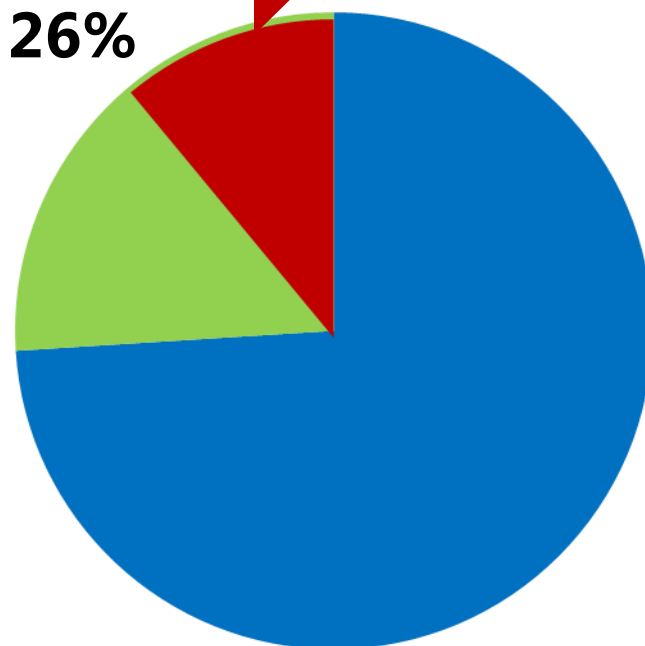
Loans

+20%



in Php Billion

Consumer
26%

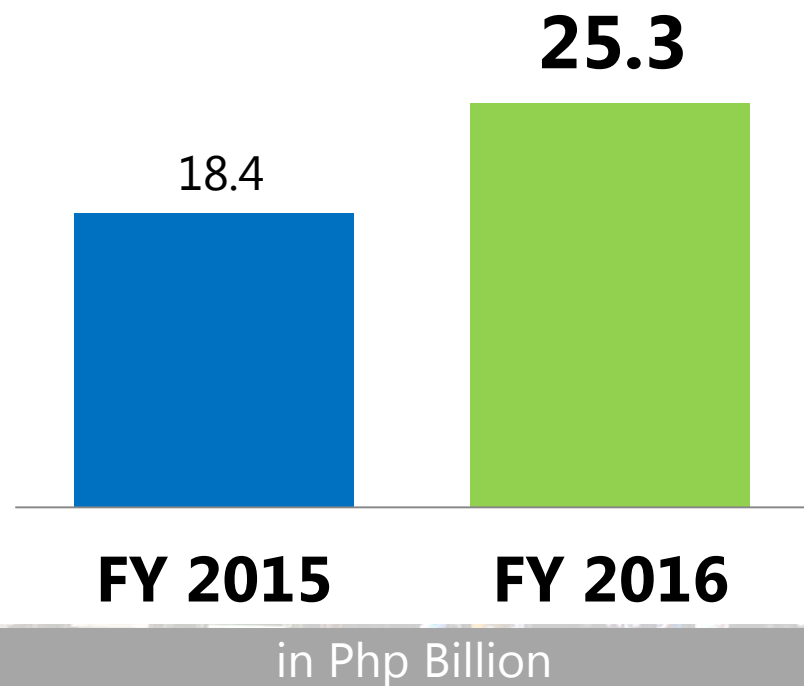


Auto
44% of consumer book

Commercial
74%

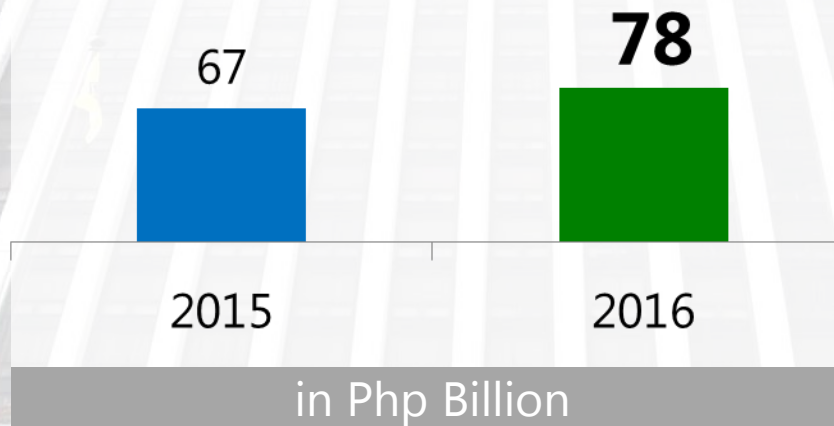
Non-interest income

+37%



Operating Income

+16%

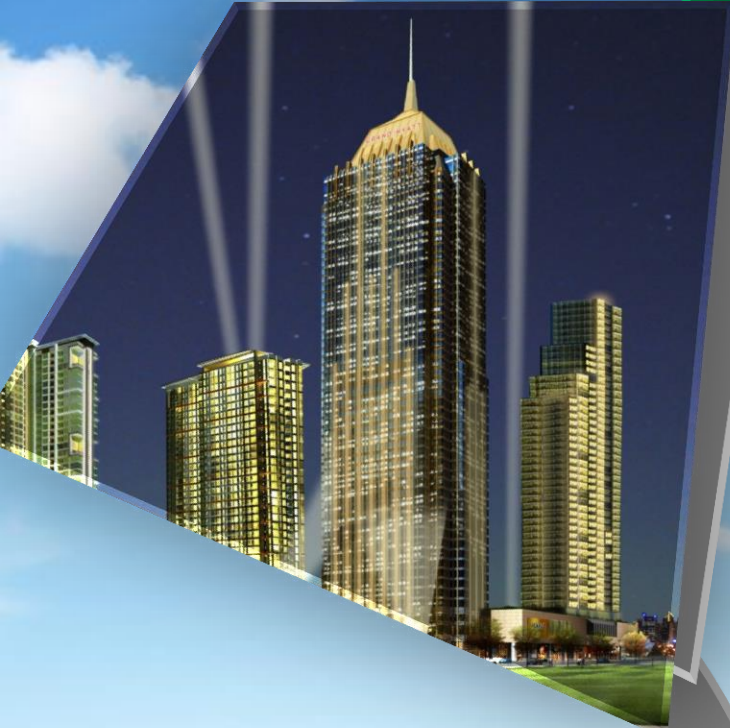


Net Income

Php18.1 billion



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Property Development

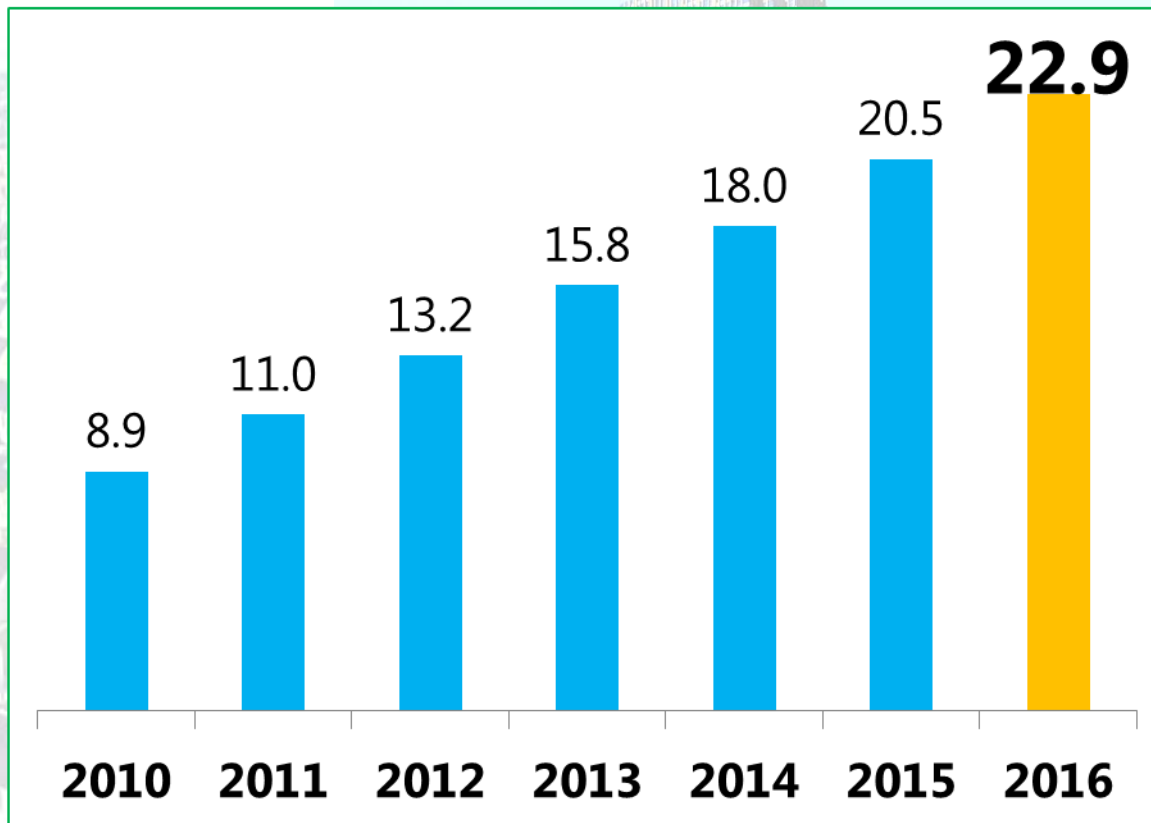
More BPO workers: a demand driver



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BPO revenues, in billion USD +15% CAGR 2009-2016

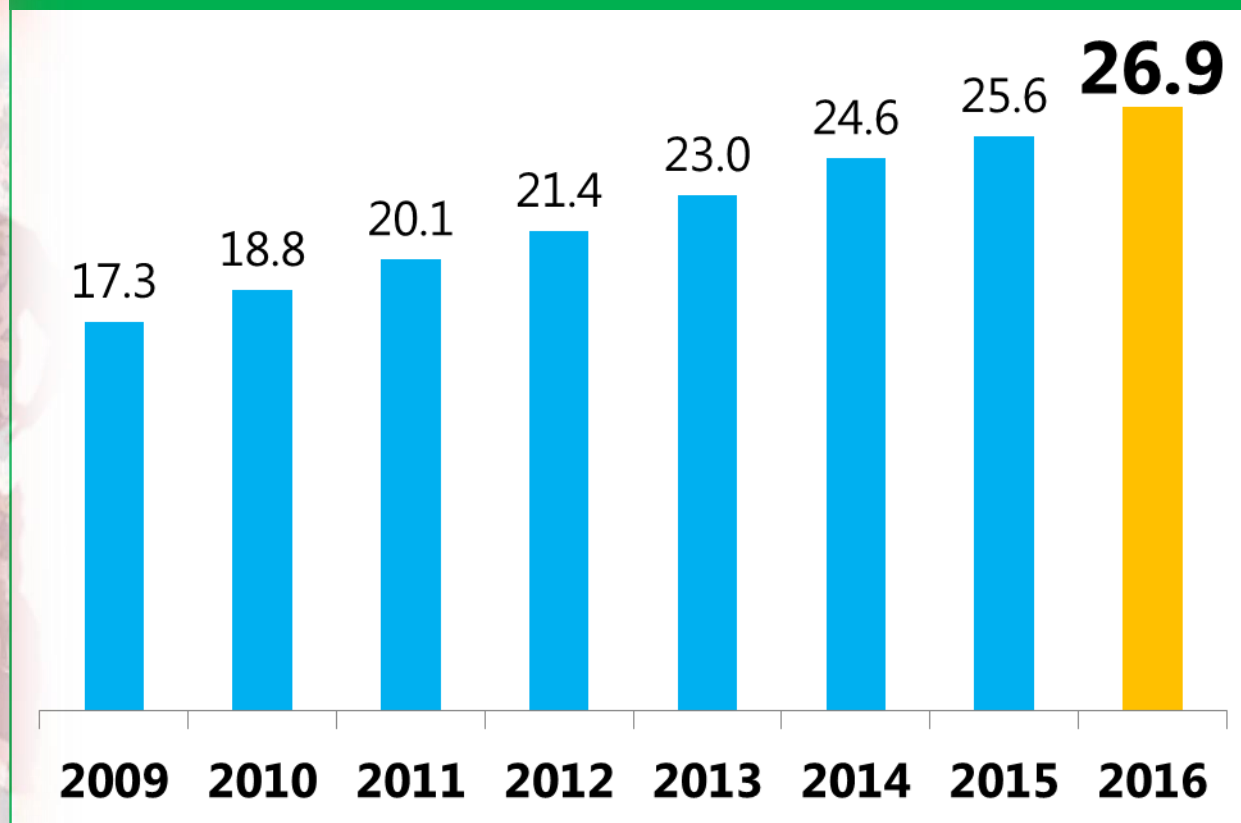


More OFW remittances: a demand driver



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OFW Remittances, in billion USD +7% CAGR 2009-2016

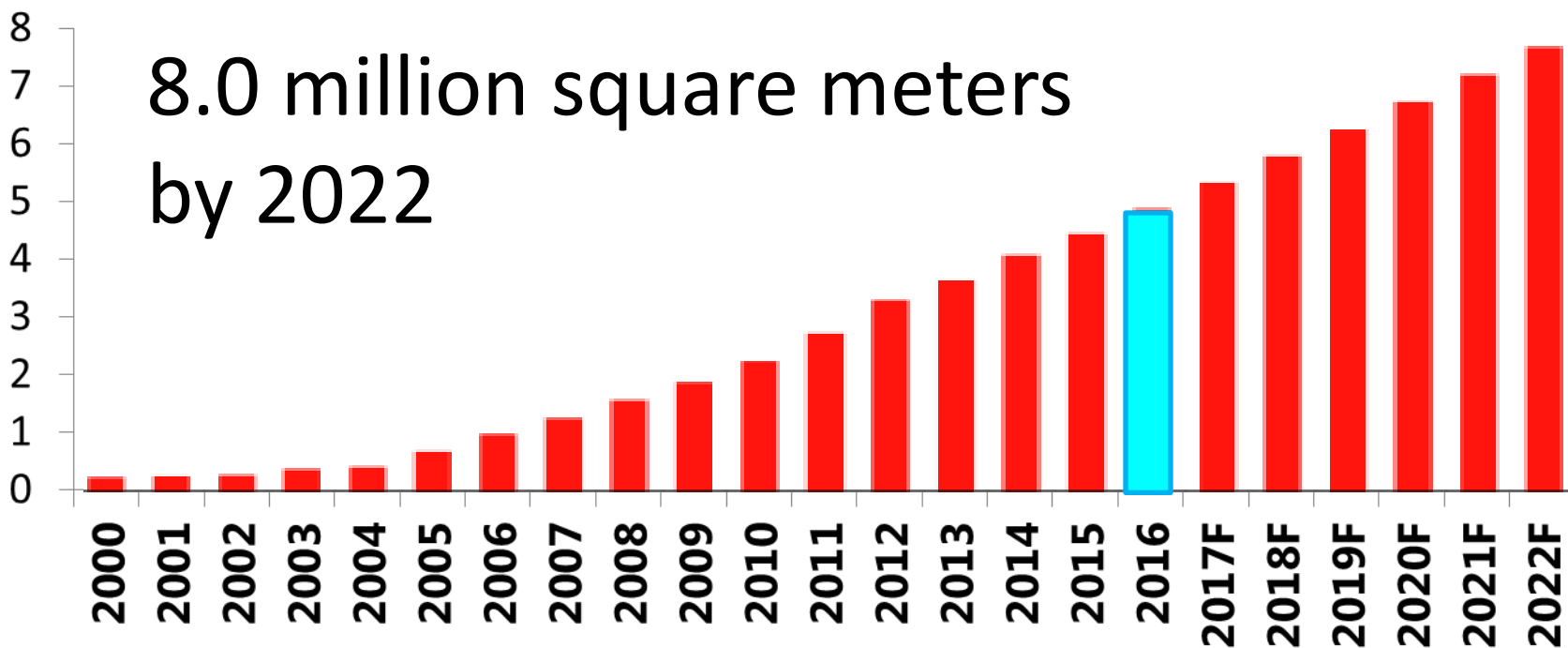


Despite politics, BPO demand keeps growing



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Total space absorbed by BPO (million sqm)



The backlog in housing continues



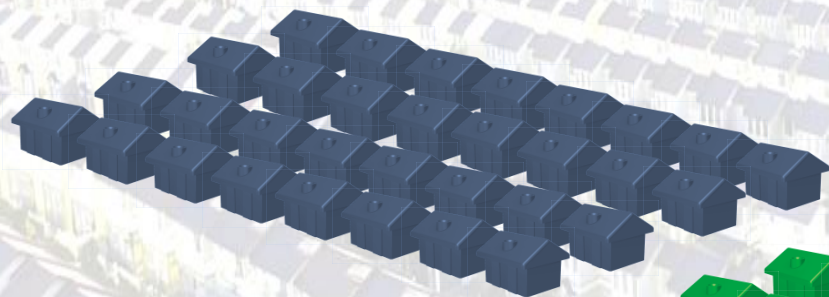
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Property Development Sweet Spot

Total backlog for low-cost
and economic segments

2.3 million

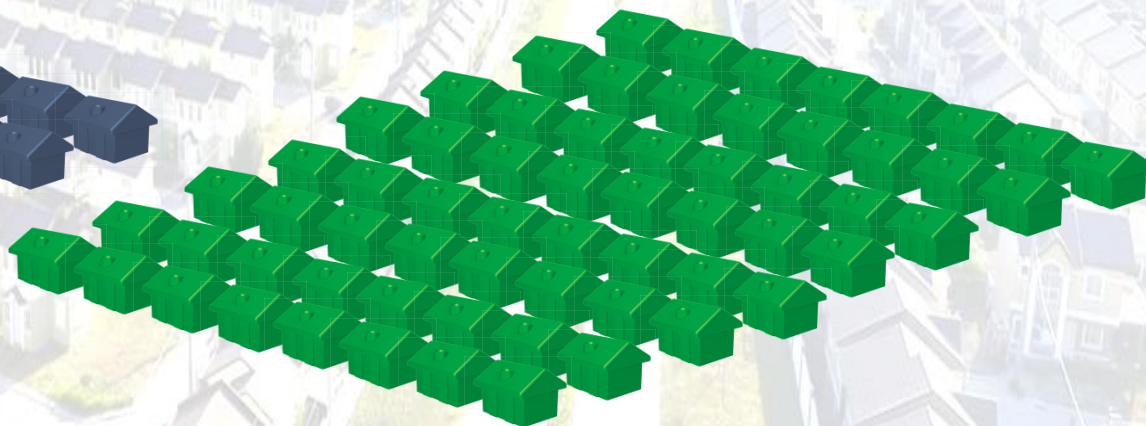
homes



By **2030**, backlog
projected to grow to

6.5 million

homes



Developments in Cavite

CALAX

Target completion **2020**



CAVITEX Segment 5 To Noveleta



Developments in Cavite



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LRT1 Extension project to Bacoor LRT Line 6 to Dasmariñas



Source: Metro Pacific



500

homes a month
constructed

1,600

hectares of fully
developable land

48,000

Residents in Lancaster
New City Cavite

Soon to open/Now open





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 **FEDERAL LAND**[®]
GT Capital Holdings KEEPING YOU IN MIND

 **PRO • FRIENDS**
PROPERTY COMPANY OF FRIENDS, INC.
Creating communities, transforming lives.

Projects launched in 2016



Six Senses Tower 6



Aveia

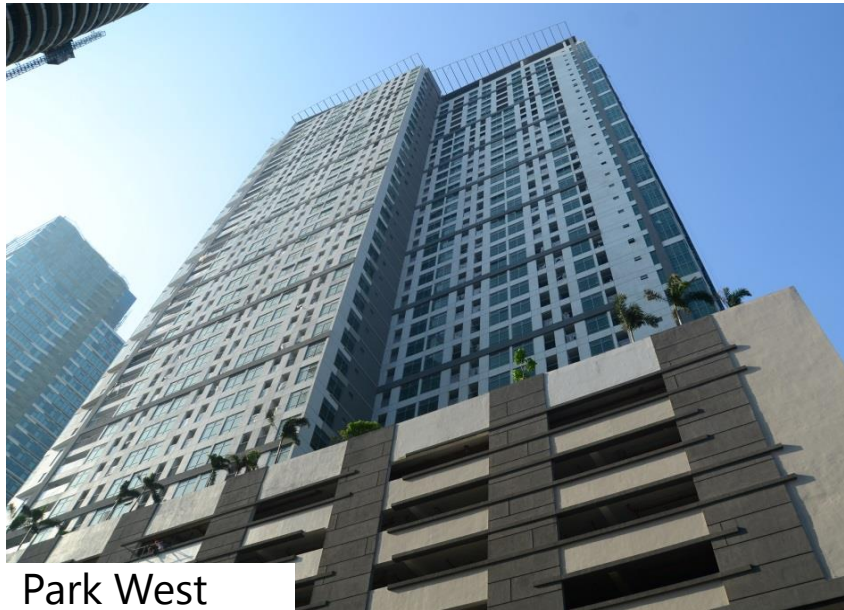


Peninsula Garden Mango Tower



Axis Tower 2

Projects delivered in 2016



Park West



Marco Polo Residences 2

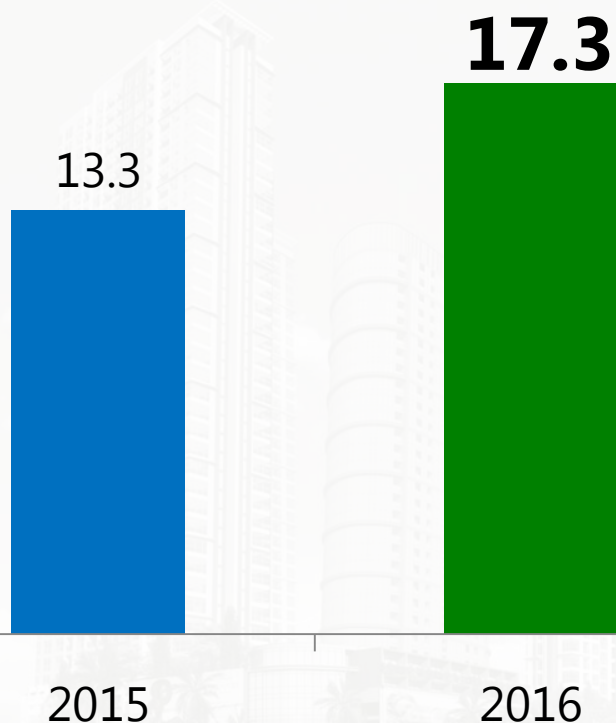


Peninsula Garden Mandarin & Narra Towers



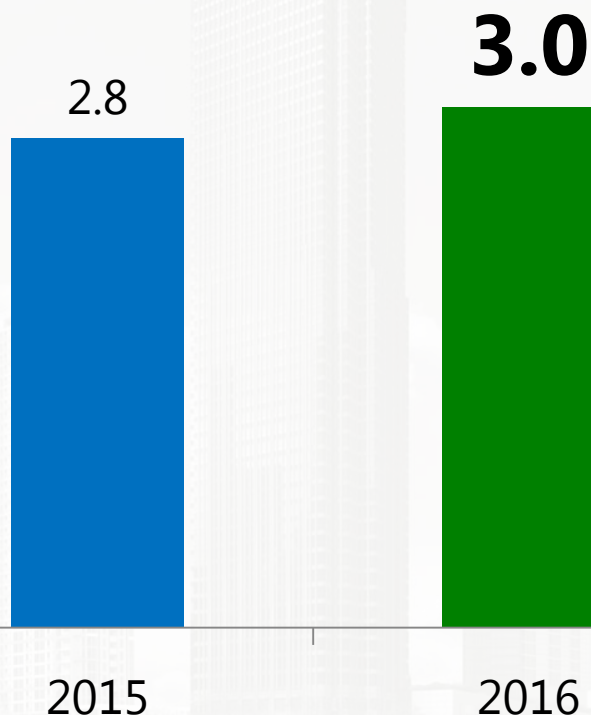
Four Season Riviera 2

Revenues



in Php Billion

Net Income



in Php Billion



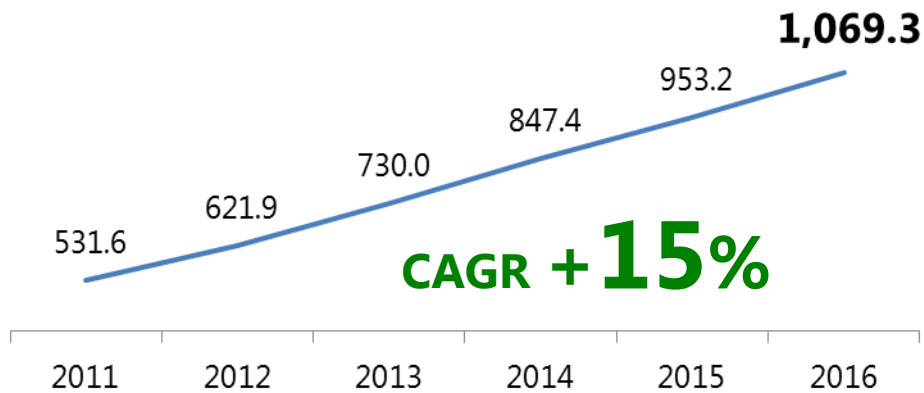
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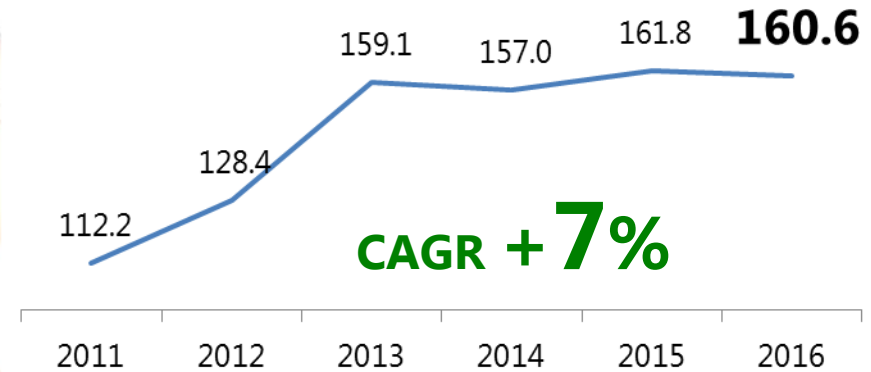
Insurance

The Insurance Sector

Life Assets

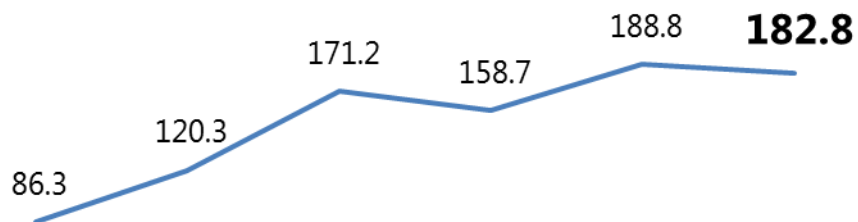


Non-Life Assets



The Insurance Sector

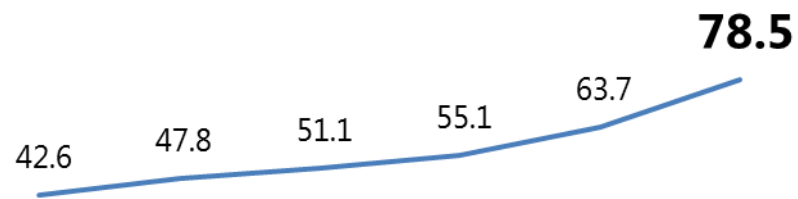
Life Premium Income



CAGR +16%

2011 2012 2013 2014 2015 2016

Non-Life Gross Premiums



CAGR +13%

2011 2012 2013 2014 2015 2016



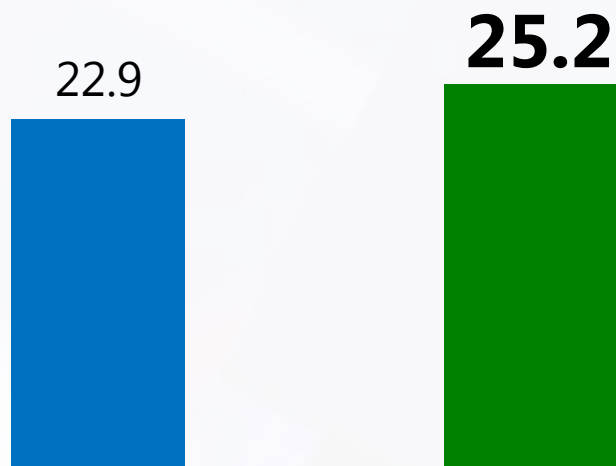
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redefining / standards

Gross Premiums

+10%



2015

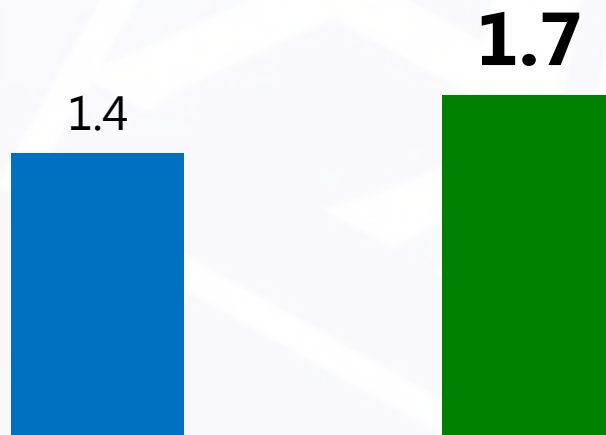
2016

2015 standalone vs. 2016 consolidated

in Php Billion

Net Income

+20%



2015

2016

2015 vs. 2016 standalone

in Php Billion

GLOBAL
HEALTH / ACCESS
YOU DESERVE NO LESS

GOLD LITE



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

You deserve the best in life. Whether it's for business or leisure, for yourself or for your family, you expect nothing but the best. That is why you deserve the best treatment and quality of service when it comes to your and your family's healthcare.

AXA's Global Health Access provides you world-class medical coverage whether that be in the Philippines, or any country in the world you choose. Our comprehensive worldwide health solution takes care of your medical needs by providing you access to the very best health options available.

Enjoy these Executive Class Benefits

- Worldwide Extensive Medical Coverage
- Option to Choose Your Own Doctor
- 24/7 Health Support

- Hassle-free Cashless Transactions
- Global Concierge

To know more about Global Health Access, visit www.axa.com.ph or call +63 2 5815 AXA (292). You may also talk to an AXA Financial Partner in any AXA, Metrobank or PSBank branch near you.

the myAXA app



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Automotive

A promising underpenetrated sector



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Vehicle ownership in the Philippines
3.8 million
privately-owned vehicles in 2004



A promising underpenetrated sector



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Vehicle ownership in the Philippines

7.6 million
privately-owned
vehicles in 2016



Source: Land Transportation Office, Euromonitor

A promising underpenetrated sector

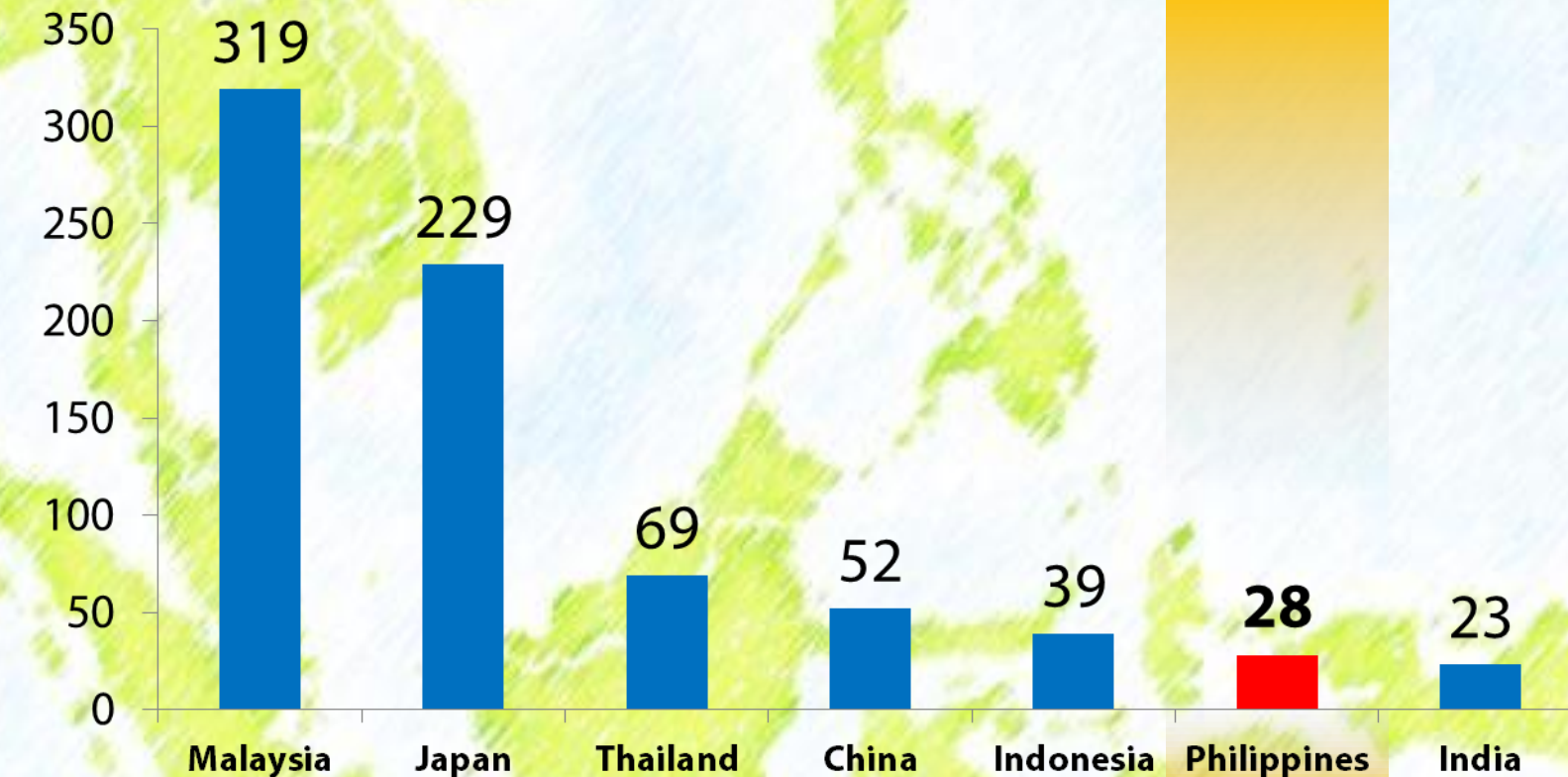


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Motor vehicle penetration in ASEAN

Vehicles per 1,000 population, 2015

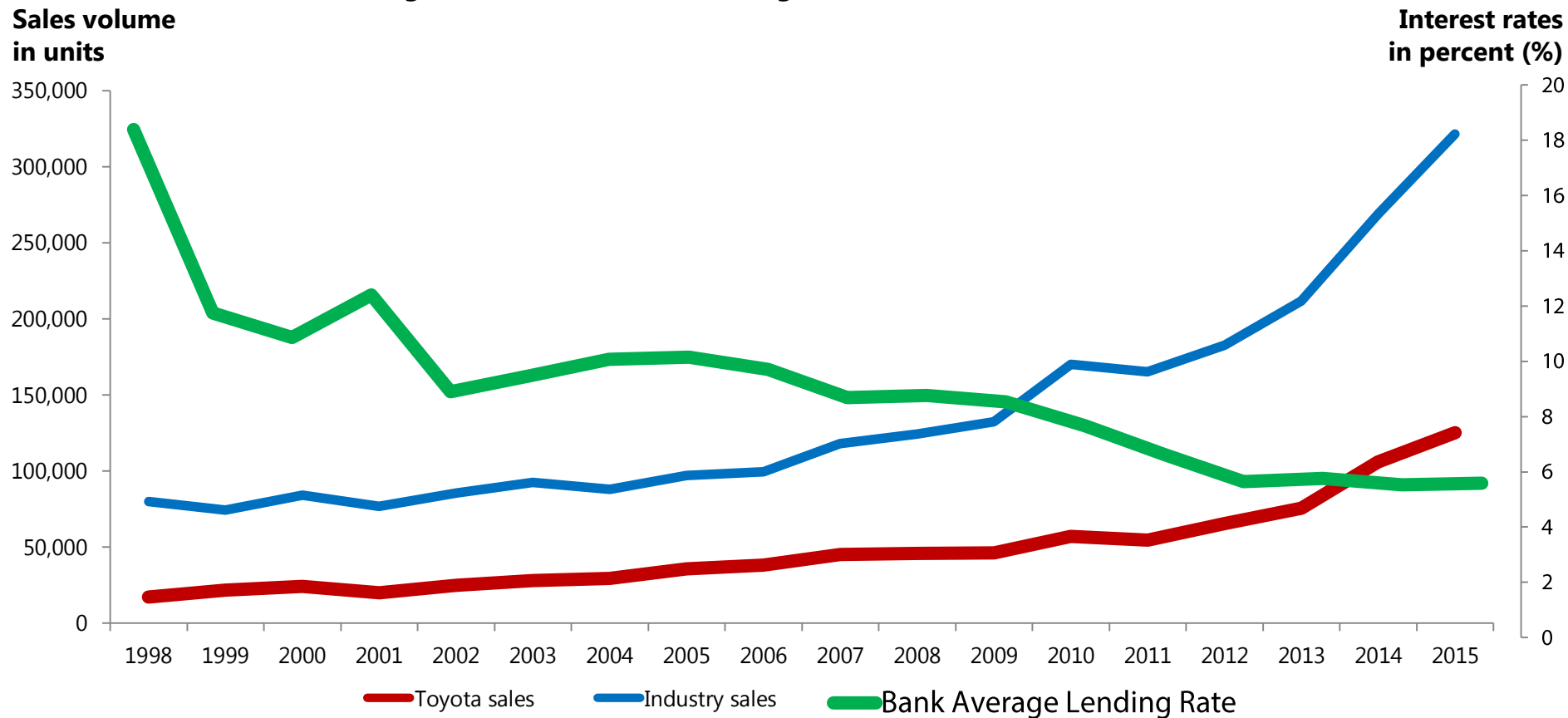
Sales volume
in units



A promising underpenetrated sector



Interest rates vs car sales Toyota vs Industry vs Interest rates



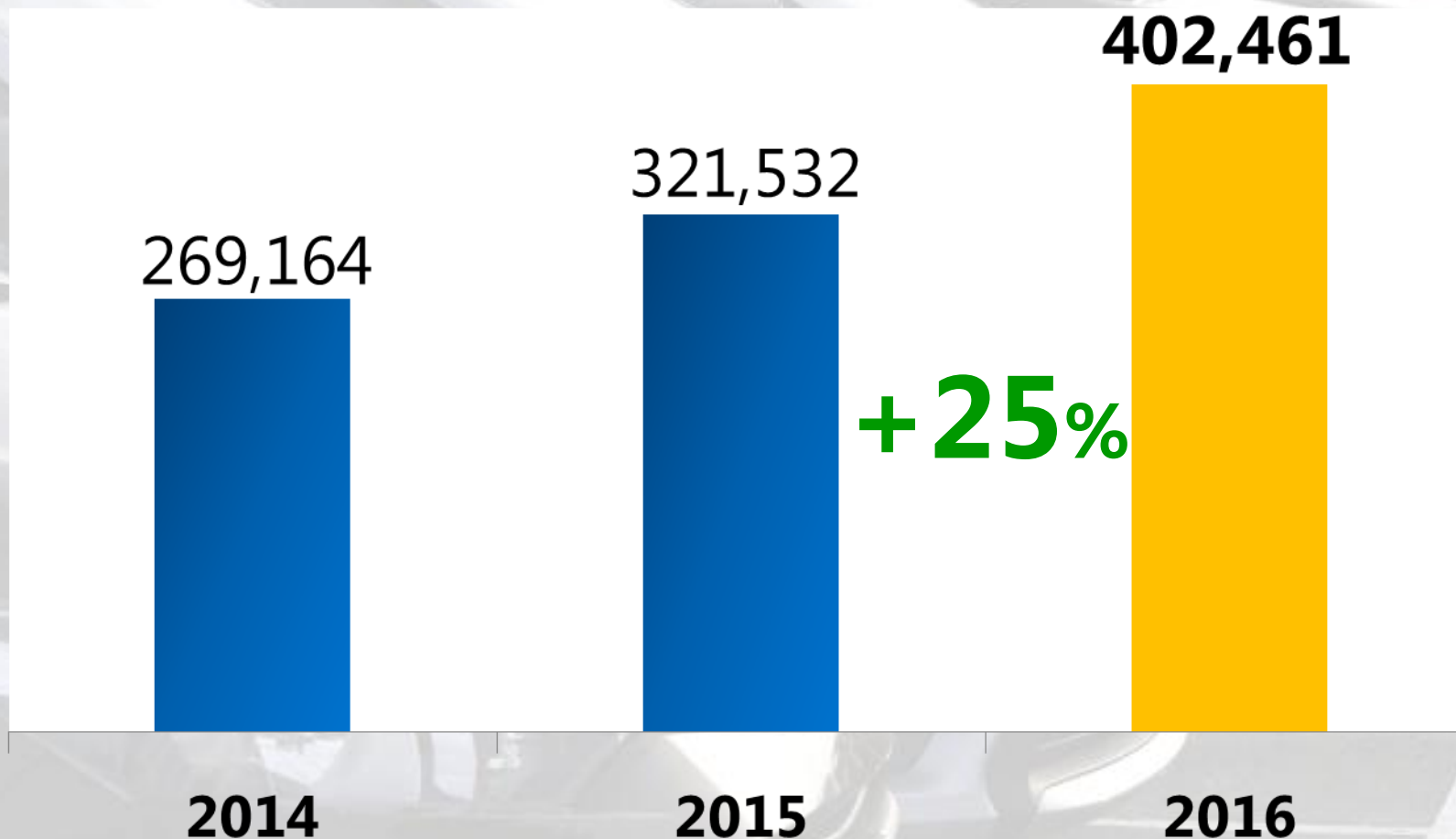
Source: **GT Capital IR Research, Bangko Sentral ng Pilipinas, CAMPI, AVID**

Auto sales continue to be robust



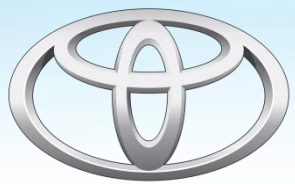
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Industry Sales





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TOYOTA

Auto Industry Market Share

39.4%

 **TOYOTA**



15%

Mitsubishi



8%



Ford

8%



Hyundai

7%



Isuzu

6%



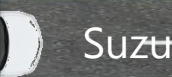
Honda

4%



Nissan

4%



Suzuki

3%

Other

2%

Kia

2%

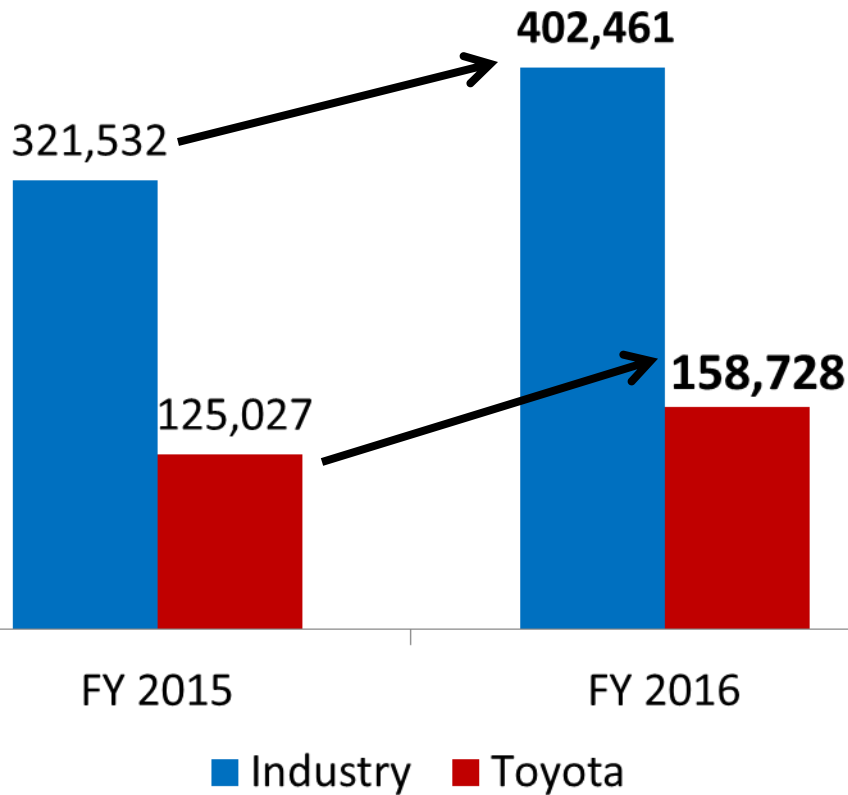
General Motors

1%

Mazda

Auto Industry versus TMP

Retail Unit Sales, as of December 2016



Industry growth

▲25% Y-o-Y

Toyota growth

▲27% Y-o-Y

158,728 units



No.1
Passenger
Car Sales



No.1
Commercial
Vehicle Sales



No.1
Overall
Sales



Innova
#1 MPV Medium

Wigo
#1 Low Cost
Segment

Vios
#1 Subcompact
Segment

**Corolla
Altis**
#1 Compact
Segment

Camry
#1 Medium PC

FJ Cruiser
#1 SUV Hi

Hiace
#1 Utility Van

Fortuner
#1 SUV Lo

Avanza
#1 MPV Compact

Hilux
#1 Pick Up

52
Toyota dealerships
nationwide as of
end-2016



Dealership Expansion

BRINGING THE TOYOTA FAMILY CLOSER TO YOU.
OUR NEWEST DEALERSHIP, NOW OPEN.



Toyota Tarlac City

TARLAC February

The image shows a rendering of the Toyota Tarlac City dealership. A man and a woman in professional attire stand in front of the building. The building has a large red and white facade with the Toyota logo and 'TOYOTA' text. A sign above the entrance reads 'Toyota Tarlac City'. Below the rendering is a row of circular icons representing various services: car sales, financing, insurance, maintenance, and parts. A map icon with a location pin is also present.

50 DEALERS STRONG AND READY TO SERVE YOU.
EXPERIENCE OUR NEWEST DEALERSHIP IN BATAAN.



Toyota Bataan

BATAAN April

The image shows a rendering of the Toyota Bataan dealership. A man and a woman in professional attire stand in front of the building. The building has a large red and white facade with the Toyota logo and 'TOYOTA' text. A sign above the entrance reads 'Toyota Bataan' and 'Parts & Service'. Below the rendering is a row of circular icons representing various services: car sales, financing, insurance, maintenance, and parts. A map icon with a location pin is also present.

TOP-NOTCH SERVICE NOW CLOSER TO YOU.
TOYOTA BACCOOR, NOW OPEN.



Toyota Bacoor, Cavite

BACCOOR July

The image shows a rendering of the Toyota Bacoor, Cavite dealership. A man and a woman in professional attire stand in front of the building. The building has a large red and white facade with the Toyota logo and 'TOYOTA' text. A sign above the entrance reads 'Toyota Bacoor, Cavite'. Below the rendering is a row of circular icons representing various services: car sales, financing, insurance, maintenance, and parts. A map icon with a location pin is also present.

Three new dealerships in 2016

New Models in 2016 from **Toyota Motor Philippines**



TOYOTA

ALL NEW
FORTUNER

March 2016 full model change

28,549 sold in 2016



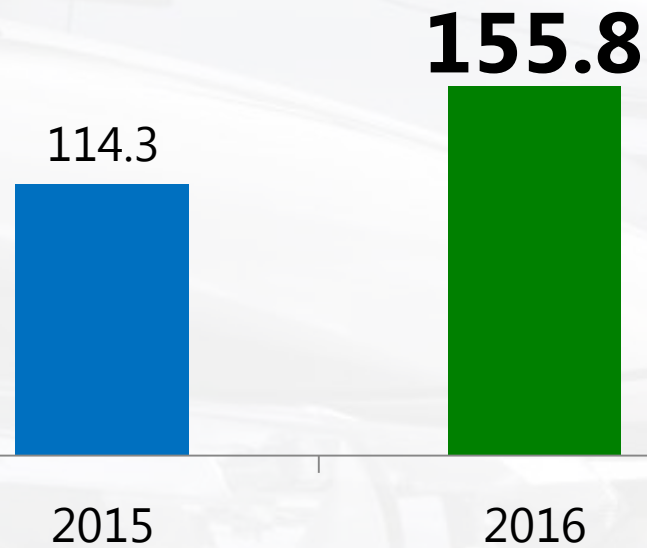
ALL NEW **INNOVA**

April 2016 full model change



Revenues

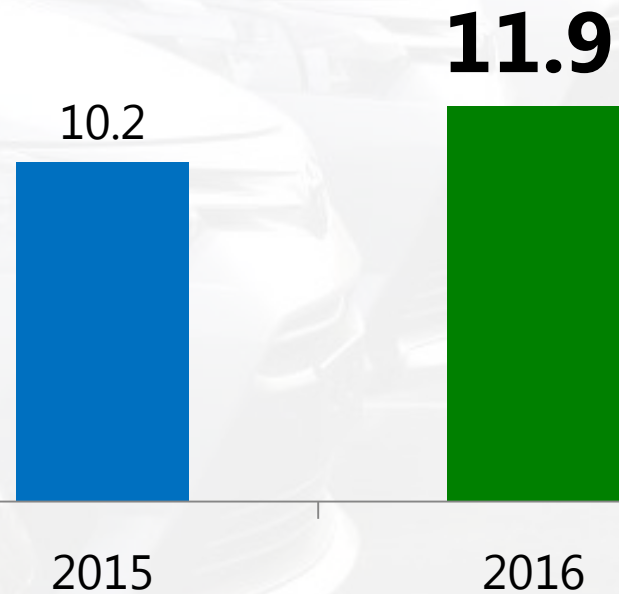
+36%



in Php Billion

Net Income

+17%



in Php Billion



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Infrastructure & Utilities

New administration aims to increase
infrastructure spending to

7 % of GDP





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**METRO
PACIFIC**
INVESTMENTS

METRO PACIFIC INVESTMENTS

6

NLEX-SLEX Connector Road

NAIA Expressway

Skyway Extension

4

METRO PACIFIC INVESTMENTS

C-5 South Link

2

METRO PACIFIC INVESTMENTS

Cavitex

METRO PACIFIC INVESTMENTS

LRT-1 Extension

1

METRO PACIFIC INVESTMENTS

CALAX

3

1,600 hectares



Alabang

MCX

SLEX

EPZA

CALAX Exit

LRT-6

5

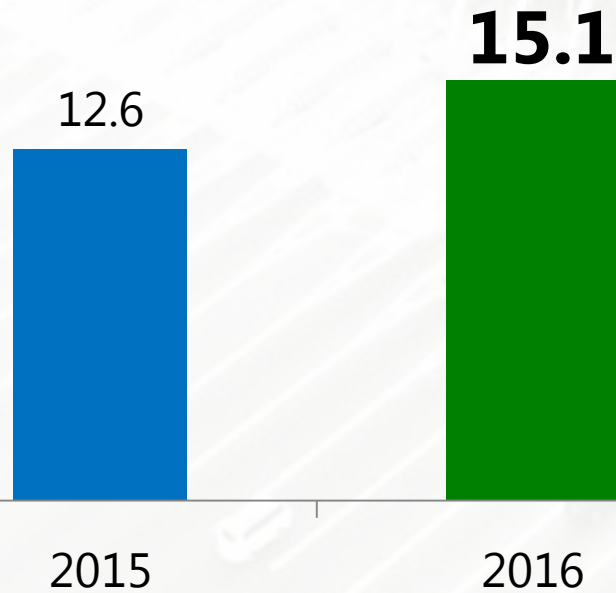
METRO PACIFIC INVESTMENTS

Aveia Federal Land/ Alveo

EPZA

Share in Operating Core Income

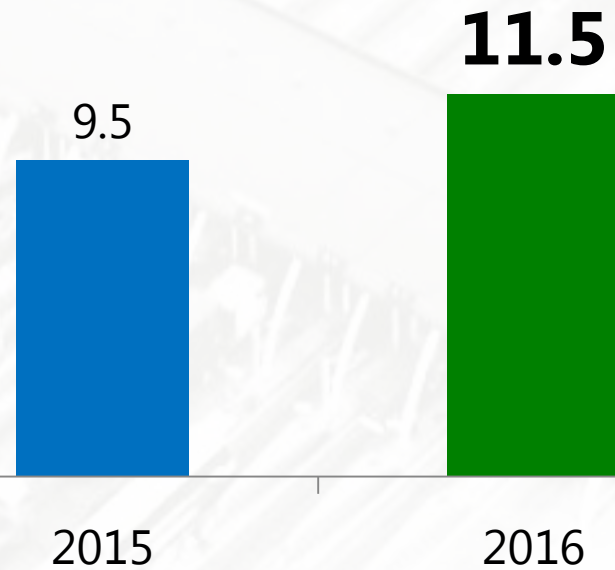
+20%



in Php Billion

Net Income

+20%



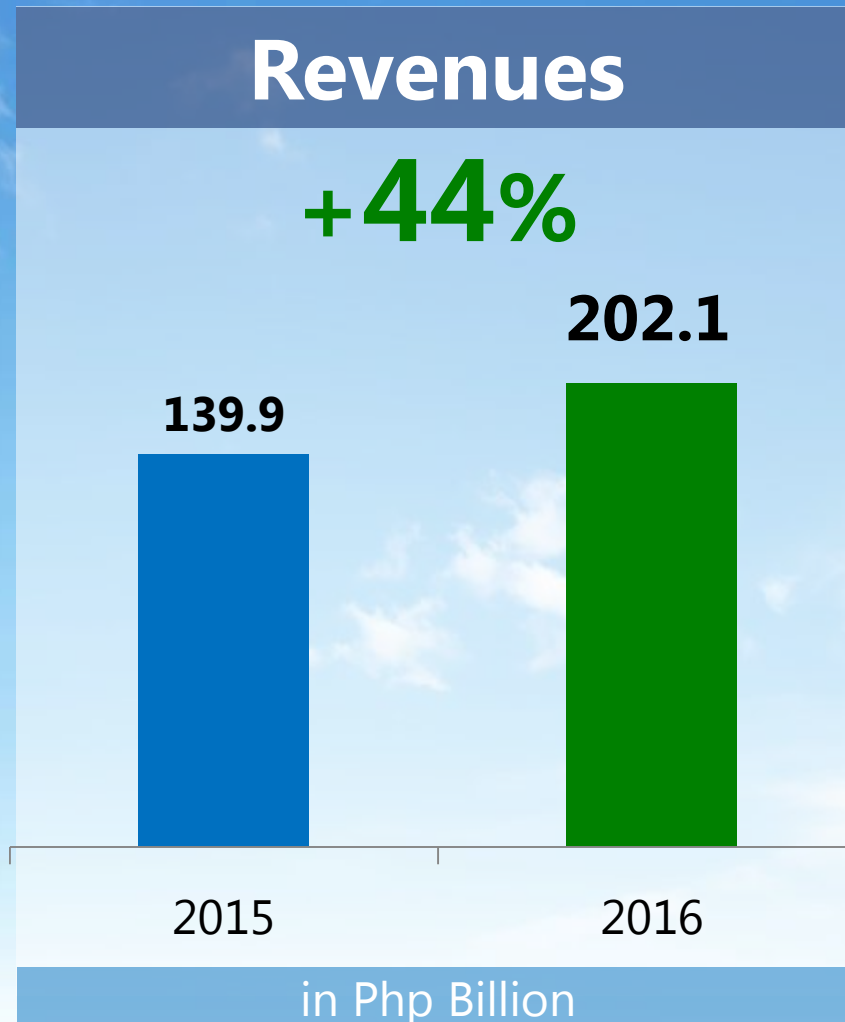
in Php Billion



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GT Capital Holdings **Consolidated 2016 Financial Highlights**

Full-Year 2016 Financial Highlights



Full-Year 2016 Financial Highlights

Conso Net Income

+21%

12.1



14.6



2015

2016

in Php Billion

Assets

**Php 265.5
billion**

GT Capital Market Capitalization



Data from the Philippine Stock Exchange



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The Road Ahead

Increased ownership from 26% to **36%**



improves
earnings per
share accretion



rationalizes
the Bank's
ownership
structure



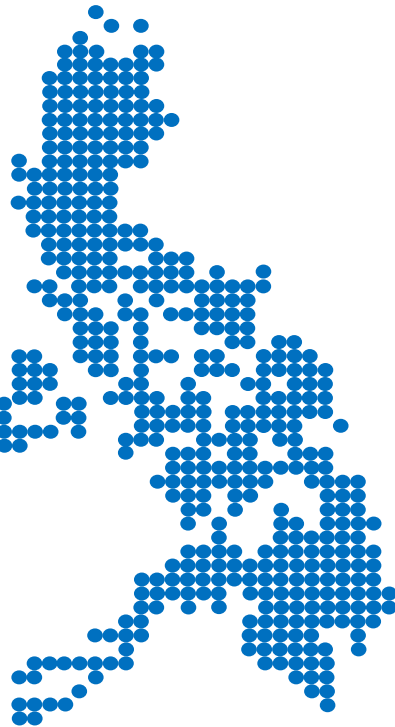
increases
market
capitalization

Branch Expansion

Nationwide

959
branches
as of 2016

2,300
ATMs



Worldwide



36
branches,
subsidiaries,
and offices

202
remittance
agents

Continued expansion to serve the unbanked



**will continue to support building
infrastructure for our nation**



Dealership Expansion

New dealers in

- Angeles (Pampanga)
- Matina (Davao)
- Calbayog (Samar)
- Ilocos Norte
- Talisay (Cebu)
- Santa Rosa (Laguna)
- Kidapawan (Cotabato)
- Aklan (Panay)
- Iligan (Lanao del Norte)
- Mabolo (Cebu)
- Calapan (Oriental Mindoro)
- Tuguegarao (Isabela)
- Valencia (Negros Oriental)
- Lapu-lapu (Cebu)
- Subic Bay



2012	32
2013	42
2014	45
2015	49
2016	52
2017	67

200,000
units per annum by the year
2020



TOYOTA



TOYOTA



Official participant to the government's
Comprehensive Auto Resurgence Strategy (CARS) Program



5

new projects in
Grand Central Park Bonifacio
Met Park at the Bay Area
Macapagal
Makati
Mandaluyong 95



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at the



GRAND CENTRAL PARK

NORTH BGC



New 300-hectare central business district south of Metro Manila

Actual drone shot of
Lancaster New City in Cavite



As people enjoy higher incomes, they demand more insurance products

as **GDP per capita** increases

demand for insurance also increases

Source: Study by **University of Business and Economics, Austria**

PH insurance market penetration rate

34% → 51% by 2019



METRO PACIFIC

INVESTMENTS



Dividend Announcement

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$$\begin{array}{ccc} \text{₱}3 & + & \text{₱}2 & = & \text{₱}5 \\ \text{regular} & & \text{special} & & \text{total} \\ \text{dividend} & & \text{dividend} & & \text{dividend} \end{array}$$

per common share

As of record date 4 April 2017

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A D E C A D E O F
C R E A T I N G V A L U E

gtcapital.com.ph



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Rising Together to New Heights

Annual Stockholders' Meeting
2017



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Board of Directors





Renato C. Valencia



**Jaime Miguel
G. Belmonte**



Peter B. Favila



Wilfredo A. Paras



Roderico V. Puno



Dr. David T. Go



President/Director
**Carmelo Maria Luza
Bautista**



Co-Vice Chairman
Alfred V. Ty



Co-Vice Chairman

Francisco C. Sebastian



Chairman
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