



**GT CAPITAL**  
HOLDINGS INCORPORATED

# The President's Report

**Carmelo Maria  
Luza Bautista**

Annual Stockholders' Meeting  
05 June 2020



# Macroeconomic Conditions in **2019**



Benign  
**Inflation**  
**2.5%**



**GDP Growth**  
**+5.9%**



Positive  
**Consumer  
Confidence**  
**+1.3%**



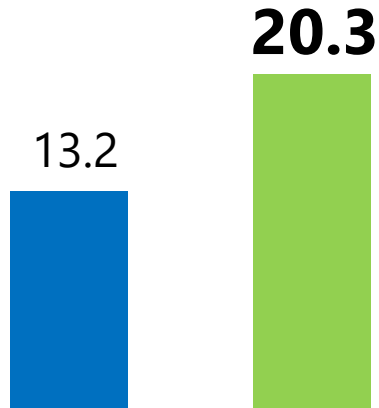
**Interest Rates**  
▼75 bps  
**4.0%**  
RRP

# Full-Year 2019 Consolidated Financial Highlights



## Conso Net Income

**+54%**

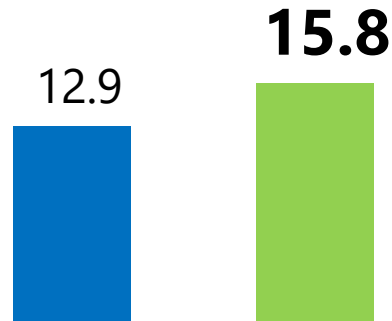


FY 2018    FY 2019

in Php Billion

## Core Net Income

**+22%**



FY 2018    FY 2019

in Php Billion

**Strong  
Recovery**



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- ✓ Diverse investment portfolio
- ✓ Top-tier presence in key sectors
- ✓ Solid balance sheet
- ✓ Well-established strategic global partnerships

# Sector and Component Company Updates



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# Banking



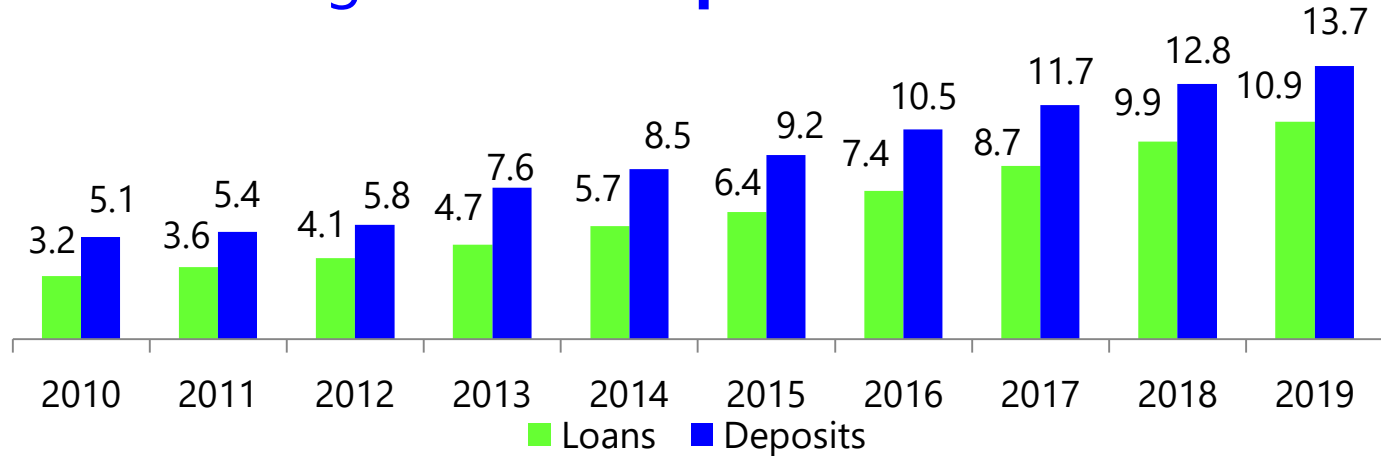
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# Sector-Wide Loans and Deposits

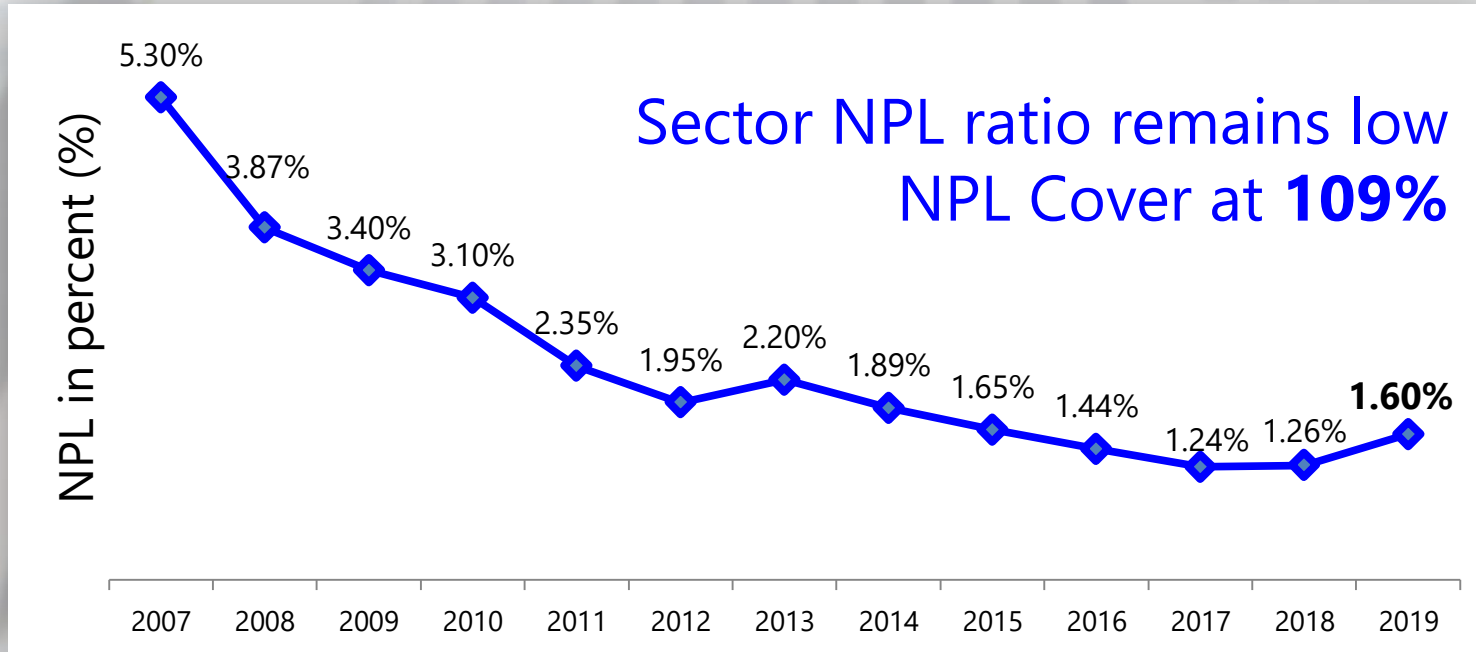
In trillion pesos, FY 2010-2019

**+7% deposit growth at Php10.9 Tn**  
**+10% loan growth at Php13.7 Tn**



# Sector Non-Performing Loan Ratio

In percentages (%), Philippines, year-end, 2007-2019



Philippine Banking System, Source: Bangko Sentral ng Pilipinas





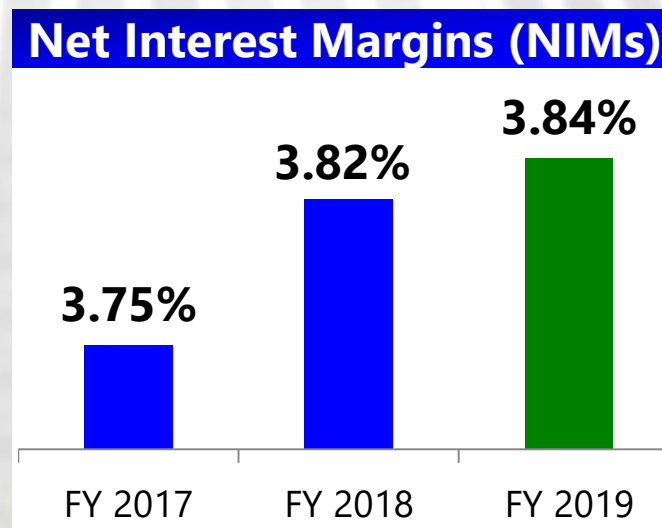
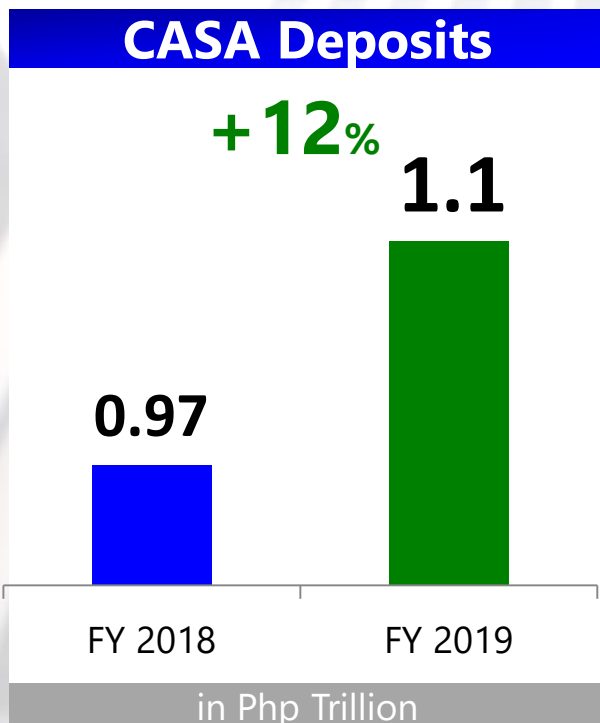
**Metrobank**  
You're in good hands



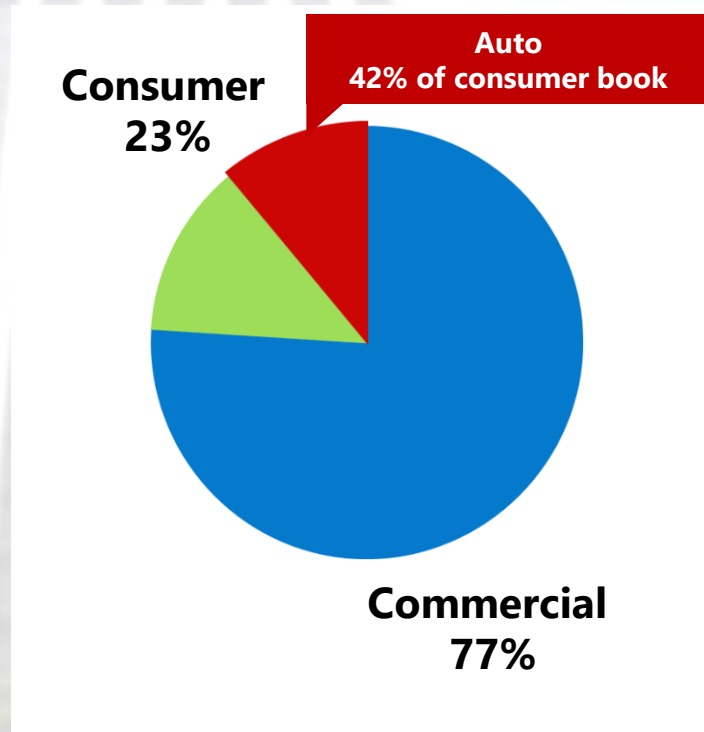
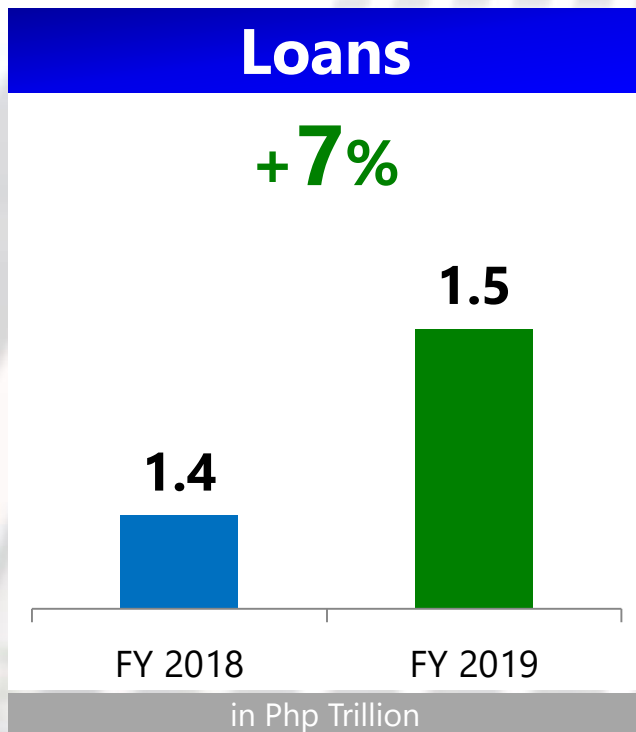
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# Full-Year 2019 Financial Highlights



# Full-Year 2019 Financial Highlights

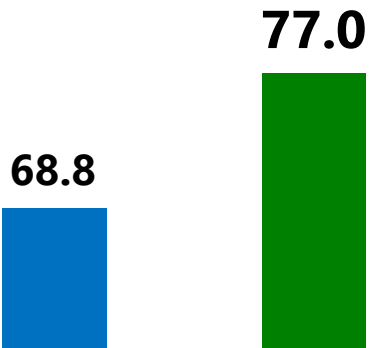


# Full-Year 2019 Financial Highlights

## Net Interest Income

**+12%**

73% of Op. Inc.



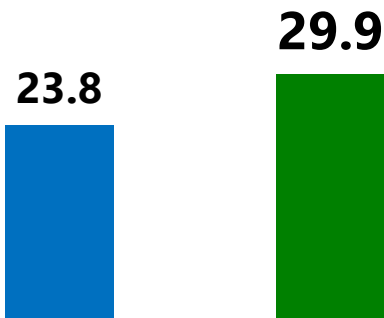
FY 2018

FY 2019

in Php Billion

## Non-Interest Income

**+26%**



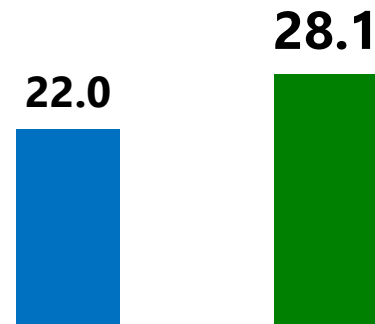
FY 2018

FY 2019

in Php Billion

## Conso Net Income

**+27%**



FY 2018

FY 2019

in Php Billion



# Automotive



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# Industry Unit Sales, FY2019

+2%

2019

410,035

2018

400,298

2017

473,376



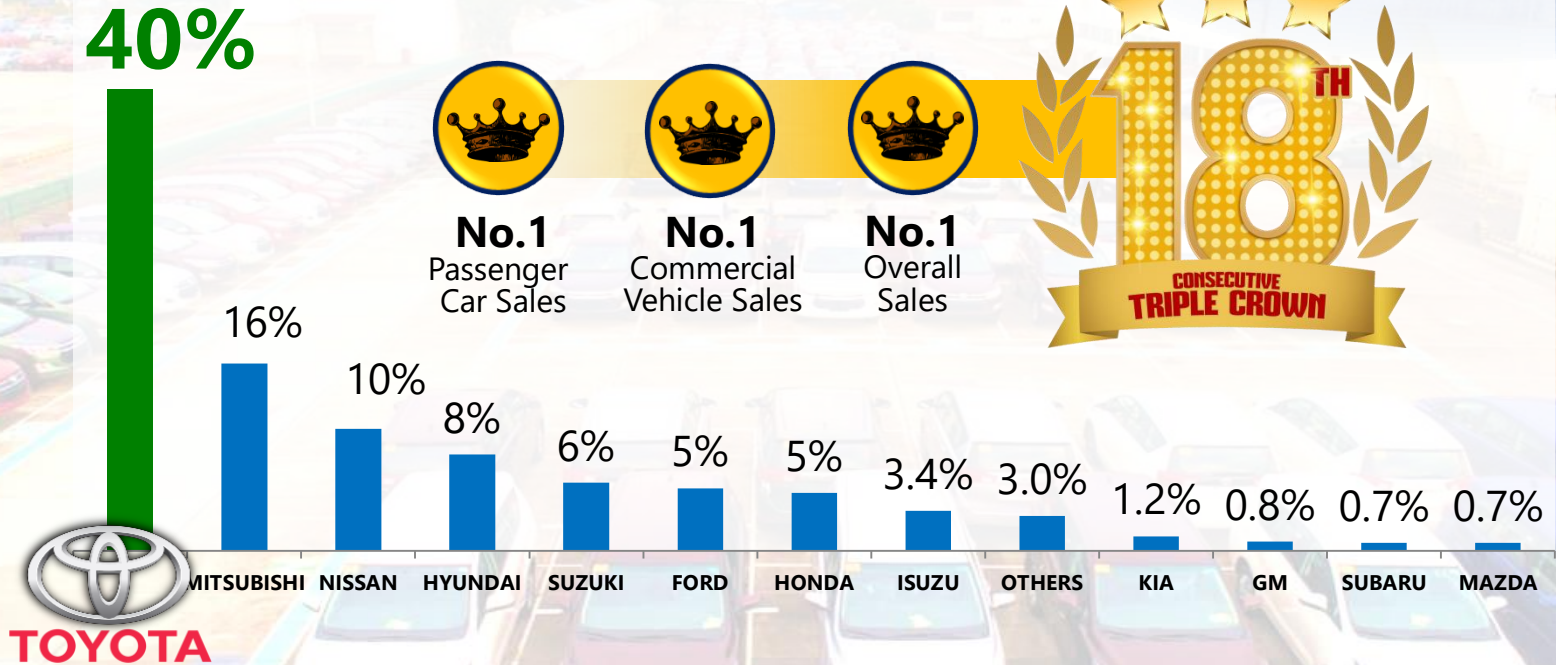
**TOYOTA**



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# Overall Market Share, **FY2019**





# Toyota Retail Unit Sales, **FY2019**

<b>+6%</b>	<b>2019</b>	<b>162,011</b>
	2018	153,004
	2017	183,908



# Full-Year 2019 Financial Highlights

## Total Revenues

**+6%**

**168.6**

**158.9**

FY 2018

FY 2019

in Php Billion

## Net Income

**+15%**

**9.1**

**7.9**

FY 2018

FY 2019

in Php Billion



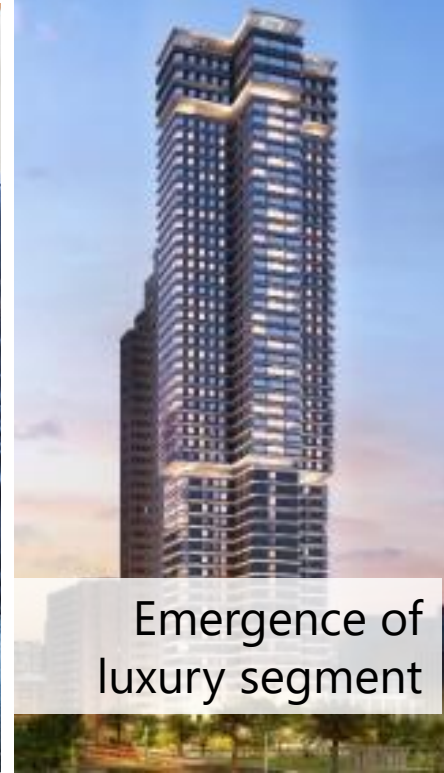
# Property Development



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Continued demand from  
BPO employees and  
middle-class housing in  
2019



Emergence of  
luxury segment



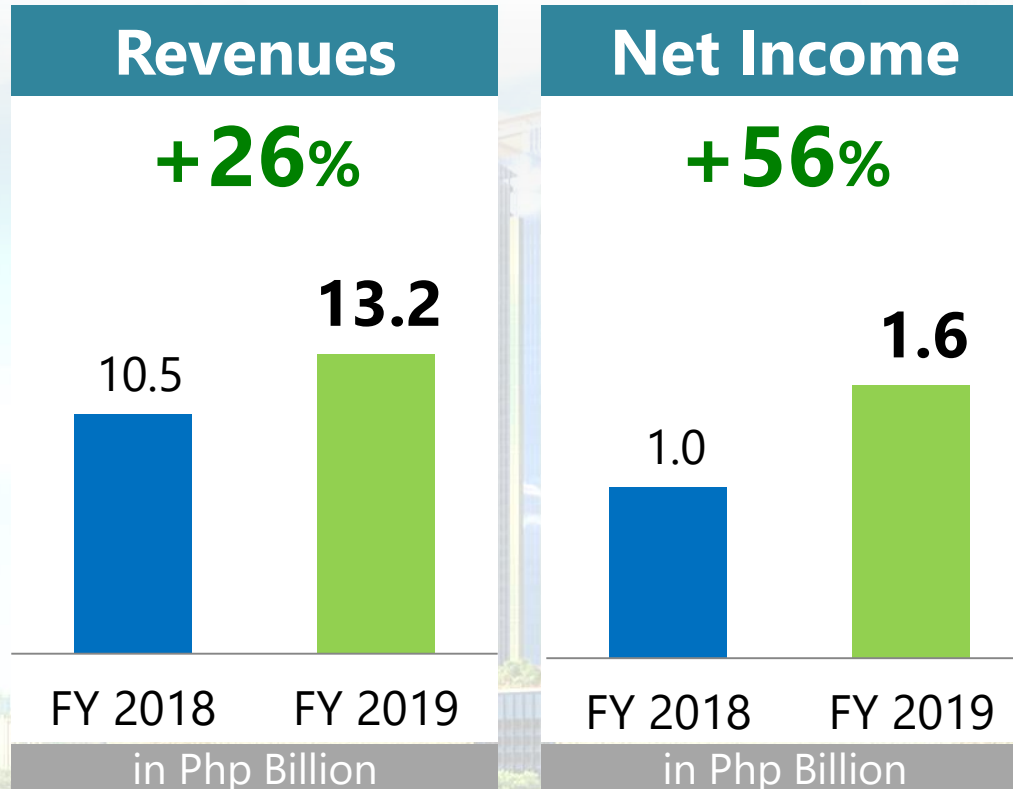
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# Six projects launched in 2019



# Full-Year 2019 Financial Highlights



# Insurance

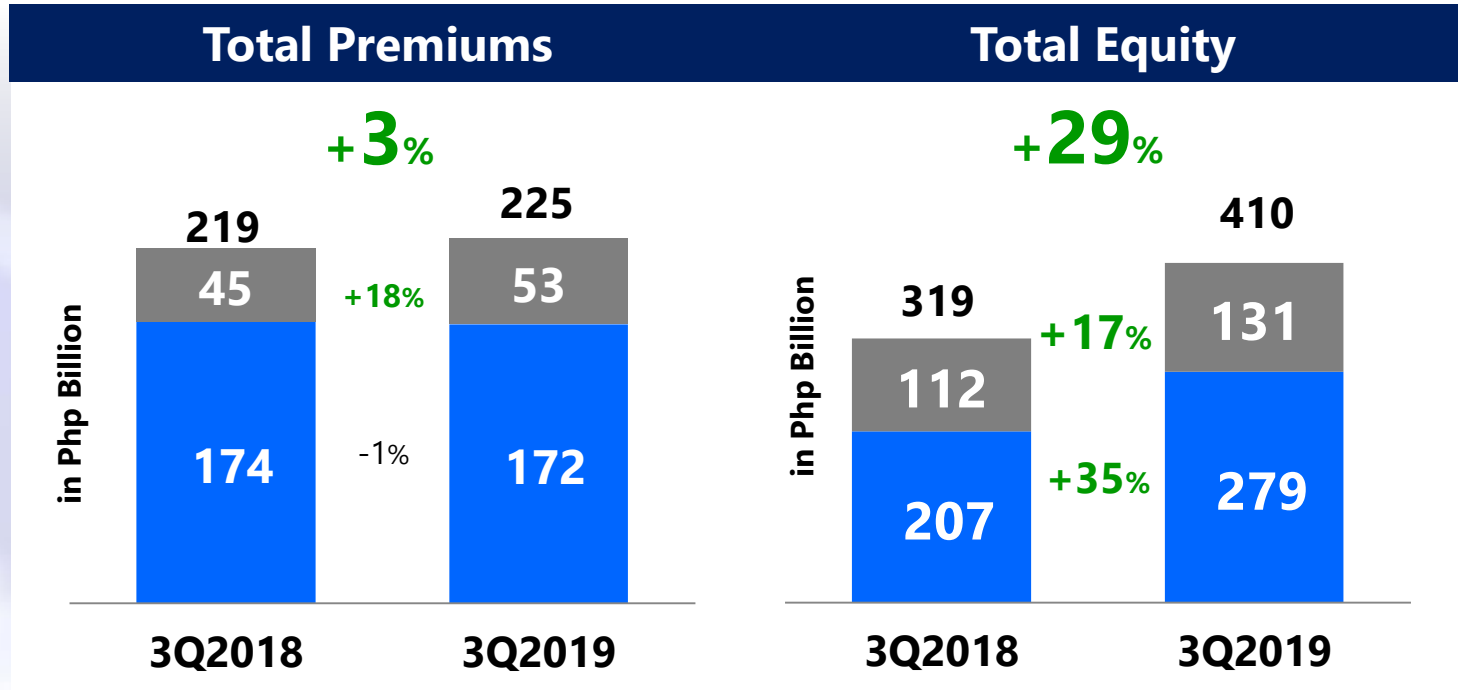


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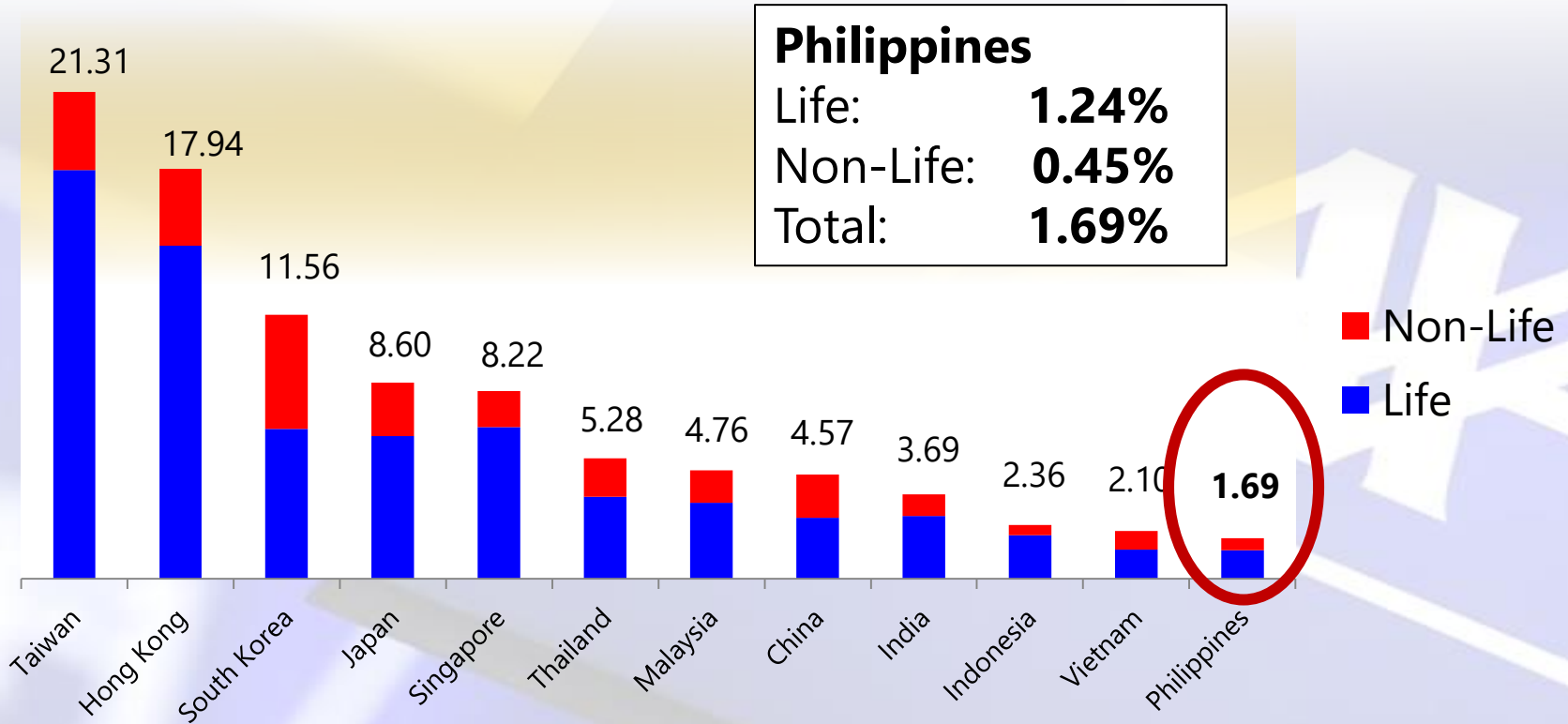
# Insurance Industry Updates



As of 30 September 2019, latest available from Insurance Commission

Still an underpenetrated sector

## Insurance Penetration as a % of GDP



Source: SwissRe global reinsurance company, October 2019



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# Full-Year 2019 Operational Highlights

Persistency Ratio

**82.7%**

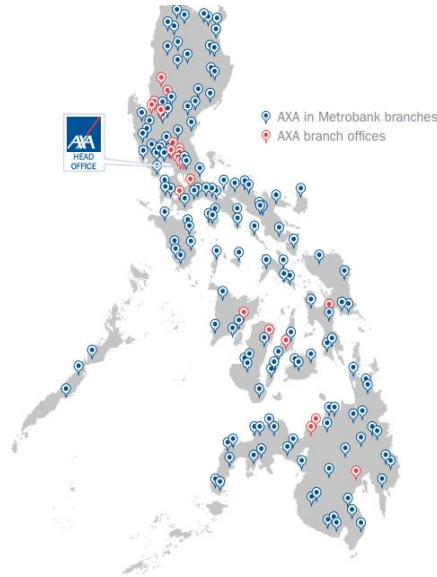
Exclusive Financial  
Advisors

**7,045**

Agency Offices

**47**

## Bancassurance



**960**

**NATIONWIDE  
BRANCHES**

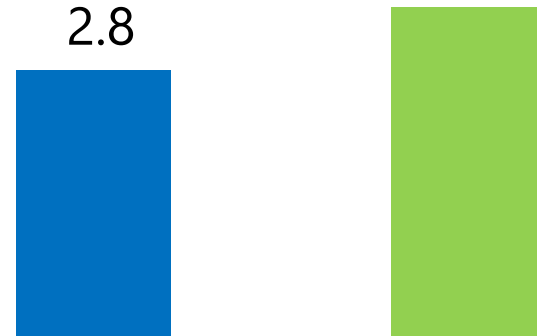
# Full-Year 2019 Financial Highlights

## Gross Premiums

**Php32.1  
billion**

## Net Income - Life

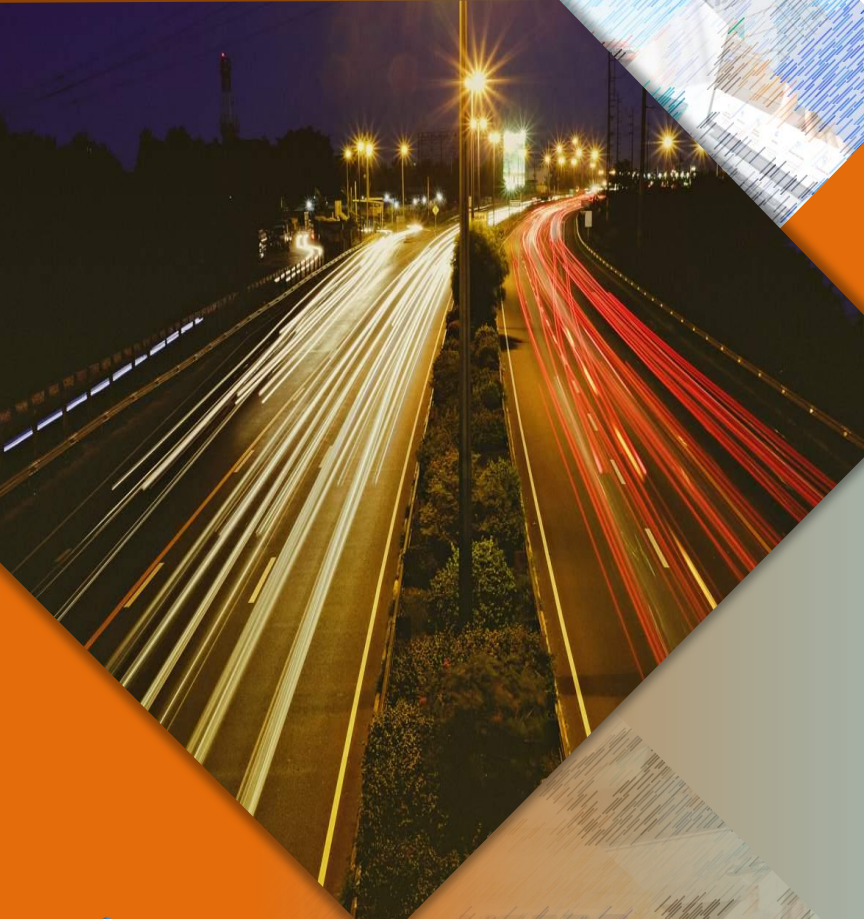
**+23%**



FY2018

FY2019

in Billion Php



# Infrastructure and Utilities

**METRO  
PACIFIC**  
INVESTMENTS



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# 2019 Key Projects



# CAVITEX-C5 Link

**METRO  
PACIFIC**  
INVESTMENTS



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2.2km segment  
from Taguig to Merville, Paranaque

opened July 2019



# CALAX

10.7km segment  
from Mamplasan Toll  
to Santa Rosa-Tagaytay  
Interchange  
opened  
November 2019

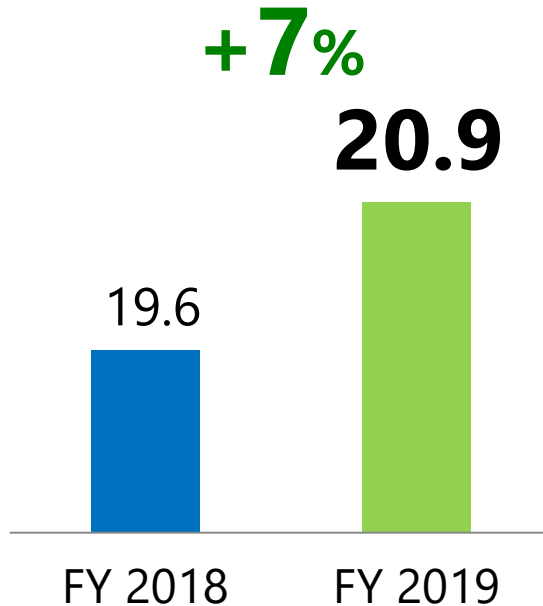
**METRO  
PACIFIC**  
INVESTMENTS



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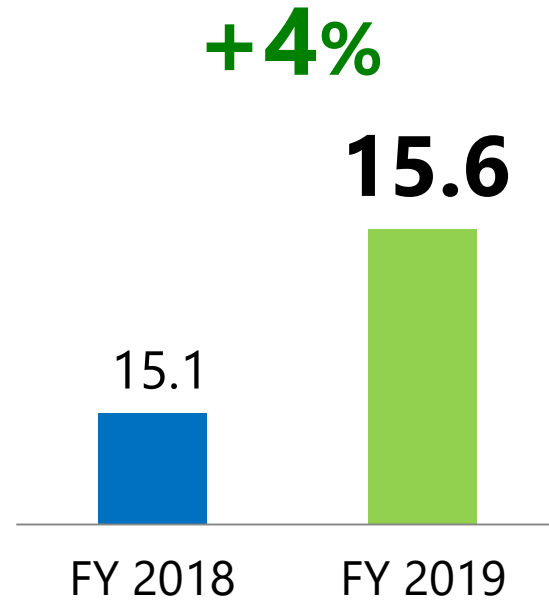
# Full-Year 2019 Financial Highlights

## Core Operating Income



in Php Billion

## Core Net Income



in Php Billion

# Strong Recovery

 Metrobank

+28%

 TOYOTA

+15%



**GT CAPITAL**  
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+54%

 **FEDERAL LAND**  
GT Capital Holdings

+56%

**METRO PACIFIC**  
INVESTMENTS

+4%



+23%

**Full-Year 2019**  
consolidated  
results

# 2019 Milestones



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# Extending the automotive value chain to Used car auction house operations



## *JBA Philippines* Signing Ceremony

26 March 2019 | GT Tower International, Makati

# May 2019



 **Metrobank**  
You're in good hands  
**Best Managed Bank**  
in the Philippines

**Chairman Arthur Ty**  
CEO Leadership Achievement Award

**THE ASIAN BANKER®**  
STRATEGIC BUSINESS INTELLIGENCE FOR THE FINANCIAL SERVICES COMMUNITY

# Cavite: Next High-Growth Corridor



# August 2019



**ACGS**  
**ASEAN**  
**Corporate**  
**Governance**  
**Scorecard**



is a



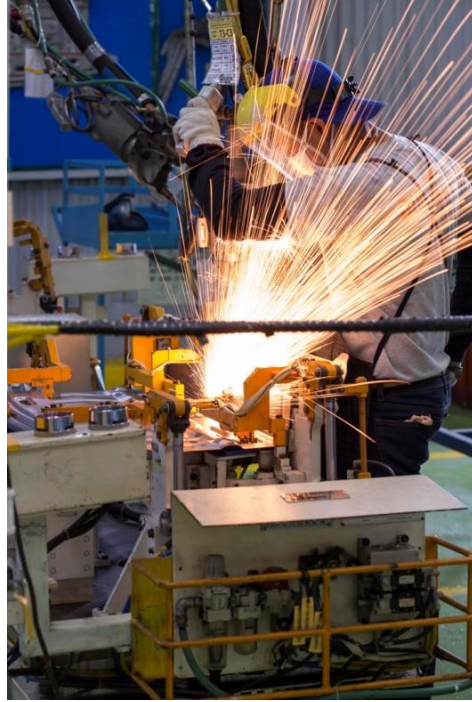
rated Philippine company



# Facing the Challenge of 2020



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Our first priority:  
**physical well-being** and  
**financial security** of our  
GT Capital Group-wide  
employee base





Policies and programs in place to support officers, **agency-based support staff** and front-liners

**25,600**  
**Group employees**



**WE  
HEAL  
AS  
ONE**

The graphic features the text 'WE HEAL AS ONE' in a bold, sans-serif font. 'WE' is in black, 'HEAL' is in blue, 'AS' is in red, and 'ONE' is in yellow. To the right of the word 'HEAL' is a stylized representation of the Philippine flag, showing the blue, white, and red horizontal stripes and the yellow sun with three stars.

- ✓ Support of government agency directives
- ✓ Interest payments deferred
- ✓ Rental and amortization payments pushed back
- ✓ Insurance premium collections postponed



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# Group Services During ECQ



## Grace Periods

Grace periods for monthly amortizations, lease collections, and insurance premium payments



## Banking Services

- Branches, Cash Accept Machines, and ATMs remained open
- Waived bank fees on Instapay and PesoNet



## Insurance Coverage

- Extended validity of coverage for qualified policies expiring within ECQ
- Covid-19-related events covered



## Auto Assistance

Financial assistance to dealerships



## Rental Deferrals

Deferred rentals and amortization payments





**Metrobank  
Foundation**

*Excel. Engage. Empower.*



**GT Foundation**

# **Php200M fund** Initiatives directly supporting efforts against Covid-19

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**Php100 million**  
Food gift certificates

**1 million**  
families



## PROJECT UGNAYAN



#UgnayanCOVID19



**Php25.4**  
million  
worth of PPE  
**20,000**  
PPE sets



**21**  
hospitals  
Metro Manila  
- 6 in Manila City  
- UP-PGH  
- Lung Center  
Cavite  
Cagayan de Oro





In partnership with Philippine Red Cross, UNICEF, and Manila Doctors Hospital, we are able to support **46 hospitals** with:

## AXA salutes and supports our frontliners.

50,000 masks

1,400+ PPEs

100 deaf families assisted with translators and food packs

20 triage tents

19 respirators





**Php2.2 million** worth of  
**PPE to 12,000**  
**Armed Forces of the Philippines and**  
**Philippine National Police**  
personnel



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**GT Foundation**



# P18 Million Donation

## LABORATORY FOR COVID-19 TESTINGS



Partnered with PRC to construct a  
**MOLECULAR LABORATORY**  
capable of detecting COVID-19 and  
other contagious diseases



**1,000 COVID-19 TESTINGS**  
capable of testing thousand samples per day



The facility will be  
**FULLY EQUIPPED**  
complete of supplies and apparatuses  
including two automated extraction machines





# P10 Million Donation ANTIBODY RAPID TESTING KITS

as of April 30, 2020



**22K RAPID TESTING KITS**  
were purchased and will be distributed  
to identified barangays in Metro Manila



**PROJECT  
ARK**

partnered with GoNegosyo's Project ARK  
(Antibody Rapid test Kits) for the purchase  
of kits and testing of identified barangays



# PROJECT ARK

MASSIVE RAPID TESTING





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**GT Foundation**

Approx. **Php1.2 Billion**

**Initiatives responding to  
the Covid-19 pandemic**

# Dividend Announcement

₱3

Regular  
dividend

+

₱3

Special  
dividend

₱6

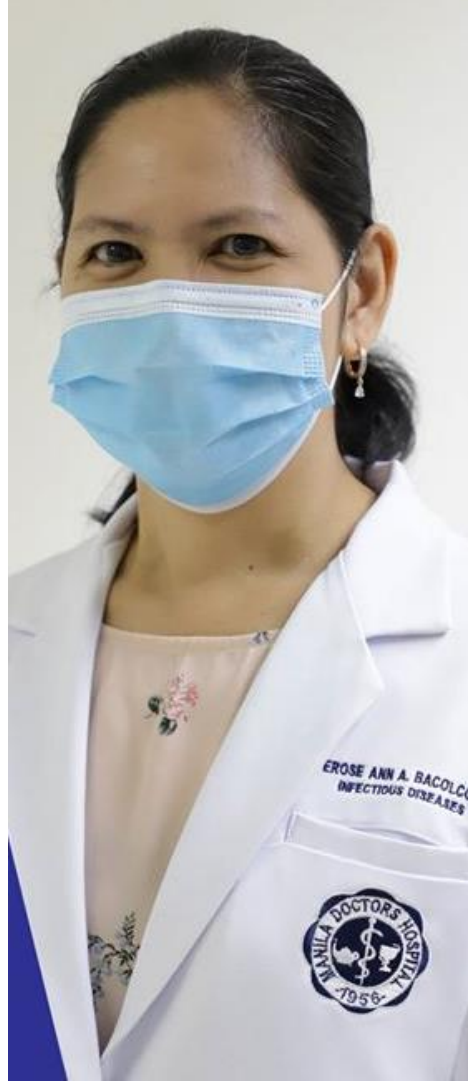
Total  
dividend



Partners for  
Good



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# Thank You!





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