



POSITIONED FOR
GROWTH

Investor Presentation

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or contact **IR@gtcapital.com.ph**



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Macroeconomic Highlights



Macroeconomic Conditions in **2023**

Policy Rate
6.50% +100bps FY2023

5.5% 9M GDP
(Consensus FY2023: 5.0%
FY 2022: 7.6%)

3,891
GDP Per Capita

OFW Remittances
30.6 B USD
10M 2023
+2.9% YoY

Inflation

6.2% Nov. YTD
(Consensus FY2023: 5.9%
BSP: 5.8%)

Macroeconomic Indicators

GDP

5.9% 3Q 2023

vs. 4.7% Bloomberg
Consensus 3Q2023

7.6% FY 2022

6.1% FY 2019

- Government Exp **+6.7%**
- Consumption **+5%**
- Exports **+2.6%**
- Imports **-1.3%**
- Investment **-1.6%**



2023 growth estimates tempered

FY2023 Est.	Current	Prev.
Bloomberg Consensus	5.0%	5.6%
MBT Research	5.5%	6% to 7%
FMIC-UA&P	5.5%	6%
DBCC*	6% to 7%	6% to 7%
IMF	5.3%	6%

*Development Budget Coordination Committee

GDP Growth Contributors



Govt. Exp.
+6.7%



Consumption
+5%



Exports
+2.6%



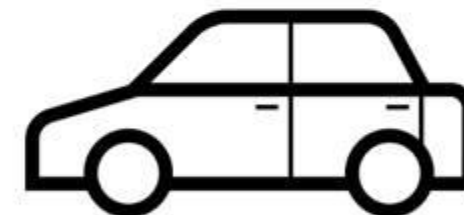
Construction

+14%



**Financial and
Insurance Activities**

+9.5%



**Wholesale and retail trade;
repair of motor vehicles**

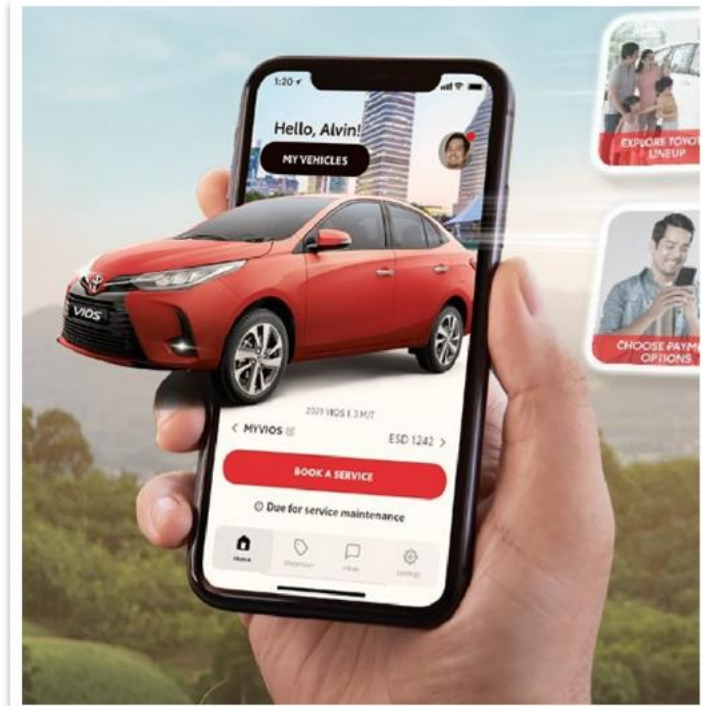
+5%



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GT Capital Group Updates





Key Highlights



GT CAPITAL
HOLDINGS INCORPORATED

Key Highlights – 9M 2023



Revenues

P162.8B +22%

Net Income

P10.9B +159%

Wholesale Volume

149,719 +18%
units

Retail Sales Volume

144,232 +16%
units

Market Share

47.1%
(50.8% in 9M 2022)

TMP and Industry Exceeding 2019 Pre-Covid Unit Sales Levels

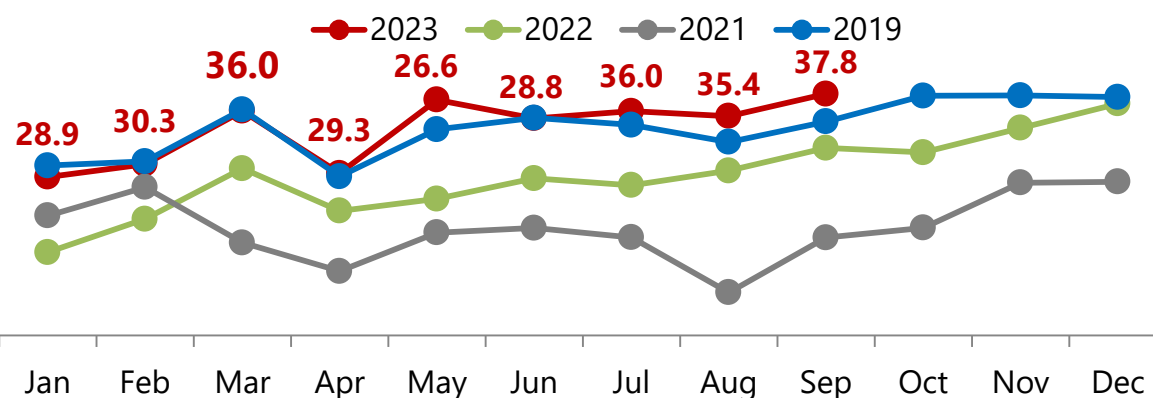
Industry

Retail Vehicle Sales

306,285 Units
in 9M 2023

+24.7%YoY
vs. **245,656**
in 9M 2022

Monthly Retail Vehicle Sales (In '000 Units)



9M 2023

+3%
vs 9M 2019

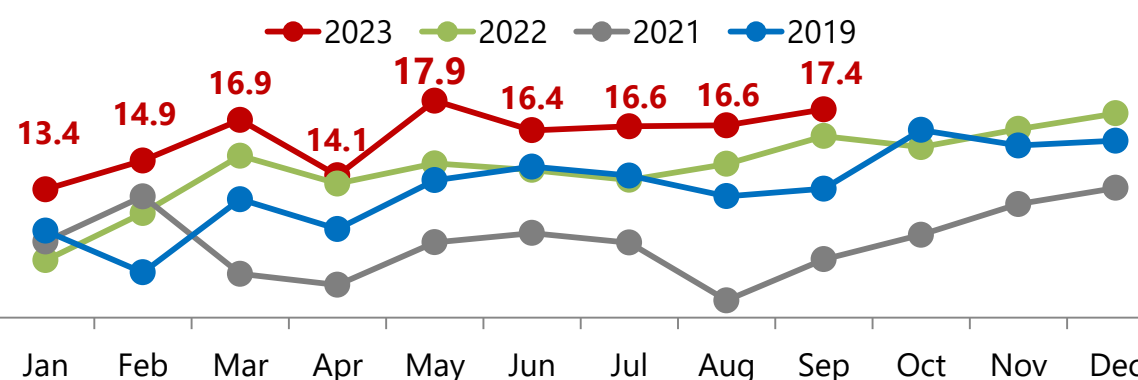
TOYOTA

Retail Vehicle Sales

144,232 Units
in 9M 2023

+15.5%YoY
vs. **124,884**
in 9M 2022

Monthly Retail Vehicle Sales (In '000 Units)



9M 2023

+26%
vs 9M 2019

Toyota New Model Launches 2023



ZENIX JUNE
(HEV and Gas)



WIGO JULY



YARIS CROSS AUGUST
(HEV and Gas)



Alphard August
(HEV)



Hilux GR-S September

Lexus New Model Launches 2023



RX **January**
(HEV and Gas)



LM **September**
(HEV)



RZ **May**
(BEV)

Toyota and Lexus

Widest electrified vehicle lineup in the country



ALPHARD



YARIS CROSS



LM



RX



ZENIX



RAV4



RZ 450e
First BEV



NX



UX



CAMRY



COROLLA ALTIS



COROLLA CROSS



LS



ES



IS

Toyota and Lexus Electrified Sales



Toyota HEV Sales as % of Total Sales

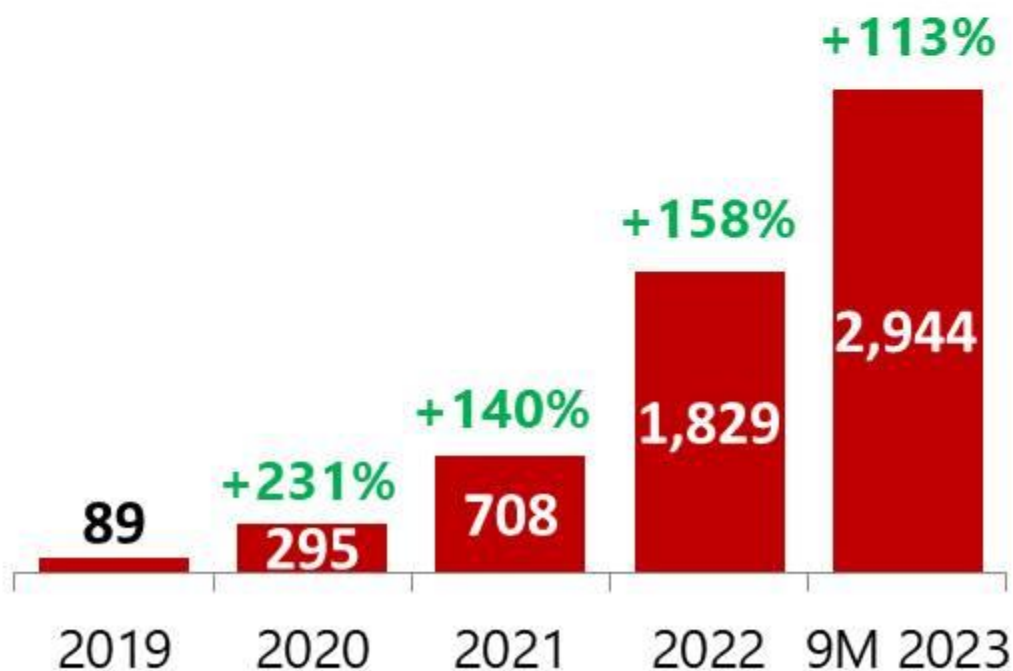


Combined
Toyota + Lexus
9M2023:
2.7%
(9M2022:1.2%)

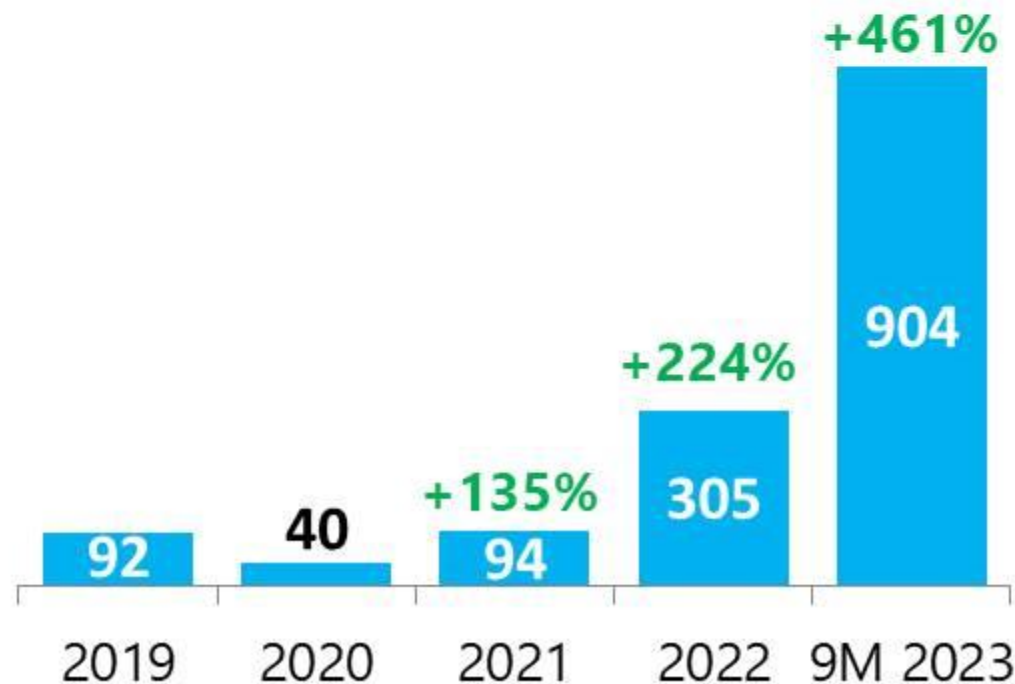
Lexus HEV Sales as % of Total Sales



Toyota HEV Unit Sales



Lexus HEV Unit Sales



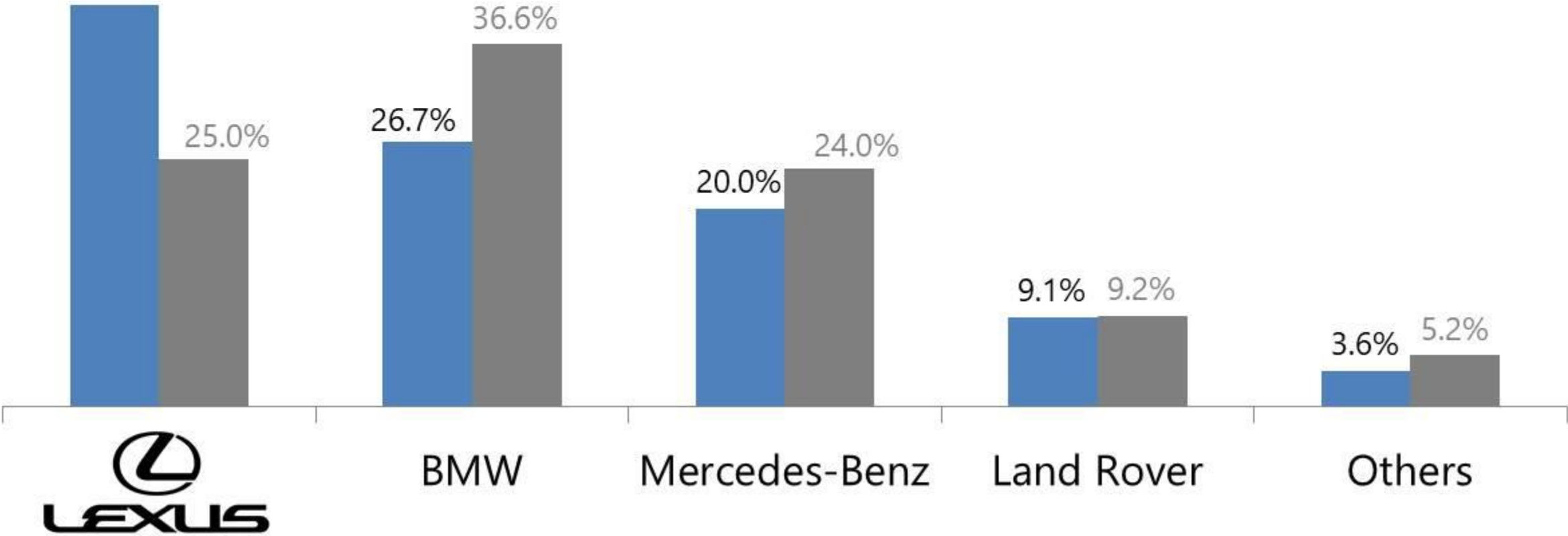
Lexus maintains Market Leadership in the Auto Luxury segment



Overall Market Share (Luxury) as of 9M 2023

40.6% in 9M 2023

■ 9M 2023 ■ 9M 2022



Toyota expands Dealership Network



In September 2023, Toyota opened its

74th Dealership

in **Ormoc City, Leyte**



Re-Introducing the Tamaraw (IMV-0)

"Innovative International Multi-Purpose Vehicle"



Pace Car Pick Up



Modern PUV Jeepney

- **Third CKD model (Tamaraw)** for assembly at the **Toyota Sta. Rosa Plant**
 - Launch by **2H 2024**
 - TMP invested **Php5.5 Billion**
- **Affordable** and **functional** vehicle
- **Customizable** to suit the needs of various customers
 - Design made for **conversion from one configuration to another**
 - **Multi-use:** fenced cargo bed, dry freight, refrigerated freight, police car, medical van, food truck, transport vehicle
- In line with Toyota's mission to provide **mobility for all**
 - Announced by **TMC Chairman Akio Toyoda** at **TMP's 35th Anniversary** celebration
 - Showcased at the **Japan Mobility Show 2023**



Key Highlights



GT CAPITAL
HOLDINGS INCORPORATED

Federal Land Project Launches 2023



Grand Hyatt Manila Residences



GRAND | HYATT™

MANILA
RESIDENCES

99% sold

GRAND | HYATT™

MANILA
SOUTH TOWER
RESIDENCES

100% sold

as of August 2023

The Seasons Residences

AWARDED
Best Condo Development
in the Philippines



THE SEASONS
RESIDENCES

Tower 1:
Haru

99% sold

Tower 2:
Natsu

93% sold

Tower 3:
Aki

94% sold

Tower 4:
Fuyu

60% sold

as of September 2023

Developments for the New Era



Grand Central Park, BGC

FEDERAL LAND COMMUNITIES

Creating *dynamic communities* for generations to enjoy

Laguna

Cebu

Cavite

Mandaluyong City

Pasay City

Marikina City

Bonifacio Global City



Riverpark, General Trias, Cavite



Met Park, Pasay City



Marikina



Mandaluyong



Cebu

Riverpark Estate

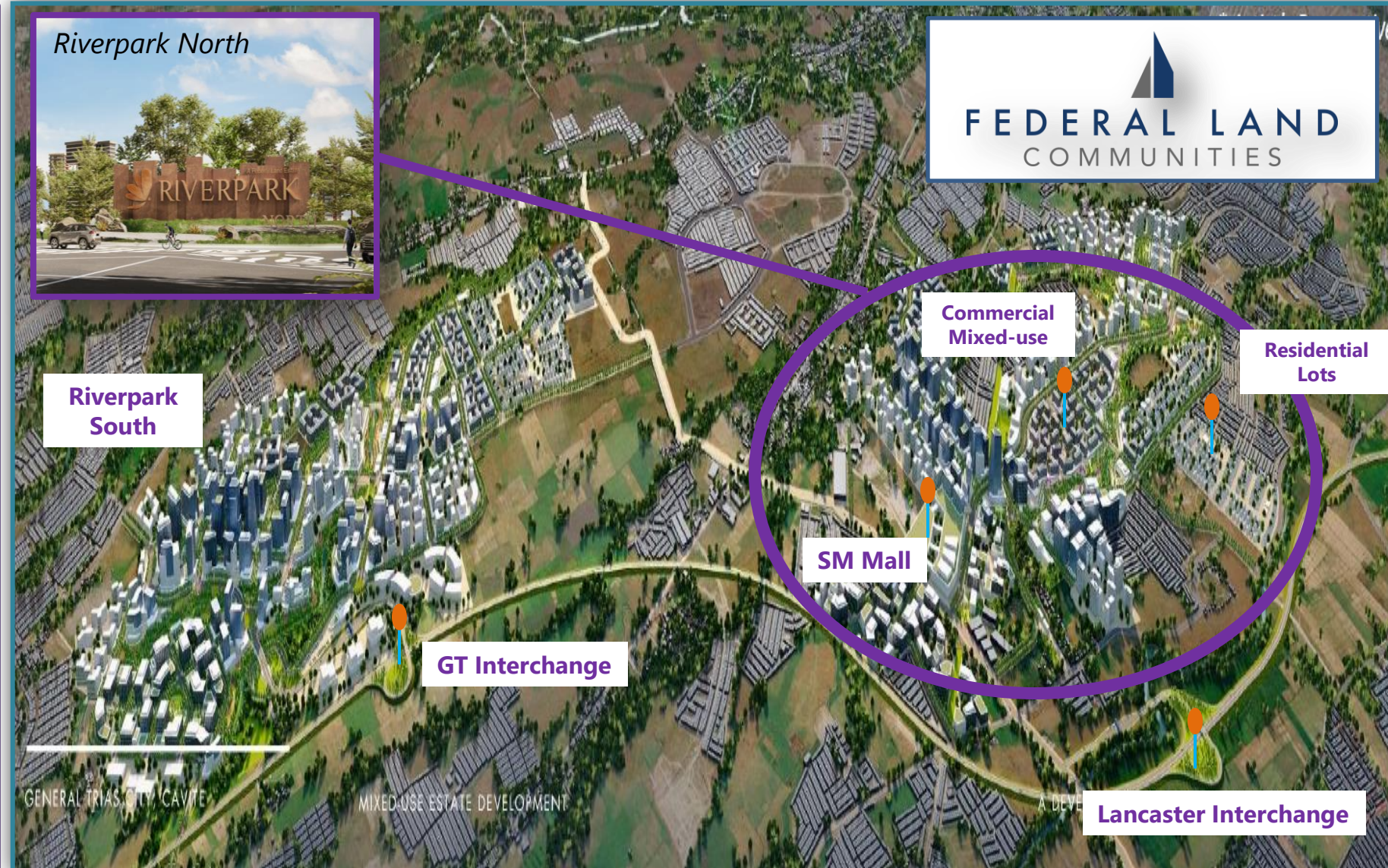
	GT Capital	Federal Land
Lancaster (Imus and General Trias)	401.58	148.7
Bellefort (Bacoor)	88.50	
Carmona	20.29	
Shaw, Mandaluyong		0.46
Santolan, QC		0.91
660 has.		



TARGET COMPLETION DATES:
CAVITEX Segment 4 Extension - 2023
CAVITEX C-5 South Link - 2023
CALAX - 2023

Riverpark: Next Gen City of the South

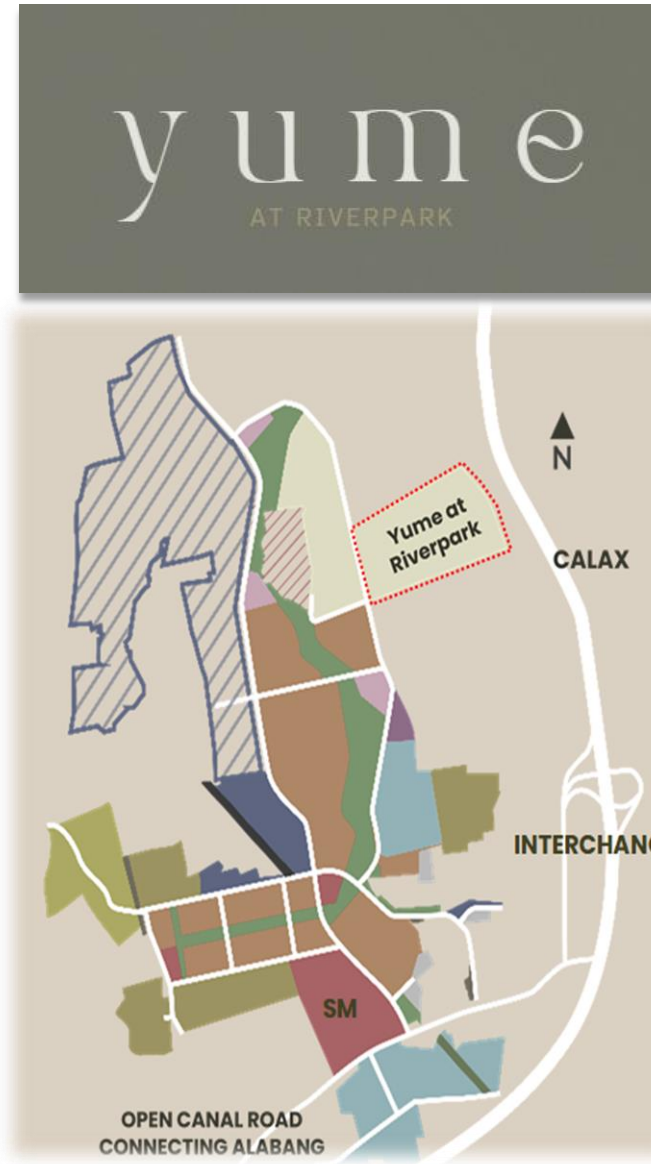
- A **multi-use and self-sufficient** community within a **600-hectare township** located in General Trias, Cavite
- Riverpark's launch will mark Federal Land Communities' **first major development in 2023**
 - Offering **lot sales**
 - **Land lease**
- **First phase** of the township launched in **November 2023**



Yume at Riverpark (General Trias, Cavite)

A Japanese-inspired haven for starting families

- First residential horizontal project of **Federal Land NRE Global, Inc.**
- Located in **Riverpark, General Trias, Cavite**, a **600-hectare township development**
- 18-hectares of **296 residential lots and house and lots** (future offerings) with a **Modern Japanese Contemporary theme**
- Launched in **November 2023**



The Observatory (Mandaluyong City)



THE OBSERVATORY







- 4.5 hectare site **strategically located** in **Mandaluyong City**, the center of three major central business districts: Makati, BGC and Ortigas
- **Mixed-use community** in an area surrounded by stand-alone residential and office buildings
- Provides an **unobstructed view** of the BGC skyline
- First residential tower launched in **November 2023**



ESG Ratings - GT performance over time

GT improved its scores in Sustainalytics and MSCI in 1Q 2023

ESG RATERS	RATING SCALE	2023	2022	2021	2020	2019	2018														
 SUSTAINALYTICS <small>a Morningstar company</small>	<table><tr><td>40 +</td><td>30 to 40</td><td>20 to 30</td><td>10 to 20</td><td>0 to 10</td></tr><tr><td>SEVERE RISK</td><td>HIGH RISK</td><td>MEDIUM RISK</td><td>LOW RISK</td><td>NEGLECTIBLE RISK</td></tr></table>	40 +	30 to 40	20 to 30	10 to 20	0 to 10	SEVERE RISK	HIGH RISK	MEDIUM RISK	LOW RISK	NEGLECTIBLE RISK	13.9	14.2	14.7	15	15.1	No data				
40 +	30 to 40	20 to 30	10 to 20	0 to 10																	
SEVERE RISK	HIGH RISK	MEDIUM RISK	LOW RISK	NEGLECTIBLE RISK																	
	<table><tr><td>0 to 33</td><td>34 to 66</td><td>67 to 100</td></tr><tr><td>LAGGARD</td><td>AVERAGE</td><td>LEADER</td></tr></table>	0 to 33	34 to 66	67 to 100	LAGGARD	AVERAGE	LEADER	43	43	37	37	22	10								
0 to 33	34 to 66	67 to 100																			
LAGGARD	AVERAGE	LEADER																			
	<table><tr><td>CCC</td><td>B</td><td>BB</td><td>BBB</td><td>A</td><td>AA</td><td>AAA</td></tr><tr><td>LAGGARD</td><td colspan="3">AVERAGE</td><td colspan="3">LEADER</td></tr></table>	CCC	B	BB	BBB	A	AA	AAA	LAGGARD	AVERAGE			LEADER			A	BBB	BB	BB	B	B
CCC	B	BB	BBB	A	AA	AAA															
LAGGARD	AVERAGE			LEADER																	
 CDP <small>DISCLOSURE INSIGHT ACTION</small> Climate Change	<div><div><div>A</div><div>A- Leadership</div><div>B</div><div>B- Management</div><div>C</div><div>C- Awareness</div><div>D</div><div>D- Disclosure</div></div><div>Leadership – Company has implemented best practices in addressing climate change.</div><div>Management – Company has taken action to address climate change.</div><div>Awareness – Company showcases understanding on climate-related issues</div><div>Disclosure – Company has started its climate change disclosure.</div><div>F – did not respond in the CDP Climate Change questionnaire.</div></div>	C	C	F	F	F	F														



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Consolidated Financial Highlights



GT Capital Financial Highlights 9M 2023

**Core
Net Income**

Php23.25 Billion

9M 2023

+105%

YoY

Php11.33 Billion

9M 2022

**Consolidated
Net Income**

Php23.09 Billion¹

9M 2023

+54%

YoY

Php14.95 Billion²

9M 2022


1. Includes P33M pro-rata share in MPIC's nonrecurring expenses


2. Includes net gain on property exchange of FLI, share in MPIC's nonrecurring gains, offset by effect of business combination


Record High Nine Month Earnings in 2023




GT Capital Financial Highlights 9M 2023

 Revenues	
P100.2B	+22%
Net Income	
P31.8B*	+36%
<ul style="list-style-type: none"> Gross loans Php1.5T +7% NII Php77.2B +24% (77% of OI) Deposits Php2.3T +15% <ul style="list-style-type: none"> CASA deposits -5% Php1.4T (CASA 59%); TD +62% Php957B Non Interest Income Php23.0B +14%; Service fees Php12.2B +10%; Trading and FX gain Php3.6B +45% NIM 3.93% +41bps Provisions Php6.8B +19% NPL ratio 1.7% vs. 2.1%; NPL Cover 187% vs. 172% CAR 18.4% 	

 Revenues	
P13.2B	+6%
Net Income	
P1.9B*	+176%
<ul style="list-style-type: none"> Reservation sales Php17.9B +31% Consolidated booked sales Php9.0B +29% Equity in JVs Php1.8B +117% Rental Income Php1.3B +22% Gain on land sale in Gen Trias, Cavite Php589M Fuyu Tower of The Seasons Residences 60% sold GPM 51% vs. 48% 	

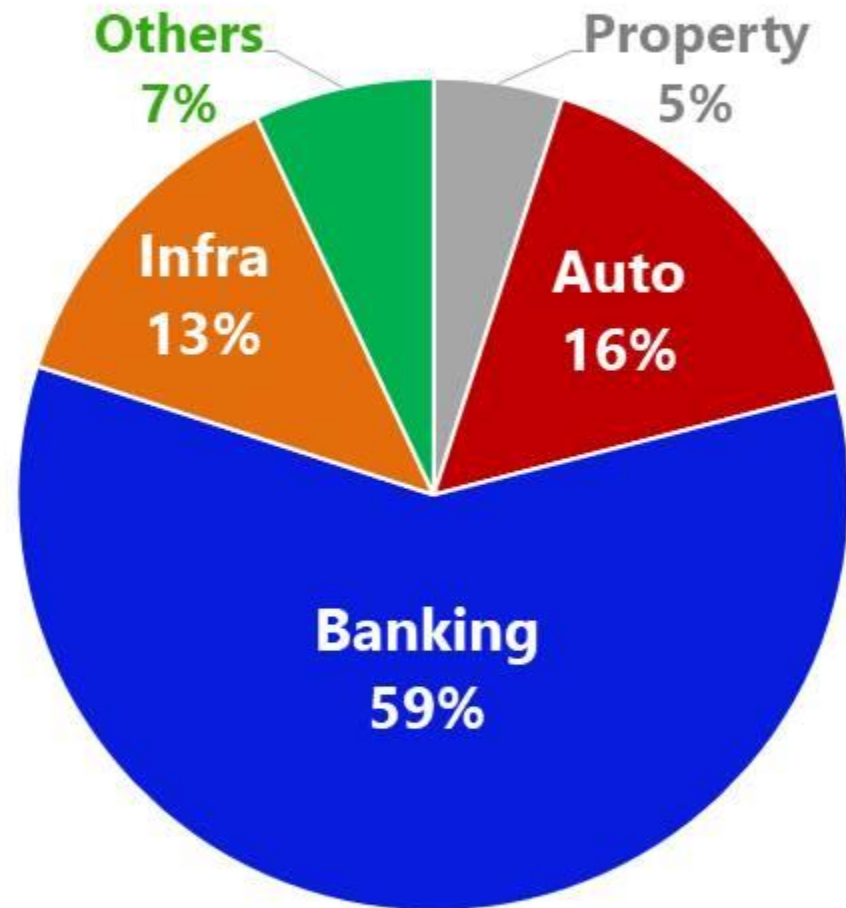
 Gross Premium	
P19.5B	-13%
Net Income	
P2.1B	+17%
<u>Life</u> <ul style="list-style-type: none"> APE Php2.8B -13% <ul style="list-style-type: none"> RP -7%; SP -34% P&H at 32% of APE from 25% Lower policy benefits and claims -20%; Investment Income Php768M due to lower unrealized loss in equities/bonds Life NI Php2.1B +20% <u>Non-Life</u> <ul style="list-style-type: none"> GWP Php2.3B +1% Non-life Net loss Php63M vs. Php13M loss last year <ul style="list-style-type: none"> Incl. Php104M accrual for catastrophe claims 	

 Share in Operating Core Income	
P20.0B	+31%
Core Net Income	
P16.2B	+37%
<ul style="list-style-type: none"> Higher energy sales, toll road traffic, billed water volume, water rate adjustments, and daily rail ridership Core NI per OpCo <ul style="list-style-type: none"> Meralco +55% MPTC flat, higher traffic vs higher interest and concession amortization Maynilad +56% Privatization completed in October 2023 	

 Revenues	
P162.8B	+22%
Net Income	
P10.9B*	+159%
<ul style="list-style-type: none"> WSV +18%, RSV +16% vs. Industry +25% Market Share at 47.1% vs. 50.8% Five new model launches (Wigo, Zenix, Yaris Cross, Alphard, Hilux GR-S) GPM 13.8% vs. 9.3% due to favorable FX differential and models mix OPEX +24% due to higher logistics costs and sales promos NPM 6.9% vs. 3.3% 	

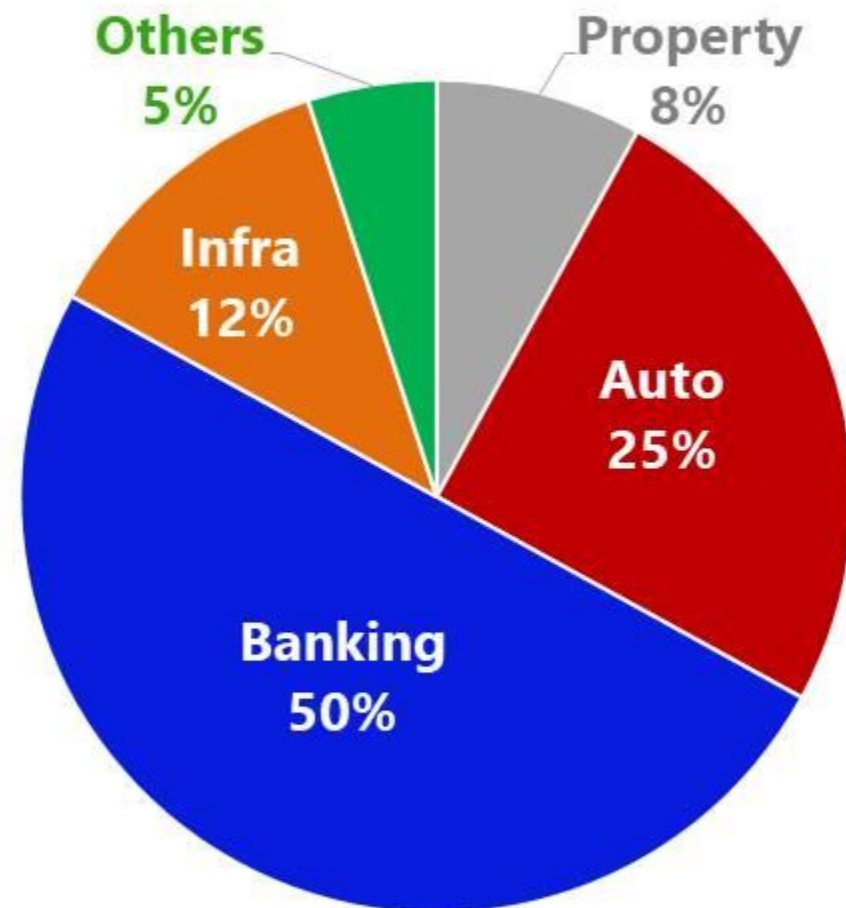
*Nine Month Record Level

GT Capital 9M 2023 Net Income Contribution per Sector



9M 2022

Banking + Auto = 75%



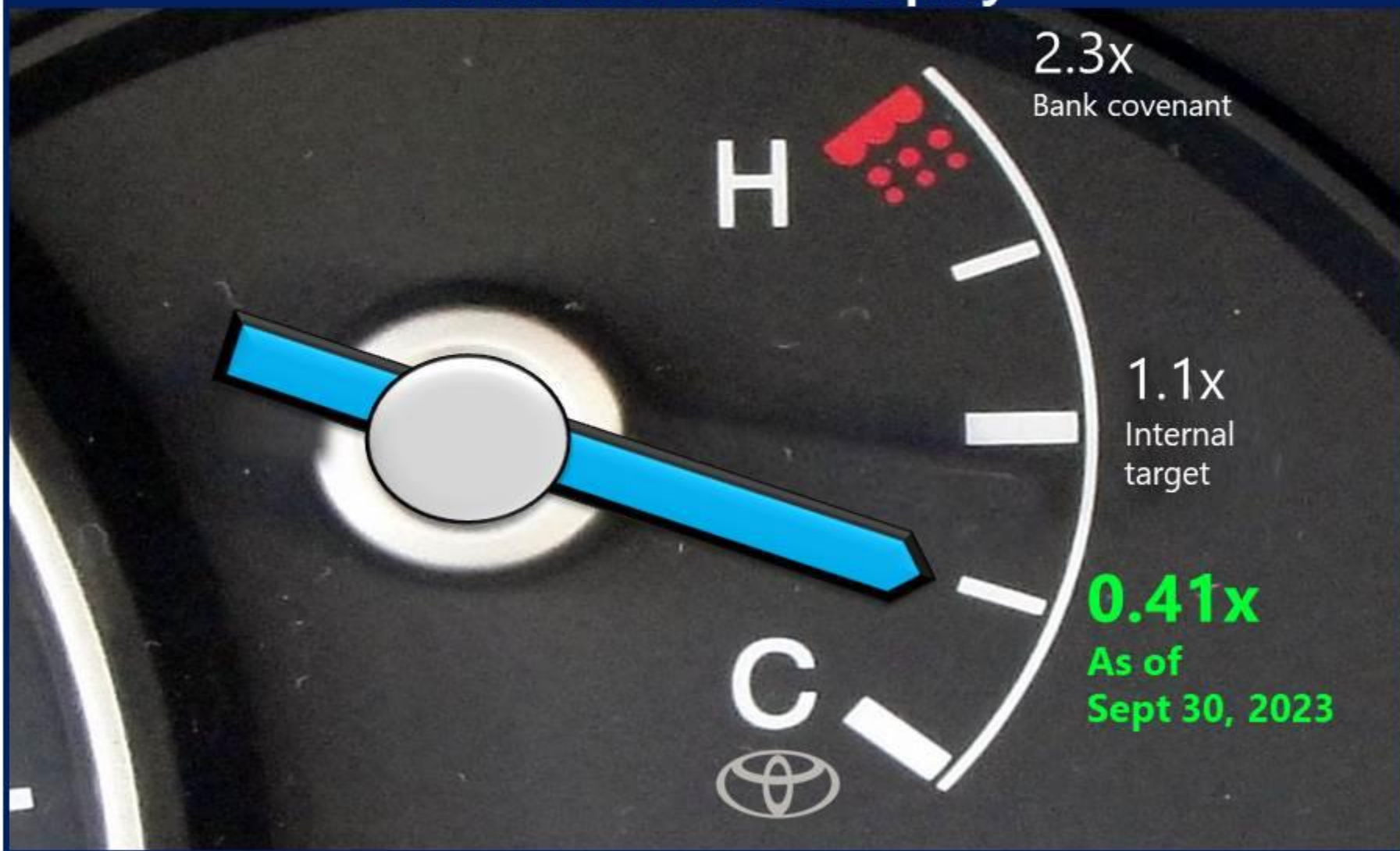
9M 2023

Banking + Auto = 75%

GT Capital Parent Financial Highlights



Parent Net Debt to Equity



Parent Cash

Php13.9 B

Consolidated Cash

Php26.7 B

Unutilized Short-Term Credit Facilities

Php41.0 B

- The Group continued its **record-setting pace** for the first nine months, with core net income **+105%** across **Metrobank, Federal Land, and Toyota**
- Realizing the value of our investments in the **property sector** with the launch of new projects under **Federal Land NRE Global, Inc. (FNG)**
 - Diversifying our offerings from stand-alone vertical residential units to **mix-use communities (horizontal developments, lot sales, land leases)**
 - Differentiating product offerings through **Japanese partnerships** (design and innovation)
- TMP is on track to **exceed its historical high sales volume** of 183,908 units in 2017
- **GT Capital continues to be resilient**
- **Growth momentum** will help carry us forward for the rest of the year



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Thank You!

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