



POSITIONED FOR
GROWTH

Investor Presentation

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Macroeconomic Highlights



Macroeconomic Conditions in **2023**

Policy Rate
6.25% +75bps YTD
(Consensus end-2022: 6.20%)

5.4% 1H GDP
(Consensus FY2023: 5.6%
FY 2022: 7.6%)

3,570
GDP Per Capita

OFW Remittances
17.3 B USD
1H 2023
+1.2% YoY

Inflation

6.8% July YTD
(Consensus FY2023: 5.8%
BSP: 6.0%)

Macroeconomic Indicators

GDP

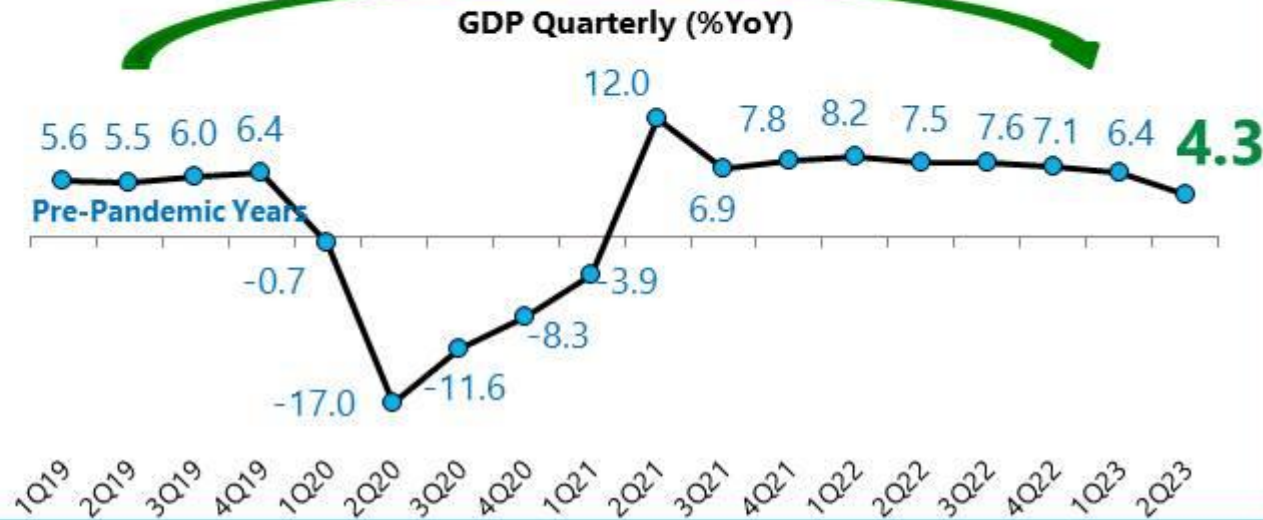
4.3% 2Q 2023

vs. 6.0% Bloomberg
Consensus 2Q2023

7.6% FY 2022

6.1% FY 2019

- Consumption **+5.5%**
- Exports **+4.1%**
- Imports **+0.4%**
- Investment **-0.4%**
- Government Exp **-7.1%**



2023 growth estimates tempered

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

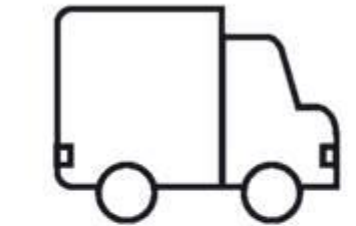
*Development Budget Coordination Committee

GDP Growth Contributors

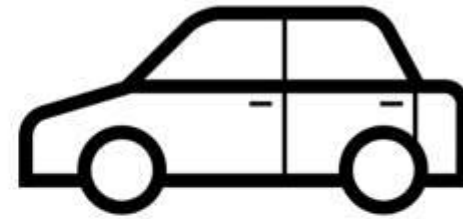
 **Consumption**
+5.5%

 **Export**
+4.1%

 **Import**
+0.4%



**Transportation
and Storage**
+17%



**Wholesale and retail trade;
repair of motor vehicles**
+5.3%



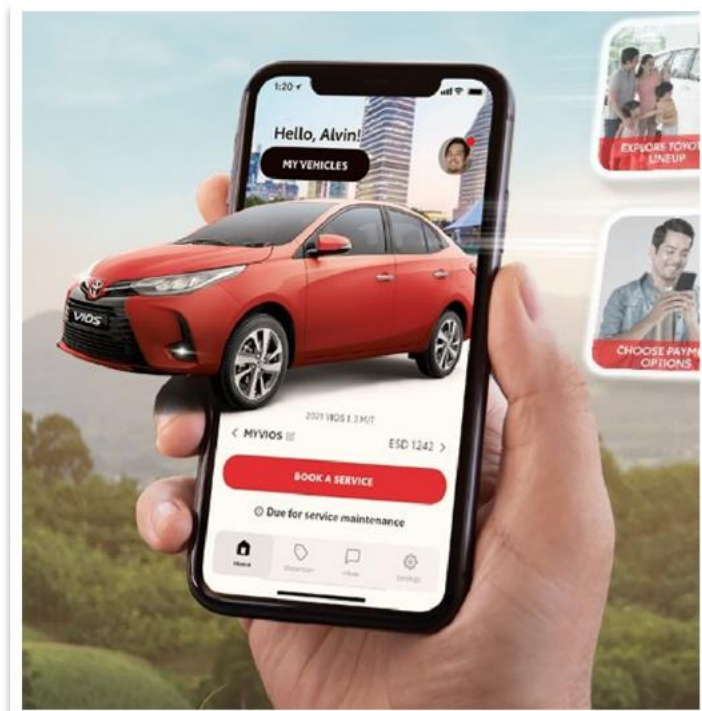
**Financial and
Insurance Activities**
+5%



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GT Capital Group Updates





Key Highlights



GT CAPITAL
HOLDINGS INCORPORATED

Key Highlights – 1H 2023



Revenues

P106.4B +25%

Net Income

P8.0B +147%

Wholesale Volume

100,226 +24%
units

Retail Sales Volume

93,575 +17%
units

Market Share

47.5%
(51.4% in 1H 2022)

TMP and Industry Exceeding 2019 Pre-Covid Unit Sales Levels

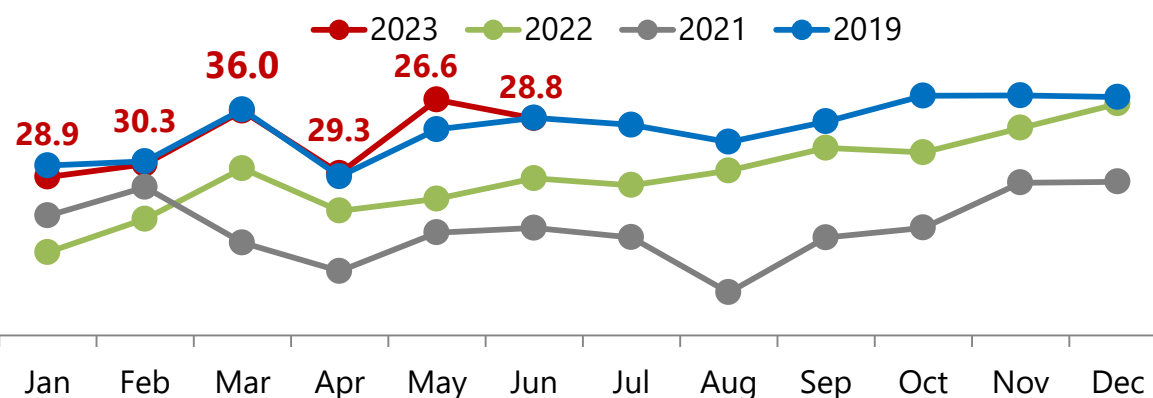
Industry

Retail Vehicle Sales

197,018 Units
in 1H 2023

+26.4%YoY
vs. **155,930**
in 1H 2022

Monthly Retail Vehicle Sales (In '000 Units)



1H 2023

+1%
vs 1H 2019

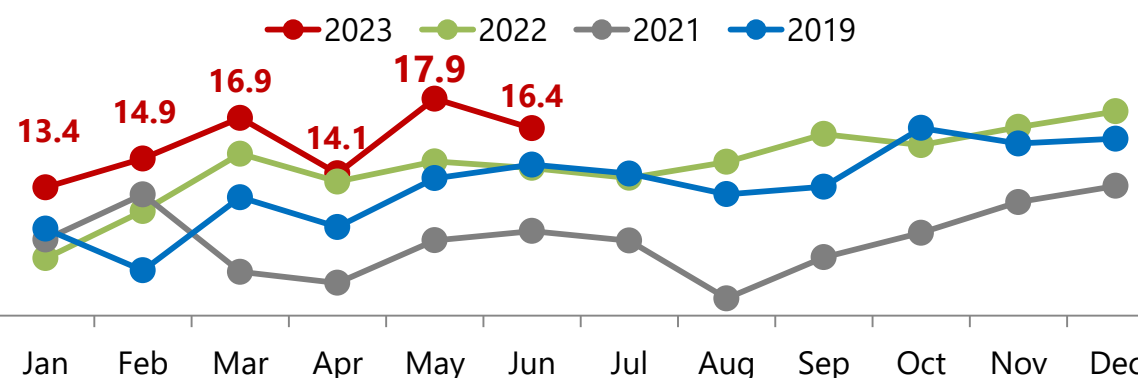
TOYOTA

Retail Vehicle Sales

93,575 Units
in 1H 2023

+16.8%YoY
vs. **80,090**
in 1H 2022

Monthly Retail Vehicle Sales (In '000 Units)



1H 2023

+27%
vs 1H 2019

Toyota New Model Launches 2023



ZENIX
(HEV and Gas)
JUNE



YARIS CROSS
(HEV and Gas)
AUGUST



WIGO
JULY

Toyota and Lexus

Widest electrified vehicle lineup in the country



YARIS CROSS



ZENIX



RX



NX



COROLLA CROSS



RAV4



RZ 450e
First BEV



UX



IS



CAMRY



COROLLA ALTIS



LS



ES

Toyota and Lexus Electrified Sales



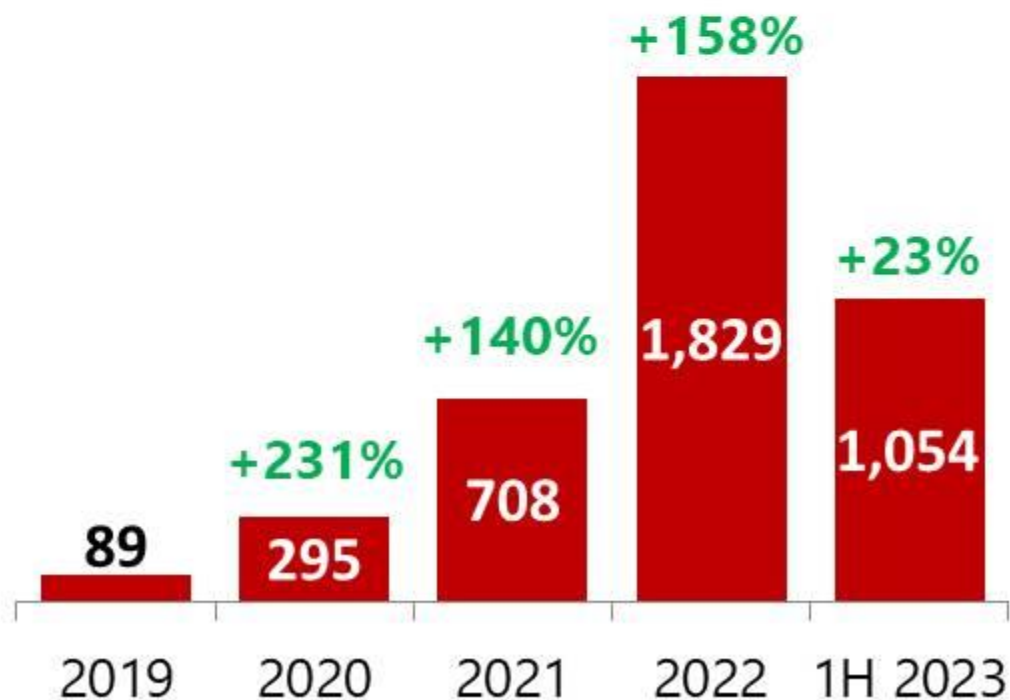
Toyota HEV Sales as % of Total Sales



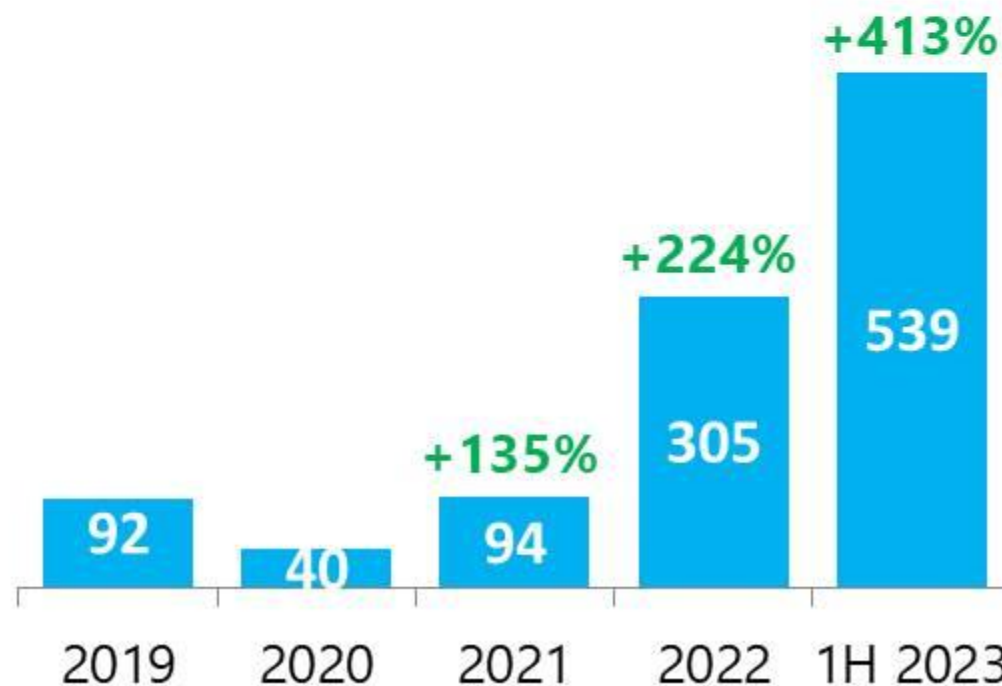
Lexus HEV Sales as % of Total Sales



Toyota HEV Unit Sales



Lexus HEV Unit Sales



Lexus Overtakes BMW

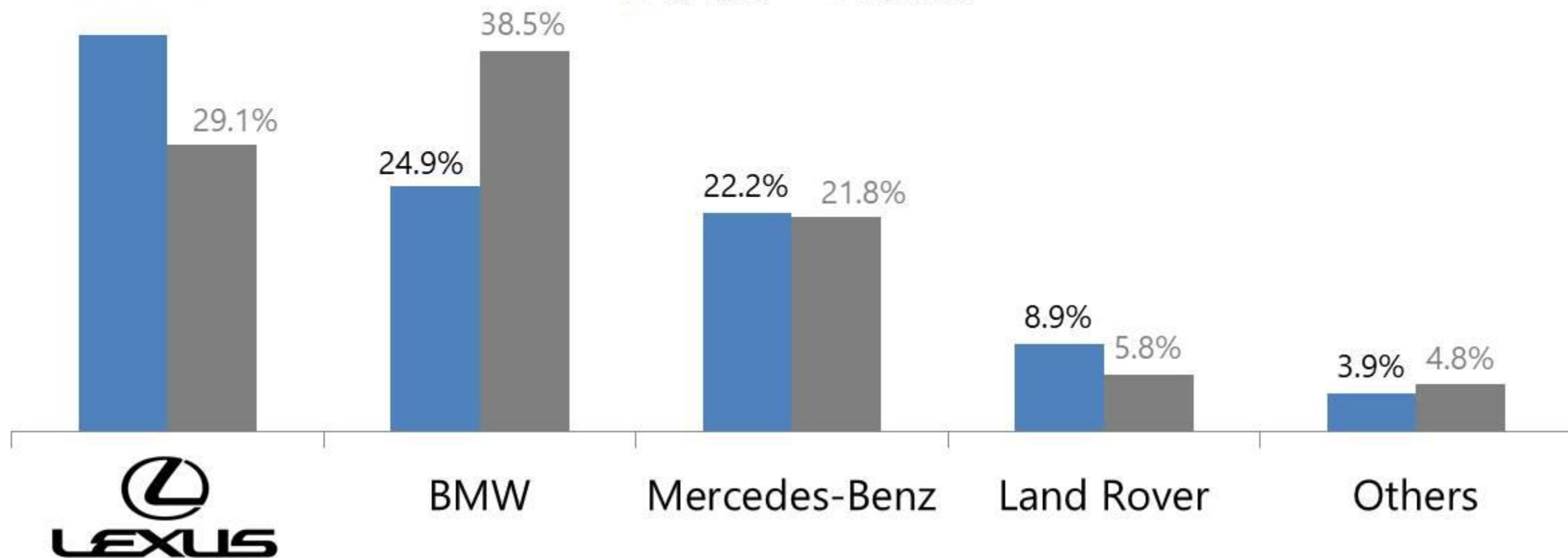
as Market Leader in the Auto Luxury segment

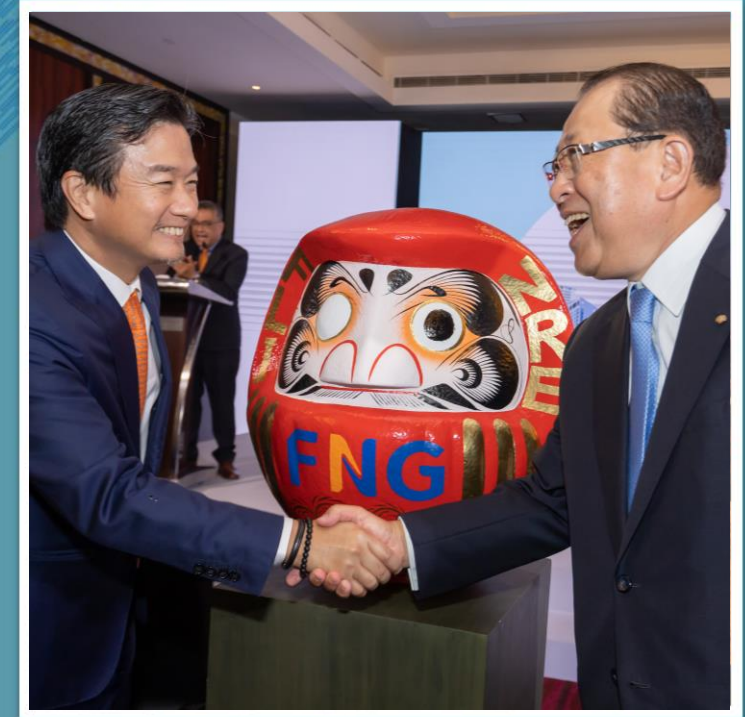


Overall Market Share (Luxury) as of 1H 2023

40.1% in 1H 2023

■ 1H 2023 ■ 1H 2022





Key Highlights



GT CAPITAL
HOLDINGS INCORPORATED

Federal Land Project Launches 2023

June 2023



Siena Tower - Tower 2
Santo Niño, Marikina

July 2023



**The Seasons Residences
Fuyu Tower**
BGC, Taguig

Grand Hyatt Manila Residences



GRAND | HYATT™

MANILA
RESIDENCES

99% sold

GRAND | HYATT™

MANILA
SOUTH TOWER
RESIDENCES

97% sold

as of July 2023

The Seasons Residences

AWARDED
Best Condo Development
in the Philippines



THE SEASONS
RESIDENCES

Tower 1:
Haru

98% sold

Tower 2:
Natsu

91% sold

Tower 3:
Aki

91% sold

Tower 4:
Fuyu

34% sold

as of July 2023

MITSUKOSHI BGC

Grand Opening held on July 21, 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



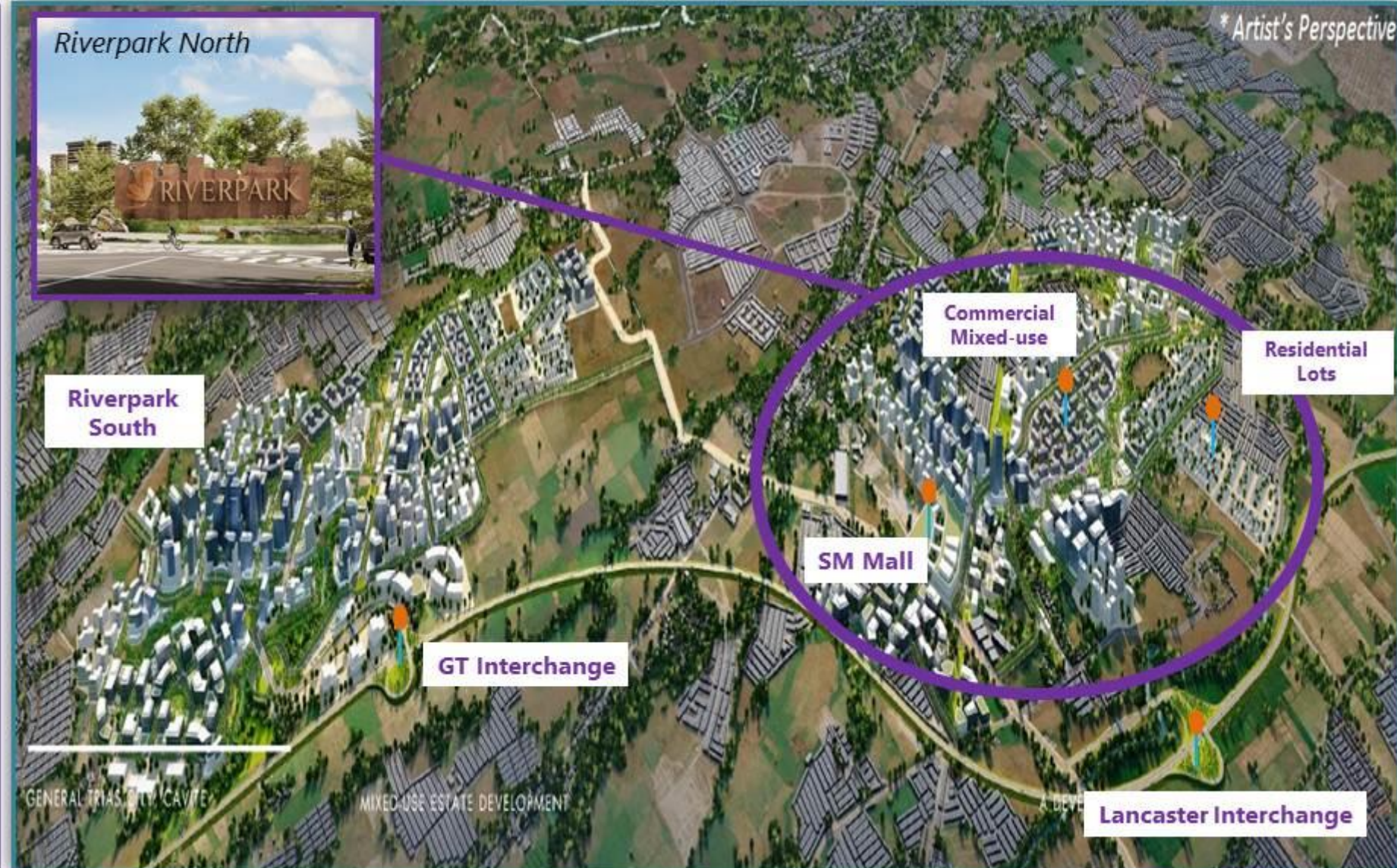
Mandaluyong



Cebu

Riverpark: 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 of **lot sales**
 - **Land lease**
- By end of 2023, roads and utilities (Phase 1) will be completed







MPI Tender Offer

- On **August 8, 2023**, Metro Pacific shareholders voted to **permit a voluntary delisting of MPI Shares**
- GT Capital, First Pacific, Mitsui, and MIG Holdings, offered a **best and final price of Php5.20 per share**
- Tender Offer Price:
 - **37% premium over the one-year Volume Weighted Average Price** of Php3.80 per share
 - **39% premium over the three-year Volume Weighted Average Price** of Php3.75 per share
 - **10 centavos premium over the Unicapital's Valuation** of Php5.10 per share
- **Key dates:**

August 9, 2023	Start of Tender Offer
September 7, 2023	Close of Tender Offer

ESG Ratings - GT performance over time

GT improved its scores in Sustainalytics and MSCI in Q1 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><p>Leadership – Company has implemented best practices in addressing climate change.</p><p>Management – Company has taken action to address climate change.</p><p>Awareness – Company showcases understanding on climate-related issues</p><p>Disclosure – Company has started its climate change disclosure.</p><p>F – did not respond in the CDP Climate Change questionnaire.</p></div></div>	C	C	F	F	F	F														



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Consolidated Financial Highlights



GT Capital Financial Highlights 1H 2023

Core Net Income

Php16.61 Billion
1H 2023

+106%
YoY

Php8.05 Billion
1H 2022

Consolidated Net Income

Php16.58 Billion¹
1H 2023

+100%
YoY

Php8.30 Billion²
1H 2022

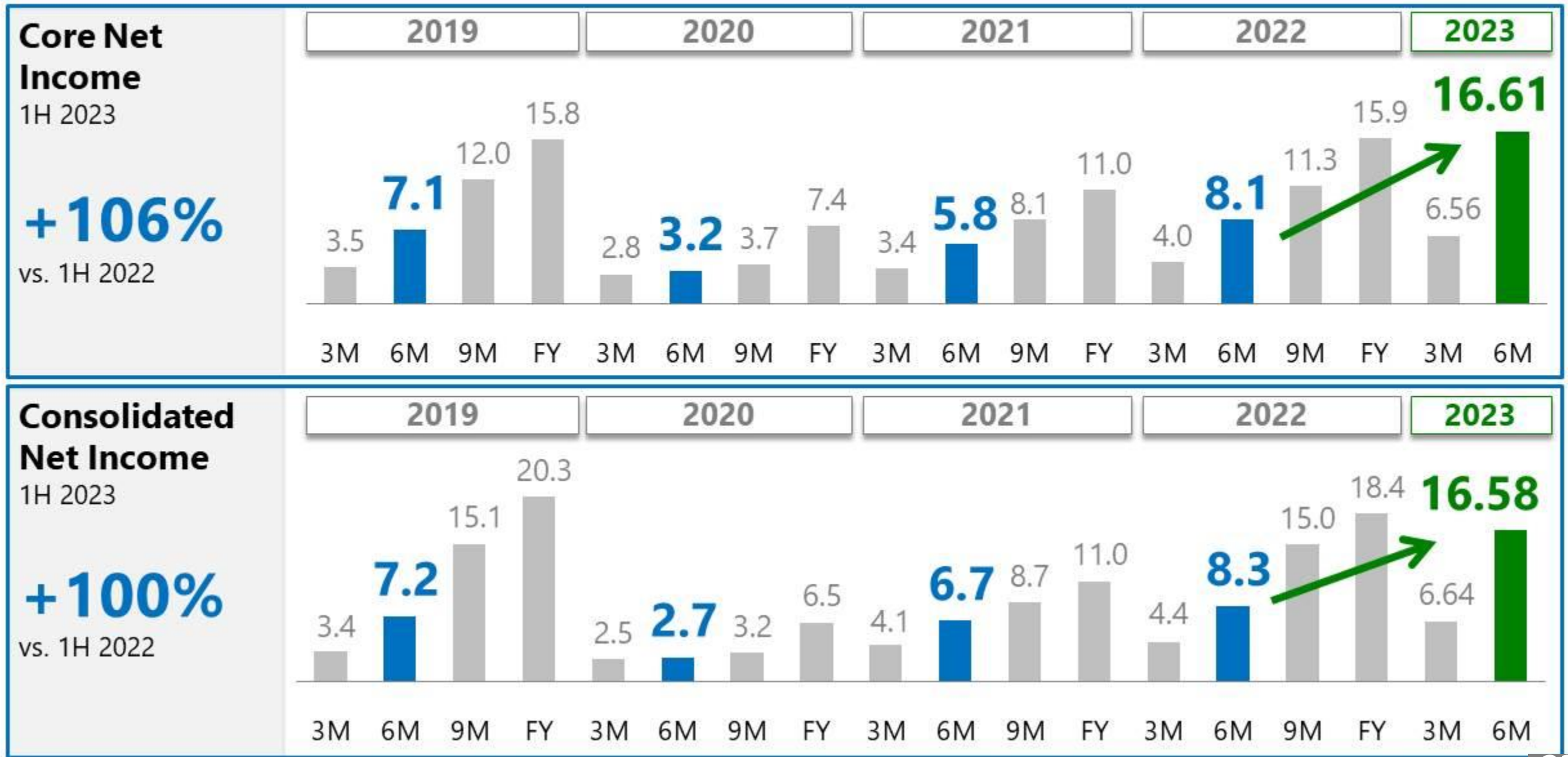
Core Net Income (without lot sales): **Php13.4B +67%**

Consolidated Net Income (without lot sales): **Php13.4B +61%**


1. Includes P54M pro-rata share in MPIC's nonrecurring gain


2. Includes P336M pro-rata share in MPIC's nonrecurring gain


Record High First Half Earnings in 2023





GT Capital Financial Highlights 1H 2023

	
Revenues	
P65.5B	+19%
Net Income	
P20.9B*	+34%
<ul style="list-style-type: none"> Gross loans Php1.4T +9% NII Php50.6B +27% (77% of OI) CASA deposits -5% Php1.4T (CASA 62%); TD +47% Php0.9T Non Interest Income Php14.9B -2%; Service fees Php8.7B +7% Provisions Php4.5B +18% NPL ratio 1.8% vs. 1.9%; NPL Cover 184% CAR 17.9% 	

	
Revenues	
P11.8B	+77%
Net Income	
P1.46B*	+101%
<ul style="list-style-type: none"> Consolidated Booked sales Php10.4B +87% <ul style="list-style-type: none"> Improvements in POC Higher equity payments upfront for luxury units Lot Sale to FNG Php3.9B (ex. lot sale, revenue +17%) Reservation sales Php9.8B +16% (Grand Hyatt Res, Seasons Res) Rent +10% to Php788M GPM 55% vs 52% NPM 15% vs 12% 	

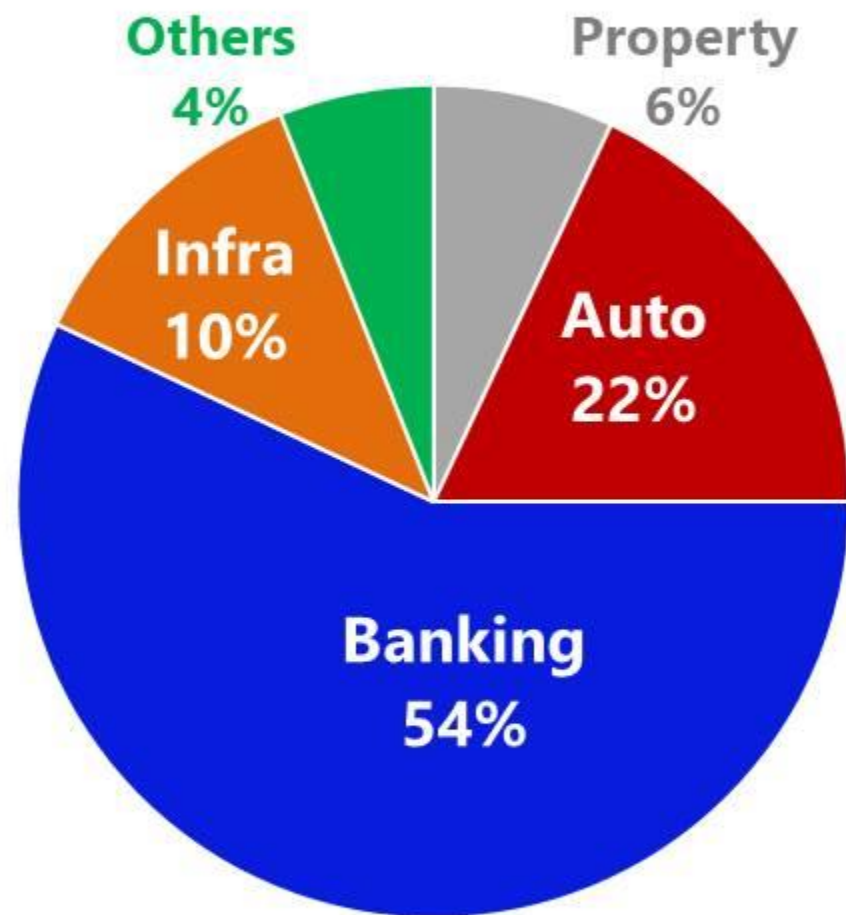
	
Gross Premium	
P12.9B	-14%
Net Income	
P1.3B	+18%
<u>Life</u> <ul style="list-style-type: none"> APE Php1.9B -13% <ul style="list-style-type: none"> RP -6%; SP -37% P&H at 34% of total APE from 26% 1H22 Lower policy benefits and claims -21%; Net investment income +54% Php0.5B Life NI Php1.4B +25% <u>Non-Life</u> <ul style="list-style-type: none"> GWP Php1.6B +3% Non-life Net loss Php30M vs. Php40M income last year 	

	
Share in Operating Core Income	
P12.4B	+27%
Core Net Income	
P9.9B	+33%
<ul style="list-style-type: none"> Higher energy sales, average traffic, billed volume, higher rail ridership, water and toll rate adjustments Core NI per OpCo <ul style="list-style-type: none"> Meralco +47% MPTC +7% Maynilad +45% LRMC -36% Reported NI Php10.2B +8% due to higher non-recurring income of Php2.5B from Landco in 2022 	

	
Revenues	
P106.4B	+25%
Net Income	
P8.0B*	+147%
<ul style="list-style-type: none"> WSV +24%, RSV +17% vs. Industry +26% Market Share at 47.5% vs 51.4% Three new model launches (Wigo, Zenix, Yaris Cross) Lexus RSV +122% YoY GPM 14.4% vs. 10.1% due to favorable FX differential and models mix OPEX +17% due to higher logistics costs and sales promos NPM 7.7% vs 4.0% 	

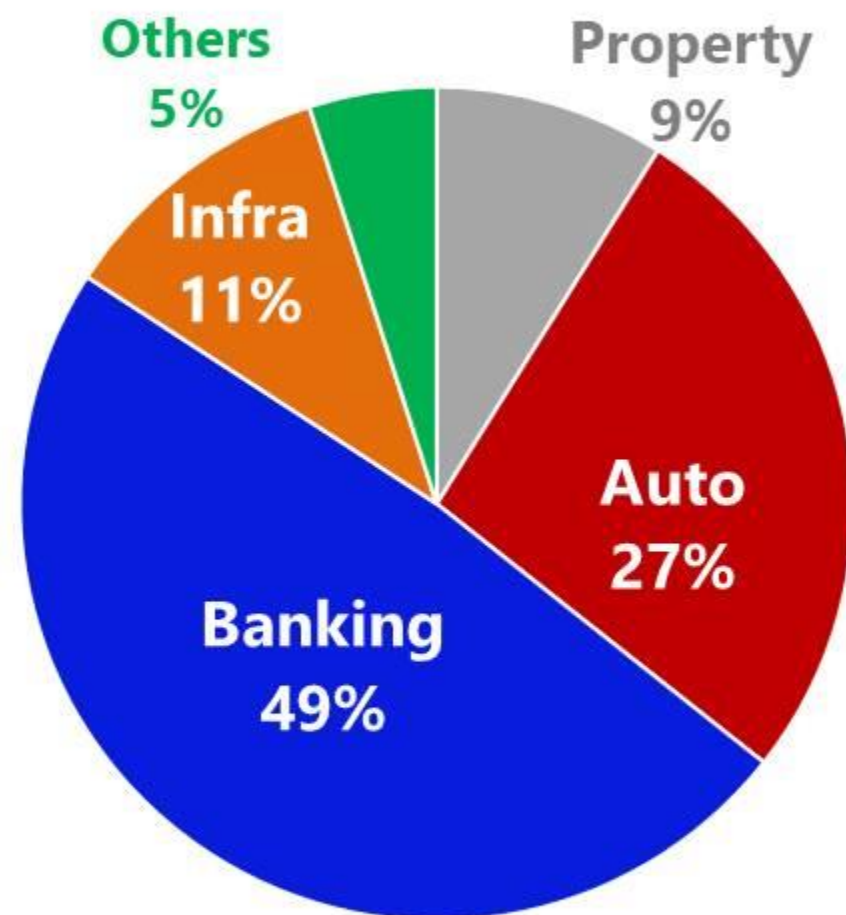
*Six month record level

GT Capital 1H 2023 Net Income Contribution per Sector



1H 2022

Banking + Auto = 76%

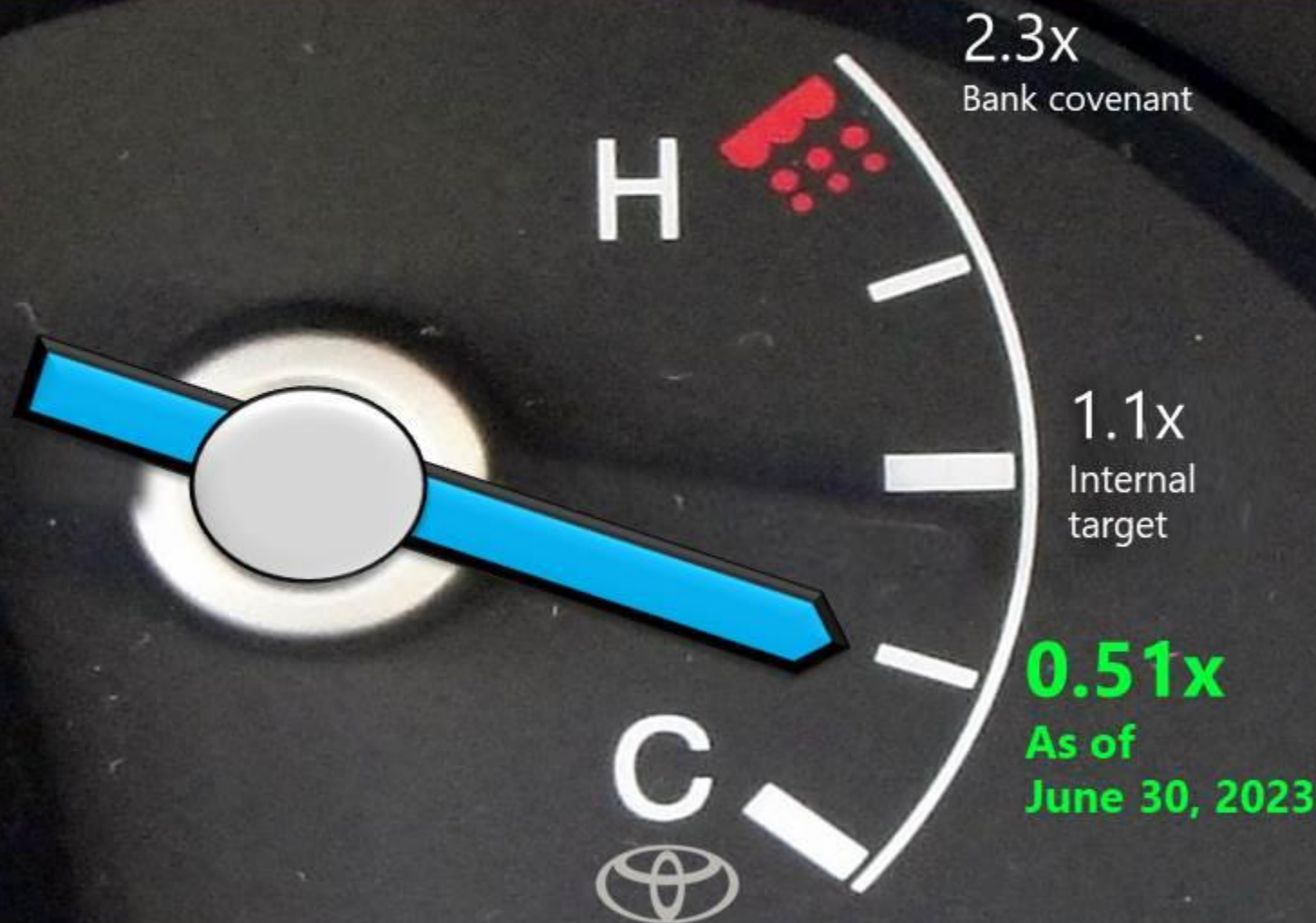


1H 2023

Banking + Auto = 76%

GT Capital Parent Financial Highlights

Parent Net Debt to Equity



Parent Cash

Php17.6 B

Consolidated Cash

Php29.9 B

Unutilized Short-Term Credit Facilities

Php41.0 B

- The Group is **positioned for further growth**. Record high earnings **+106%** in 1H2023 across core businesses **Metrobank, Federal Land, and Toyota**
- Diversifying our offerings in the property sector from stand-alone vertical residential units to **estate development (horizontal developments, lot sales, land leases)**
- Differentiating product offerings through **Japanese partnerships** (design and innovation)
- Pipeline of project launches starting this year as part of **Federal Land Communities**
- **Elevating our dominance in the automotive sector**
 - Enhancing our market representation through expanded **electrified vehicle line-up**
 - Having the **largest auto loan portfolio** in the country, with **36% market share** for the Group's operating companies
- **Growth momentum** will help carry us forward for the rest of the year



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Thank You!

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