

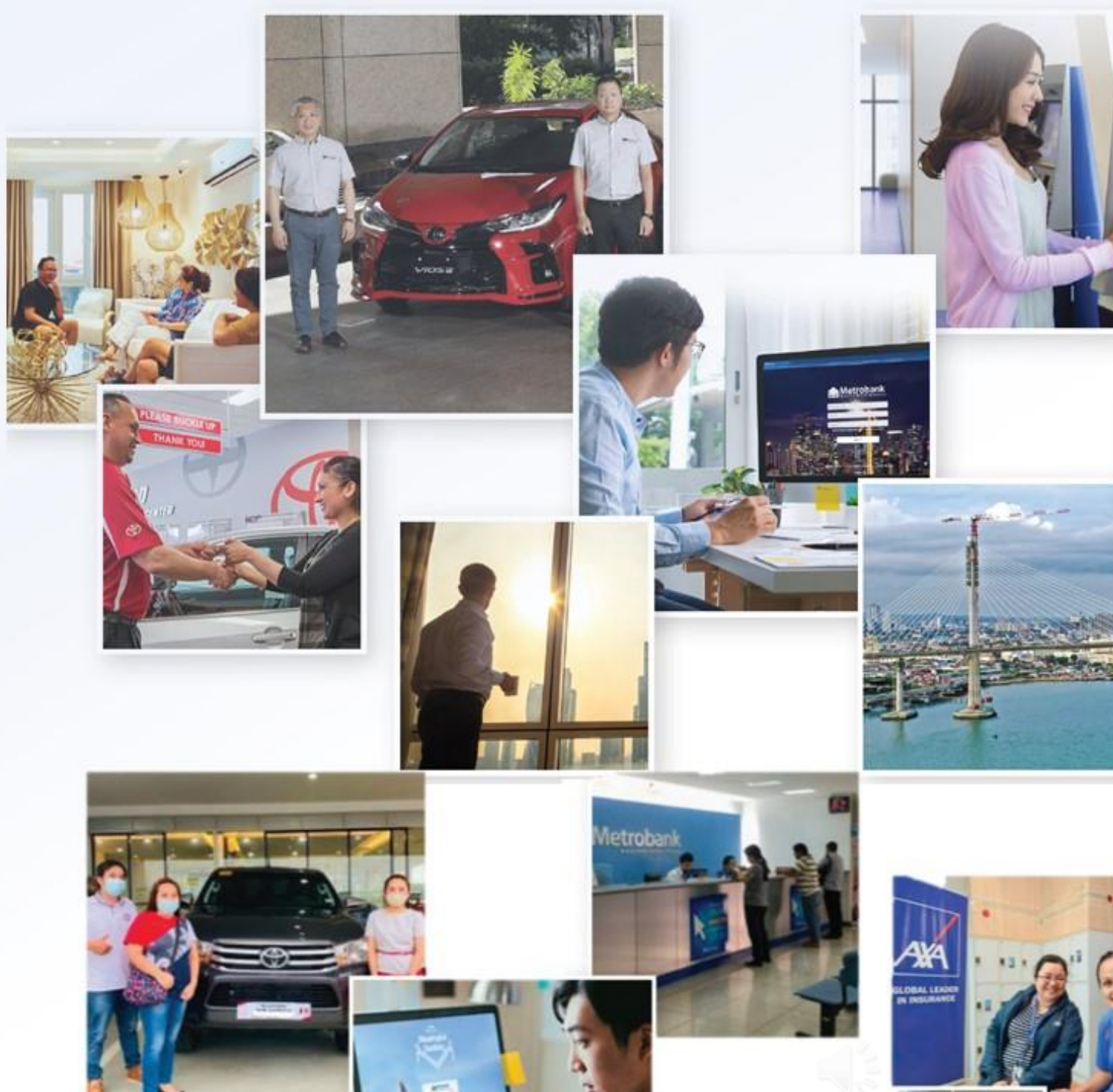
Presenters:

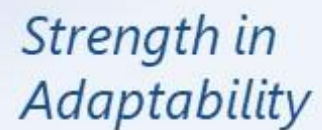
Mr. Joey Crisol – Head of Investor Relations

Mr. Joaquin Mabanta – Investor Relations Officer

Tuesday, 23 August 2022

For more information,
Visit **gtcapital.com.ph/investor-relations**
or contact **IR@gtcapital.com.ph**





Philippine Covid-19 Updates

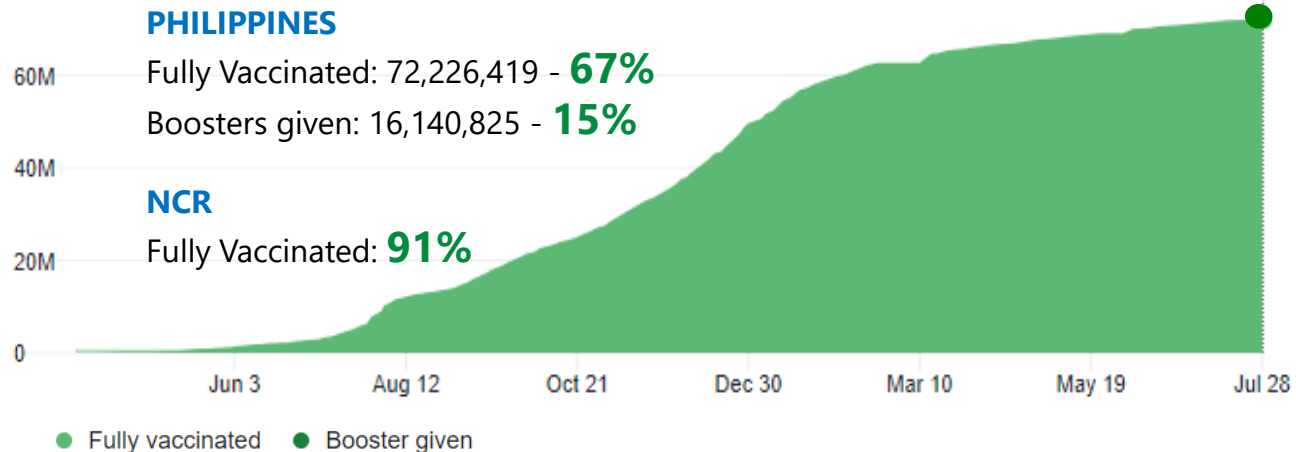


Philippine COVID-19 Updates 2022

Daily COVID-19 Cases (7-day average) as of Aug 15, 2022



Total COVID-19 Vaccinations as of July 28, 2022



- Daily new cases down to **3,895** as of **August 15** vs. peak of **38,867** in **Jan 15**
- NCR** under **Alert Level 1** since March 1, 2022 (President Marcos said there will be **no more lockdowns** during his State of the Nation Address)
- Full capacity** allowed in offices, public transportation, malls, etc.
- Travel restrictions eased.** Road traffic and retail space occupancy nearing **pre-Covid levels**
- Implementation of face-to-face classes by November 2022
- NCR vaccination target reached: **91%**

GT Capital Group Vaccination Program



GT Capital commenced its vaccination program in partnership with the **Manila Doctors Hospital** and ActiveOne Health, Inc. on July 5, 2021 at Le Pavilion, Pasay City and at the Grand Hyatt, BGC.

#healinGTogether #GTHasGotYourVacc #VaxForMetrobankGroup



Three Vaccination Sites | Approx. 100% Vaccinated; Booster shots being administered

We pre-ordered

455,000

total doses

GT Capital donated vaccines to various local government units



Toyota Plant, Santa Rosa, Laguna



Le Pavilion Metropolitan Park, Pasay

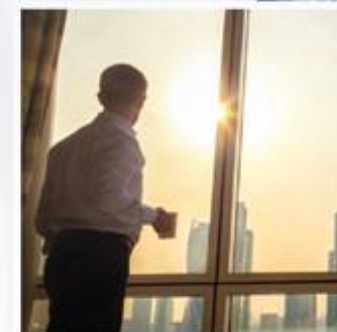


Grand Hyatt, BGC




*Strength in
Adaptability*


Macroeconomic Highlights



Macroeconomic Conditions in **2022**



Policy Rate
3.75% +175bps YTD
(Consensus end-2022: 4.15%)



Inflation
4.7% **July** YTD
(Consensus FY2022: 4.6%
BSP: 5.0%)



7.8% 1H GDP
(Consensus FY2022: 6.8%
FY 2021: 5.6%)

3,770
GDP Per Capita



OFW Remittances
17.1 B USD
1H 2022
+2.8% YoY

Macroeconomic Overview

PHL economy on the road to recovery

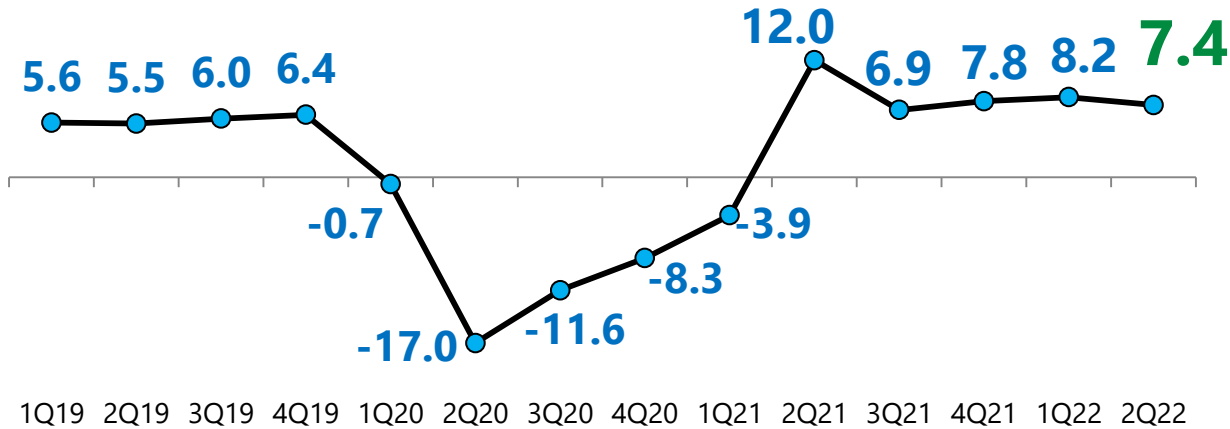
GDP

7.4% 2Q 2022

vs. **8.4%** consensus
5.6% FY 2021

- Consumption **+8.6%**
- Government Exp **+11.1%**
- Investment **+20.5%**
- Exports **+4.3%**

GDP Quarterly (%YoY)



GDP expected to match 2019 levels

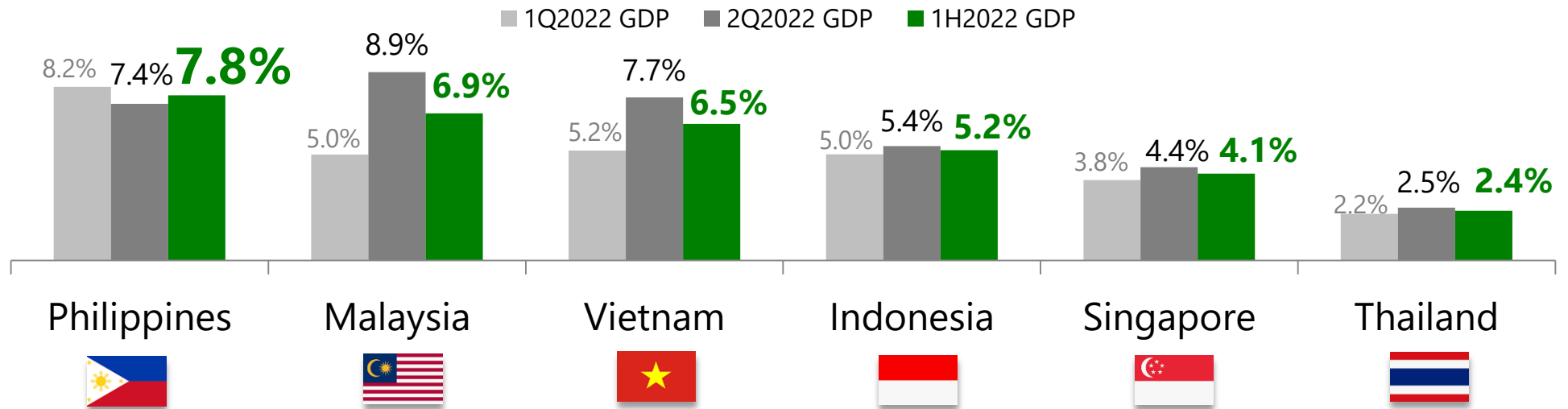
FY22 Est.	New	Prev.
Bloomberg Consensus	6.8%	6.8%
MBT Research	6.3%	6.8%
FMIC-UA&P	6.0% to 7.0%	6.0% to 7.0%
DBCC*	7.0% to 8.0%	7.0% to 9.0%

*Development Budget Coordination Committee

ASEAN

1H 2022 GDP

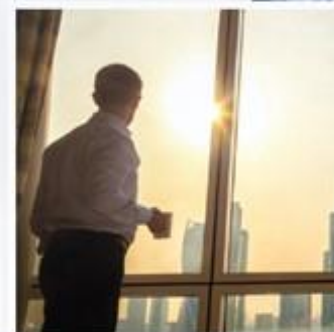
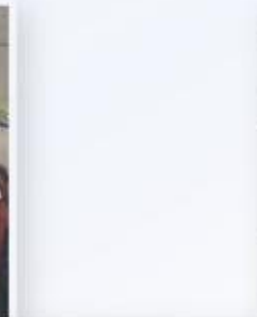
PH growth highest among ASEAN peers





*Strength in
Adaptability*

GT Capital Group Updates



Key Highlights – 1H 2022



Revenues

P85.0B **+33%**

Net Income

P3.4B **-3%***

*Excl. TSR Sale in 2021, Net Income **+5%**

Wholesale Volume

80,795 **+28%**
units

Retail Sales Volume

80,090 **+26%**
units

Market Share

51.4% (45.6% in 1H 2021)
All-Time High

TOYOTA

Retail Vehicle Sales

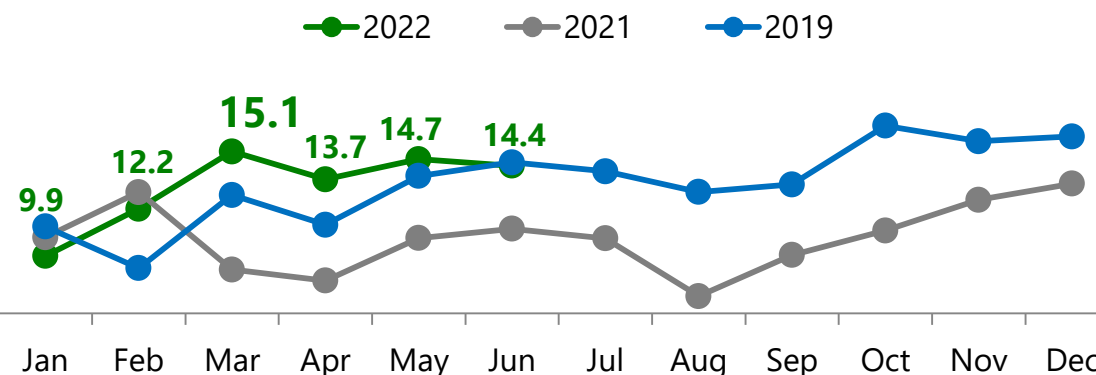
80,090 Units

1H 2022

+25.6%YoY
vs. **63,758**
1H 2021

Outpacing the Auto Industry

Monthly Retail Vehicle Sales (In '000 Units)



1H 2022

109%
of 1H 2019

Industry

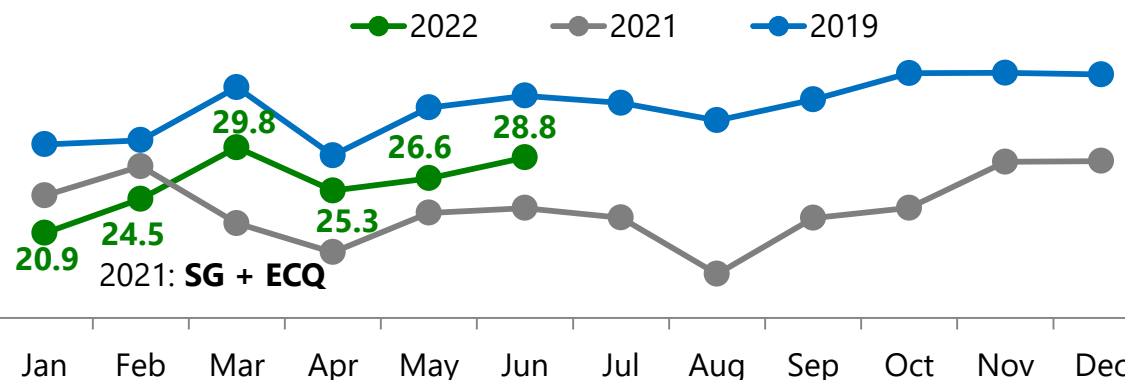
Retail Vehicle Sales

155,930

Units in 1H 2022

+11.4%YoY
vs. **139,949** 1H
2021

Monthly Retail Vehicle Sales (In '000 Units)



1H 2022

80%
of 1H 2019

Introducing the All-New LITE ACE



All-New Lite Ace

- Launched in **July 2022**
- Four body types:
 - (1) **Pickup**, (2) **Panel Van**,
 - (3) **Utility Van**, (4) **Aluminum Van**
- **Affordable** and **reliable** light commercial vehicle (LCV) to support Filipino businesses
- In line with TMP's thrust of **MOBILITY FOR ALL**
- Addresses evolving needs of MSMEs
- TMP expanding in the commercial vehicle segment and positioning for the country's continued economic growth

Four Body Types

1



2



3



4



Multi-Purpose Vehicle



Service Vehicle

Delivery Vehicle

TMP's Path to EV Transition



95%
of Electrified Vehicle
Users in the Philippines



RAV4 2.5L HEV
(97% of 1H22 RAV4
Sales)

TMC Global EV Strategy

Toyota Target
3.5 Million

Global Sales of Battery EVs by 2030

Lexus Target
1.0 Million

Global Sales of Battery EVs by 2030



Battery Electric Vehicle
BZ4X BEV



IS 300h
(58% take-up in 1H22)

Federal Land Partnerships with SM Group

June 2016

Federal Land and SMDC Joint Venture



50-50 Ownership / Feb. 2019 Project Launch

Q4 2020

Co-Development of Land w/ SM Group



- **100-hectare** mixed-use district in Riverpark North Estate
- **42 hectares** to be developed by SM Group

30 June 2022

Inauguration of GT Capital/Federal Land and SM District



Federal Land NRE Global



Php32B
(property and cash)
over next 2 years

Php16B cash
over next 2 years

66%



34%

FNG

Federal Land NRE Global



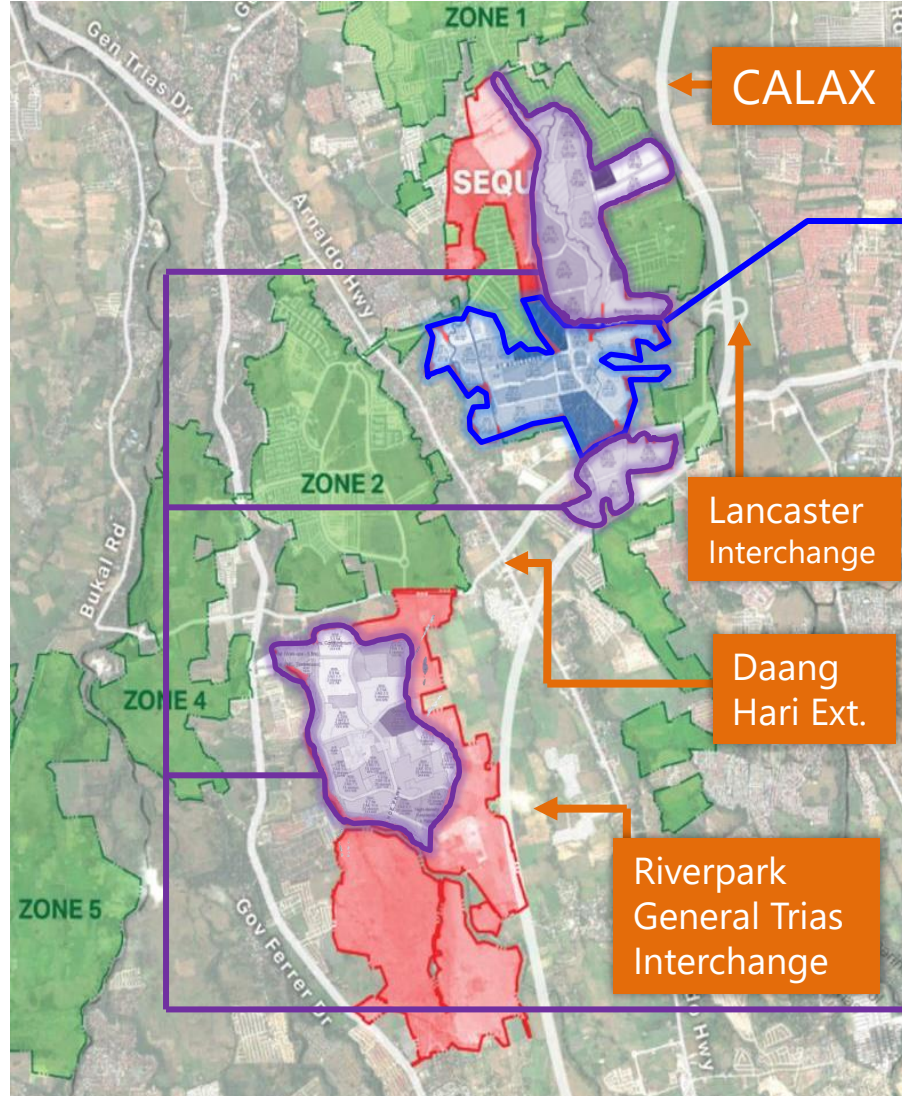
Federal Land Chairman Alfred Ty and NRE Chairman Eiji Kutsukake

- **Strategic partnership** with NRE
- **Largest real estate developer in Japan** in terms of condo unit turnover in 2021
- **Fifth largest in consolidated sales**
- NRE's **largest investment outside Japan**
- **250 hectares** of developable land in Metro Manila, Cavite, and Cebu
- Pipeline of new projects for the **next 30 years**
- *"This is a **perfect marriage of vision and values**. We share a **common long-term outlook**, anchored on **creating world-class developments** that **enrich the way people live**." – Federal Land Chairman Alfred Ty*

Steady stream of projects with two JV Partners

Riverpark North

Riverpark South



- Area Size: 100 hectares (42 hectares to be developed by SM Group)
- Uses: Mall, school, residences, condominiums
- Launch within Q1 2023

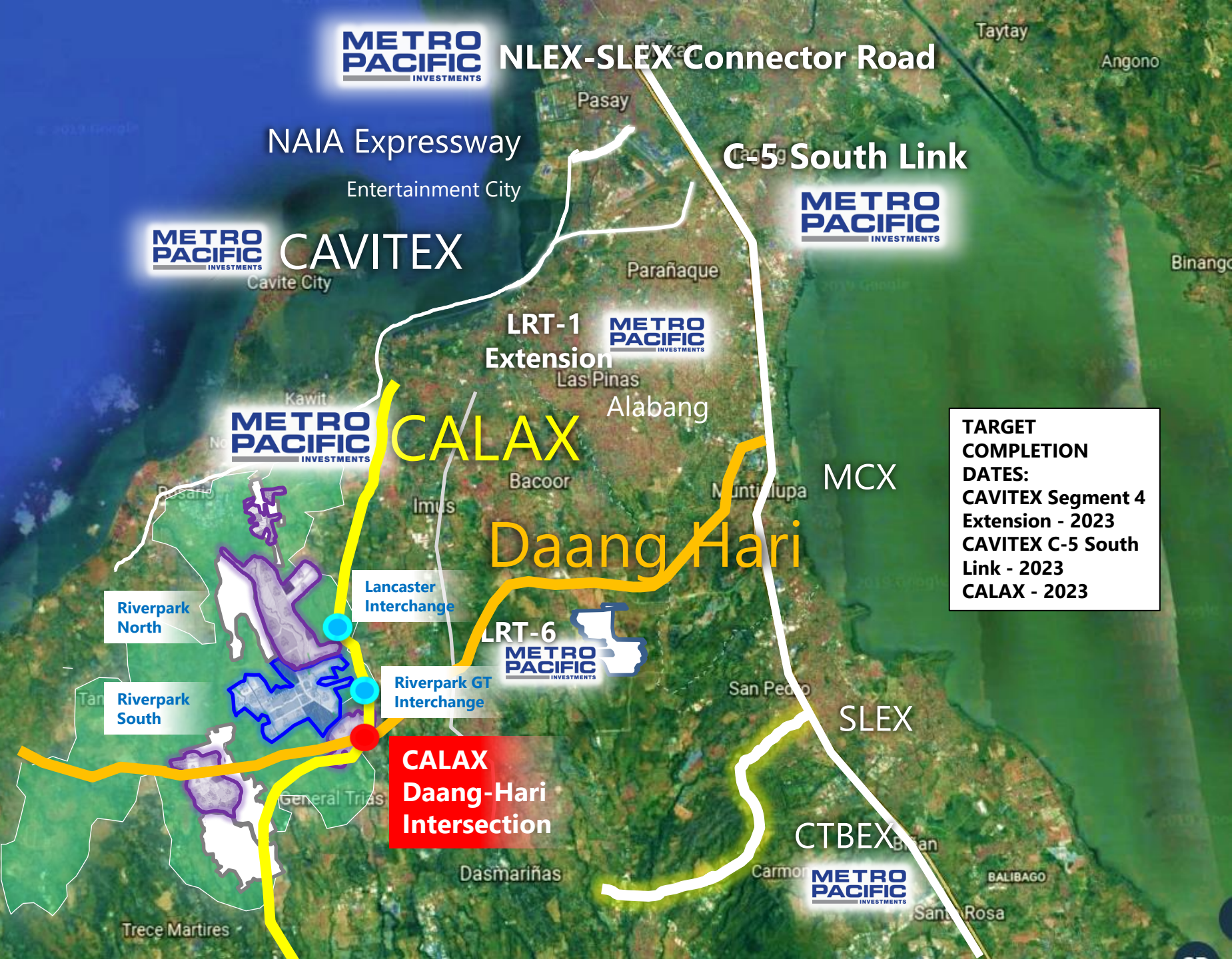


- Area Size: 235 Hectares
- Uses: Residential, Office, Commercial, Condominium, Retail, Industrial
- Development Q4 2023

*Also includes area in Downtown Lancaster (outside of map)

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.	



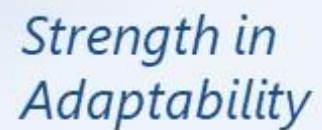
TARGET COMPLETION DATES:
 CAVITEX Segment 4 Extension - 2023
 CAVITEX C-5 South Link - 2023
 CALAX - 2023

Enhanced ESG Practices

ESG RATINGS PERFORMANCE			<ul style="list-style-type: none"> Improving our ESG Disclosures by adopting and aligning to Global sustainability reporting standards and frameworks such as Integrated Reporting, SASB, and TCFD in addition to GRI Measuring GHG emissions via equity share approach
MSCI ESG	Sustainalytics	S&P CSA	
BBB (Average)	14.2 (Low Risk)	37	



An integrated report is a concise communication about how an organization's strategy, governance, performance and prospects, in the context of its external environment, lead to the creation of value in the short, medium and long term.








GT Capital

First Half 2022

Financial Highlights



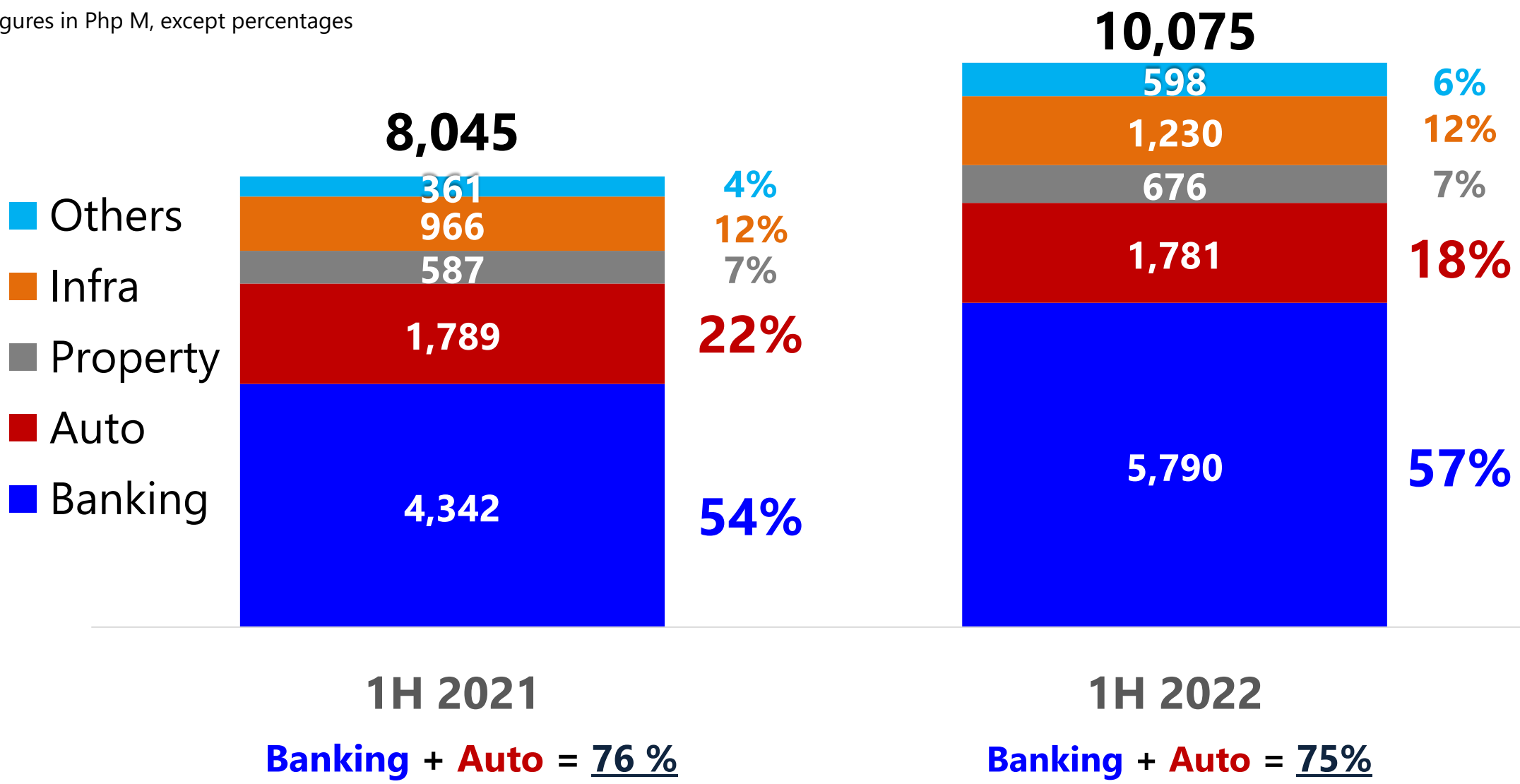
GT Capital Financial Highlights 1H 2022

Core Net Income	Php8.1 Billion Php5.8 Billion 1H 2021	+39% YoY	Consolidated Net Income	Php8.3 Billion ¹ Php6.7 Billion 1H 2021 ²	+24% YoY
<div> Metrobank You're in good hands</div> <div>Operating Income</div> <div>P55.0 B +7%</div> <div>Net Income</div> <div>P15.6B +33%</div> <div><ul style="list-style-type: none">NII Php39.8B +6% (72% of OI)Gross loans Php1.3T +9% (corporate +14%, credit cards +16%)Deposits Php2.1T +13%<ul style="list-style-type: none">CASA ratio 72%TD +22%Non Interest Income Php15.2B +8%<ul style="list-style-type: none">Service fees and trust Php8.1B +12%Provisions Php3.8B -46%NPL ratio 1.9% vs 2.3%NPL Cover 196%CAR 17.6%</div>	<div> FEDERAL LAND GT Capital Holdings</div> <div>Revenues</div> <div>P5.7B +11%</div> <div>Net Income</div> <div>P676M +15%</div> <div><ul style="list-style-type: none">Res sales Php8.4B +31% one project launch, AkiBooked sales Php3.3BEquity accounted income in JVs Php359M +>100%Improved collections from lumpsum payments and takeout financingOther Income (commission and interest) Php0.9B +58%GPM 52%</div>	<div> AXA</div> <div>Gross Premium</div> <div>P15.1B -32%</div> <div>Net Income</div> <div>P1.1B -21%</div> <div><ul style="list-style-type: none">APE Php2.2B -32% due to market volatility<ul style="list-style-type: none">72% SP and RP unit-linkedSP -57%RP -19%P&H (28% of APE from 23%)Unrealized FVPL Losses Php266 MLife NI Php1.1B -31%G.I./GWP Php1.5B -12% due to property pruningG.I. NI Php40M vs Php162M loss in 1H21; lower attritlional and property losses</div>	<div> METRO PACIFIC INVESTMENTS</div> <div>Share in Operating Core Income</div> <div>P9.8B +15%</div> <div>Core Net Income</div> <div>P7.5B +24%</div> <div><ul style="list-style-type: none">Core NI per OpCo<ul style="list-style-type: none">Meralco +15%Energy sales +6%MPTC +33%Domestic +18%Regional +20%Maynilad -1%Billed volume flatGTCAP stake increased to 16.7% from ongoing share buyback, effective +27% increase in Core Net Income</div>	<div> TOYOTA</div> <div>Revenues</div> <div>P85.0B +33%</div> <div>Net Income</div> <div>P3.4B -3%*</div> <div><ul style="list-style-type: none">*Excluding TSR Sale in 2021, TMP Net Income +5%WSV +28%RSV +26% (vs. industry +11%)Market Share of 51.4% (all-time high) vs 45.6% 2021GPM 10.1% vs. 11.9% due to weaker Php, higher costsNPM 4.0% vs. 5.4% due to costs of new model launchesLaunched 6 models in 2022TMC inventory assurance to deliver 162,000 units</div>	

1. Includes Php0.34B share in MPIC's nonrecurring gains; 2. Includes Php0.69B share in MPIC's nonrecurring gains and GTCAP's Php0.30B gain on VVT transactions

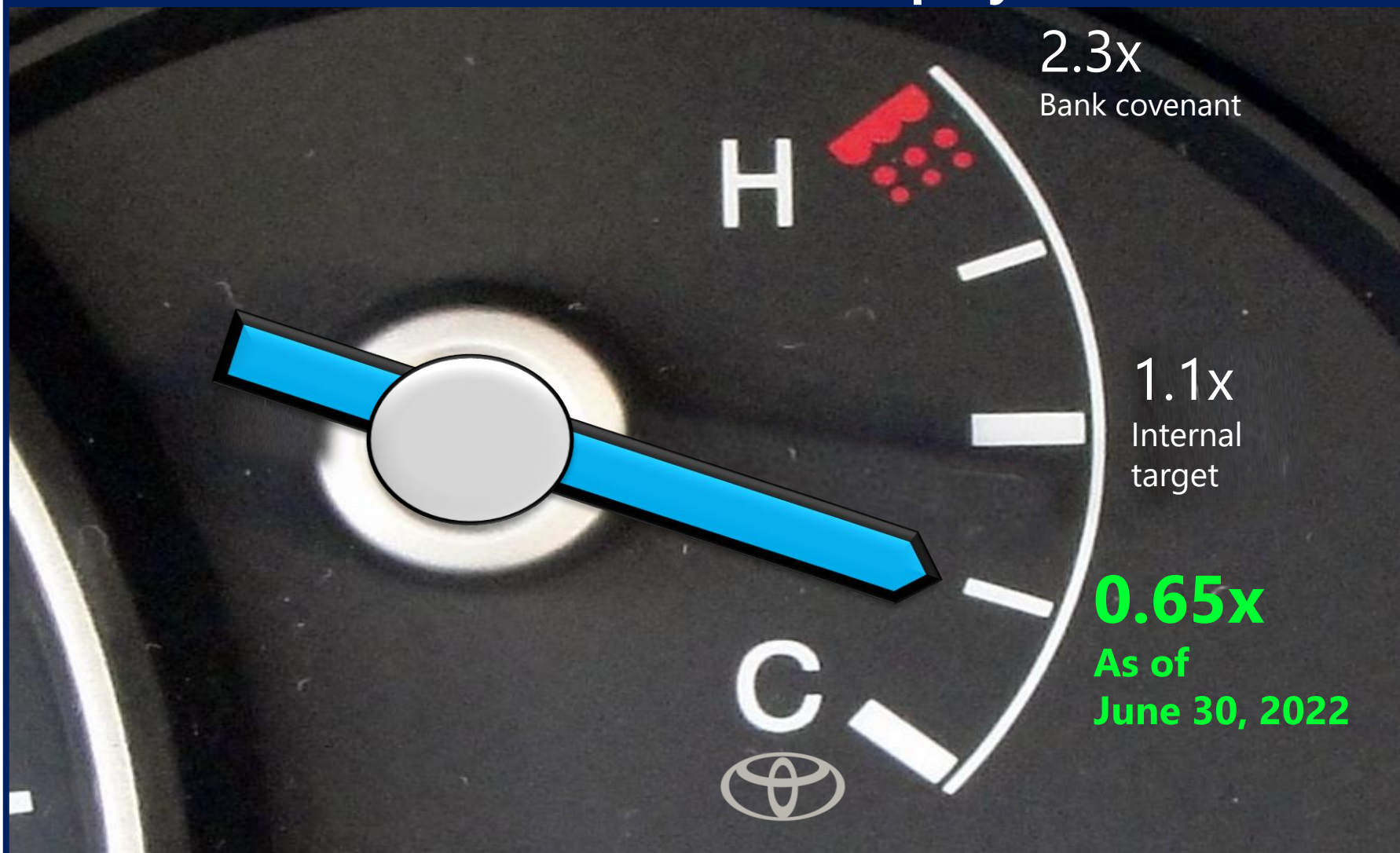
GT Capital Operating Core Income Contribution

Figures in Php M, except percentages



GT Capital Parent Financial Highlights

Parent Net Debt to Equity



Unutilized Short-Term Credit Facilities

Php33.5 B

Consolidated Cash

Php28.2 B

Parent Cash

Php14.0 B

- Strong performance in 1H 2022 with **core earnings growth** of 39%, surpassing 2019 pre-Covid levels
- Property to become next **high growth engine** for GT Capital from pipeline of new projects with two strategic partners, **Nomura Real Estate** and **SM Group**
- Launch of **Toyota Mobility Solutions** in line with TMP's pivot towards **Mobility**
- Given the **return to normalcy**:
 - Resumption of **motorization**
 - **No more lockdowns** according to President Ferdinand Marcos, Jr.
 - Continuity of government's **infrastructure spending**
- We are confident that the Group is strategically positioned to build on its **growth momentum** from the first half



*Strength in
Adaptability*

Thank You!

The 13th Macquarie ASEAN Conference 2022

Tuesday, 23 August 2022

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or contact IR@gtcapital.com.ph

