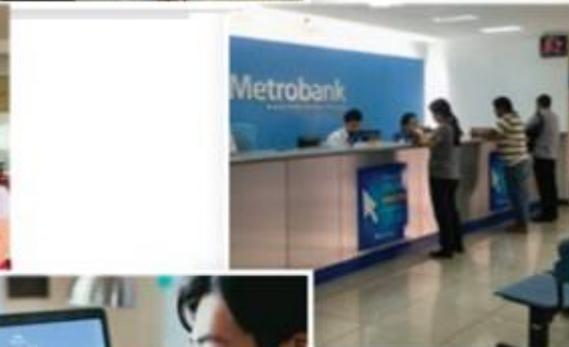




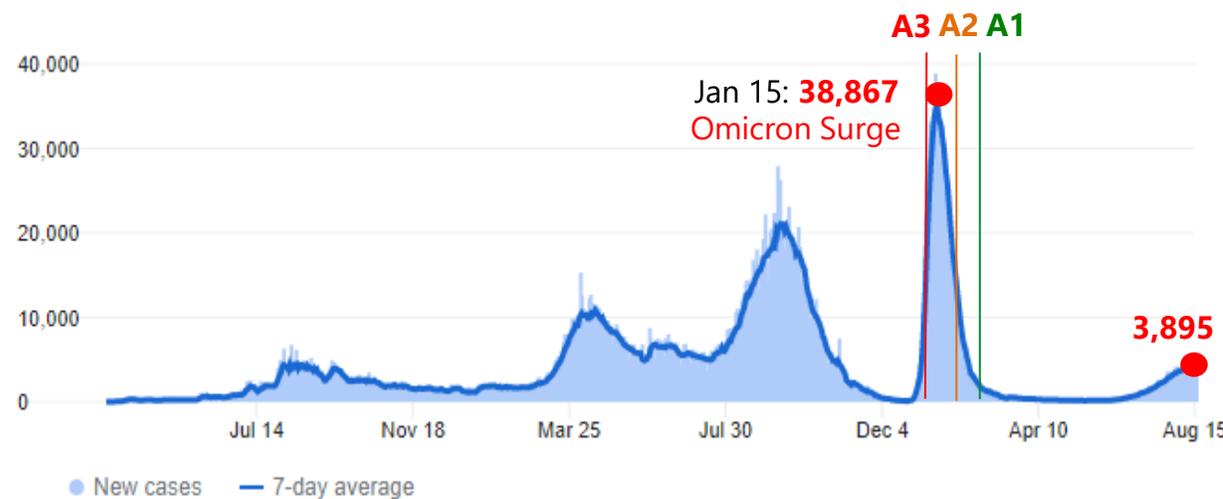
*Strength in
Adaptability*

Philippine Covid-19 Updates



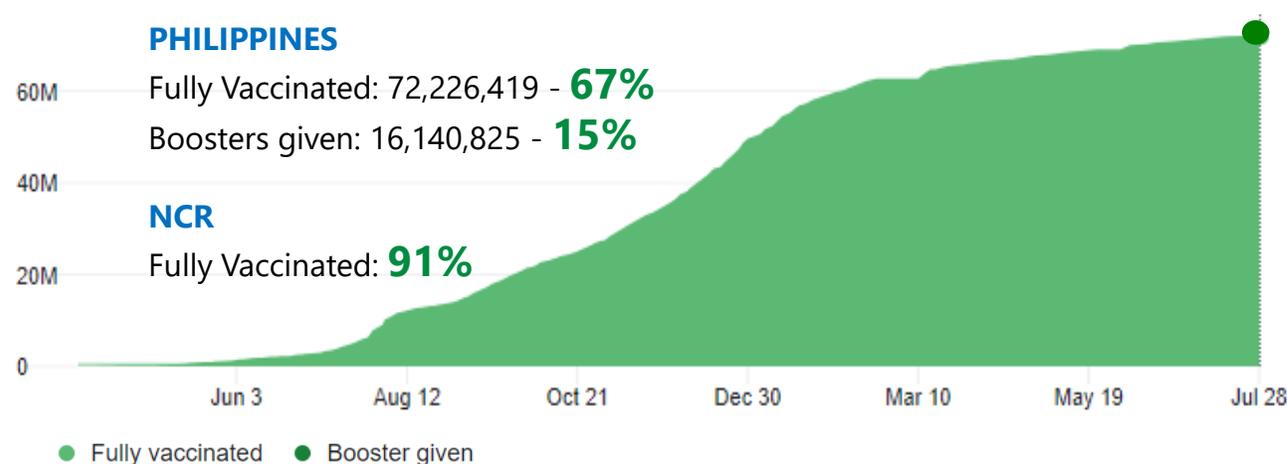
Philippine COVID-19 Updates 2022

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

Total COVID-19 Vaccinations as of July 28, 2022



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 Pavillon, 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 Pavillon Metropolitan Park, Pasay

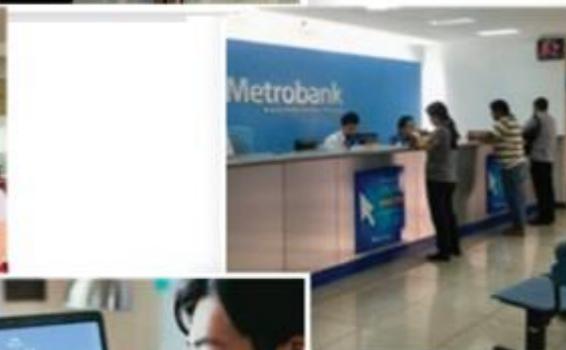


Grand Hyatt, BGC



*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



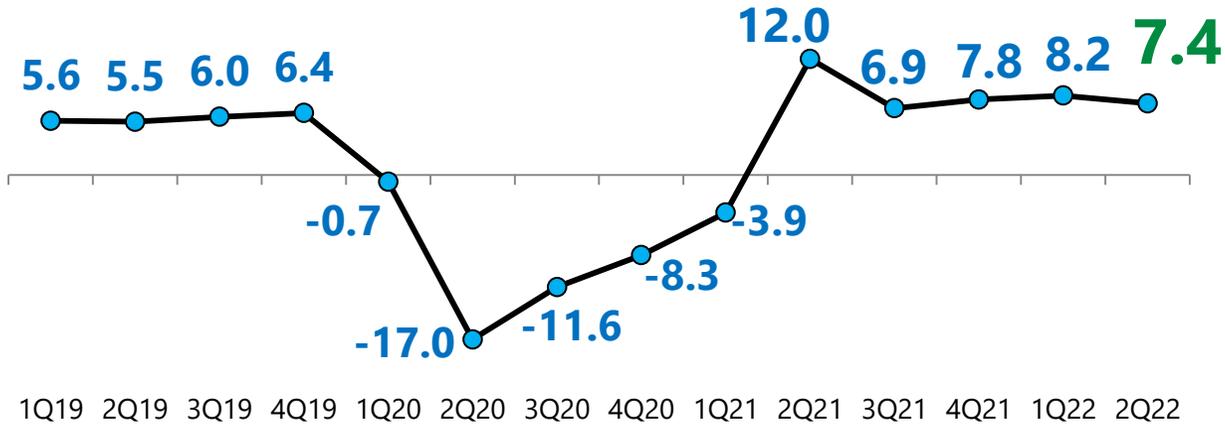
GDP

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

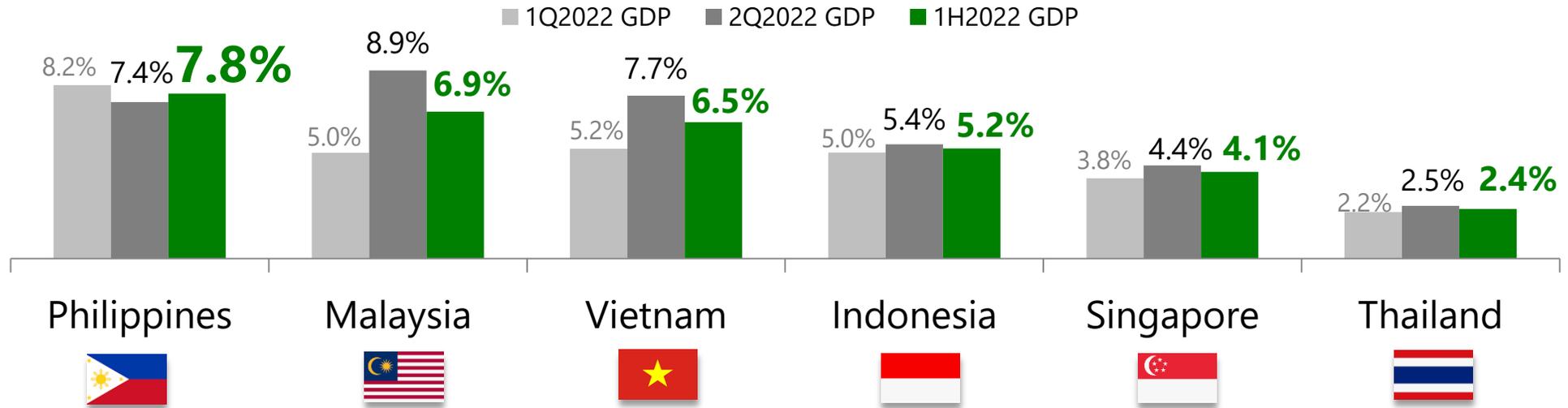
	FY22 Est.	New	Prev.
Bloomberg Consensus		6.8%	6.8%
MBT Research		6.3%	6.8%
FMIC-UA&P		6.0% to 7.0%	6.0% to 7.0%
DBCC*		7.0% to 8.0%	7.0% to 9.0%

*Development Budget Coordination Committee

ASEAN

1H 2022 GDP

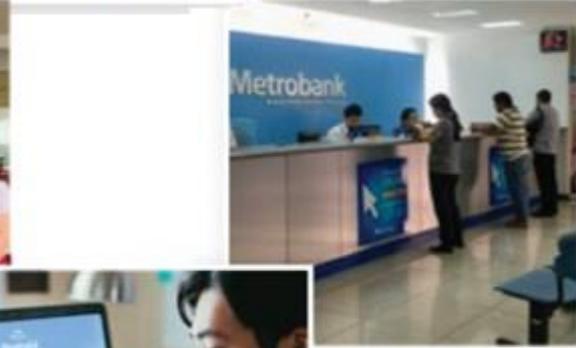
PH growth highest among ASEAN peers





*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

Outpacing the Auto Industry

TOYOTA
Retail Vehicle Sales
80,090 Units
1H 2022
+25.6%YoY
vs. **63,758**
1H 2021

Monthly Retail Vehicle Sales (In '000 Units)

Month	2022	2021	2019
Jan	9.9	9.9	9.9
Feb	12.2	12.2	12.2
Mar	15.1	15.1	15.1
Apr	13.7	13.7	13.7
May	14.7	14.7	14.7
Jun	14.4	14.4	14.4
Jul	14.4	14.4	14.4
Aug	14.4	14.4	14.4
Sep	14.4	14.4	14.4
Oct	14.4	14.4	14.4
Nov	14.4	14.4	14.4
Dec	14.4	14.4	14.4

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)

Month	2022	2021	2019
Jan	20.9	20.9	20.9
Feb	24.5	24.5	24.5
Mar	29.8	29.8	29.8
Apr	25.3	25.3	25.3
May	26.6	26.6	26.6
Jun	28.8	28.8	28.8
Jul	28.8	28.8	28.8
Aug	28.8	28.8	28.8
Sep	28.8	28.8	28.8
Oct	28.8	28.8	28.8
Nov	28.8	28.8	28.8
Dec	28.8	28.8	28.8

2021: SG + ECQ

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



#TMPat34

**ENABLING
ELECTRIFICATION**



Corolla Cross Hybrid

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

66%



FNG

Federal Land NRE Global



Php16B cash
over next 2 years

34%



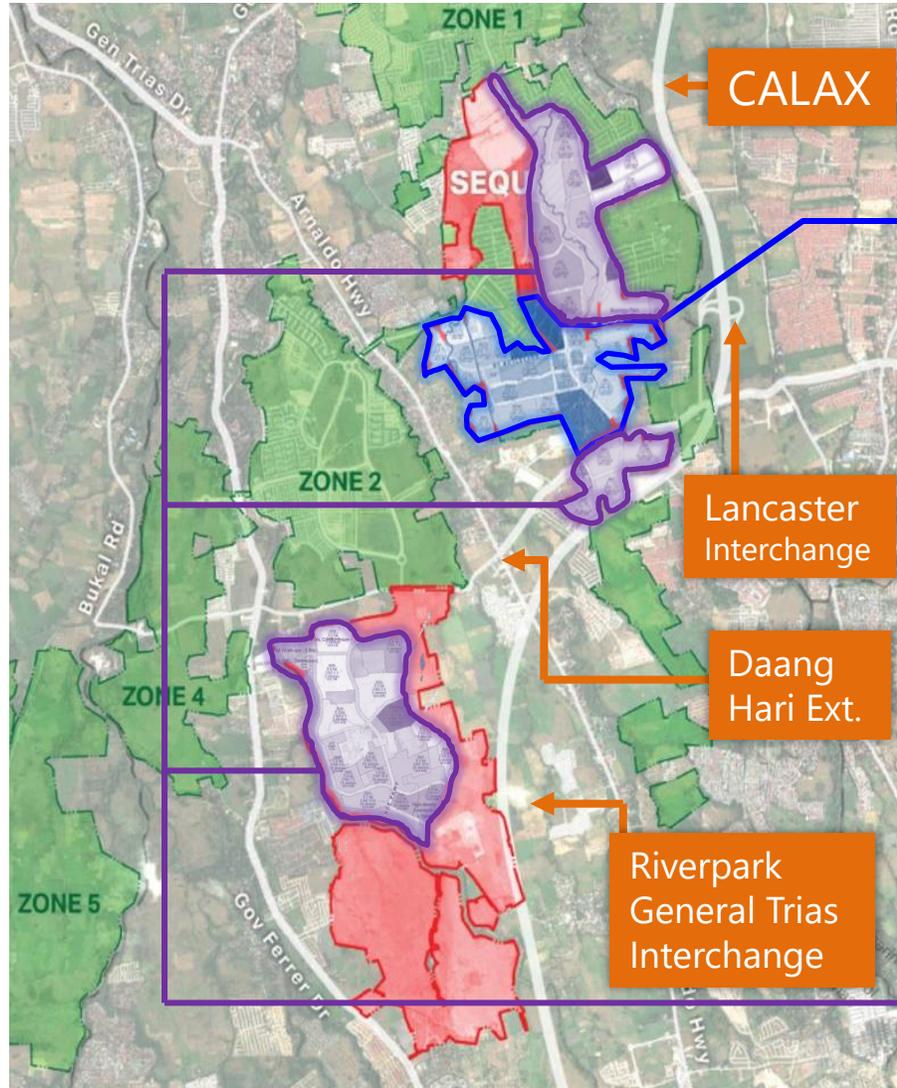
Federal Land Chairman Alfred Ty and NRE Chairman Eiji Kutsukake

- **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		
MSCI ESG	Sustainalytics	S&P CSA
BBB (Average)	14.2 (Low Risk)	37

- 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



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 Financial Highlights 1H 2022



**Core
Net Income**

Php8.1 Billion

Php5.8 Billion 1H 2021

+39%
YoY

**Consolidated
Net Income**

Php8.3 Billion¹

Php6.7 Billion 1H 2021²

+24%
YoY



Operating Income

P55.0 B **+7%**

Net Income

P15.6B **+33%**

- NII **Php39.8B +6%** (72% of OI)
- Gross loans **Php1.3T +9%** (corporate **+14%**, credit cards **+16%**)
- Deposits **Php2.1T +13%**
 - CASA ratio **72%**
 - TD **+22%**
- Non Interest Income **Php15.2B +8%**
 - Service fees and trust **Php8.1B +12%**
- Provisions **Php3.8B -46%**
- NPL ratio **1.9%** vs 2.3%
- NPL Cover **196%**
- CAR **17.6%**



Revenues

P5.7B **+11%**

Net Income

P676M **+15%**

- Res sales **Php8.4B +31%** one project launch, Aki
- Booked sales **Php3.3B**
- Equity accounted income in JVs **Php359M +>100%**
- Improved collections from lumpsum payments and takeout financing
- Other Income (commission and interest) **Php0.9B +58%**
- GPM **52%**



Gross Premium

P15.1B -32%

Net Income

P1.1B -21%

- APE **Php2.2B** -32% due to market volatility
 - 72% SP and RP unit-linked
 - SP -57%
 - RP -19%
 - P&H (28% of APE from 23%)
- Unrealized FVPL Losses **Php266 M**
- Life NI **Php1.1B** -31%
- G.I./GWP **Php1.5B** -12% due to property pruning
- G.I. NI **Php40M** vs Php162M loss in 1H21; lower attritional and property losses



Share in Operating Core Income

P9.8B **+15%**

Core Net Income

P7.5B **+24%**

- Core NI per OpCo
 - Meralco **+15%**
 - Energy sales **+6%**
 - MPTC **+33%**
 - Domestic **+18%**
 - Regional **+20%**
 - Maynilad -1%
 - Billed volume flat
- GTCAP stake increased to **16.7%** from ongoing share buyback, effective **+27%** increase in Core Net Income



Revenues

P85.0B **+33%**

Net Income

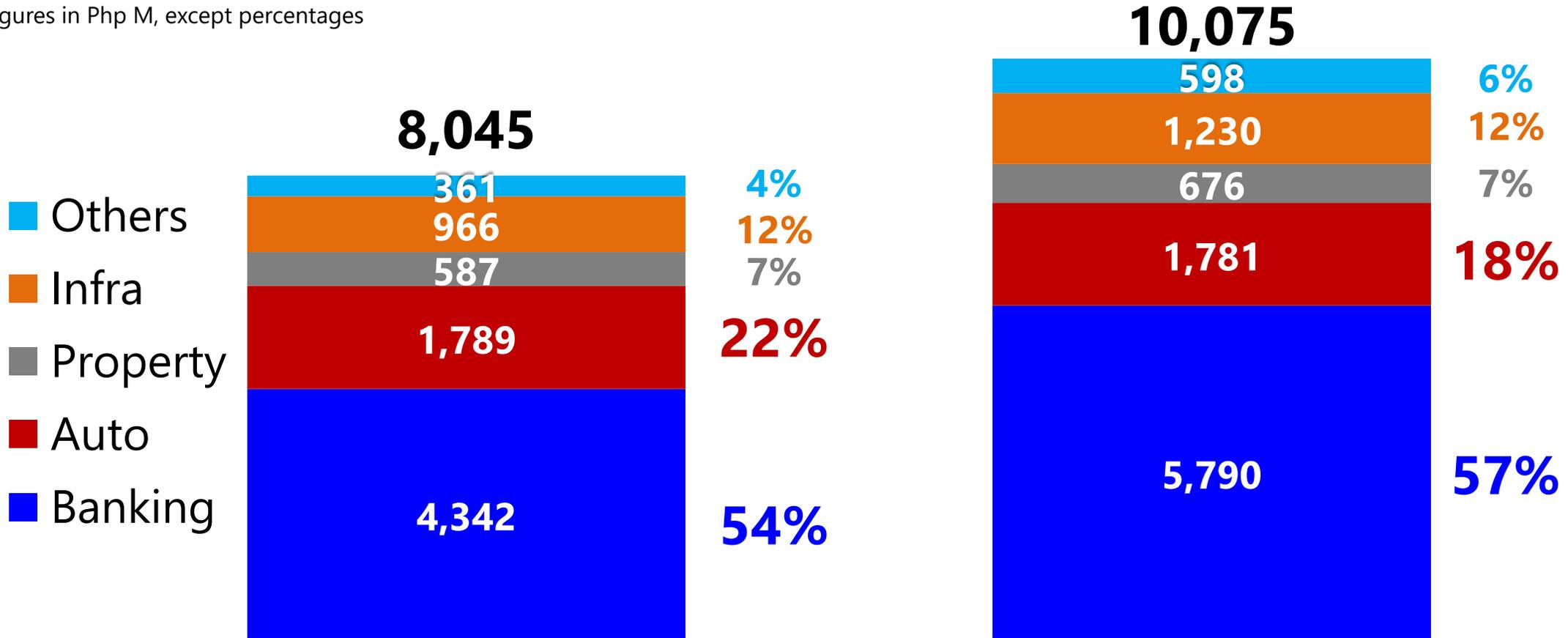
P3.4B -3%*

- *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% 2021
- GPM **10.1%** vs. **11.9%** due to weaker Php, higher costs
- NPM **4.0%** vs. **5.4%** due to costs of new model launches
- Launched 6 models in 2022
- TMC inventory assurance to deliver 162,000 units

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



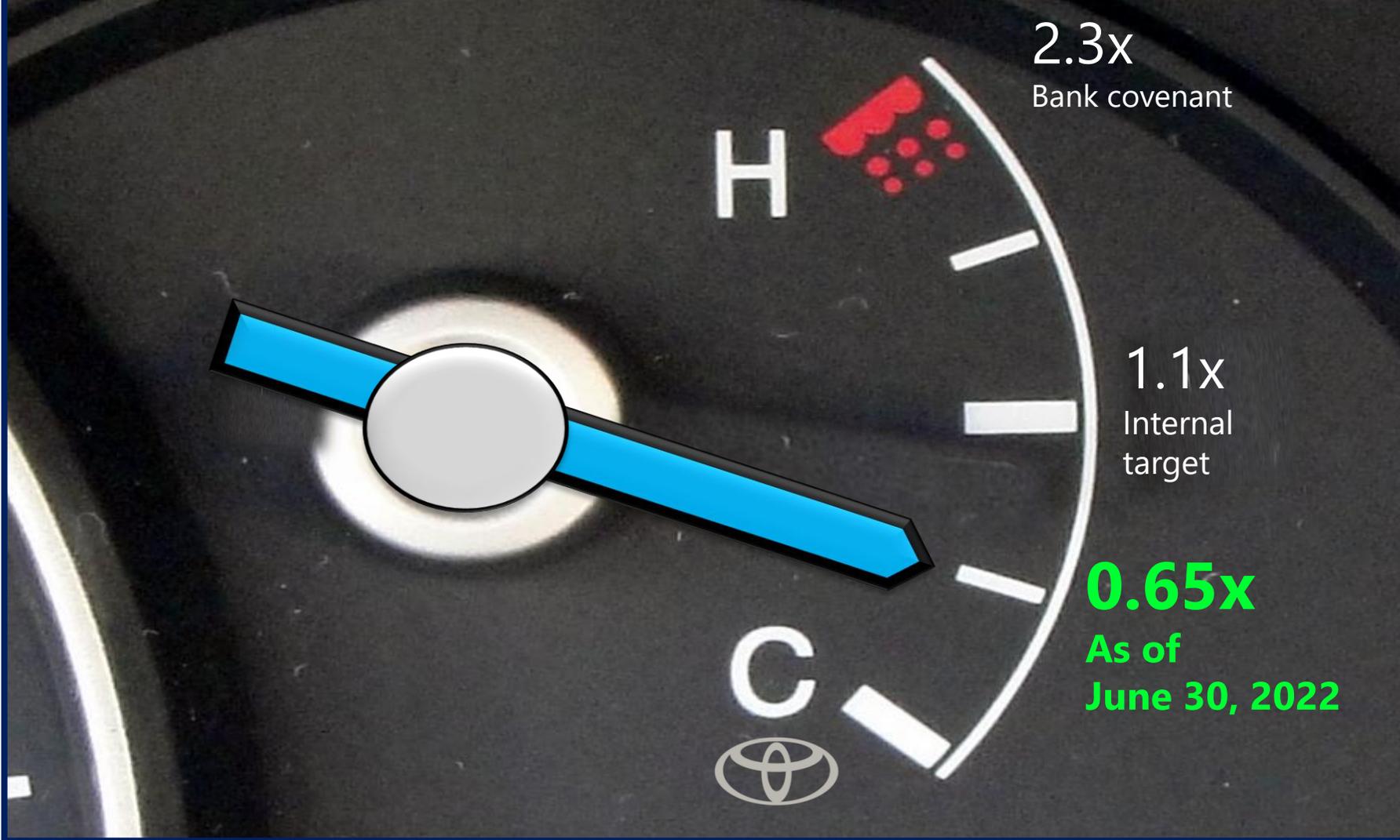
1H 2021
Banking + Auto = 76%

1H 2022
Banking + Auto = 75%

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

