

# The President's Report

**Carmelo Maria Luza Bautista**



2024 Annual Stockholders Meeting | 08 May 2024







**GT CAPITAL**  
HOLDINGS INCORPORATED

# Macroeconomic Indicators

2024 Annual Stockholders' Meeting  
08 May 2023



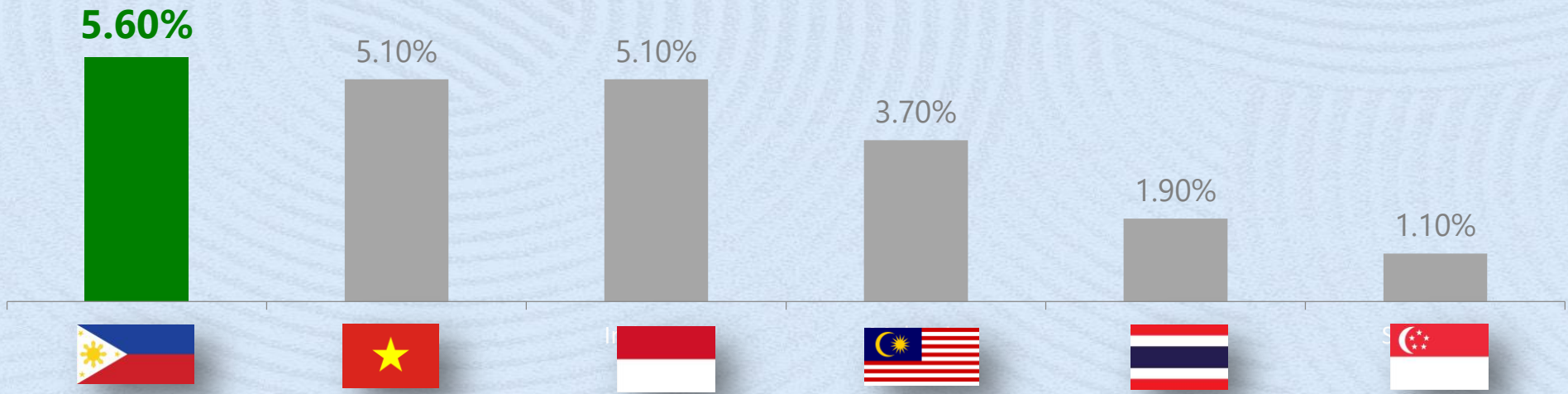


# Philippines as a growing middle-class economy

**FY2023 GDP**  
**5.60%**

*Exceeding consensus estimate of 5.5%*

*PH growth is the **highest** among ASEAN peers for FY 2023*



## Per Capita GNI

**USD 3,916**

FY2023  
(USD 3,587 FY2022)



## OFW Remittances

**USD 37.2 Bn**

FY2023  
(USD 36.1 Bn FY2022)



## BPO Revenues

**USD 35 Bn**

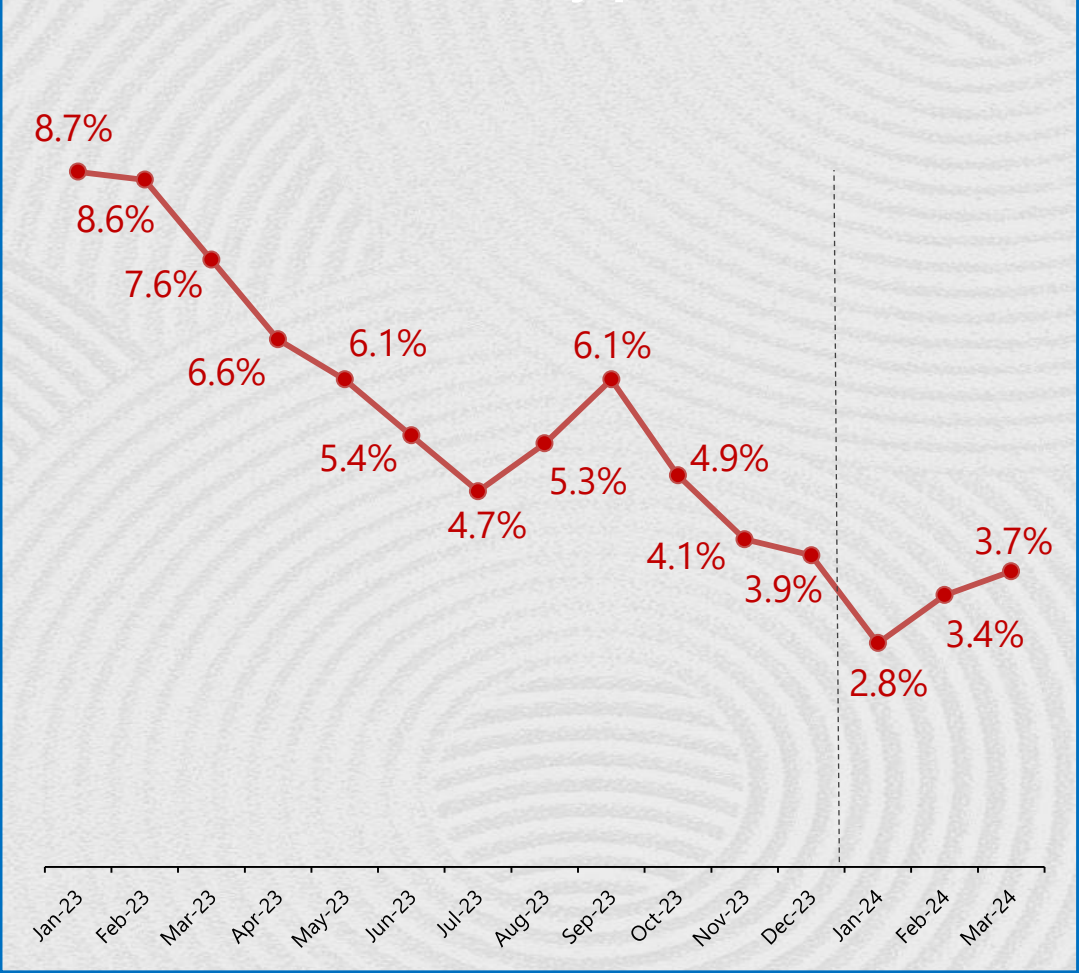
FY2023E  
(USD 32.5 Bn FY2022)

**On track to be an upper middle-income economy by year-end 2024**

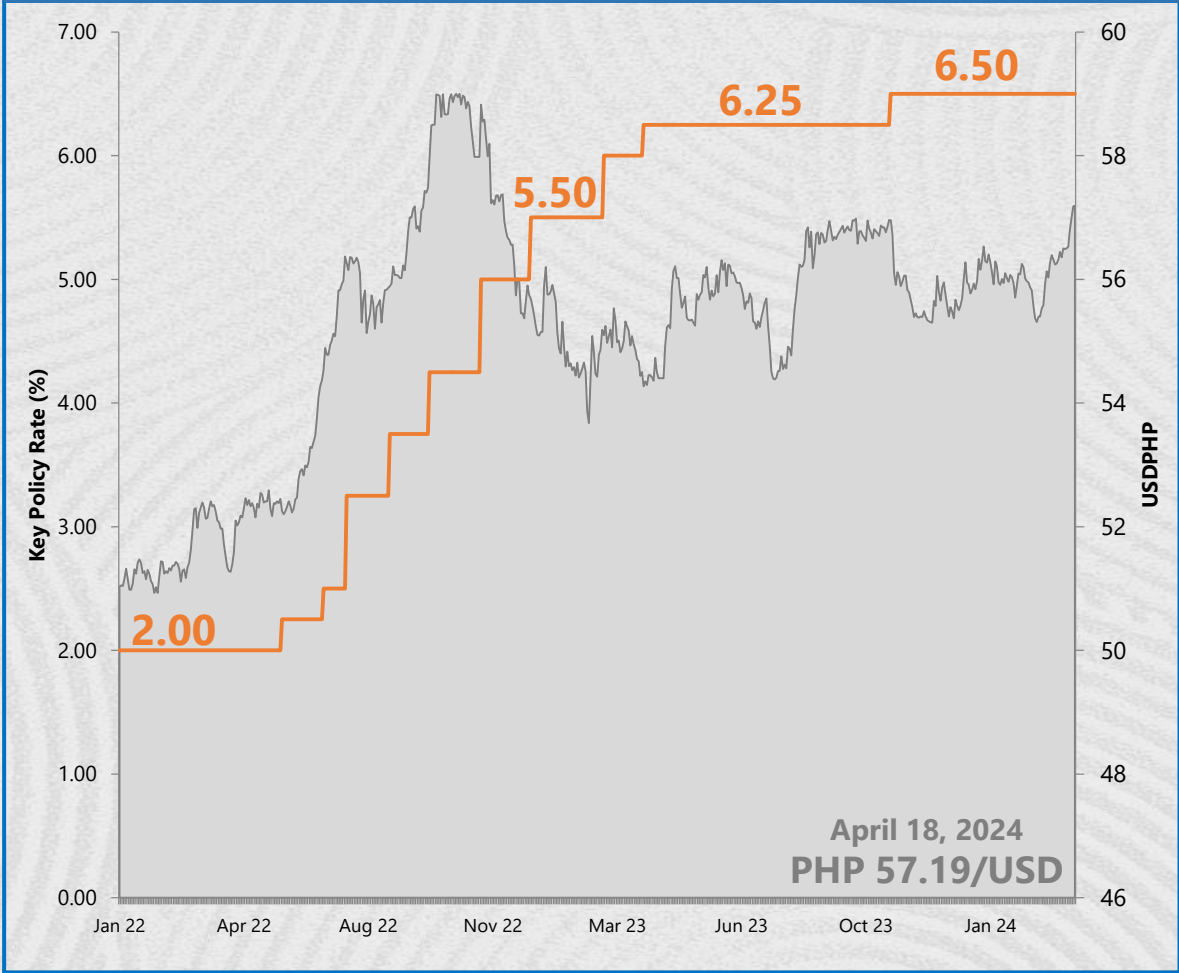


# Monitoring potential headwinds

Inflation pushed up by **volatile food and commodity prices**



PH interest rates remain elevated







**GT CAPITAL**  
HOLDINGS INCORPORATED

# GT Capital

## Full-Year 2023 Results

2024 Annual Stockholders' Meeting  
08 May 2023





# Record Performance

in FY 2023  
Net Income

All-time high  
performances  
across key sectors



**P42.2B**

Net Income



**P28.7B**

Consolidated  
Net Income  
(+57%)



**P13.8B**

Net Income



**P28.8B**

Core  
Net Income  
(+82%)



**P2.1B**

Core Net  
Income



**P2.6B**

Net Income

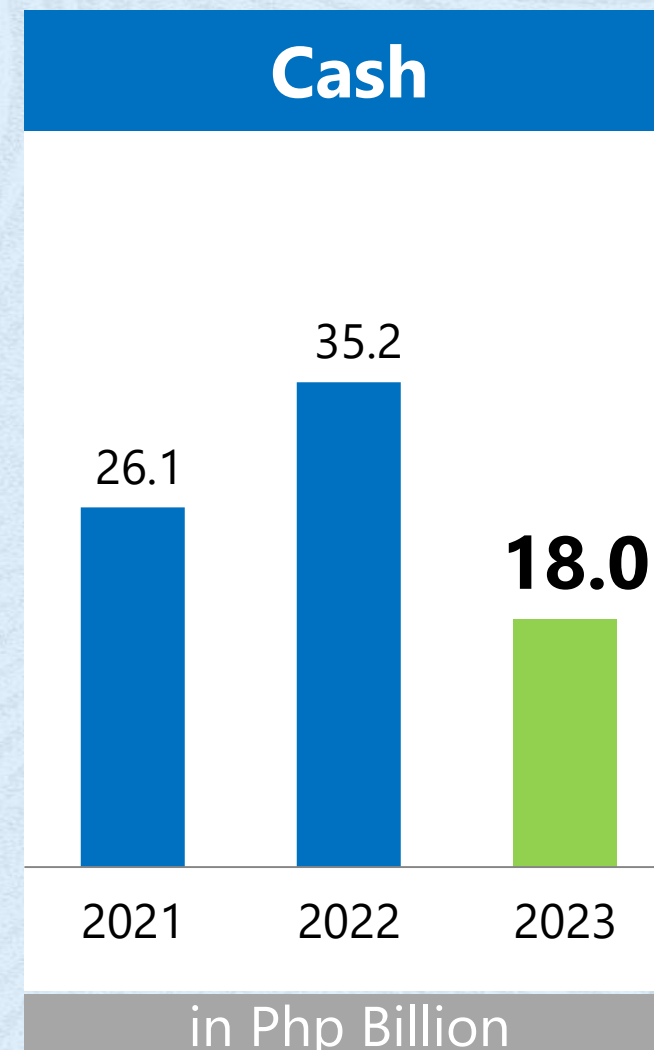
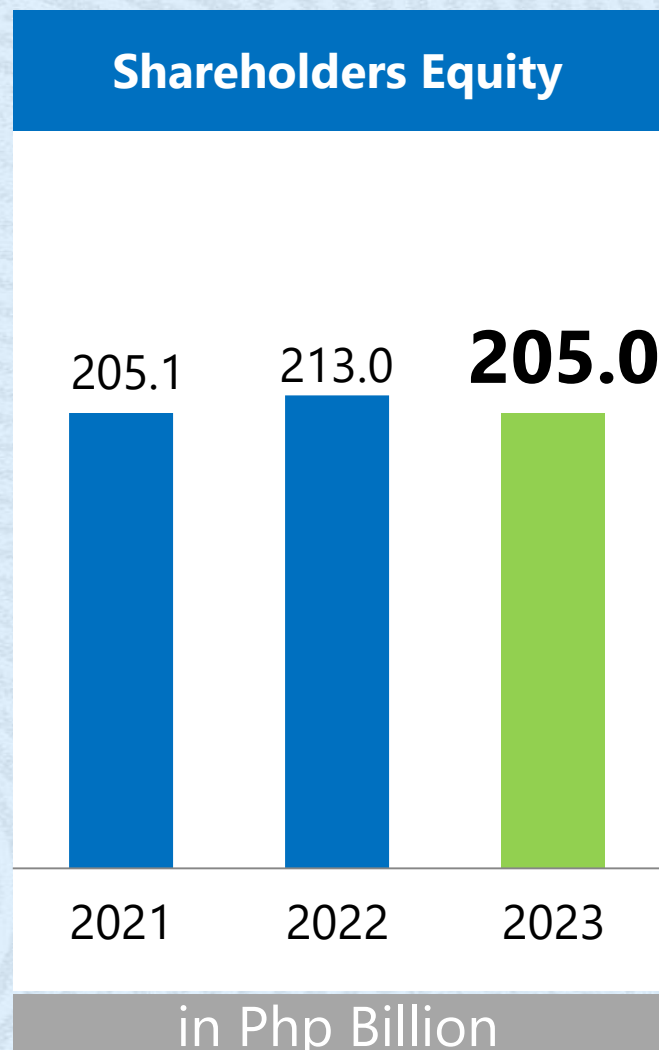
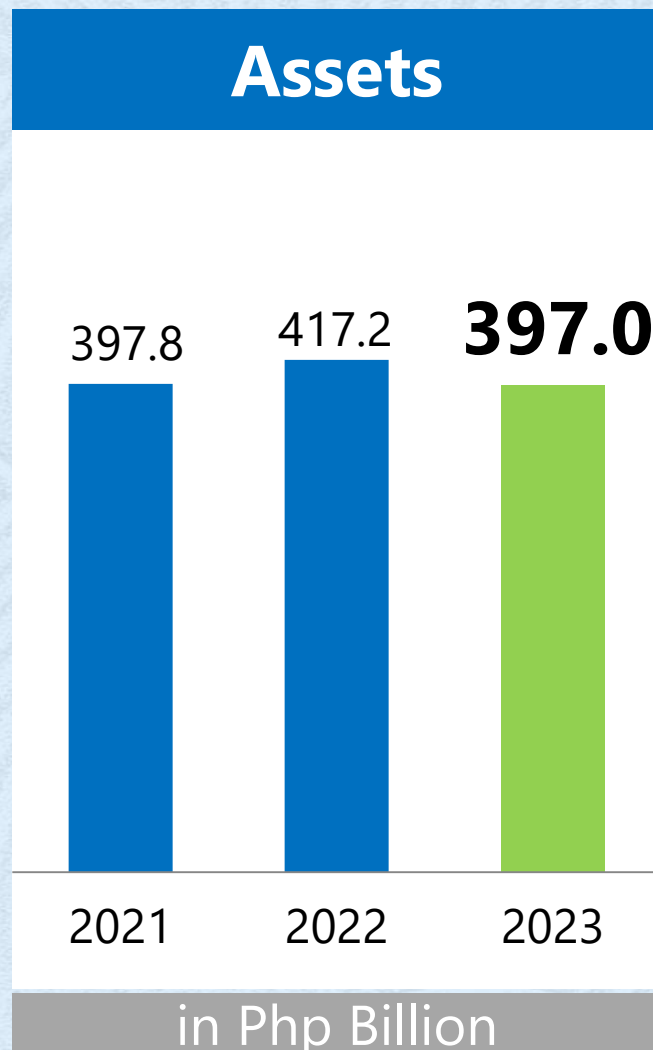


**P19.5B**

Core  
Net Income



# Full-Year 2023 Balance Sheet Highlights







**GT CAPITAL**  
HOLDINGS INCORPORATED

# Operating Company Highlights

2024 Annual Stockholders' Meeting  
08 May 2023







## Financial Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED



# Full-Year 2023 Financial Highlights

## Net Income

**+29%**  
(All-time High)

**42.2**

32.8

2022

2023

in Php Billion

## Gross Loans

**+8%**

**1,567**

1,457

2022

2023

in Php Billion

## Net Interest Income

**+23%**  
(78% of OI)

**105.0**

85.5

2022

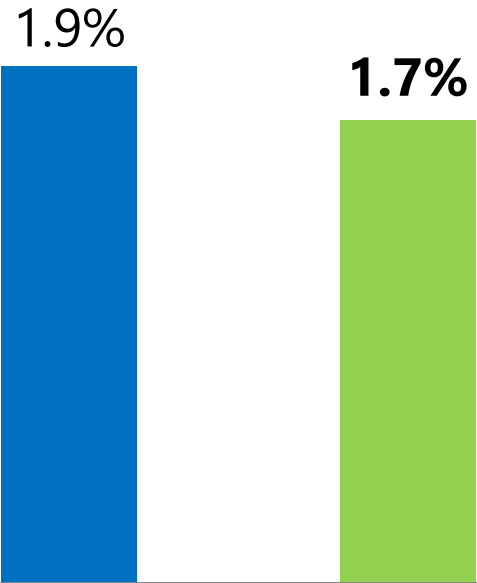
2023

in Php Billion

# Full-Year 2023 Financial Highlights

## NPL Ratio

vs. Industry  
3.3%

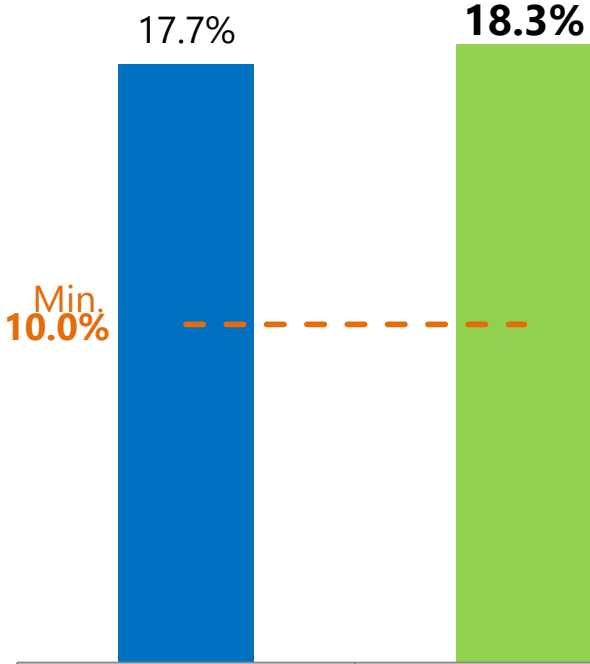


2022

2022

Non Performing Loans Ratio - in %

## CAR

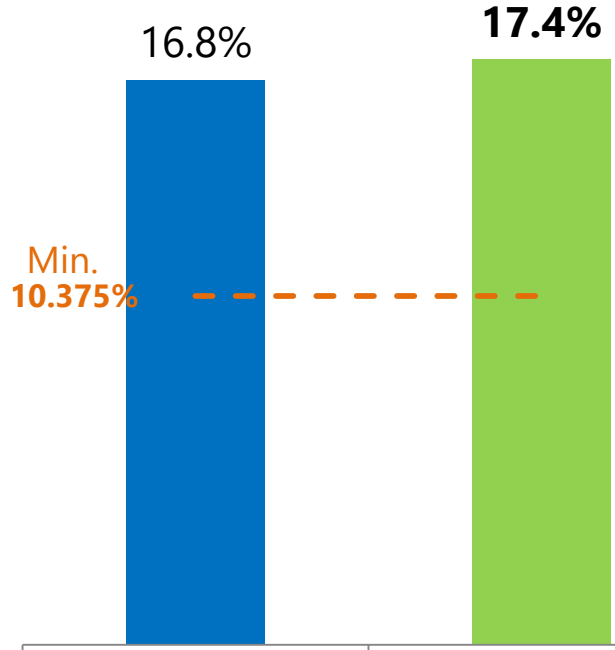


2022

2023

Capital Adequacy Ratio - in %

## CET1 Ratio



2022

2022

Common Equity Tier 1 Ratio - in %





## Industry Highlights



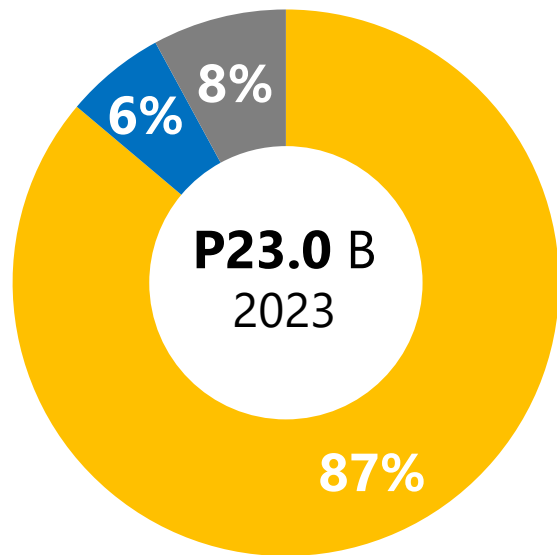
**GT CAPITAL**  
HOLDINGS INCORPORATED



# Full-Year 2023 Financial Highlights

## Reservation Sales Mix

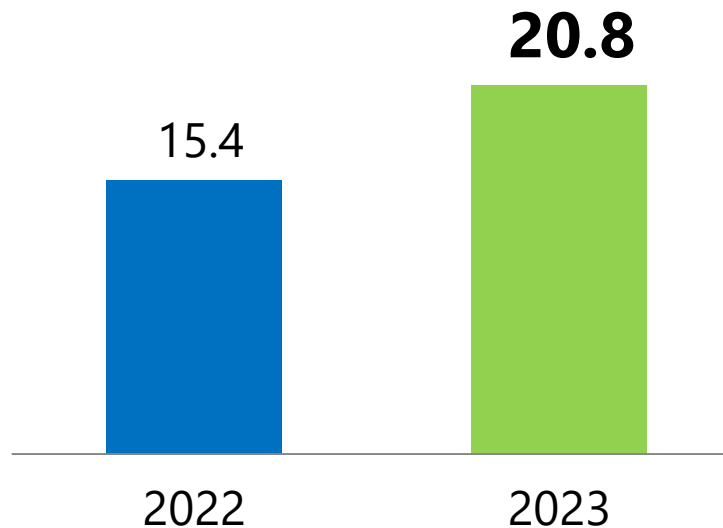
■ Luxury ■ Upscale ■ Mid



in %

## Revenues

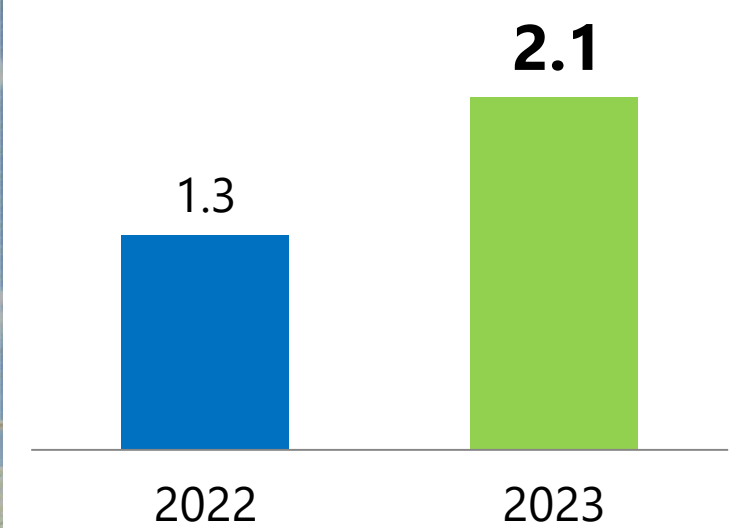
**+54%**



in Php Billion

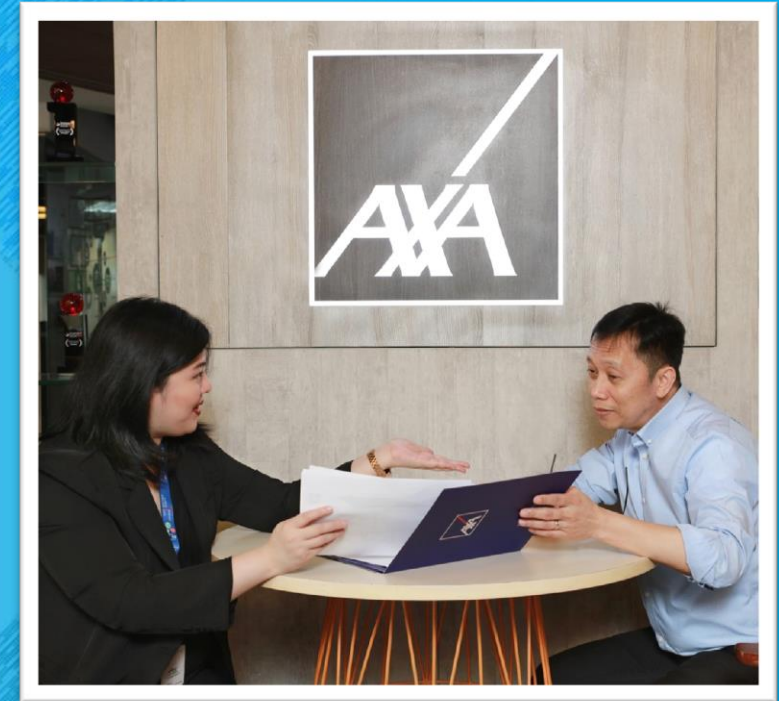
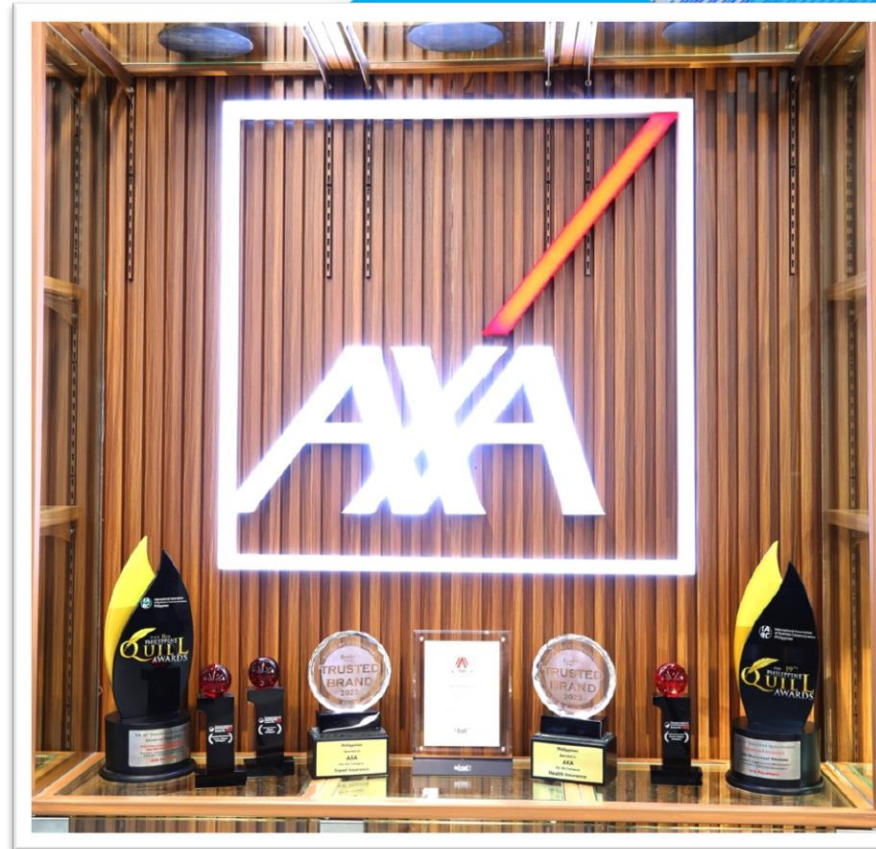
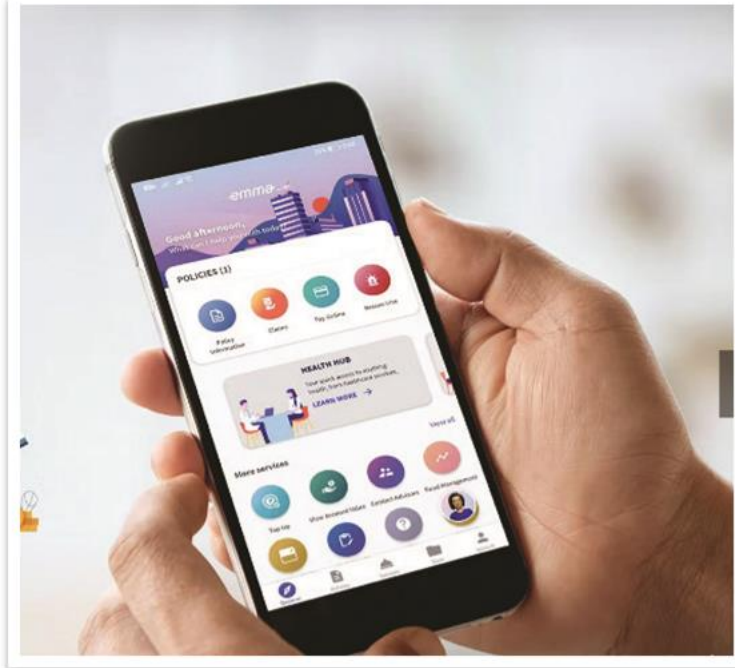
## Core Net Income

**+65%**



in Php Billion





# Financial Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED

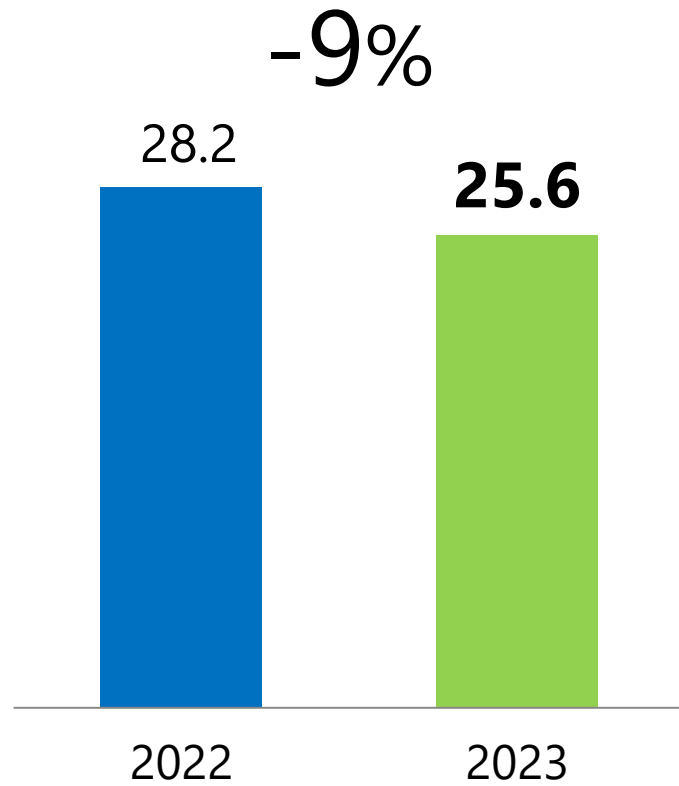


# Full-Year 2023 Financial Highlights



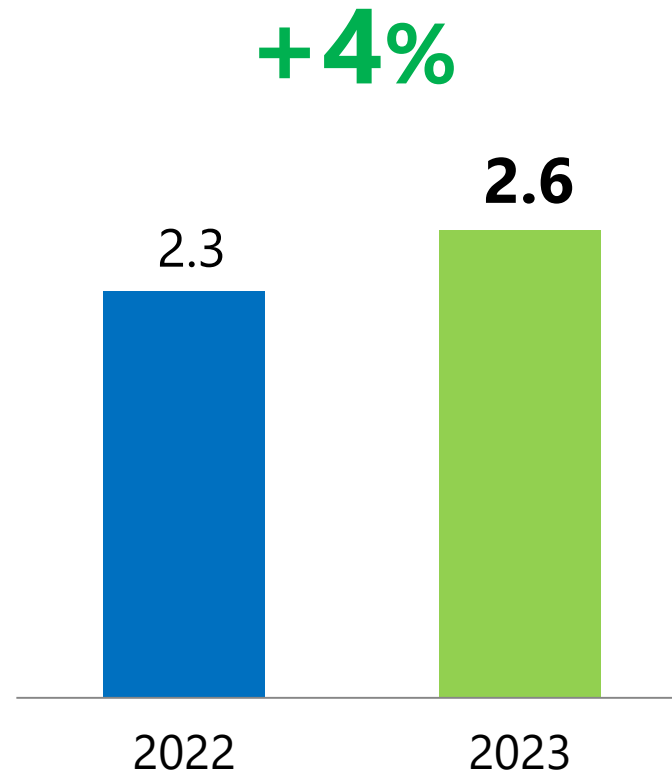
GT CAPITAL  
HOLDINGS INCORPORATED

## Gross Premiums



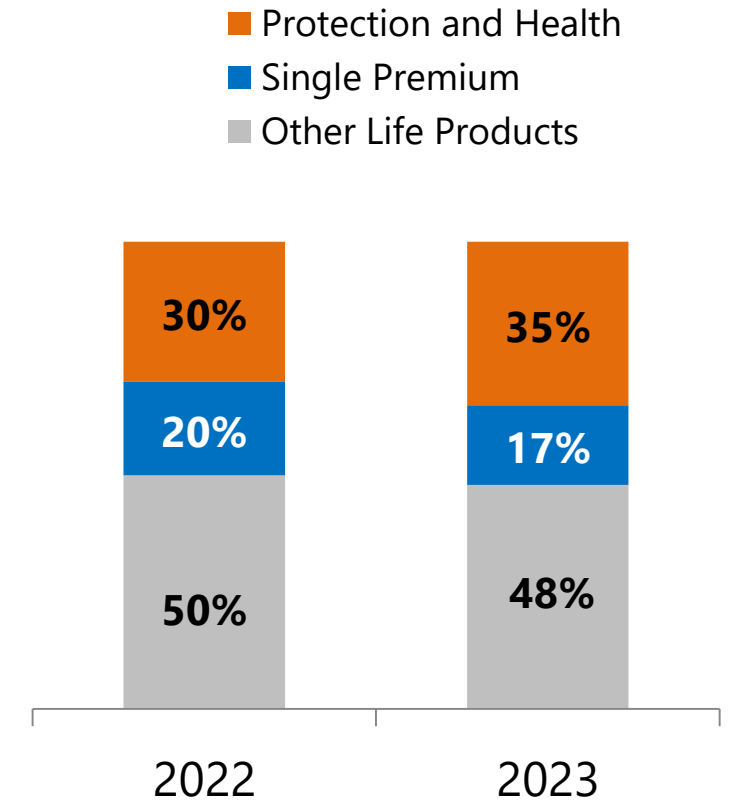
in Billion Php

## Net Income



in Billion Php

## New Business Mix



% to Total Life APE



## Financial Highlights



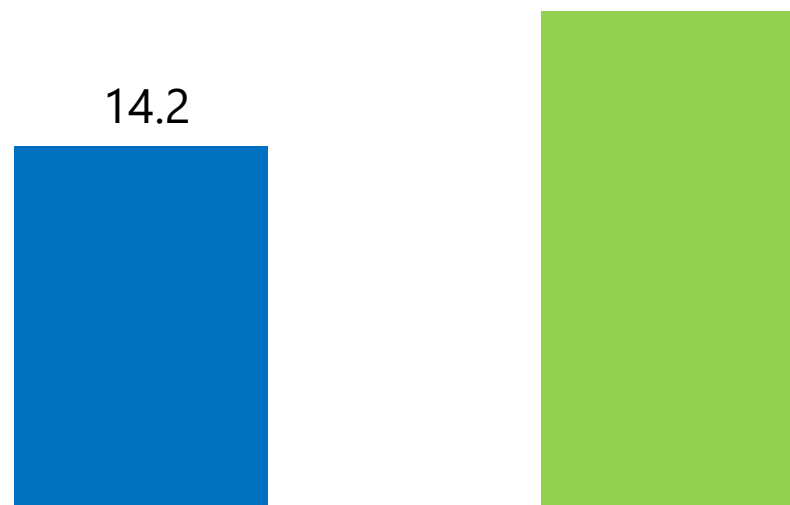
**GT CAPITAL**  
HOLDINGS INCORPORATED



# Full-Year 2023 Financial Highlights

## Core Net Income

**+38%**  
(All-time High)



2022

2023

in Php Billion

## Meralco

### Energy Sales

51,044 GWh **+4%**

### Core Income

P37.1B **+37%**

## Metro Pacific Tollways

### PH Average Daily Traffic

1.2M **+32%**

### Core Income

P5.8B **+2%**

## Maynilad

### Billed Volume

538.5 MCM **+2%**

### Core Income

P9.1B **+51%**



# Financial Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED



# Retail Vehicle Unit Sales, **FY2023**

	Industry			TOYOTA		
2023	<b>432,936</b> Unit Sales	<b>+20%</b> Year-on-year	<b>6%</b> above FY2019 (pre-COVID)	<b>200,031</b> Unit Sales	<b>+15%</b> Year-on-year	<b>23%</b> above FY2019 (pre-COVID)
2022	360,444			174,106		
2021	280,338			129,667		
2020	241,924			100,019		
2019	410,035			162,011		

Source: CAMPI and AVID

# 2023 Model Launches



**ZENIX** (HEV and Gas)



**YARIS CROSS**  
(HEV and Gas)



**WIGO**



**ALPHARD** (HEV)



**HILUX GR-S**



# Toyota and Lexus Electrified Vehicles



ALPHARD



YARIS CROSS



LM



RX



ZENIX



RAV4



RZ 450e  
First BEV



NX



UX



CAMRY



COROLLA ALTIS



COROLLA CROSS



LS



ES



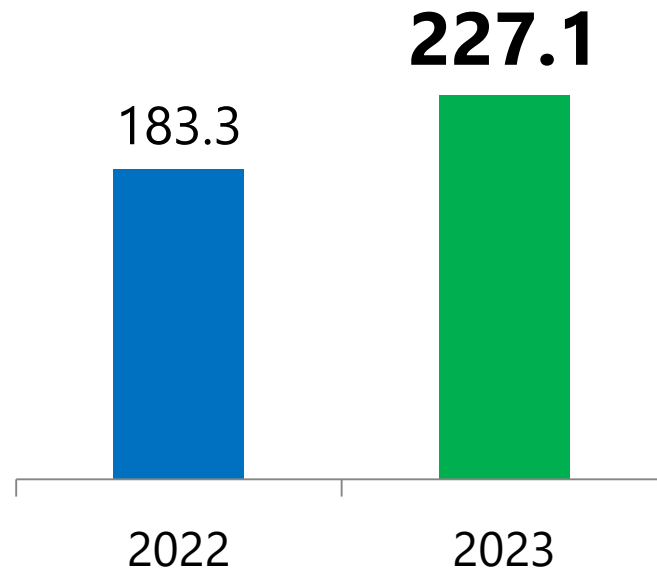
IS

# Full-Year 2023 Financial Highlights



## Total Revenues

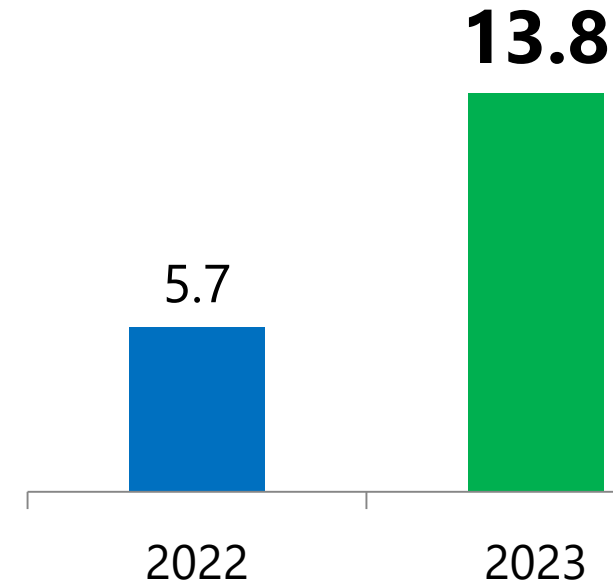
**+24%**



in Php Billion

## Net Income

**+145%**  
(All-time High)



in Php Billion





**GT CAPITAL**  
HOLDINGS INCORPORATED

# 2023 Milestones

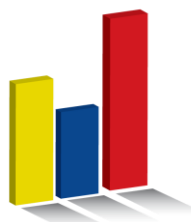
2024 Annual Stockholders' Meeting  
08 May 2023



# GT Capital Group 2023 Awards



**Bank of the Year  
in the Philippines**  
The Banker 2023  
**Second Consecutive Year**



THE ASIAN BANKER®  
**STRONGEST BANK  
IN PHILIPPINES 2023**  
*by balance sheet*



THE ASIAN BANKER®  
**STRONGEST BANK  
IN PHILIPPINES 2021**  
*by balance sheet*



THE ASIAN BANKER®  
**STRONGEST BANK  
IN PHILIPPINES 2022**  
*by balance sheet*

**The Strongest Bank  
in the Philippines**  
The Asian Banker 2023  
**Third Consecutive Year**



**Best Domestic Bank in  
the Philippines**  
Asiamoney 2023



# GT Capital Group 2023 Awards and Achievements



**TRIPLE CROWN**

**22<sup>nd</sup> Consecutive  
Triple Crown Award**



**41.9%**  
**Market Share  
FY2023**

# 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

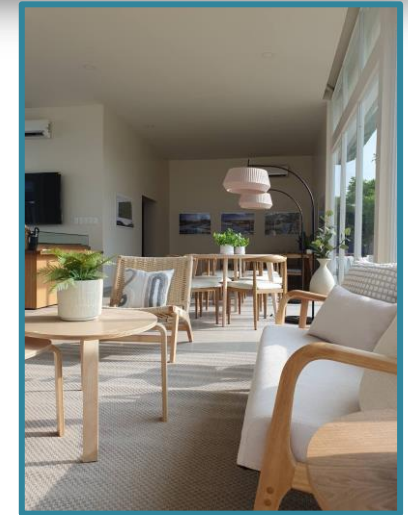


Cebu



# Yume at Riverpark (General Trias, Cavite)

- 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**





# 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 **November 2023**





# GT Capital Group 2023 Awards



**Best Mixed-Use Developer**



**MITSUKOSHI**  
BGC

**Best Retail Interior Design  
in Asia**

**GRAND | HYATT**

RESIDENCES

**Best Residential High-Rise  
Tower Development**

# GT Capital 2023 Awards and Achievements



**FinanceAsia**

**June 2023**

**Best Mid Cap  
Company in the  
Philippines**

FinanceAsia's 23<sup>rd</sup>  
Best Companies Awards



# GT Capital 2023 Awards and Achievements



**FinanceAsia**

June 2023

**Best Mid Cap  
Company in the  
Philippines**

FinanceAsia's 23<sup>rd</sup>  
Best Companies Awards

**Asiamoney**

August 2023

**Most Outstanding  
Company in the  
Philippines**  
(Automotive &  
Components Sector)

Asiamoney Asia's  
Outstanding Companies  
Poll



June 2023

**Asia Best CFO  
Best IR Professional  
Asia's Best CSR  
Best Investor Relations**

13<sup>th</sup> Asian Excellence  
Award 2023

# GT Capital 2023 Awards and Achievements



**May 2023**

**4 Golden Arrows  
Recognition**



**ASEAN Corporate  
Governance Scorecard  
2022 Assessment**



**October 2023**

**Nation Builders'  
Commendation**

**49<sup>th</sup> Philippine Business  
Conference and Expo**





**GT CAPITAL**  
HOLDINGS INCORPORATED

# Moving Forward

2024 Annual Stockholders' Meeting  
08 May 2023





# Strong partnerships built over the years



ISETAN MITSUKOSHI HOLDINGS



MARCO POLO  
HOTELS



MITSUI & CO.



Premium  
Premium Warranty Services Philippines, Inc.





# Re-introduction of the iconic Toyota Tamaraw

Unveiling during TMP's 35th Anniversary celebration



Pace Car Pick Up



PUV Concept

## Innovative International Multi-purpose Vehicle (IMV) Zero 'Next Generation Tamaraw'

- A convertible **Light Commercial Vehicle (LCV)**
  - More suitable and affordable option for **MSMEs, LGUs, Cooperatives**
  - Possible **conversions/customizations**: PUV concept, fenced cargo bed, dry freight, refrigerated freight, police car, medical van, food truck, transport vehicle
- 3rd **CKD model** to be locally produced at TMP's manufacturing plant in Santa Rosa City, Laguna
- Production starts by **3Q 2024**
- Launch by **4Q 2024**



# Enhancing the value chain of our businesses



## Banking



## Automotive



## Property



## Insurance



## Infrastructure



## New Sector



# Dividend Payout

₱6

Regular  
Cash  
dividend



Partners for  
Good



**GT CAPITAL**  
HOLDINGS INCORPORATED

# Dividend Payout

₱6

Regular  
Cash  
dividend

₱2

Special  
Cash  
dividend



**GT CAPITAL**  
HOLDINGS INCORPORATED





**GT CAPITAL**  
HOLDINGS INCORPORATED

# Thank You!

The  
**President's**  
Report

**Carmelo Maria Luza Bautista**

2024 Annual Stockholders' Meeting  
08 May 2023

