

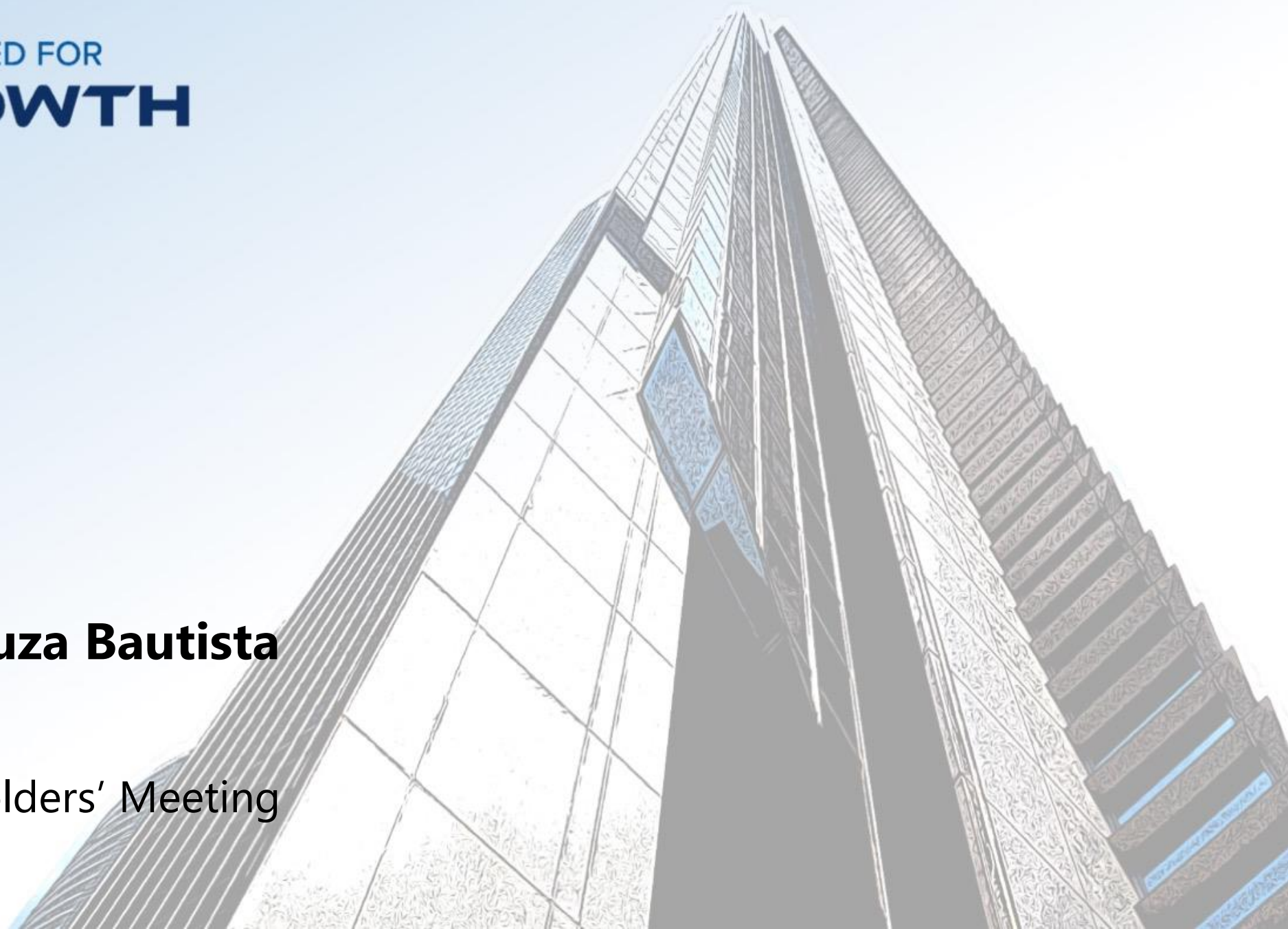


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**GROWTH**

# The **President's** Report

**Carmelo Maria Luza Bautista**

2023 Annual Stockholders' Meeting  
10 May 2023



# Philippine economy continues to recover

**2022**

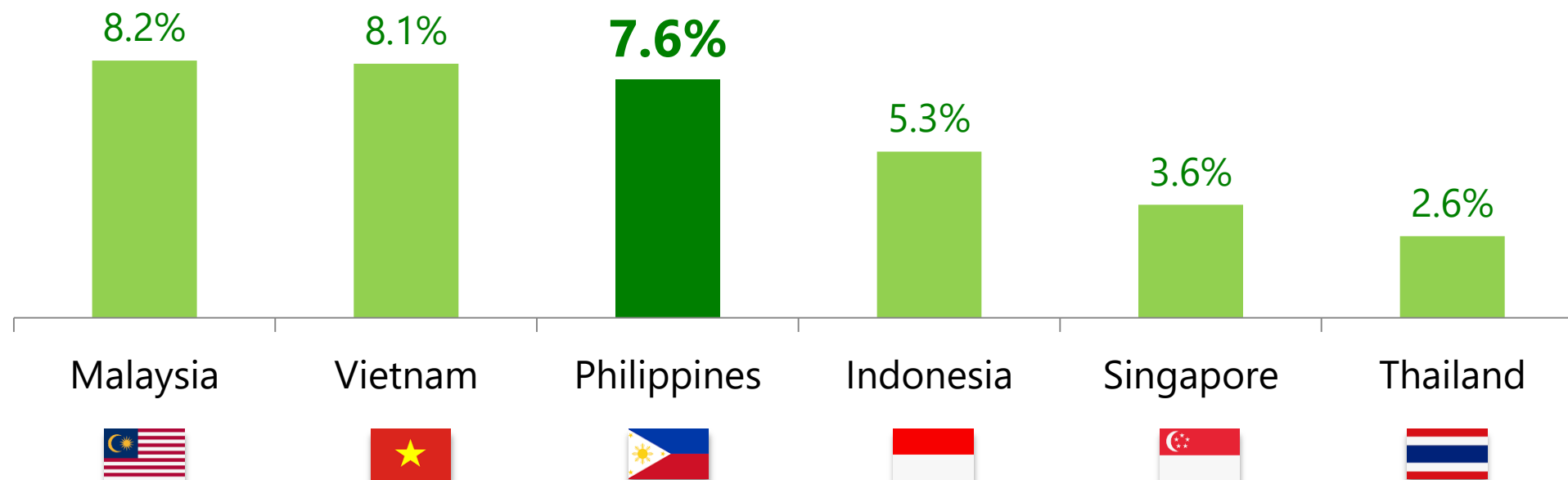
**Stronger  
growth than  
2021**

- **Strong domestic consumption, investments, and normalized mobility**
- FY 2022 GDP grew by **7.6%**, beating consensus estimate of 6.7% and government's target of 6.5-7.5%

**FY 2022**

**Actual GDP**

PH third fastest  
growth in the  
region



# Macroeconomic Highlights in **2022**

Reserve Requirement

**12.0%** (unchanged)

Interest Rates

**5.5%** (+350bps)

RRP

Unemployment  
Rate

**4.3%**

(2021: 6.6%)

Inflation

**5.8%**

(2021: 3.9%)

OFW Remittances

**36.1 B USD**

**+3.6%** YoY



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# GT Capital

## Full-Year 2022 Results

2023 Annual Stockholders' Meeting  
10 May 2023



# Strong Performance

in FY 2022  
Net Income

All sectors  
show positive  
momentum



**Metrobank**  
You're in good hands

**+48%**



**GT CAPITAL**  
HOLDINGS INCORPORATED

**+67%**

**Php18.4 Billion**  
Consolidated  
Net Income



**GT CAPITAL**  
HOLDINGS INCORPORATED

**+45%**

**Php15.9 Billion**  
Core  
Net Income



**FEDERAL LAND**  
GT Capital Holdings

**+363%**



**TOYOTA**

**-6%**

**METRO  
PACIFIC**  
INVESTMENTS

**+15%**

Core  
Net Income



**+12%**

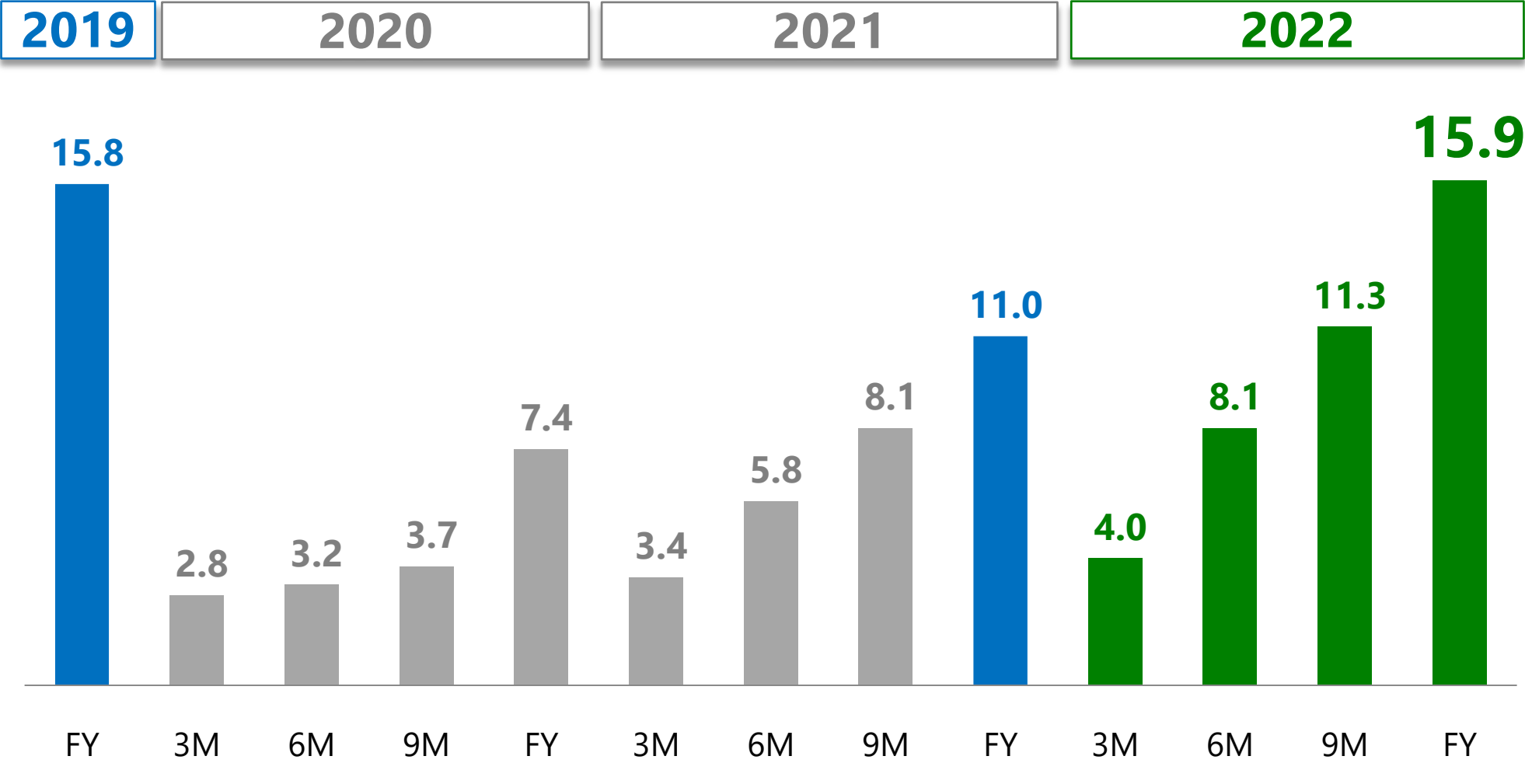
# FY 2022 Results at an All-Time High



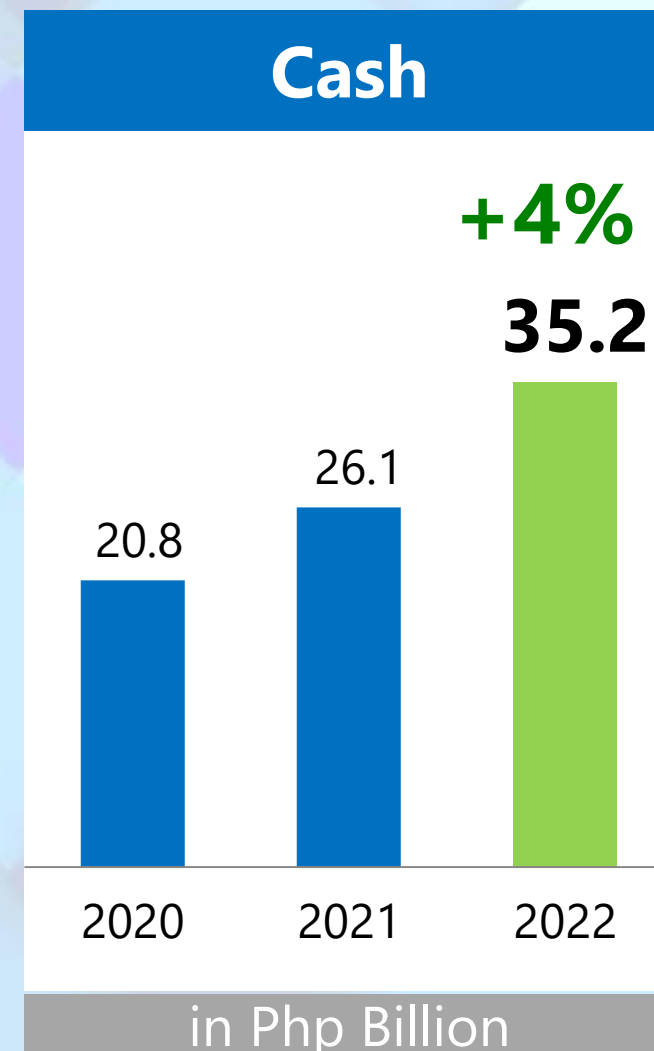
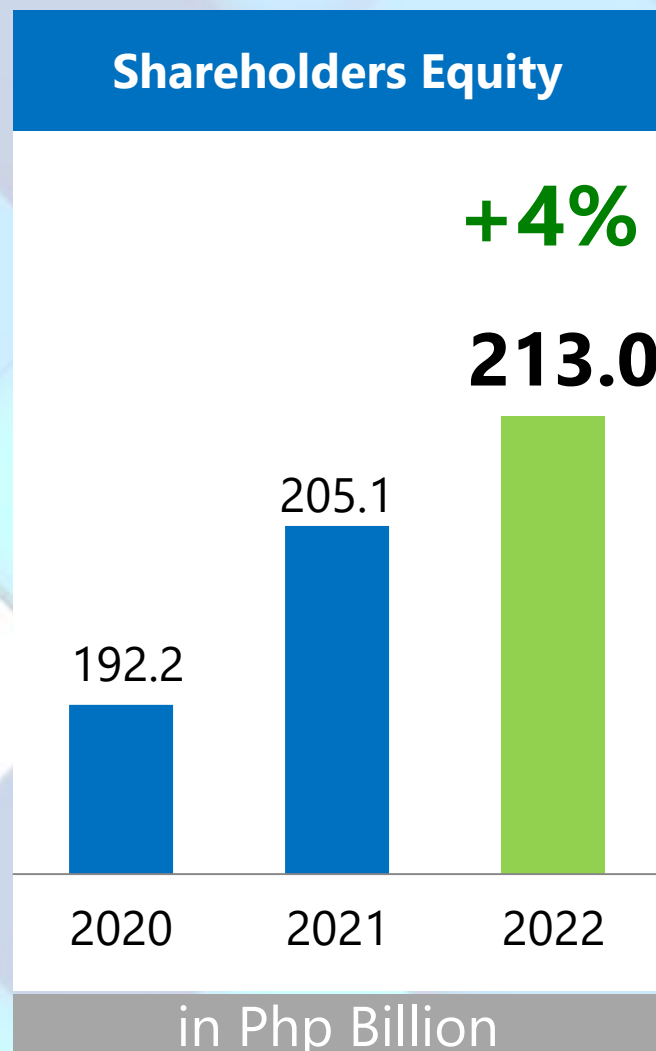
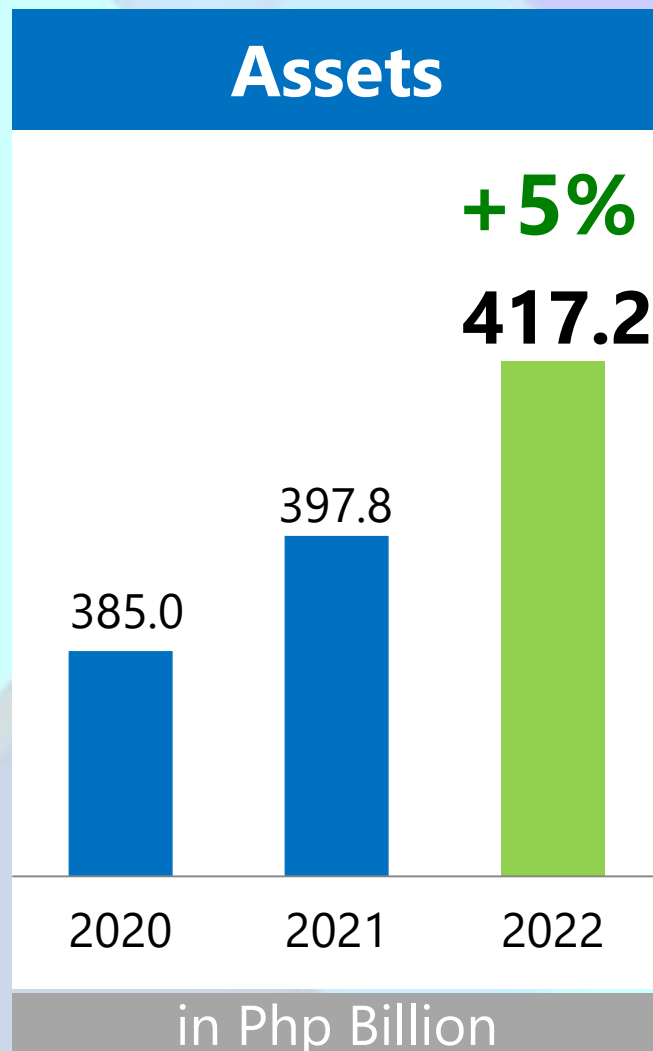
## Core Net Income

45%

vs FY 2021



# Full-Year 2022 Balance Sheet Highlights





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# Operating Company Highlights

2023 Annual Stockholders' Meeting  
10 May 2023





## Financial Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED

# Full-Year 2022 Financial Highlights

## Net Income

**+48%**

**32.8**

22.2

2021

2022

in Php Billion

## Gross Loans

**+14%**

**1,457**

1,279

2021

2022

in Php Billion

## Provisions

**-31%**

11.8

**8.1**

2021

2022

in Php Billion

# Full-Year 2022 Financial Highlights

## NPL Ratio

2.2%

vs. Industry  
3.3%

1.9%

2021

2022

Non Performing Loans Ratio - in %

## CAR

20.1%

17.7%

Min.  
10.0%

2021

2022

Capital Adequacy Ratio - in %

## CET1 Ratio

19.3%

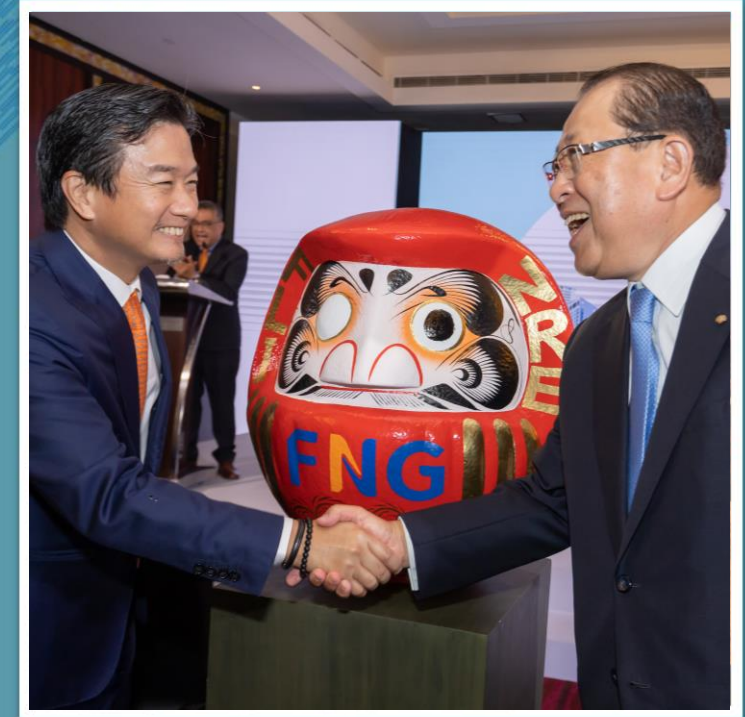
16.8%

Min.  
10.375%

2021

2022

Common Equity Tier 1 Ratio - in %



# Financial Highlights

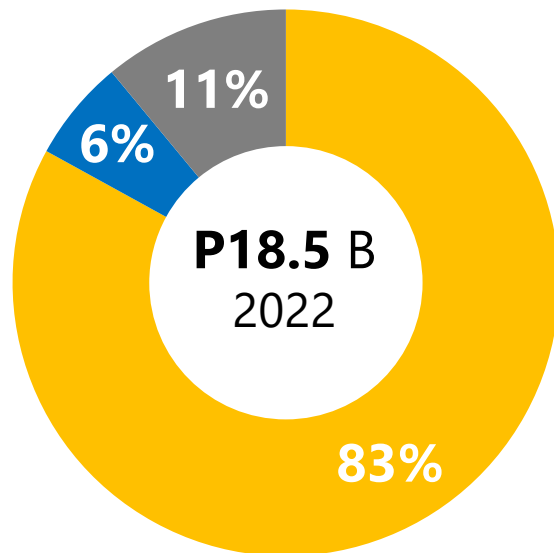


**GT CAPITAL**  
HOLDINGS INCORPORATED

# Full-Year 2022 Financial Highlights

## Reservation Sales Mix

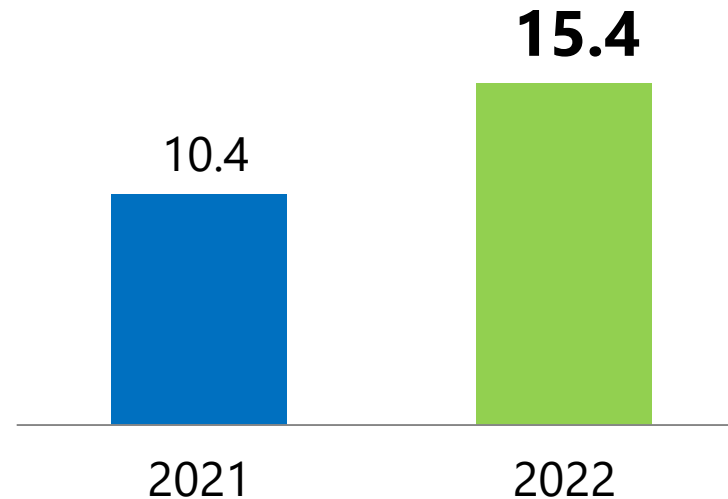
■ Luxury ■ Upscale ■ Mid



in %

## Revenues

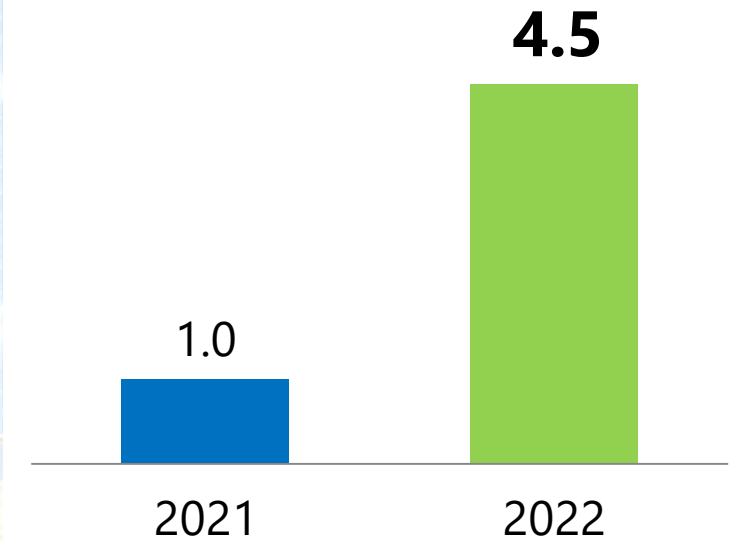
**+49%**



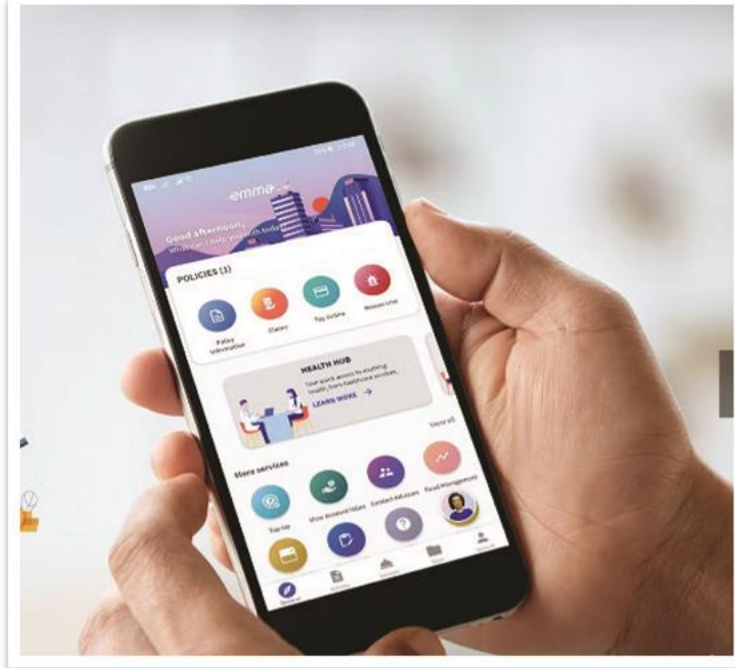
in Php Billion

## Net Income

**+363%**



in Php Billion



# Financial Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED

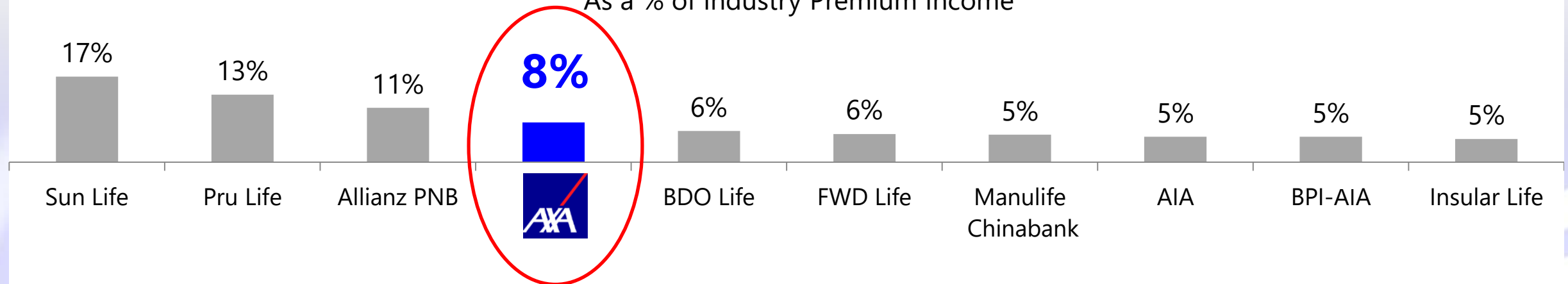
# Life and General Insurance Rankings, FY 2022



GT CAPITAL  
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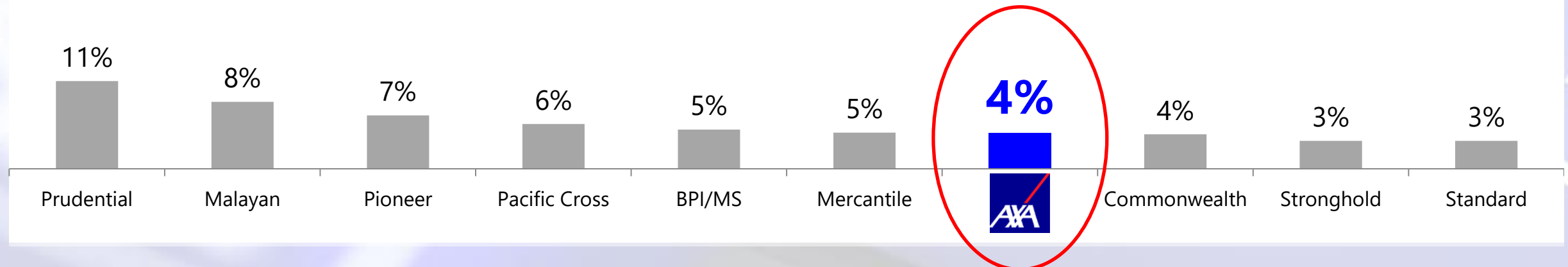
## Life Insurance Market Share

As a % of Industry Premium Income



## General Insurance Market Share

As a % of Net Premiums Written of Top 10 G.I. Companies



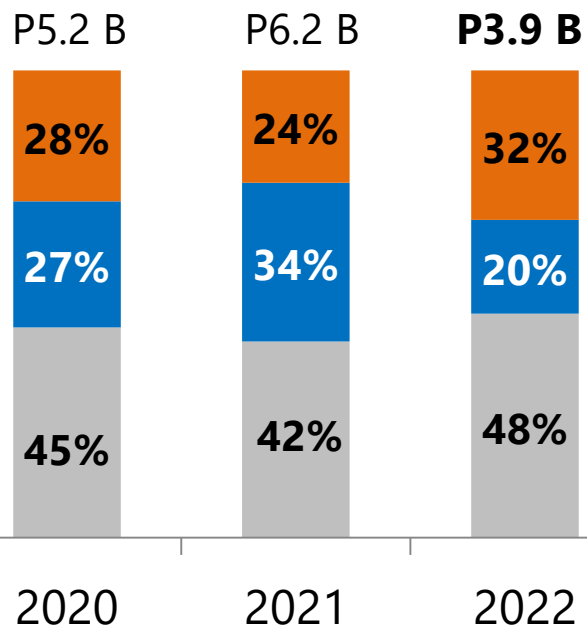
# Full-Year 2022 Financial Highlights



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## New Business Mix

- Protection and Health
- Single Premium
- Other Life Products



% to Total Life APE

## Gross Premiums

-35%

43.2

28.2

2021

2022

in Billion Php

## Net Income

+12%

2.3

2.5

2021

2022

in Billion Php



## Financial Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED

# Full-Year 2022 Financial Highlights

## Core Net Income

**+15%**

**14.2**

12.3

2021

2022

in Php Billion

### Meralco

#### Energy Sales

**48,916 GWh**

**+6%**

#### Core Income

**P27.1B**

**+10%**

### Metro Pacific Tollways

#### PH Average Daily Traffic

**919k**

**+23%**

#### Core Income

**P5.7B**

**+46%**

### Maynilad

#### Billed Volume

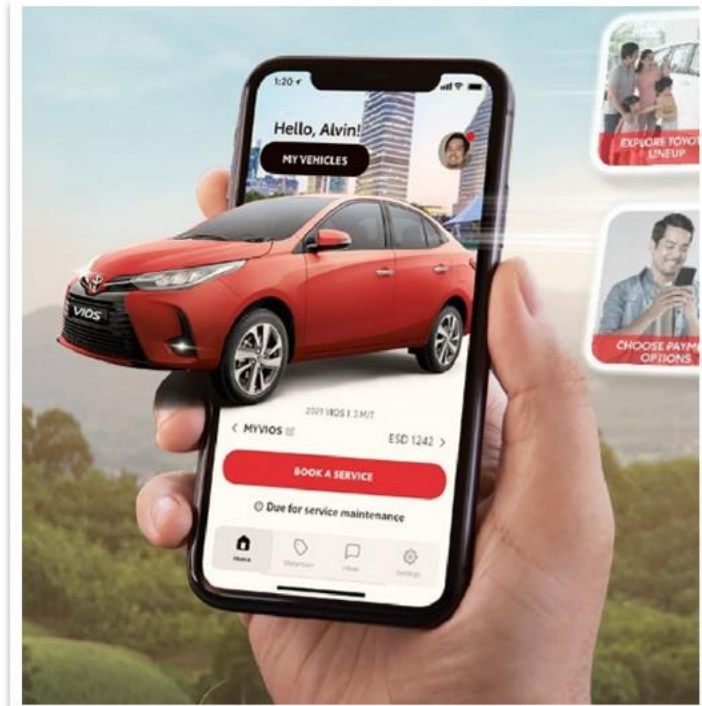
**519.6 MCM**

**+1%**

#### Core Income

**P6.021B**

**-7%**



# Financial Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED

# Retail Vehicle Unit Sales, **FY2022**

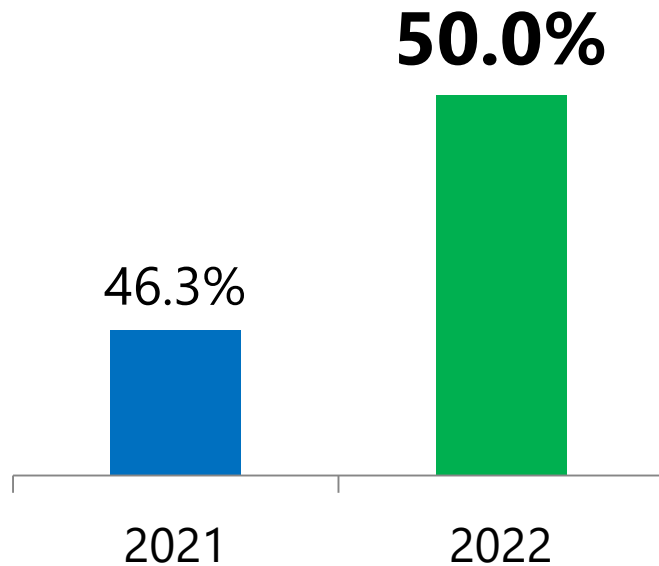
	Industry			TOYOTA		
<b>2022</b>	<b>348,200</b> Unit Sales	<b>+24%</b> Year-on-year	<b>85%</b> of FY2019 (pre-COVID)	<b>174,106</b> Unit Sales	<b>+34%</b> Year-on-year	<b>107%</b> of FY2019 (pre-COVID)
<b>2021</b>	280,338			129,667		
<b>2020</b>	241,924			100,019		
<b>2019</b>	410,035			162,011		

Source: CAMPI and AVID

# Full-Year 2022 Financial Highlights

## TMP Market Share

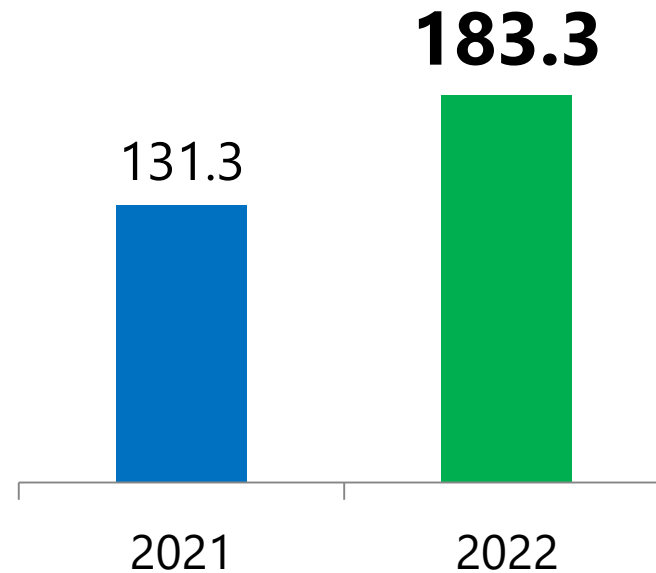
All-time-high



in %

## Total Revenues

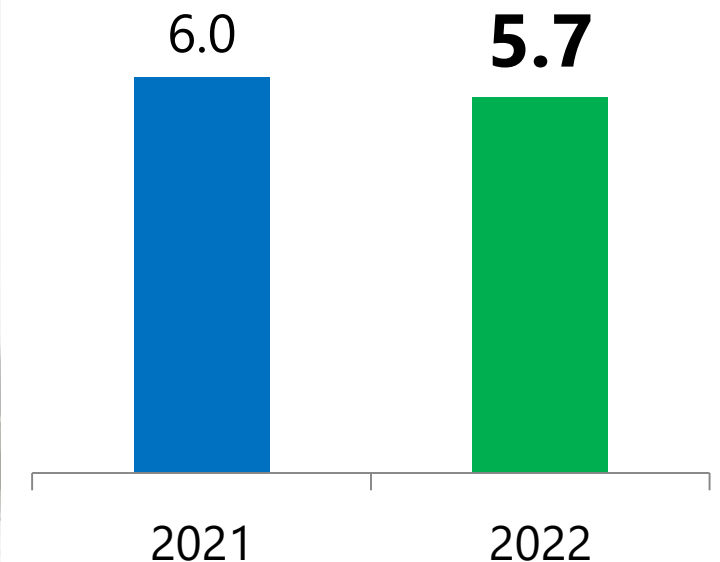
+40%



in Php Billion

## Net Income

-6%



in Php Billion



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# 2022 Milestones

2023 Annual Stockholders' Meeting  
10 May 2023



# GT Capital Group 2022 Awards



**Bank of the Year  
in the Philippines**  
The Banker 2022



**The Strongest Bank  
in the Philippines**  
The Asian Banker 2022



**Best Bank  
in the Philippines**  
Euromoney 2022



**Best Corporate Bank  
and Best Domestic  
Private Bank  
in the Philippines**  
Asiamoney 2022



**Two Million Vehicles Sold**  
in the Philippines



# TMP Ranked 10<sup>th</sup> Globally in Unit Sales

Unit Sales (in Thousands)



# Federal Land NRE Global



NOMURA REAL ESTATE  
DEVELOPMENT

**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



The Observatory

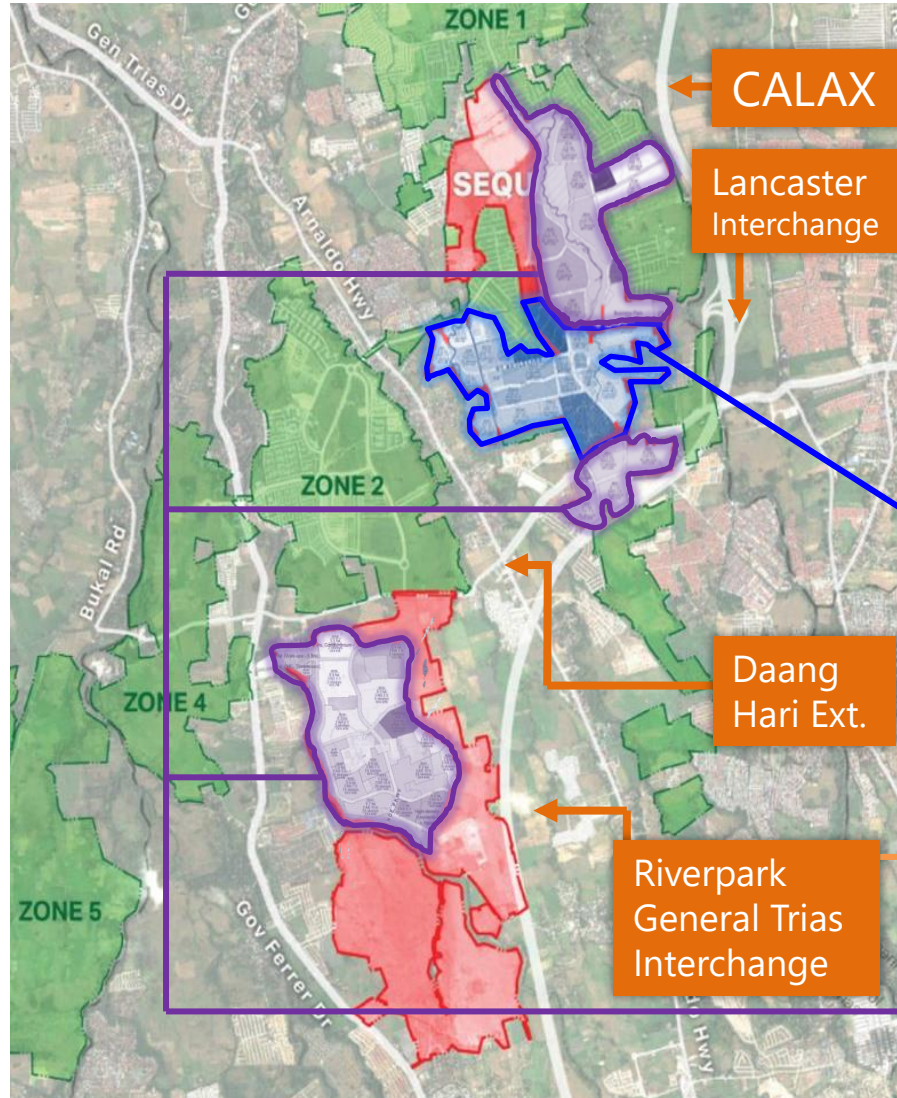


Riverpark in General Trias, Cavite

# Riverpark Estate Development

Riverpark North

Riverpark South



**METRO PACIFIC**  
INVESTMENTS

**CALAX**



**Lancaster Interchange and Riverpark GT Interchange along CALAX to open in 2023**

**GT CAPITAL**  
HOLDINGS INCORPORATED

**FEDERAL LAND**  
GT Capital Holdings

**SM PRIME**

**SMDC**



- Area size: **100 hectares** (42 hectares to be developed by **SM Group**)
- Uses: Mall, school, residences
- Launch: **1Q 2024**

**FEDERAL LAND**  
GT Capital Holdings



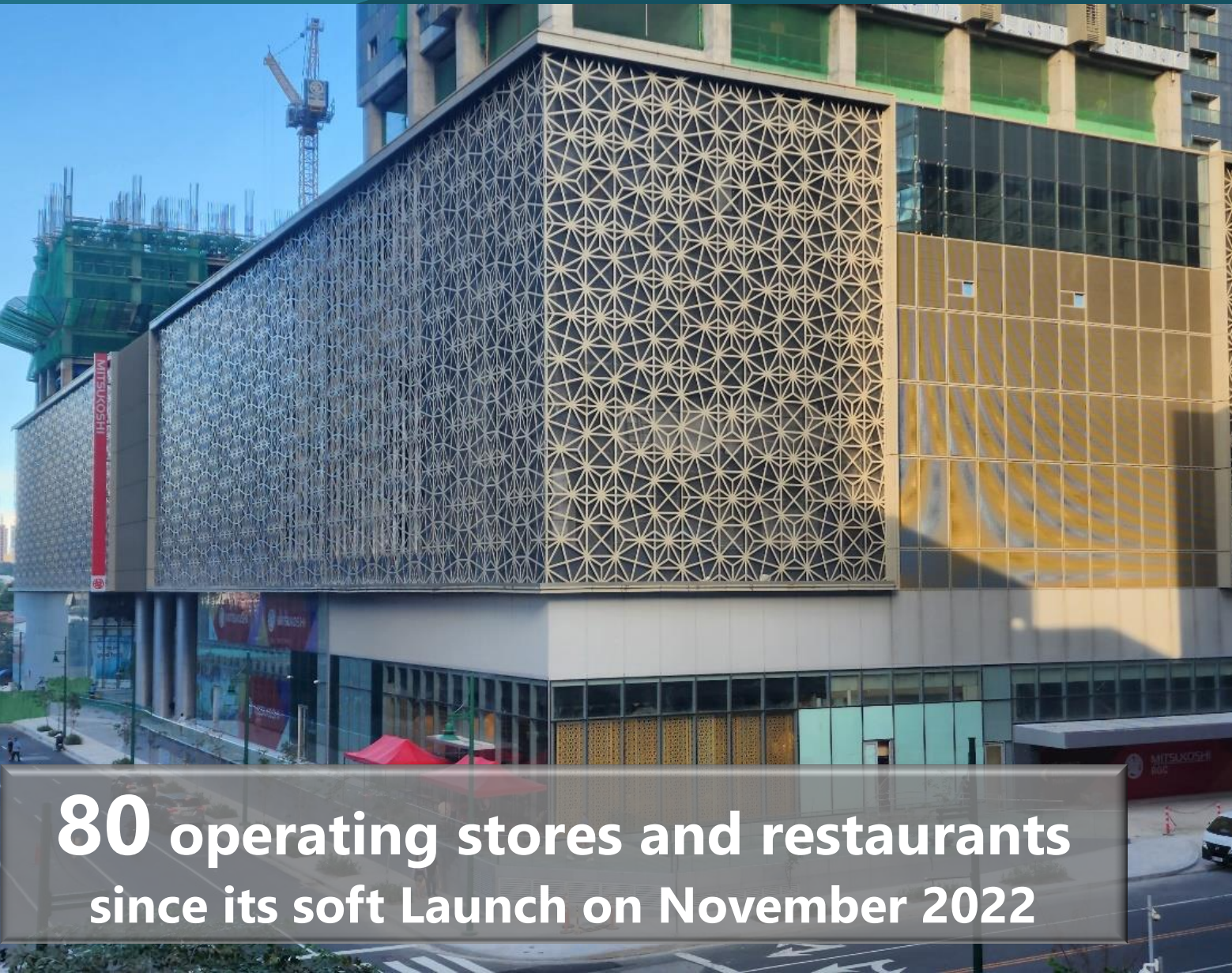
**NOMURA REAL ESTATE DEVELOPMENT**

**FNG**  
Federal Land NRE Global



- Area Size: **235 hectares**
- Uses: Residential, Commercial, Industrial
- Launch: **4Q 2023**

# MITSUKOSHI BGC



**80 operating stores and restaurants**  
since its soft Launch on November 2022



Lexus Showroom



Itadaki Food Court



**Best Condo Development in the  
Philippines**

**Best Luxury Condo Development in  
Metro Manila**

2022 PropertyGuru  
Philippines Awards

The Seasons Residences  
by Sunshine Fort



**Life Insurance Company of the  
Year – Philippines**

Asset Asian Awards 2022



**Health Insurance Initiative of the  
Year – Philippines**

Insurance Asia  
Awards 2022

Health Care Access

# GT Capital 2022 Achievements



## Philippine Stock Exchange

April 2022

## 10<sup>th</sup> PSE Listing Anniversary



# GT Capital 2022 Awards and Achievements



## The Global Economics

April 2022

**Best Investor Relations**  
(Finance)

The Global Economics 2022 Financial Awards

## World Business Outlook

April 2022

**Best Investor Relations Team**  
**in the Philippines**

2022 World Business Outlook Awards

## International Finance

August 2022

**Best Investor Relations Team**  
**in the Philippines**

2022 International Finance Awards

## Institute of Corporate Directors





November 2022

Inclusion in the  
**ASEAN**  
**Asset Class**

ASEAN Corporate Governance Scorecard

# ESG Ratings - GT performance over time

GT improved its scores in Sustainalytics and MSCI as of Q1 2023

ESG RATERS	RATING SCALE	2023	2022	2021	2020	2019	2018														
 <b>SUSTAINALYTICS</b> <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 colspan="2">LAGGARD</td><td colspan="3">AVERAGE</td><td colspan="2">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																
 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> <td>C</td> <td>C</td> <td>F</td> <td>F</td> <td>F</td> <td>F</td>	C	C	F	F	F	F														



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# Moving Forward

2023 Annual Stockholders' Meeting  
10 May 2023



# Light Commercial Vehicle Commitment



State Visit to Japan, February 2023

**Toyota Motor Philippines**, during the Philippines' state visit to Japan on February 2023, committed to invest **Php 4.4 billion** for a local production of a **Light Commercial Vehicle (LCV)**.



***Synergy***

***New Sectors***

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***Expansion in  
Existing  
Sectors***

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**GROWTH**

*Less Interest Rate and FX Volatility*

*Resurgent Consumption*

*Tempered Inflation*

*Normalized Mobility*



# Dividend Payout

₱3

Total  
dividend



Partners for  
Good



**GT CAPITAL**  
HOLDINGS INCORPORATED



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**GROWTH**

# Thank You!

The  
**President's**  
Report

**Carmelo Maria Luza Bautista**

2023 Annual Stockholders' Meeting  
10 May 2023

