



*Resilience  
Amidst  
Adversity*



# The President's Report

**Carmelo Maria Luza Bautista**

2022 Annual Stockholders' Meeting  
11 May 2022



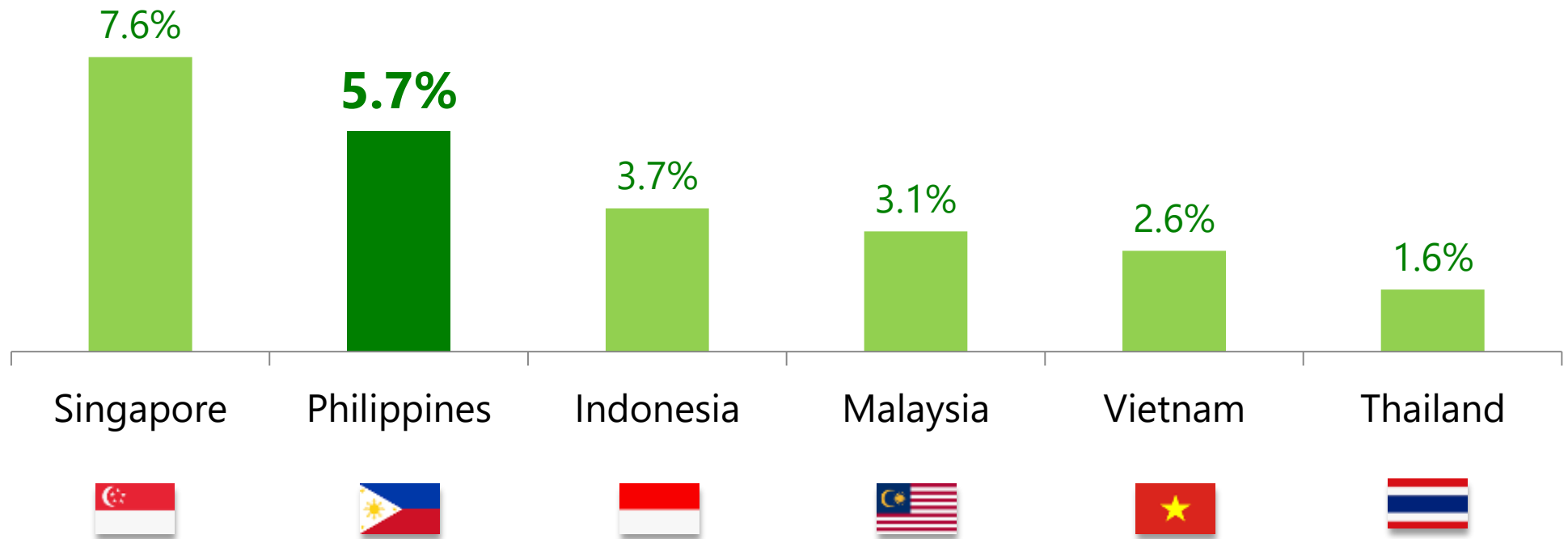
# Philippines on the Road to Recovery

**2021**  
Much better  
year than 2020

- Nation **learned to cope with virus** rather than fear it
- Reopening of the economy **is taking hold**
- FY 2021 GDP grew **by 5.7%**, beating consensus estimate of 5.1%

**FY 2021**  
Actual GDP

PH second fastest  
growth in the  
region



# Macroeconomic Conditions in **2021**

Reserve Requirement

**12.0%** unchanged

Interest Rates

**2.0%** unchanged

RRP

**Inflation**

**3.9%**

**Unemployment  
Rate**

**6.6%**

(2020: 10.3%)

OFW Remittances

**34.9 B USD**

**+5.1%** YoY



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# GT Capital

## Full-Year 2021 Results



2022 Annual Stockholders' Meeting  
11 May 2022

# Strong Rebound in FY 2021 Net Income

All sectors  
show positive  
momentum



+60%



TOYOTA

+82%



GT CAPITAL  
HOLDINGS INCORPORATED

+68%

Php11 Billion  
Consolidated  
Net Income



GT CAPITAL  
HOLDINGS INCORPORATED

+48%

Php11 Billion  
Core  
Net Income

METRO  
PACIFIC  
INVESTMENTS

+113%

Reported  
Net Income



+57%



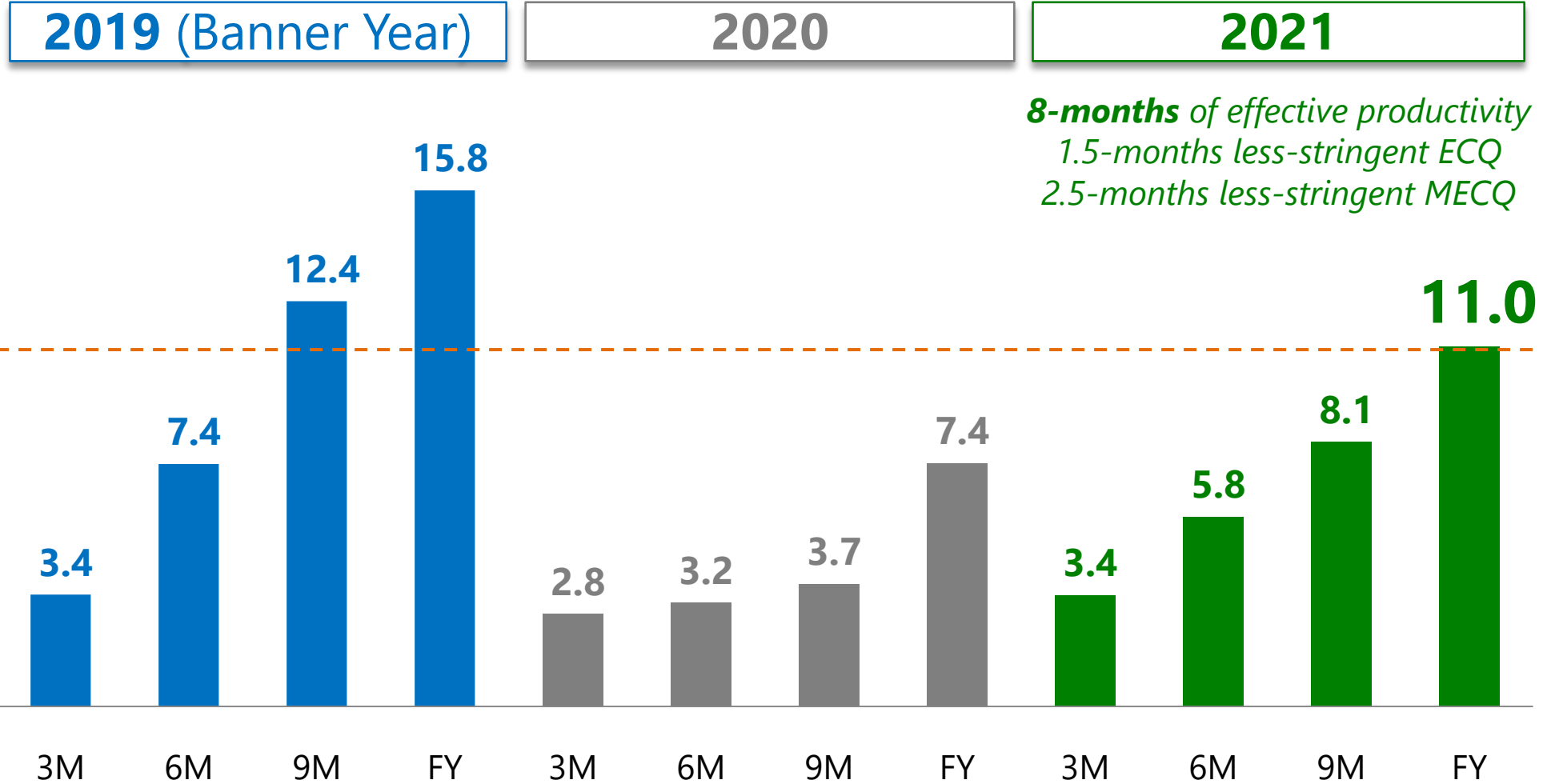
-1%  
AXA Life  
Net Income

# FY 2021 Results Approaching Pre-COVID Levels



## Core Net Income

**70%**  
of FY 2019



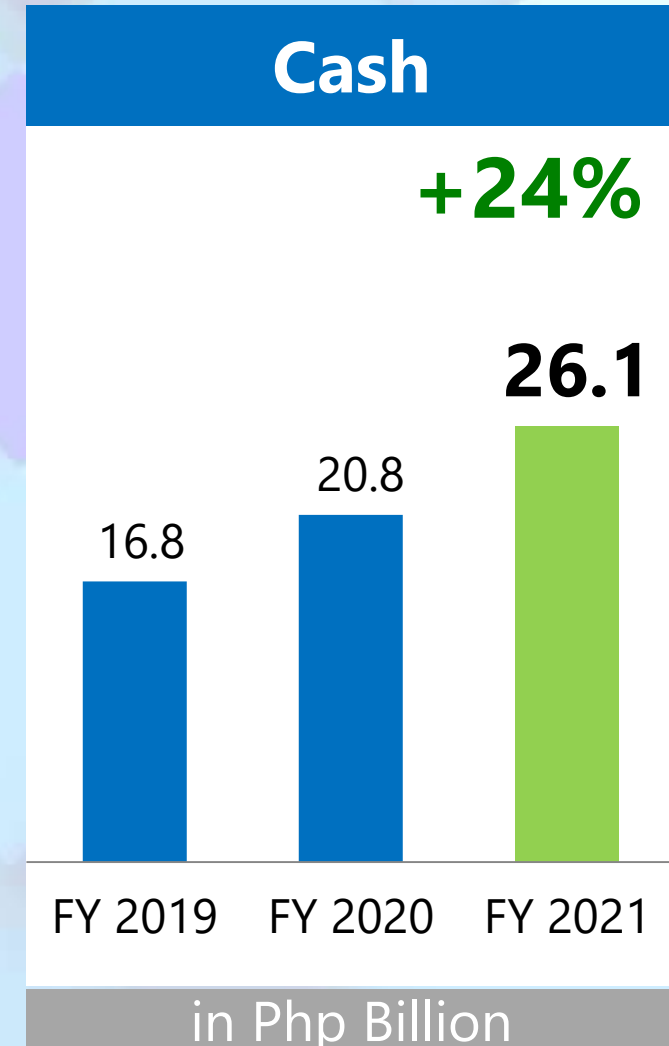
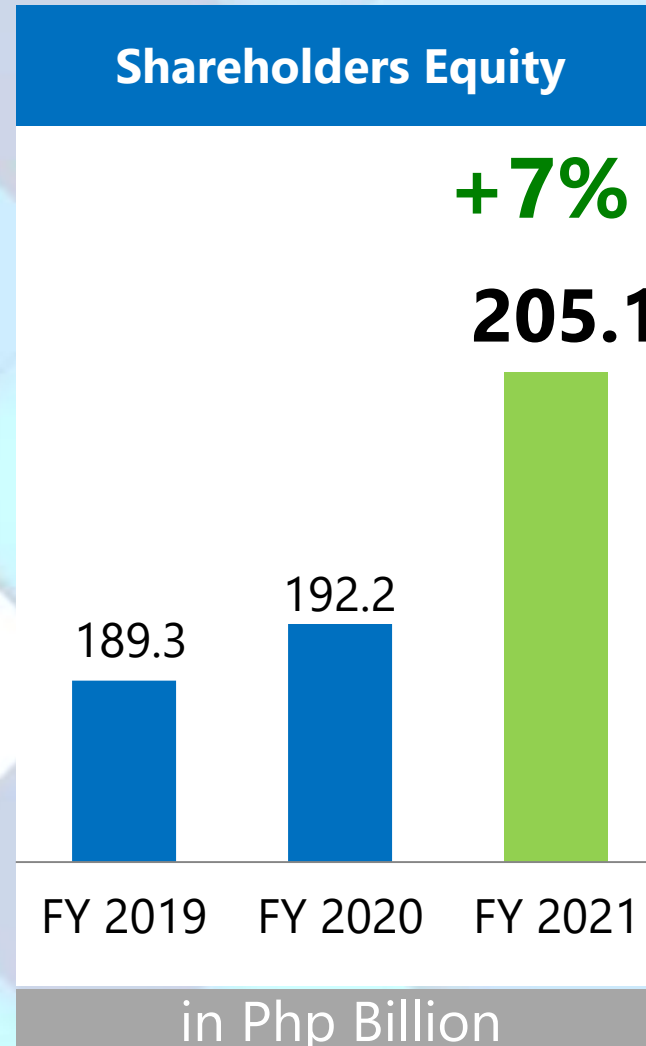
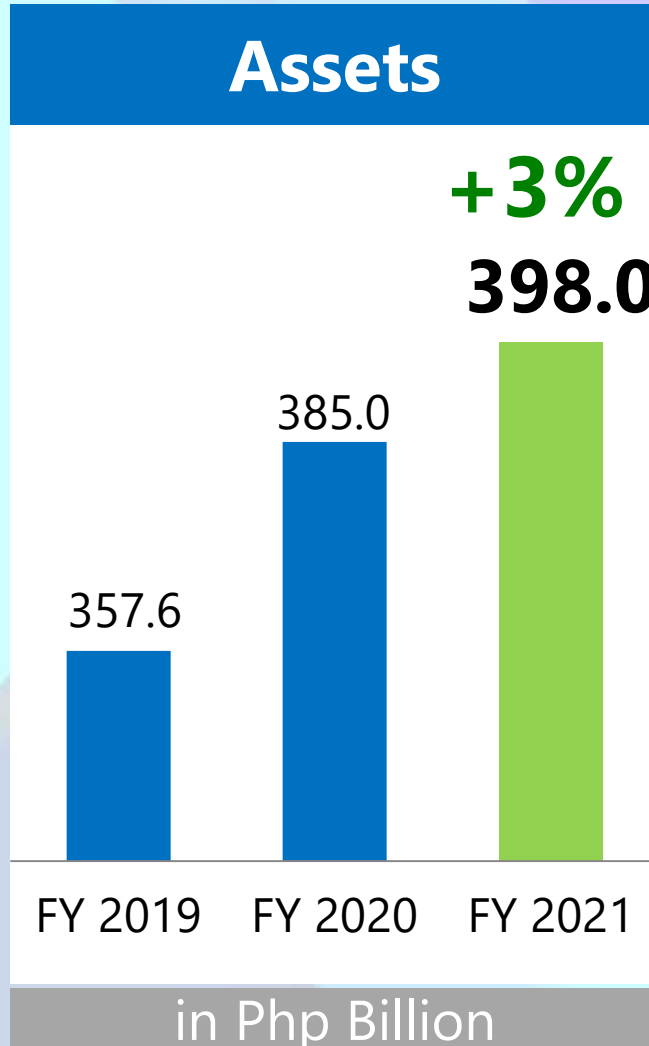
*8-months of effective productivity  
1.5-months less-stringent ECQ  
2.5-months less-stringent MECQ*

## Quarantine Status

GCQ MECQ ECQ



# Full-Year 2021 Balance Sheet Highlights





*Resilience  
Amidst  
Adversity*



# Component Company Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED



2022 Annual Stockholders' Meeting  
11 May 2022





# Financial Highlights

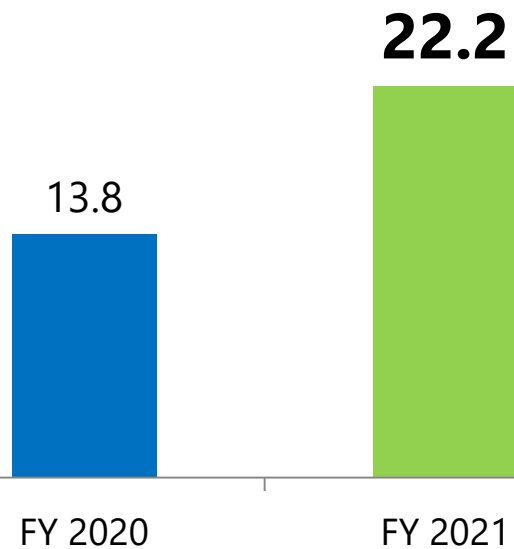


**GT CAPITAL**  
HOLDINGS INCORPORATED

# Full-Year 2021 Financial Highlights

## Net Income

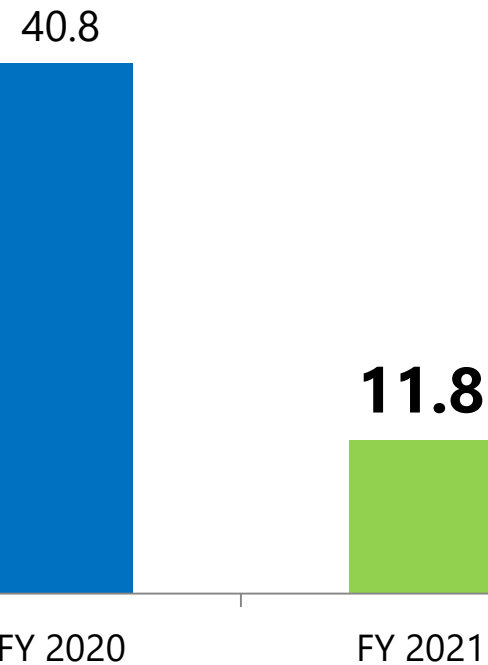
**+20%**



in Php Billion

## Provisions

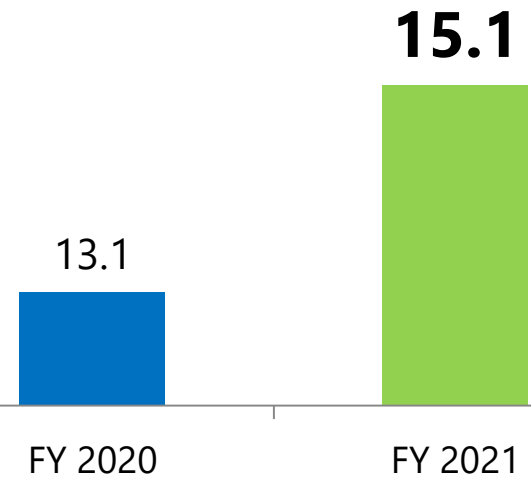
**-71%**



in Php Billion

## Fee Based Income

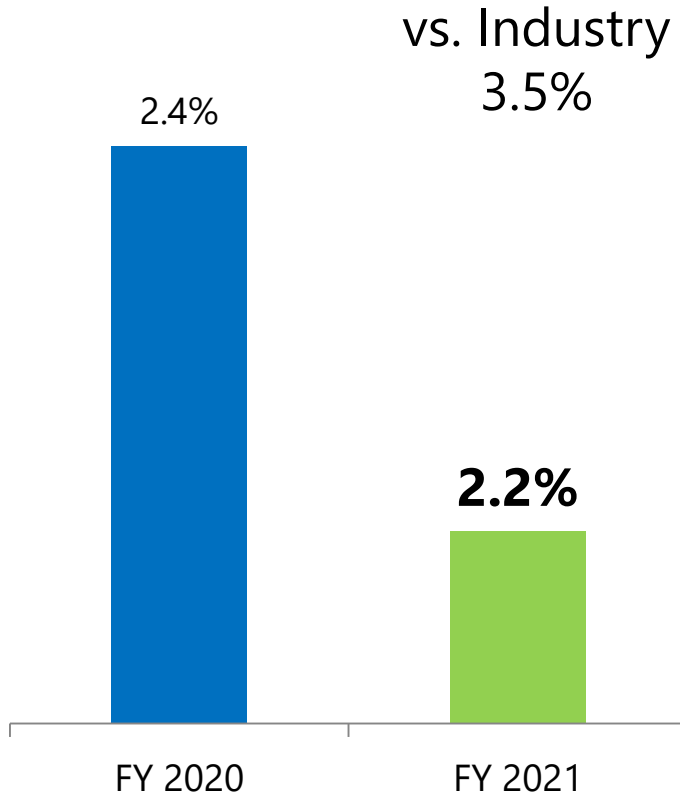
**+15%**



in Php Billion

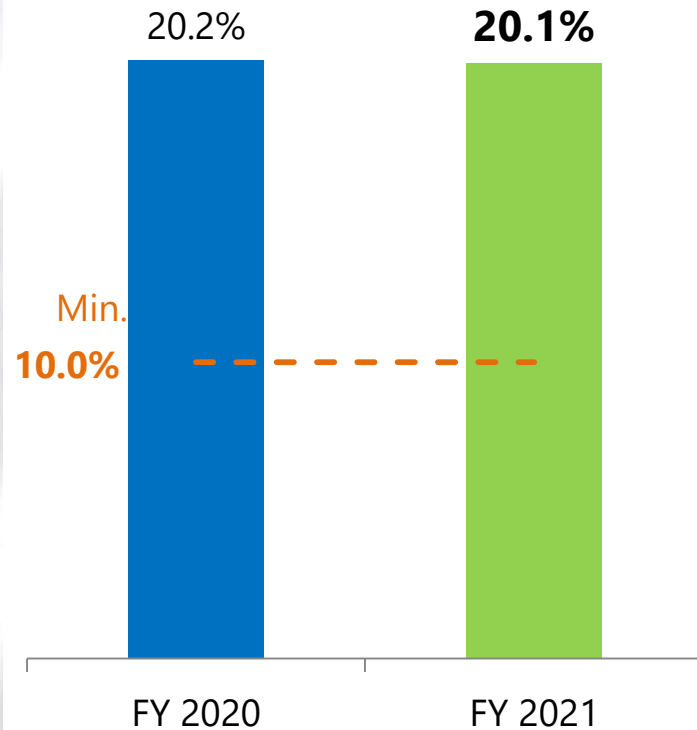
# Full-Year 2021 Financial Highlights

## NPL Ratio



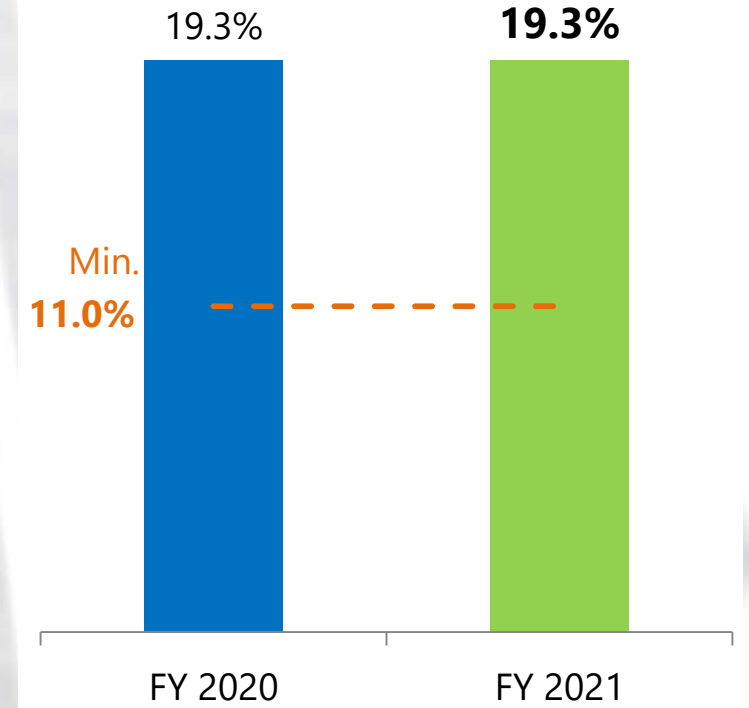
Non Performing Loans Ratio - in %

## CAR



Capital Adequacy Ratio - in %

## CET1 Ratio



Common Equity Tier 1 - in %



# Financial Highlights

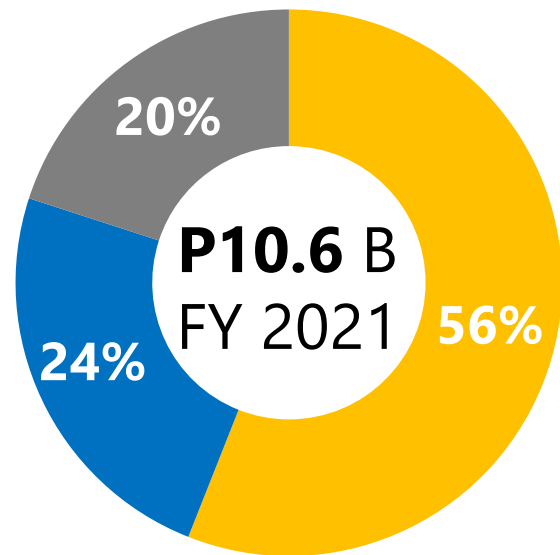


**GT CAPITAL**  
HOLDINGS INCORPORATED

# Full-Year 2021 Financial Highlights

## Reservation Sales Mix

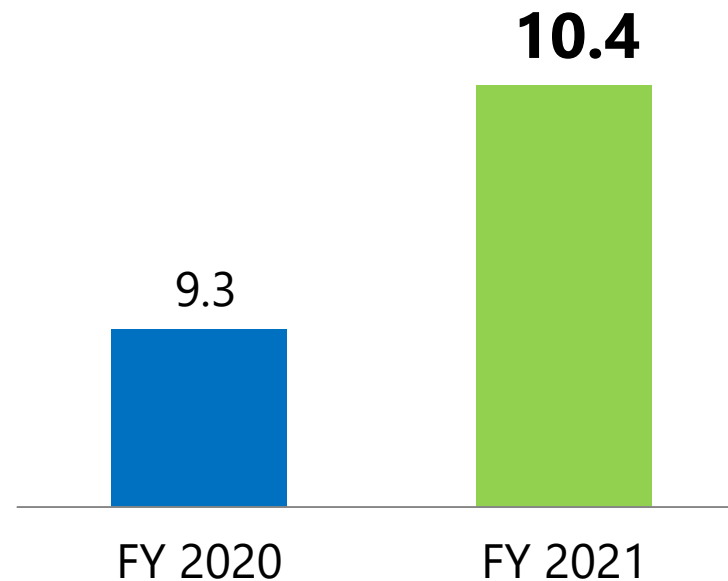
■ Luxury ■ High ■ Mid



in %

## Revenues

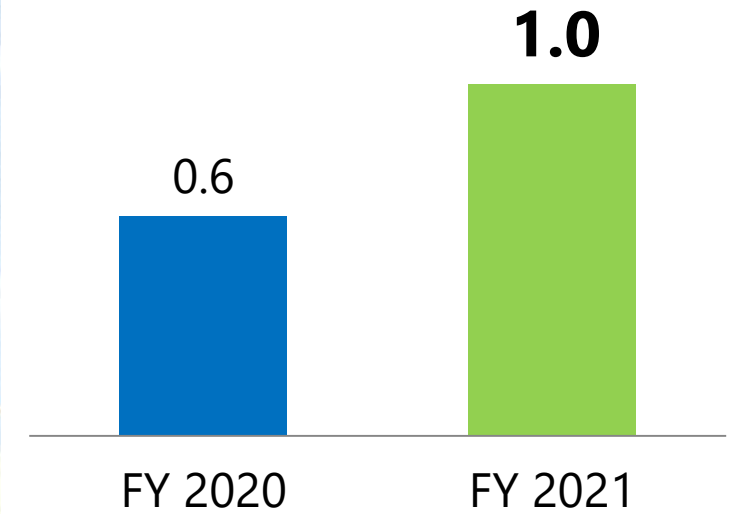
**+12%**



in Php Billion

## Net Income

**+57%**



in Php Billion



# Financial Highlights

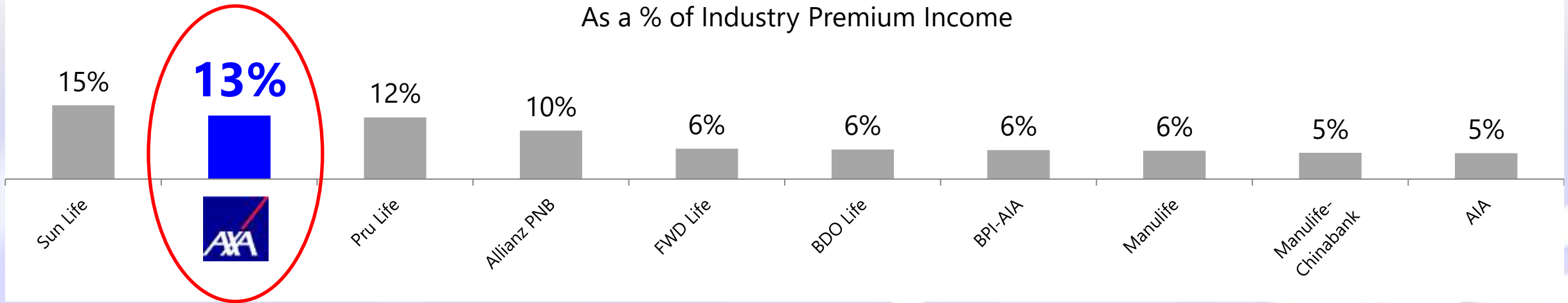


**GT CAPITAL**  
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# Life and General Insurance Rankings, FY 2021

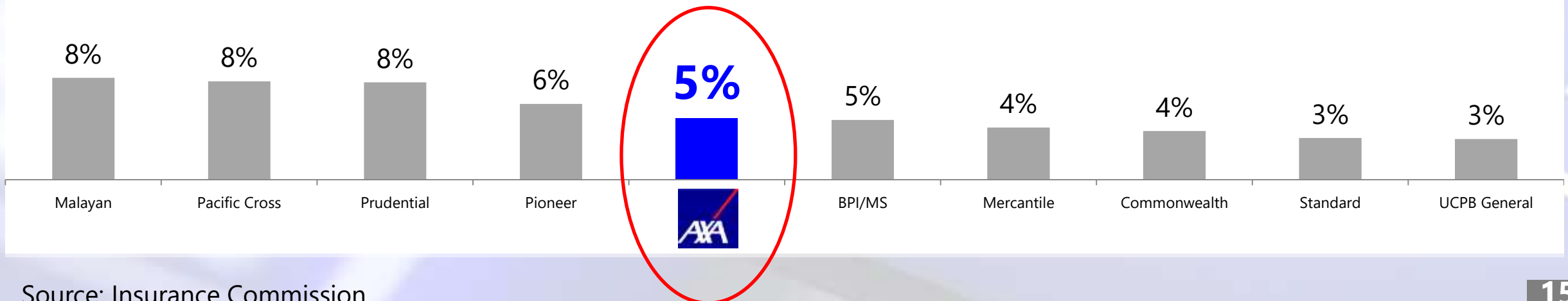


## Life Insurance Market Share As a % of Industry Premium Income



## General Insurance Market Share

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

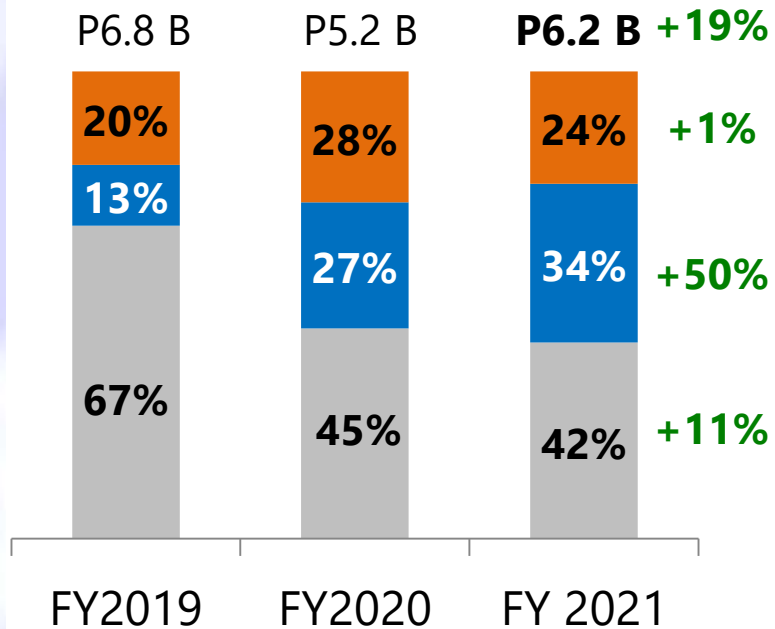


# Full-Year 2021 Financial Highlights



## New Business Mix

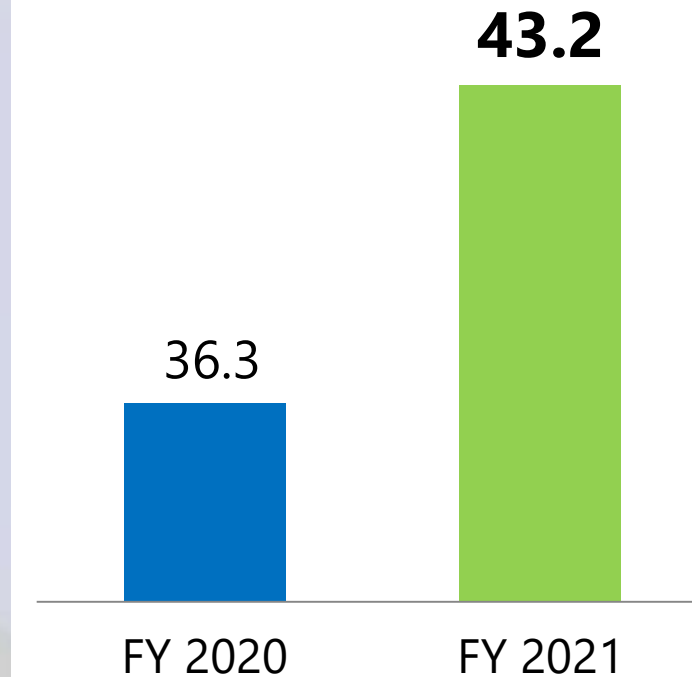
- Protection and Health
- Single Premium
- Other Life Products



% to Total Life APE

## Gross Premiums

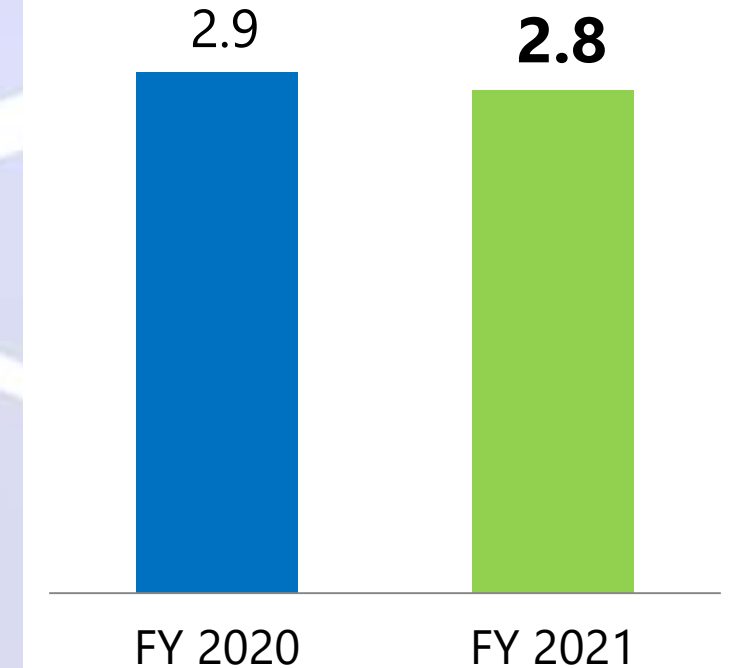
**+19%**



in Billion Php

## Net Income - Life

**-1%**



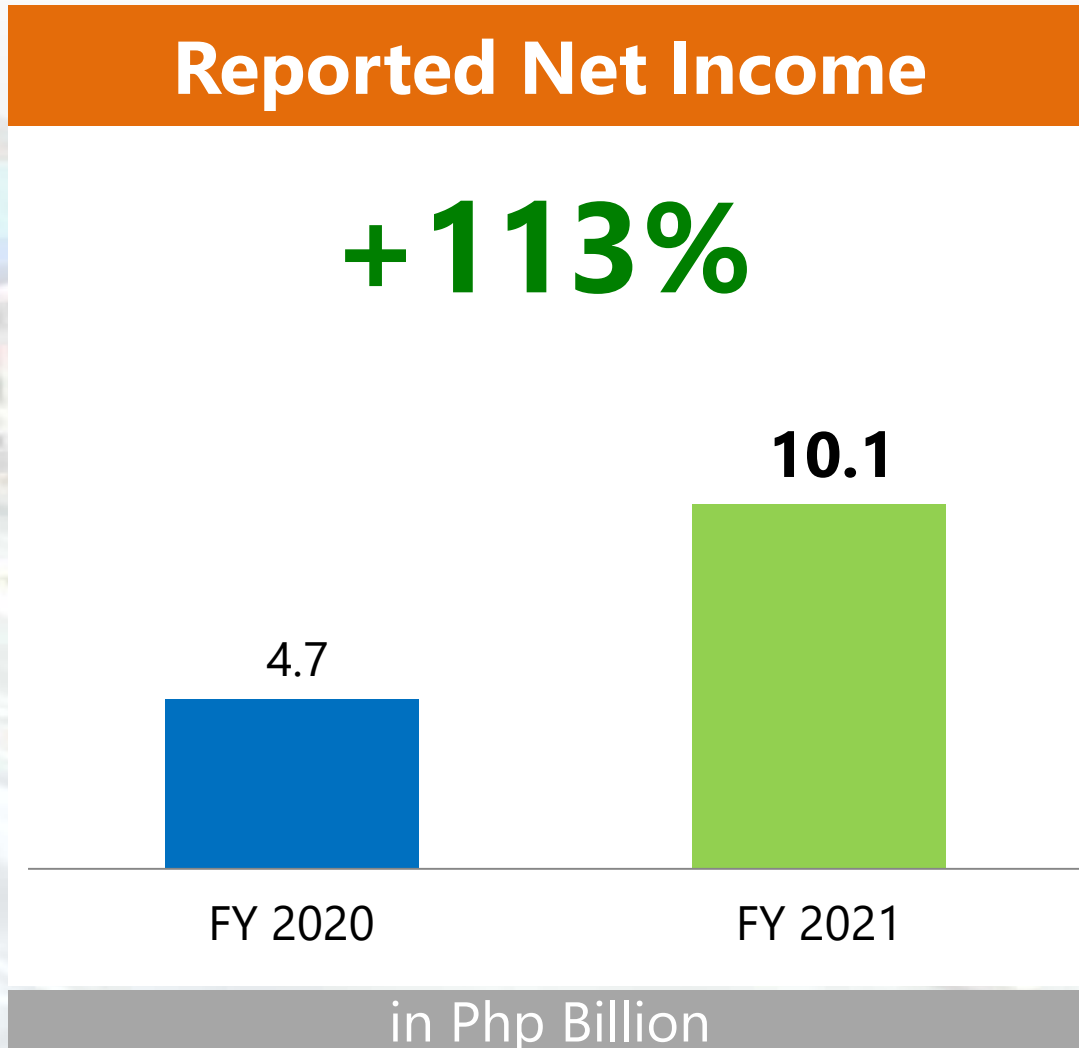
in Billion Php



## Financial Highlights



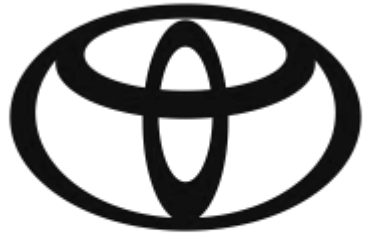
# Full-Year 2021 Financial Highlights



Meralco	
<b>Energy Sales</b>	
46,073 GWh	+6%
<b>Core Income</b>	
P24.6B	+13%

Metro Pacific Tollways	
<b>PH Average Daily Traffic</b>	
483k	+24%
<b>Core Income</b>	
P3.9B	+45%

Maynilad	
<b>Billed Volume</b>	
519.6 MCM	-3%
<b>Core Income</b>	
P6.5B	flat



**TOYOTA**

# Financial Highlights



**GT CAPITAL**  
HOLDINGS INCORPORATED

# Retail Vehicle Unit Sales, **FY2021**

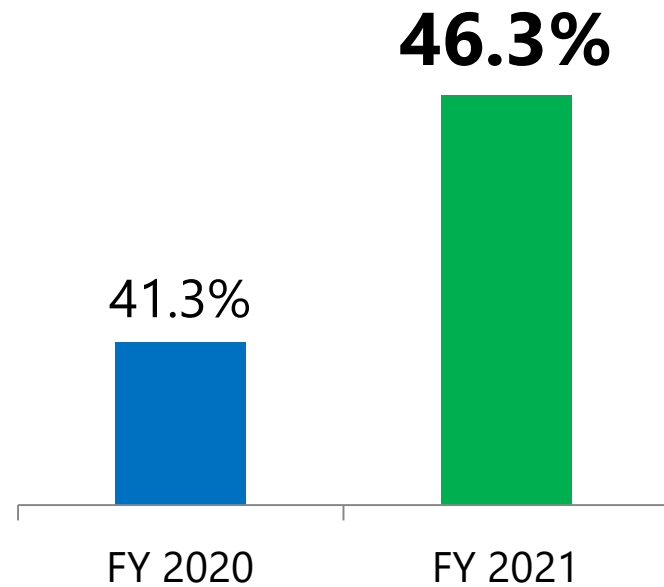
	Industry			TOYOTA		
<b>2021</b>	<b>280,338</b> Unit Sales	<b>+16%</b> Year-on-year	<b>68%</b> of FY2019 (pre-COVID)	<b>129,667</b> Unit Sales	<b>+30%</b> Year-on-year	<b>80%</b> of FY2019 (pre-COVID)
<b>2020</b>	241,924			100,019		
<b>2019</b>	410,035			162,001		
<b>2018</b>	400,298			153,004		

Source: CAMPI and AVID

# Full-Year 2021 Financial Highlights

## TMP Market Share

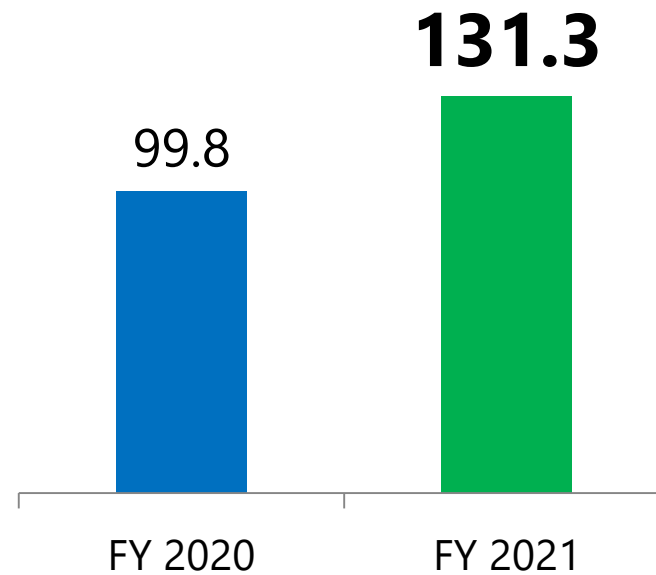
All-time-high



in %

## Total Revenues

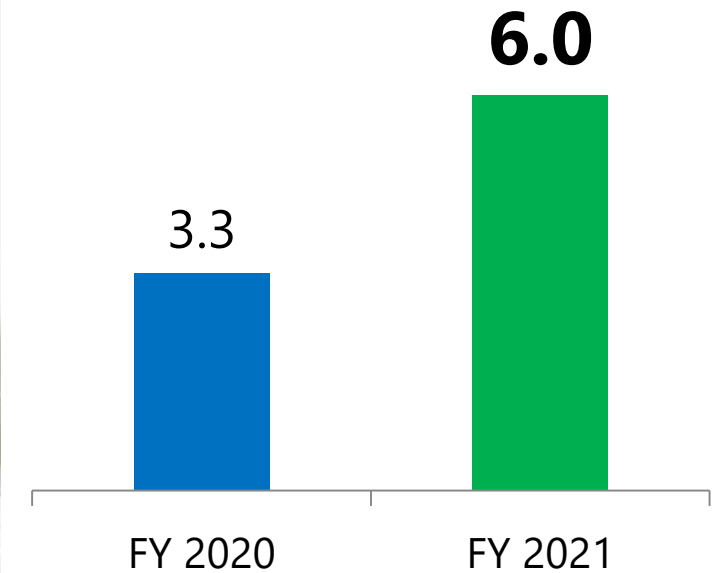
+32%



in Php Billion

## Net Income

+82%



in Php Billion



*Resilience  
Amidst  
Adversity*



# 2021 Milestones

2022 Annual Stockholders' Meeting  
11 May 2022



## **Best Domestic Bank in the Philippines**

Asia Money Best Bank Awards 2021



## **The Strongest Bank in the Philippines**

The Asian Banker Strongest Banks 2021



**Philippine Quality Award  
for Performance Excellence**  
Republic of the Philippines



**20<sup>th</sup> Consecutive  
Triple Crown Award**





**Best Residential  
High-Rise Development  
In the Philippines**  
2021 – 2022 International  
Property Awards



**Highly Commended  
Lifestyle Developer**  
9<sup>th</sup> PropertyGuru  
Philippines Awards



**International General  
Insurer of the Year  
- Philippines**  
Insurance Asia  
Awards 2021



**Mobile App of  
the Year – Philippines**  
Insurance Asia  
Awards 2021

## The Global Economics

July 2021

**Best Investor Relations  
(Finance)**

The Global Economics  
2021 Financial Awards

## World Business Outlook

September 2021

**Best Investor Relations  
Team in the Philippines**

2021 World Business  
Outlook Awards

## Global Business Outlook

August 2021

**Best Investor Relations**

2021 Global Business  
Outlook Awards

## 12<sup>th</sup> Asia CEO Awards

October 2021

**Executive Leadership  
Team of the Year**



# Subic Freeport Expressway Expansion

Began Operations February 19, 2021

**METRO  
PACIFIC**  
INVESTMENTS



**GT CAPITAL**  
HOLDINGS INCORPORATED



Php2.2 billion, 8.2 km

Connects Bataan, Zambales, Pampanga and the rest of Central Luzon through the Subic-Clark-Tarlac Expressway

Serves approximately **10,000 motorists** daily

# Dealership Openings

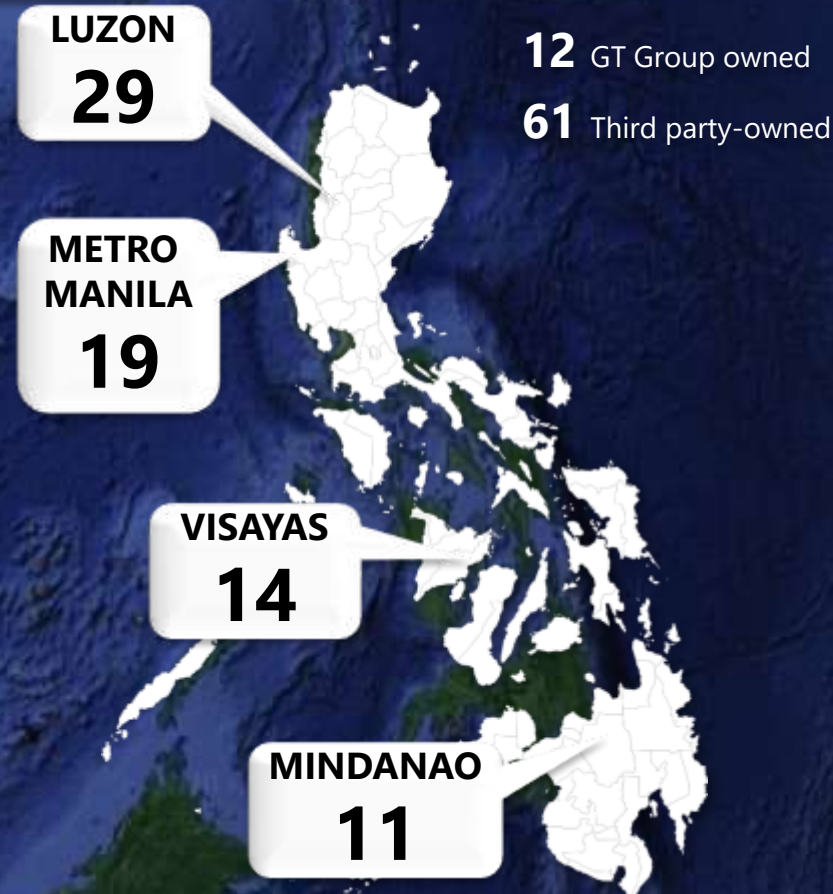
	2014	2015	2016	2017	2018	2019-20	2021
Number of Dealers	45	49	52	61	69	71	73



June 2021: Opening of 72<sup>nd</sup> Dealership in Dipolog City, Zamboanga del Norte



September 2021: Opening of 73<sup>rd</sup> Dealership in Lucena City, Quezon

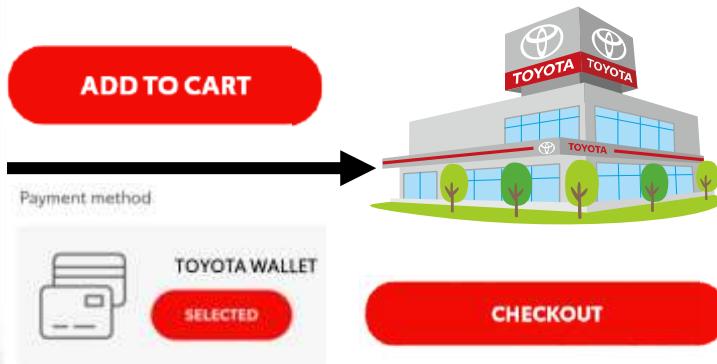


# Digitalization

## THE NEW myTOYOTA APP by TOYOTA



- **Launched August 10, 2021**
- Virtual Showroom
- Buy Accessories
- Renew Insurance
- Book Service Appointments
- Trade-In and Used Car Options
- **And Much More**



## my TOYOTA wallet by TOYOTA FINANCIAL SERVICES



- **Launched October 19, 2021**
- Link Credit Cards
- Pay online, scan via QR, or access within myTOYOTA app
- Network Integrated with Metrobank Merchant Acquiring Payment Solutions
- **More features to come**



# CARS Unit Sales Progress

## 107,283 Units

Sales of Vios since launch of CARS Program  
model - July 2018 to December 2021

FIS claim of **Php958 Million**  
credited to TMP account  
in November 2021





Premium Warranty Services Philippines, Inc.

# Start of operations **September 2021**



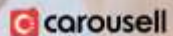
**carousell Autos**  
**Dito ang auto siguradong inspected!**  
 Have peace of mind with a 188-point inspection, at no cost

Look for the **Inspected badge**

**Premium**  
 Premium Warranty Services Philippines, Inc.

Inspected by service technicians using Japanese standards

Made possible by **Premium**  
Premium Warranty Services Philippines, Inc.



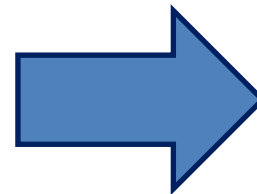


# Start of operations **November 2021**



## ESG RATINGS PERFORMANCE

MSCI ESG	Sustainalytics	S&P CSA
BBB	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 Group Vaccination Program Commenced July 2021



**455,000 Doses** | **Three Vaccination Sites** | **Approx. 100% Vaccinated; Booster shots being administered**



**Toyota Plant, Santa Rosa, Laguna**



**Le Pavillon Metropolitan Park, Pasay**



**Grand Hyatt, BGC**



# GT Capital Group Vaccine Donations



**65,120 vaccines** donated as of April 2022

**8,020 AstraZeneca vaccines**  
to the **Makati** and **General Trias LGUs**  
and **Red Cross**



**57,100 Moderna vaccines**

to the **Pasay, Marikina, General Trias, Cavite, Roxas, Binan, Sta. Rosa, Cebu, Bulacan, Rizal,** and **Ilocos Norte LGUs**





*Resilience  
Amidst  
Adversity*



# Moving Forward



**GT CAPITAL**  
HOLDINGS INCORPORATED



**TMP achieves**

# Two Million

**Units Sales**



# Partners for Good: JV with Normura Real Estate

## 23 July 2017

### Federal Land and Nomura Real Estate JV



60% | 20% | 20%

JV Agreement

Anchor  
Tenant  
O&M  
partner



SUNSHINE FORT  
BONIFACIO NORTH

First Project ↓



THE SEASONS  
RESIDENCES

## 28 January 2022

### Federal Land-Nomura Real Estate solidify strategic alliance



66% | 34%

- **Php32B (property and cash)** infusions over next 2 years
- Solid track record
- 50 years of experience
- Local market knowledge
- GT Capital Group resources

- **Php16B** cash over next 2 years
- Expertise in Japanese design, efficiency, technology, and innovation
- Best practices in construction, architecture, customer service, human resources

## Federal Land NRE Global, Inc.

# Property is the Newest Engine of Growth



## Federal Land NRE Global

**250 has.** Landbank  
**4** areas of land development



**118.02 has.** Landbank\*  
**13** On-going, **65** Completed Projects



**393.52 has.** Landbank\*  
**2** dedicated CALAX interchanges



\*Approximate landbank after infusions of property in Federal Land NRE Global



# What to Expect in 2022



**TOYOTA**

- Return to pre-COVID Volumes
- New Mainstream, GR, Hybrid Models
- CARS Program Incentives
- Mobility Initiatives
- Strengthen Dealership Network

**GTCAM**

- Full year of Used Car Operations

**Metrobank**  
You're in good hands

- Loan Growth
- Improvement in NIMs
- CAPEX for Digital Initiatives
- Healthy Fee Income
- Managed Costs
- Stable Asset Quality



**FEDERAL LAND**  
GT Capital Holdings

- New Project Launches
- Stable POC
- Growth of Reservation Sales
- Rental Income Growth
- First Phase of Cavite Project with FNG and SM Group



**AVA**

- Completion of Life and GI Merger
- Higher Motor Insurance and Regular Premium Penetration
- New Protection & Health Products

**METRO PACIFIC INVESTMENTS**

- Normalization of Power and Water Consumption, rebound in Traffic and Rail Volume
- Opening of Toll Road Projects



THE ESTATE MAKATI



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



## PSE Listing Anniversary

APRIL 20, 2022



**YOUR PARTNER IN  
NATION BUILDING**

# Dividend Payout

₱3

Total  
dividend



Partners for  
Good



**GT CAPITAL**  
HOLDINGS INCORPORATED



*Resilience  
Amidst  
Adversity*

# Thank You!

The  
**President's**  
Report

**Carmelo Maria Luza Bautista**

2022 Annual Stockholders' Meeting  
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For more information,  
Visit [gtcapital.com.ph/investor-relations](https://gtcapital.com.ph/investor-relations)  
or contact [IR@gtcapital.com.ph](mailto:IR@gtcapital.com.ph)

