

29 March 2021

Full-Year 2020

Financial and Operating Results Analyst and Investor Briefing

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

GT CAPITAL
HOLDINGS INCORPORATED

*Partners for
Good*





Recording this briefing, whether
in part or in full, is strictly prohibited

Please rename yourself to reflect your
full name for proper identification

We will upload the presentation later at
gtcapital.com.ph/investor-relations

Ask a question via the Zoom Q&A Box
or you may use the Raise Hand function



GT CAPITAL
HOLDINGS INCORPORATED

Briefing Panelists



**Mr. Carmelo Maria
Luza Bautista**
President

Mr. Vince S. Socco
Chairman
GT Capital Auto Dealership
Holdings

**Mr. Francisco H.
Suarez, Jr.**
Chief Finance Officer
Executive Vice President

Mr. Jose B. Crisol, Jr.
Senior Vice President
Head of Investor Relations,
Strategic Planning, and
Corporate Communication



Mr. Carmelo Maria Luza Bautista

**President
GT Capital Holdings, Inc.**



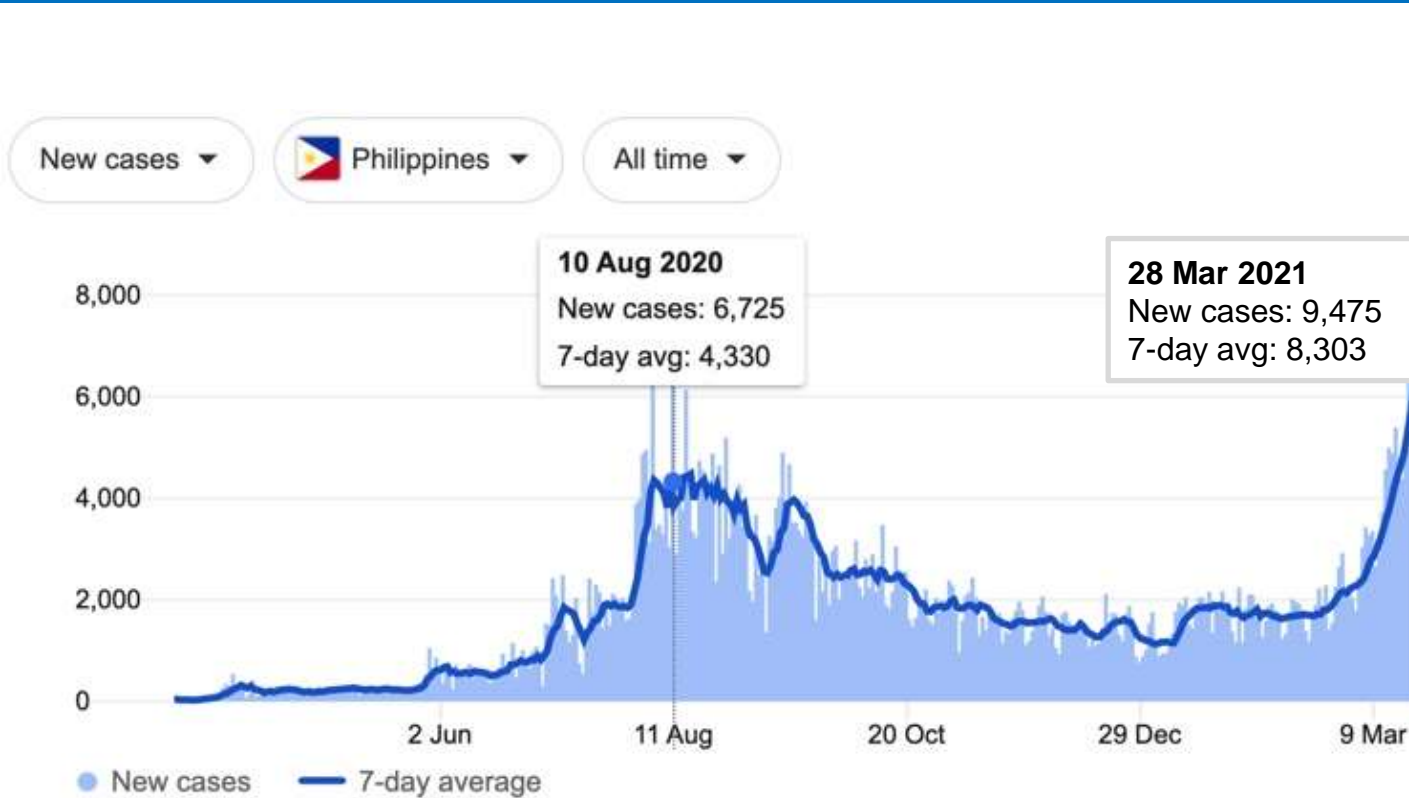
GT CAPITAL
HOLDINGS INCORPORATED



GT CAPITAL
HOLDINGS INCORPORATED

Macroeconomic Overview

Philippine Daily New COVID Cases (until Mar 28)



COVID Updates in the Philippines

- Daily New Cases (Mar 28): **9,475**
- 7-day moving ave. (Mar 28): **8,303**
- Cases since Jan 2020: **721,892**
- Deaths since Jan 2020: **13,170**
- Mortality Rate: **1.82%**
- The Philippine government has allocated **Php82.5 Billion** for its vaccination program
 - For **60 Million** Filipinos, **55%** of population (**40%** 18 and below)
 - Funds from ADB, AIIB, World Bank

As of 23 March 2021

Phases of Potential Rollout of Covid-19 Vaccines in the Philippines



COVID Vaccine	Number of Doses (in millions)	Signed agreement?	Start of Arrival in the Philippines			
			Q1	Q2	Q3	Q4
Sinovac	25.0	Yes	■			
COVAX	44.0	Yes	■			
Moderna	20.0	Yes		■		
AstraZeneca	2.6	Yes		■		
	14.4	Yes			■	
Pfizer-BioNTech	25.0	No				
Johnson & Johnson	5.0	Yes				
Novavax	30.0	Yes				
Gamaleya	10.0	No	TBD			
Total Vaccine Doses	176.0					

Source: National Task Force vs Covid-19 (NTF), Department of Health



Partners for Good

GT Capital secures Covid-19 vaccines for ALL Group-wide employees and households

We pre-ordered **455,000** total doses

that will cover **100%** of all regular and agency **GT CAP Group employees** (including all **71** Toyota dealerships)

ALL employees targeted to be vaccinated by **Q4 2021, at latest**



AstraZeneca

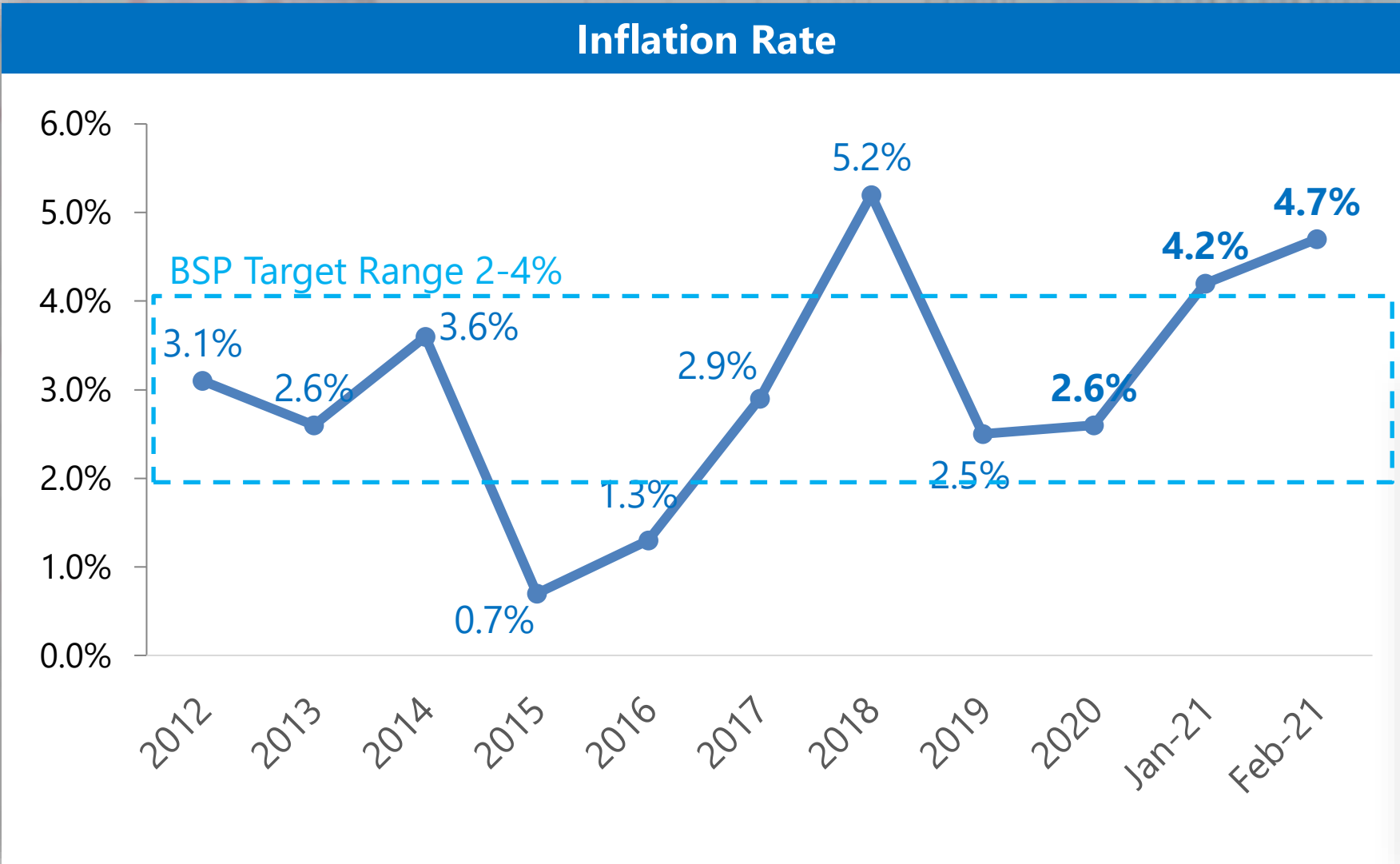
- **50,000 doses** ordered
- Deliveries June to Q3 2021
- Agreement to donate 50% to Government signed Nov 27
- Efficacy rate: **70%**

moderna

- **405,000 doses** ordered
- Deliveries June to December
- Efficacy rate: **94%**

Source: WHO, U.S. National Institute of Allergy and Infectious Diseases

Inflation expected to stabilize by 3Q 2021



Inflation Rates

2019	2.5%
2020	2.6%
2021 (E)	4.2%*

- #### Drivers (% YoY)
- Food +6.7%
 - Meat +20.7%
 - Vegetables +16.4%
 - Alcohol & Tobacco +12.2%
 - Transport +10.4%
- BSP target range is 2-4%
- Consensus estimated 2021 rate still manageable vs. 5.2% in 2018

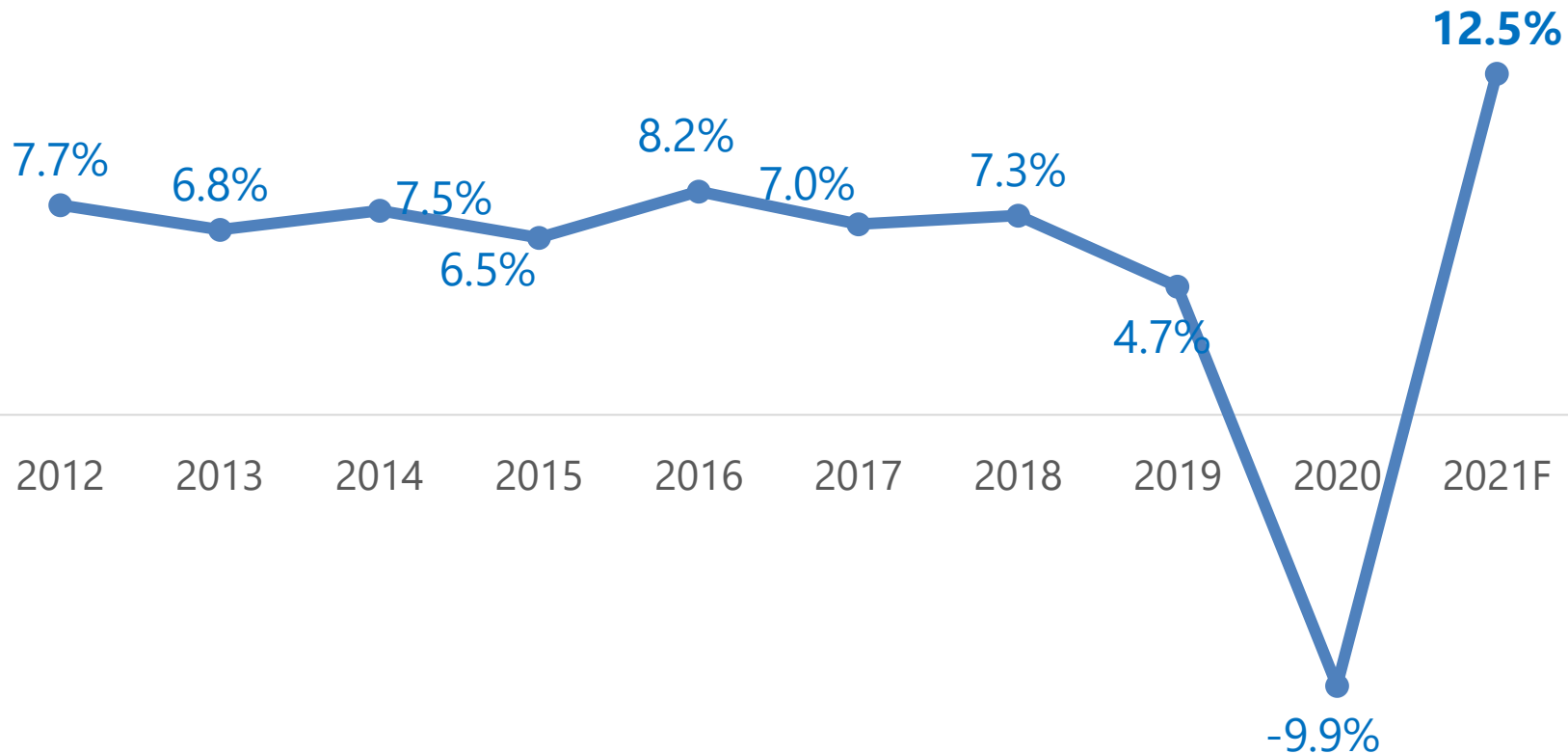
Source: Bangko Sentral ng Pilipinas

*Dr. Victor Abola, University of Asia and the Pacific

Industrial sector is projected to bounce back



Industrial Sector Growth Rate



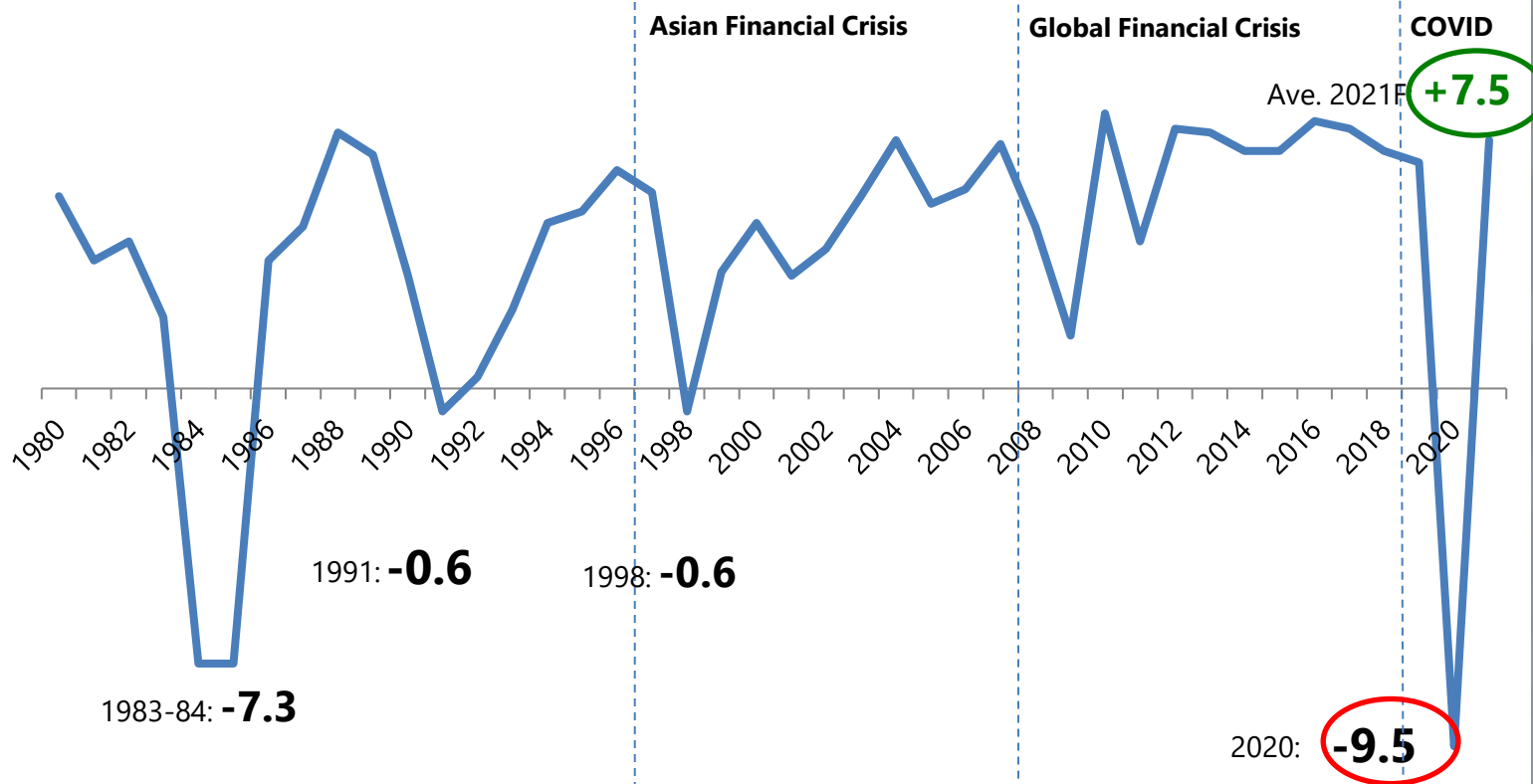
Industrial Sector Growth Rates

2019	+5.1%
2020	-9.9%
2021(E)	+12.5%*

- Manufacturing and construction are projected to increase
- Big ticket infra projects, e.g. MRT7, Bulacan Airport, M.M. Subway, Northrail etc. underway

Consensus Macroeconomic View

Philippine Annual GDP Growth Trends 1980 – 2020, in percent (%)



Source: World Bank, IMF, Moody's, ADB, Fitch

Philippines

- Annual Ave. GDP growth 2010-2019: **6.4%** among highest in ASEAN
- FY2020 GDP at **-9.5%** due to Covid-19 pandemic
- 2021 GDP Growth Forecast Range **+6.5% to +7.5%** (NEDA)
- World Bank: +5.9%
- ADB: +6.5%
- IMF: +6.6%
- Fitch: +6.6%
- Moody's: +7.0%
- S&P: +7.9%

Source: Bloomberg

	2018	2019	2020	2021 (E) Consensus Range	2021 (E) Consensus Average
GDP Growth Rate	6.2%	5.9%	-9.5%	3.5% to 9.1%	6.3%
Inflation Rate, base 2012	5.2%	2.5%	2.6%	4.0% to 5.0%	4.5%
Peso-Dollar Rate	Php52.74	Php51.45	Php48.30	Php45.5 to 50.0	Php48.00
BSP Policy Rate	4.75%	4.00%	2.00%	2.00% to 2.25%	2.00%
Gross International Reserves In billion USD	79.1	87.0	100.0	106.0 to 110.0*	
Industrial Sector Growth Rate	6.8%	5.1%	-9.9%	12.5%*	
Services Sector Growth Rate	6.6%	6.9%	-8.4%	3.0%*	

Source: Bangko Sentral ng Pilipinas, Bloomberg, *Dr. Victor A. Abola, University of Asia and the Pacific

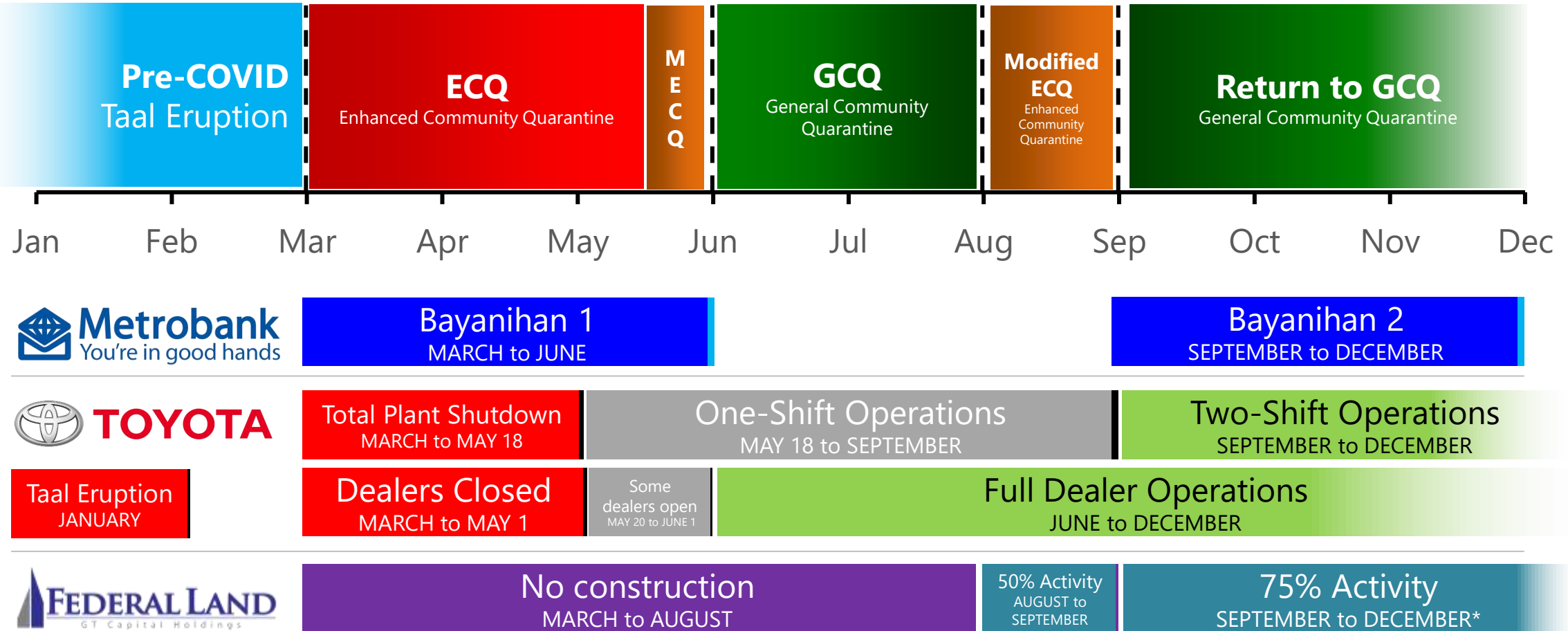


GT CAPITAL
HOLDINGS INCORPORATED

Consolidated Financial Highlights

Timeline of Events

Events Leading to 2020 Performance



*Starting January 2021, increased to over 80%

GT Capital Dashboard FY 2020 Financial Highlights



**Consolidated
Net Income**

Php6.5 Billion
Php20.3 Billion 2019

-68%

**Core Net
Income**

Php7.4 Billion
Php15.8 Billion 2019

-53%



PPOP

Php61.8 B +26%

Php49.0 B 2019

Net Income

Php13.8 B -51%

Php28.1 B 2019

- NII **Php86.1B +12%** (71% of OI)
- Trading/FX **Php19.2B +2.1x**
- CASA **+22%** /Tot Dep **+5%**
- Anticipatory Provisions **Php40.8B 4.0x YoY**
- NPL ratio **2.4%**; NPL Cover **163%**; CAR **20.2%**



Revenues

Php99.8 B -41%

Php168.6 B 2019

Net Income

Php3.4 B -63%

Php9.3 B 2019

- **100,019** 2020 RSV **-38%** (industry -41%)
- Market Share of **41.3% +1.8%**
- FY20 GPM **13.0%**
- FY20 NPM **3.4%**

Lower sales volume, higher opex (unallocated OH), higher interest expenses



Revenues

Php 9.3 B -30%

Php13.2 B 2019

Net Income

Php 624 M -61%

Php1.6 B 2019

- Reservation sales **Php14.2 B** -41%
- Booked sales **Php6.5 B** -34%
- FY20 GPM **51%** vs. **46%** in FY19
- FY20 NPM **7%** vs. **12%** in FY19

Suspension of construction (Q2 & Q3), restrictions in deposit of monthly payments



Gross Premium

Php 36.3 B +13%

Php32.1 B 2019

Net Income

Php 2.9 B +22%

Php2.4 B 2019

- APE **Php5.2 B** -23%
 - RP -36%
 - SP **+55%**
- Protection & Health now **25%** of APE
- Life NI **Php2.8 B** -16%
- GWP **Php3.9 B** -28%
- Non-life NI **Php0.1B** **>+100%** vs. Php1.0B loss



Share in Op. NI of CoCos

Php15.4 B -26%

Php20.9 B 2019

Core Net Income

Php10.2 B -34%

Php15.6 B 2019

- Core NI per OpCo
 - Meralco -9%
 - GBPC -13%
 - MPTC -49%
 - Maynilad -15%

Volume recovery closely approximating pre-COVID levels

GT Capital 4th Qtr vs 3rd Qtr 2020 Financial Highlights



Consolidated Net Income	Php3.3 Billion Php0.5 Billion 3Q 2020	+578%
Core Net Income	Php3.7 Billion Php0.6 Billion 3Q 2020	+545%

Metrobank
You're in good hands

GTCAP Share in NI

Php1.0 B

Php0.7B 3Q 2020

+45%

TOYOTA

GTCAP Share in NI

Php592 M

Php545 M 3Q 2020

+9%

FEDERAL LAND
GT Capital Holdings

GTCAP Share in NI

Php452 M

Php1 M 3Q 2020

452x

AXA

GTCAP Share in NI

Php162 M

Php190 M 3Q 2020

-15%

METRO PACIFIC
INVESTMENTS

GTCAP Share in NI

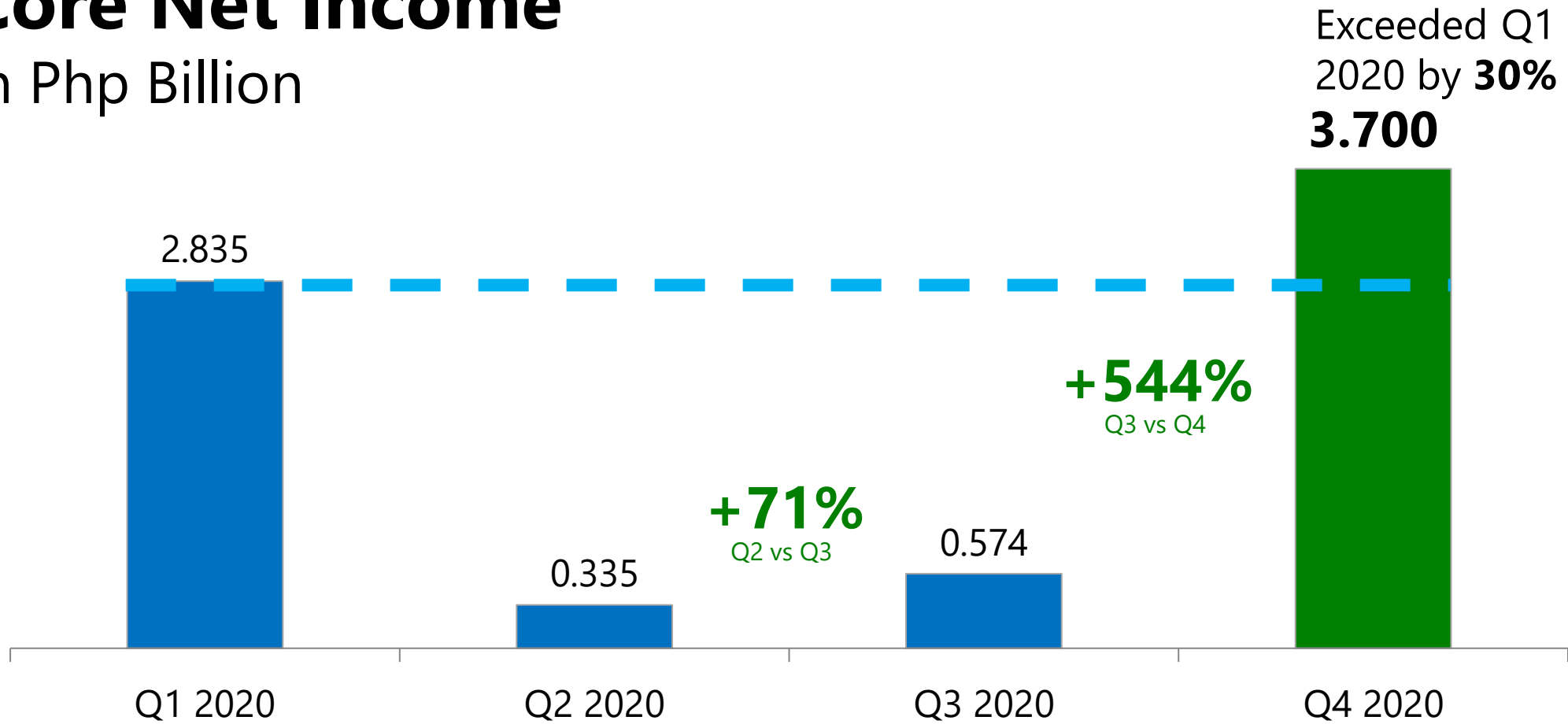
Php409 M

Php375 M 3Q 2020

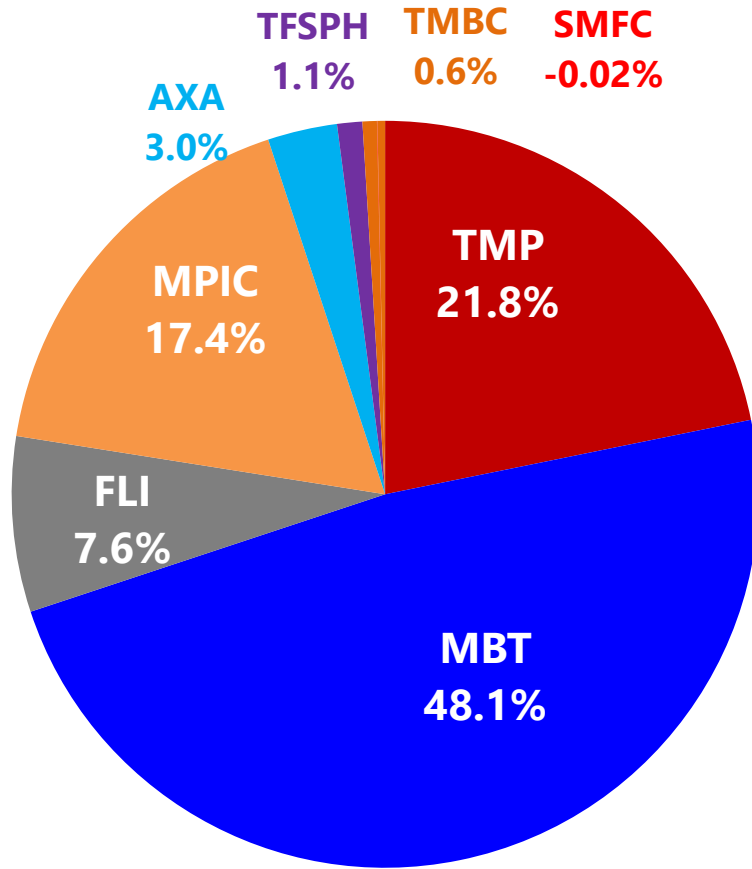
+9%

Core Net Income

In Php Billion

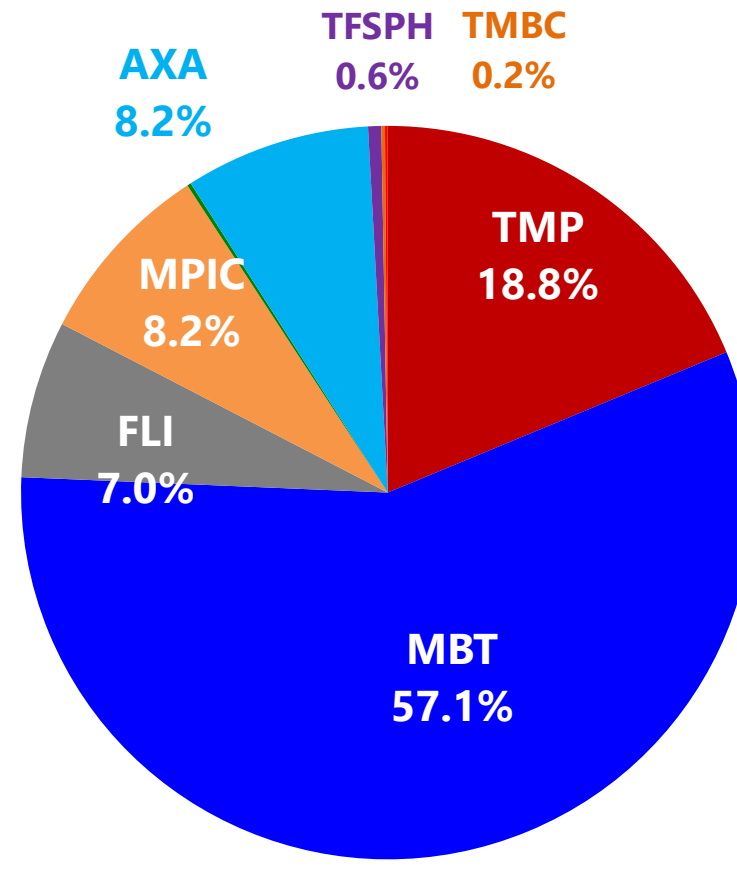


GT Capital Net Income Contribution 2020



MBT + TMP = 69.9 %

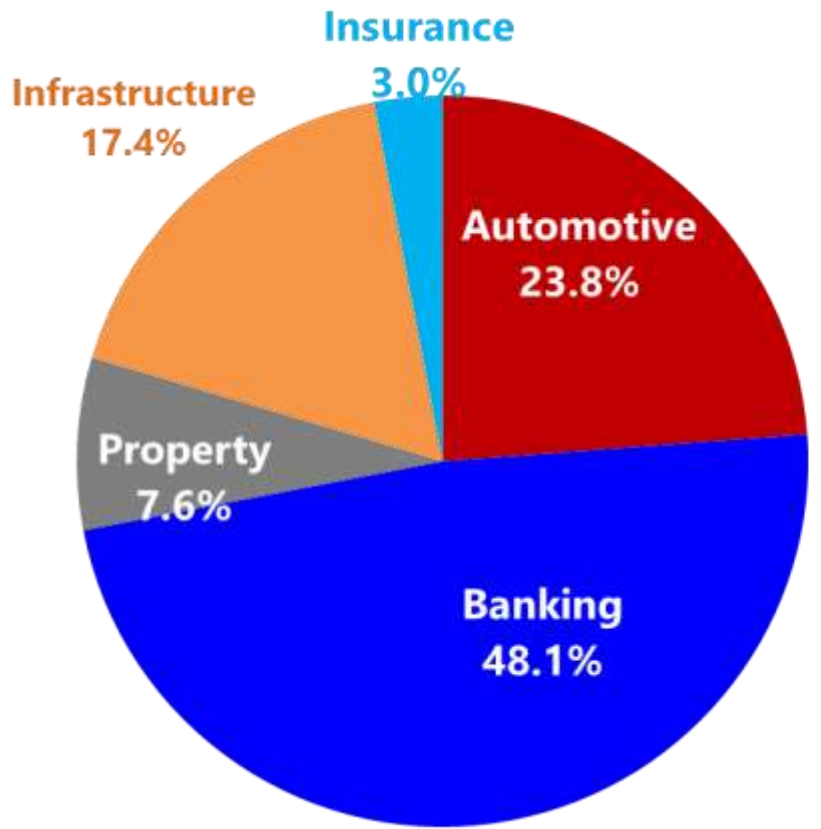
2019



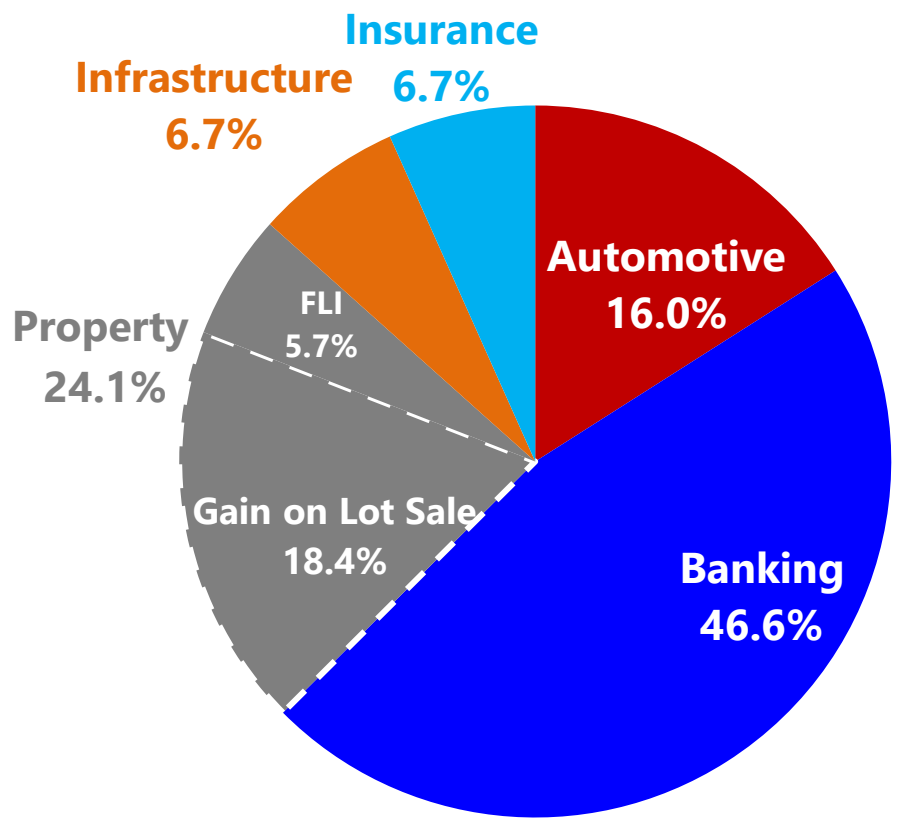
MBT + TMP = 75.8%

2020

GT Capital Net Income Contribution by Sector*



2019



2020

Summary of Key Messages

- 4Q performance is an indicator of a path to normalcy and capacity to bounce back under GCQ conditions
- Challenges faced during 2020 lockdown have been mostly addressed under GCQ (construction at site, dealerships reopening, plant capacity restoration, resumption of sales activities)
- Pre-ordered vaccines are on the way Q2-Q3
- Underlying values of Cavite land bank realized through lot sales with joint development partners
- Current surge in Covid-19 cases tempers our growth expectations for 2021



GT CAPITAL
HOLDINGS INCORPORATED

Component Company Highlights



Metrobank
You're in good hands

Banking



GT CAPITAL
HOLDINGS INCORPORATED

Summary of Key Messages

- PPOP **+26%** due to strong core business: NII **+12%**, Non-Interest Income **+21%**, Opex only **+4%**
- Strong recurring income, with NII still 71% of Operating Income
- Guided by lessons from past crises, the 2020 strategy was for proactive provisioning (3.8x pre-Covid level) and to build reserves early
- Loans expected to recover as vaccinations ramp up and new infections stabilize
- Provisions for loans may stabilize vs. 2020 depending on pandemic situation
- NPL ratio at 2.4% as of December 2020 manageable

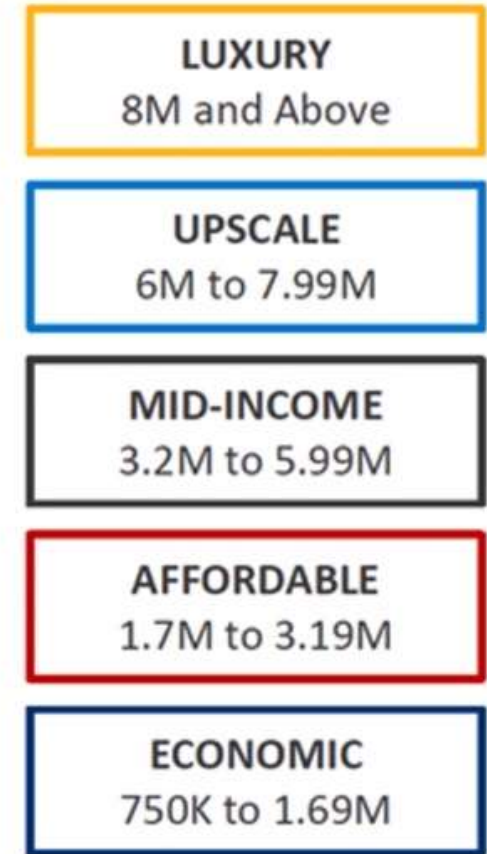
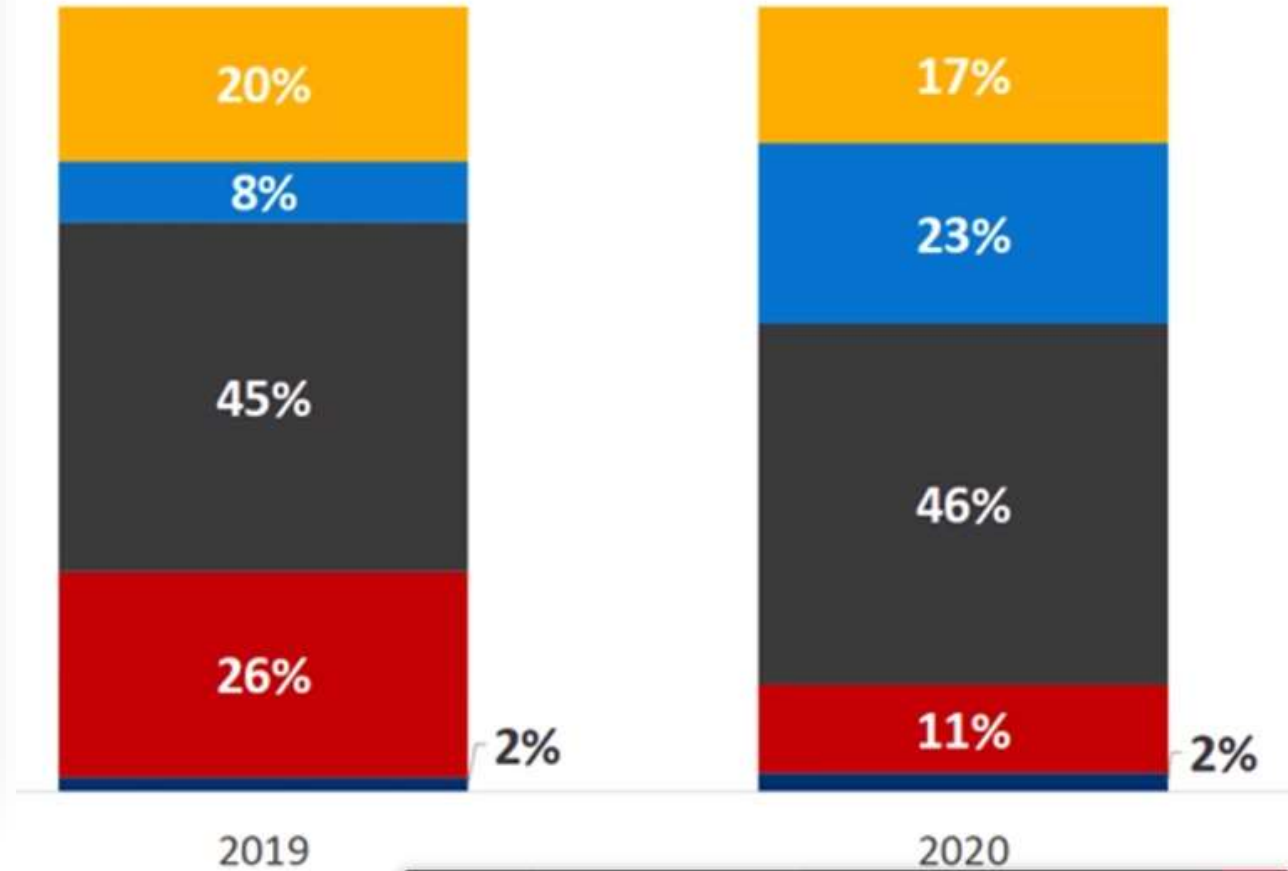


Property Development

Property Sector Updates

Demand in 2020 is in Fed Land's core sectors

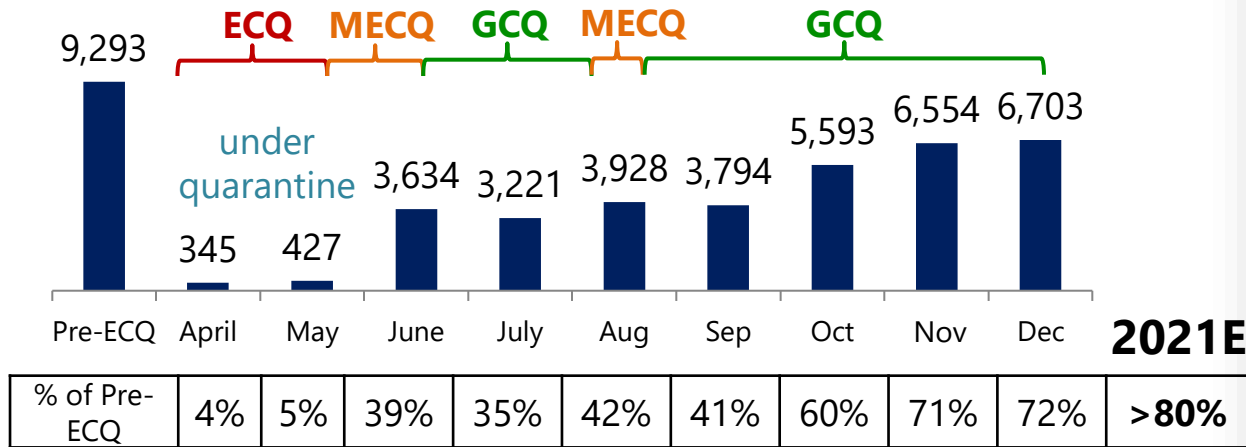
While demand for the affordable and economic property segments (units priced less than Php3.2 million has gone down, Federal Land's core sectors (luxury, upscale, middle-income) now account for 86% of the entire market's booked real estate sales.



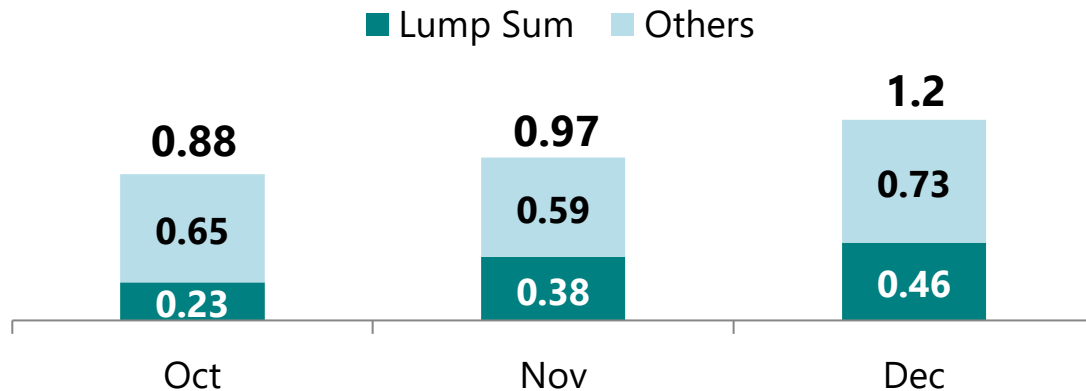
Source: Colliers International

Federal Land Recent Developments

Contractor Manpower Deployment



Federal Land 4Q Collections In Php Billions



As of December 2020

- Lump sum payments awaiting turnover of units to buyers
 - Balance of **Php4.7 B** in lump sum payments awaiting unit turnover in 2021
- Buyers with 10% equity eligible for revenue recognition but lacking POC
 - **Php7.0 B** realizable revenue with POC improvement in 2021

Monthly Reservation Sales, 2020 in million Php



Co-Development of Land Assets

Fourth Quarter 2020



- MOA signed last October for joint development agreement (JDA) of 100 hectares with a strategic anchor investor
- **39 hectares** sold as part of JDA (**15 ha** in October and **24 ha** in December)

Joint Development Site



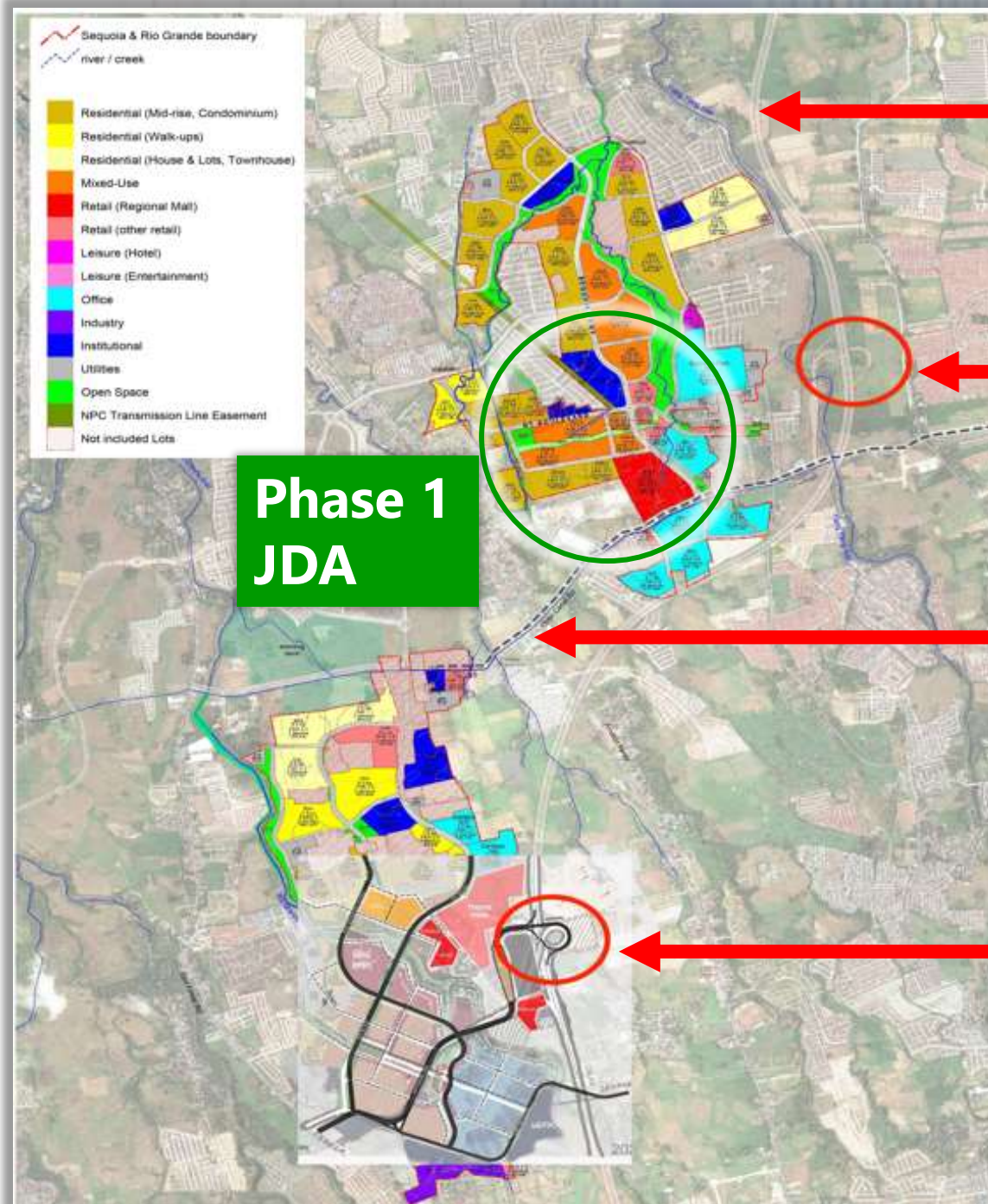
RIO GRANDE

SEQUOIA



Illustrative
Master Plan and
Perspectives

Sequoia & Zone 3 / Rio Grande



**Phase 1
JDA**

CALAX

LANCASTER
INTERCHANGE

DAANG HARI
Extension

GT RIVERVIEW
INTERCHANGE

- Stable demand for Federal Land's key segments (upper middle income, upscale, and high-end)
- Reservation sales continue to exceed Php1 Billion despite no new project launches in 2020
- Construction of all projects in full swing; GCQ conditions favorable to providing stable completion of projects (POC)
- Allows for realization of deferred lump sum payments and normalized revenue recognition
- Joint development of the Master Plan in Cavite will become a key contributor to revenue over the coming years, upon completion of CALAX

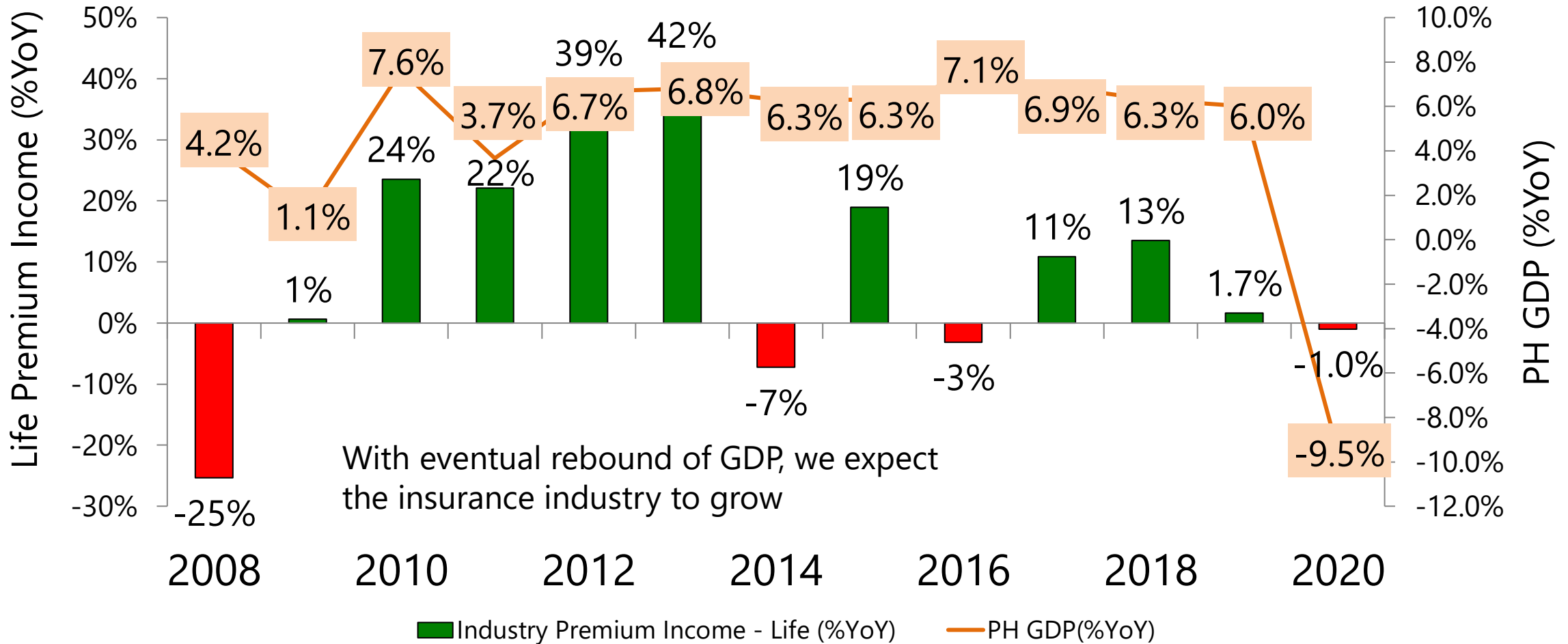


Insurance



GT CAPITAL
HOLDINGS INCORPORATED

Life Insurance Premium Income %YoY vs. PH GDP

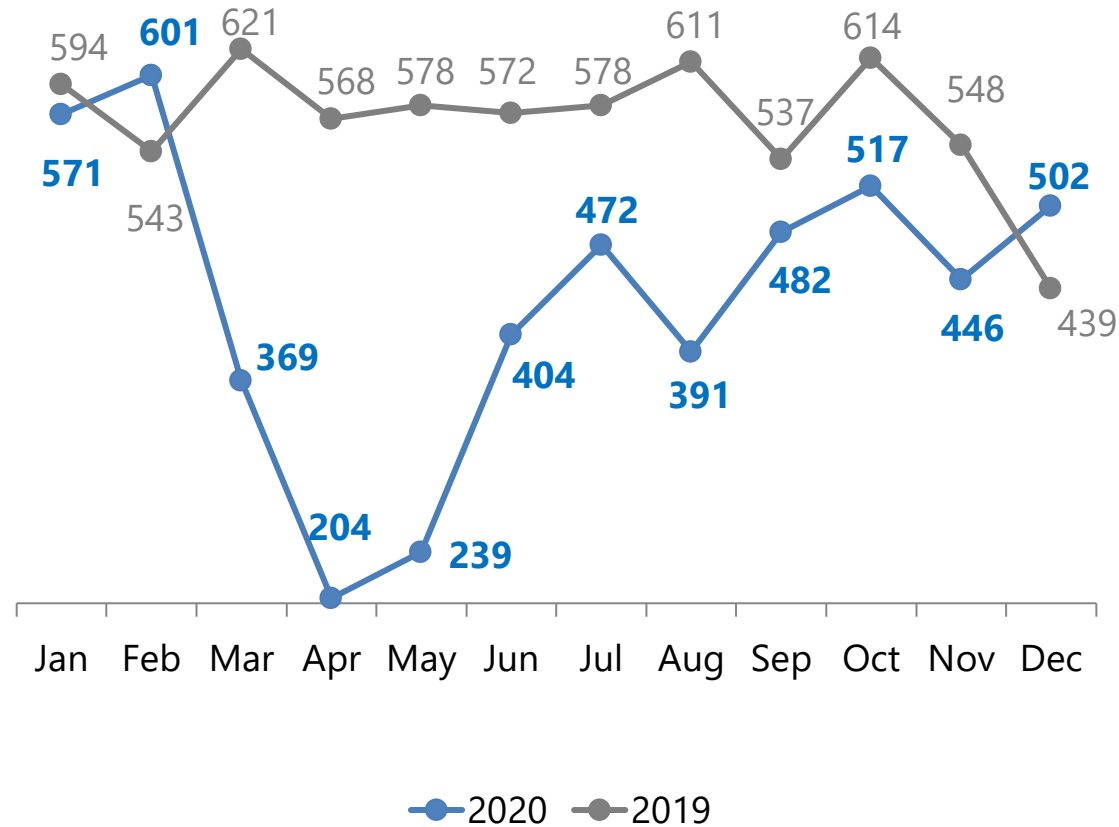


AXA Recent Developments



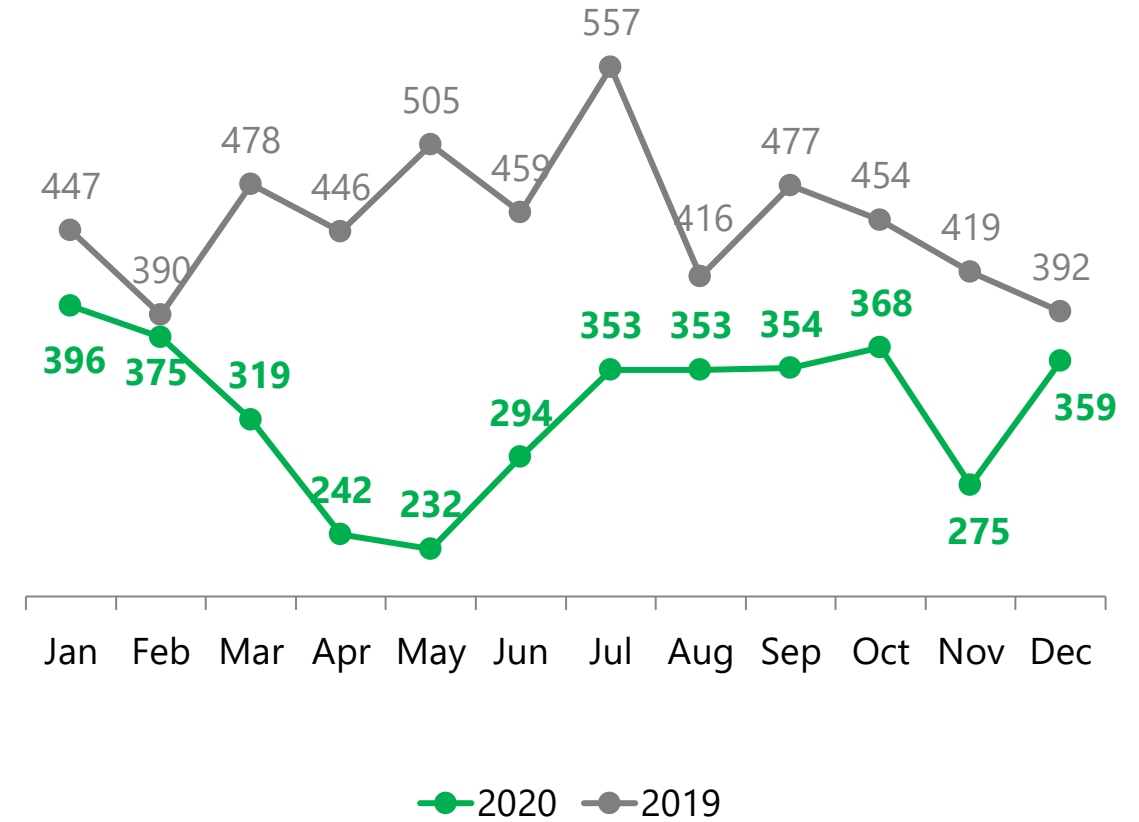
Life Annualized Premium Equivalent (APE)

In Php Mn



Non-Life Gross Written Premiums (GWP)

In Php Mn

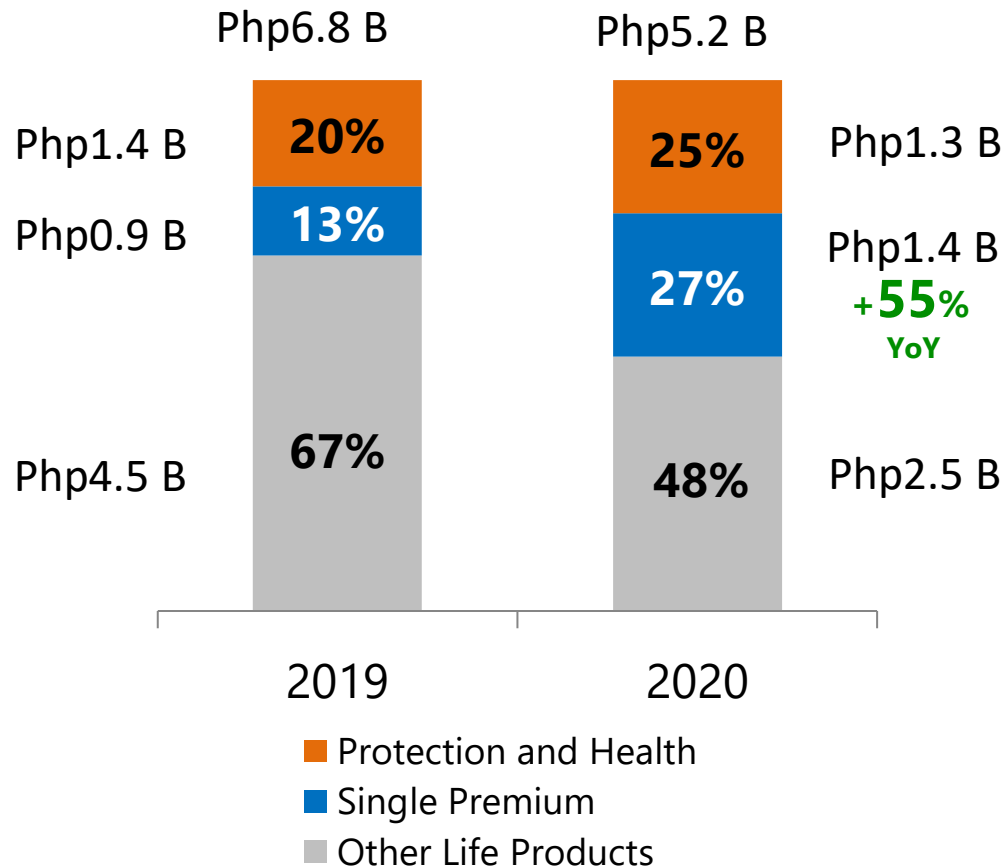


AXA Recent Developments



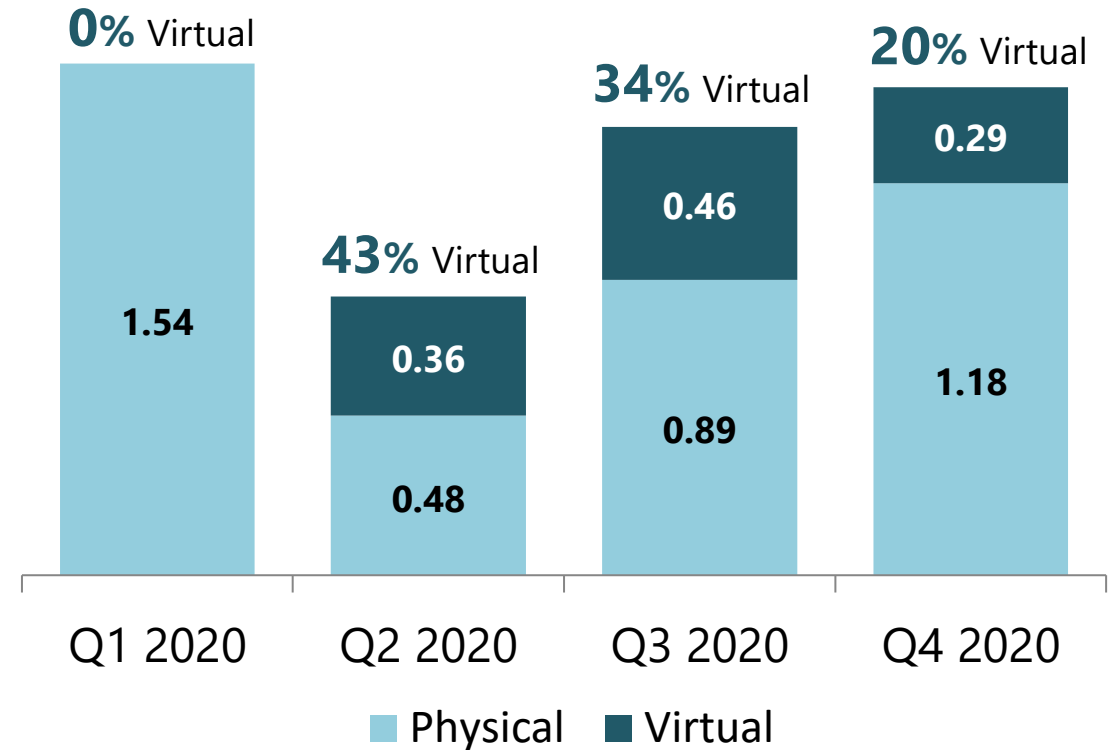
New Business Mix

% to Total Life APE



Virtual Selling to Total Life APE

In Php Billion



Summary of Key Messages



- Among our component companies, AXA Philippines exhibited the strongest results with a **+22%** net income growth in 2020
- Soft capital markets result in higher single premium unit-linked sales due to bargain-hunting
- Protection and Health products, now accounting for **25%** of APE, drove the insurance company's strong performance.
- Despite the lockdown, AXA was able to utilize its Virtual Selling platform well.



Mr. Vince S. Socco

Chairman

**GT Capital Automotive
Dealership Holdings, Inc. (GTCAD)**



GT CAPITAL
HOLDINGS INCORPORATED



TOYOTA

Automotive



GT CAPITAL
HOLDINGS INCORPORATED

Industry Unit Sales, FY2020

Industry

242,188

-41%

Toyota

100,019

-38%

exceeded 100k target

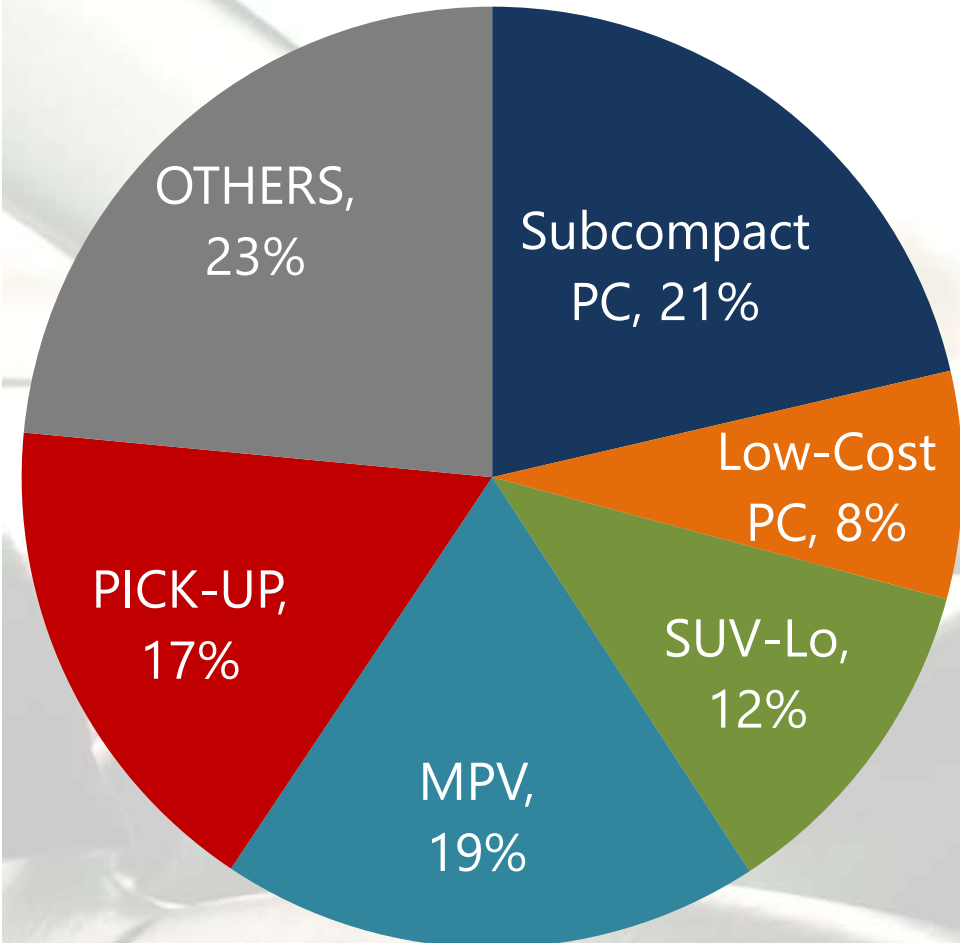
39.5%
2019 Share

41.3%
2020 Share

Virtual Model Launches



Auto Industry Sales by Vehicle Type FY 2020*



SUBCOMPACT PC



48.9%
share

SUV-LO



30.2%
share

LOW-COST PC



62.9%
share

PICK-UP



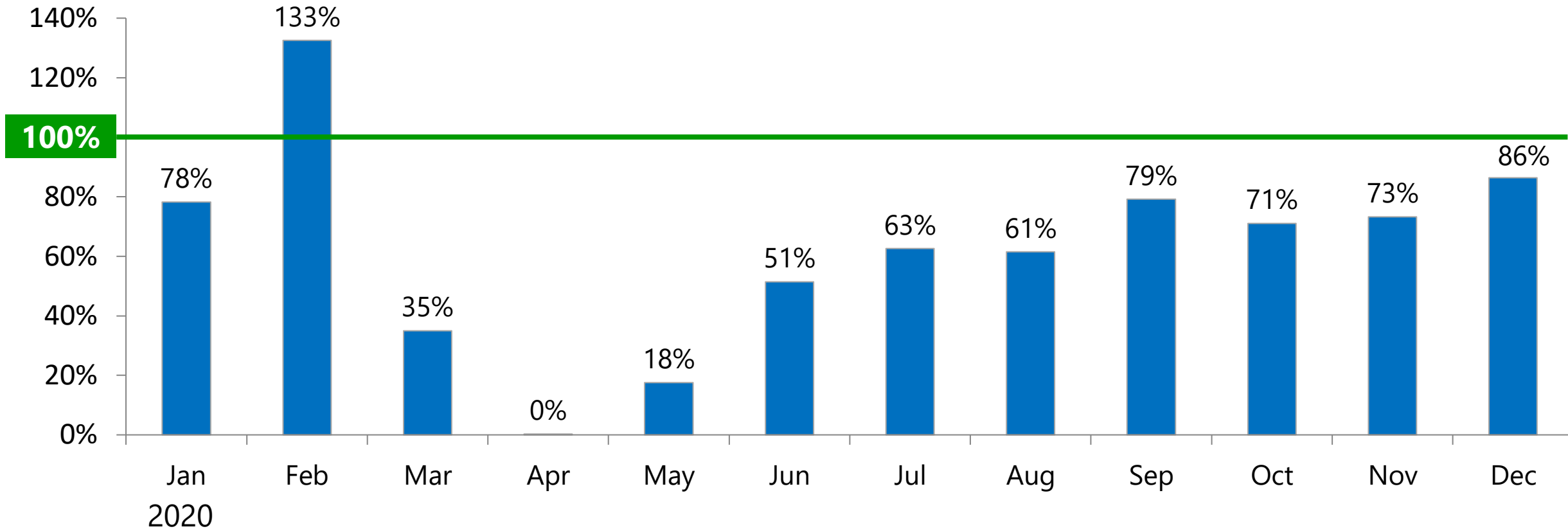
32.8%
share

Toyota launched models in segments that are in high demand in the Philippines.

Monthly Toyota unit sales performance is steadily approaching 2019 (pre-Covid) levels



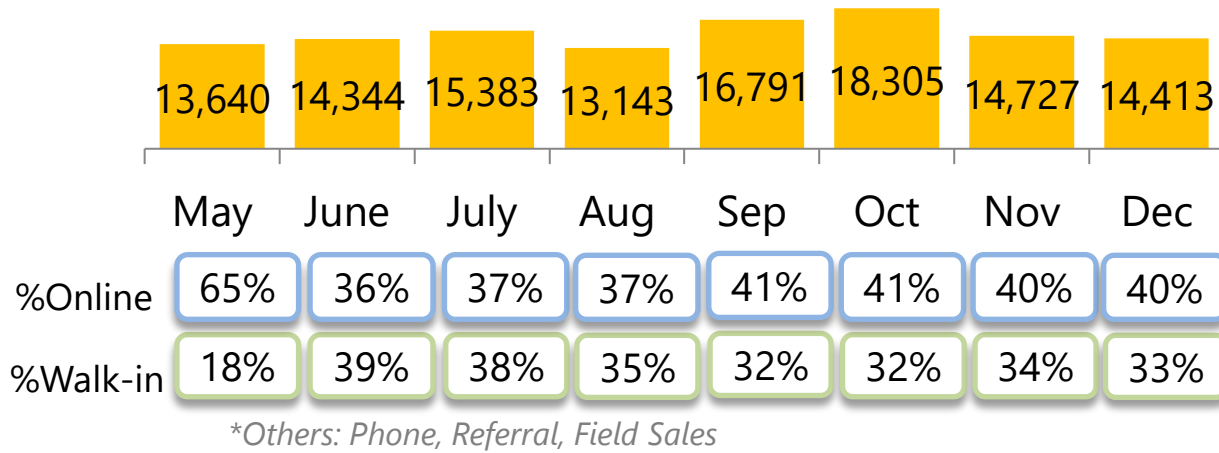
Toyota 2020 Monthly Unit Sales as a Percentage (%) of 2019 Monthly Unit Sales



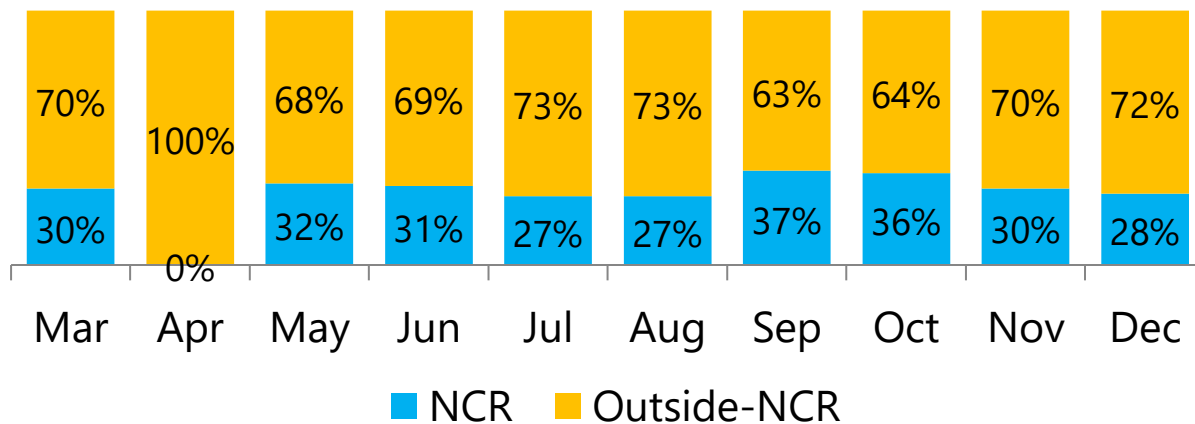
Source: Company Data (TMP)

Automotive Sector Updates

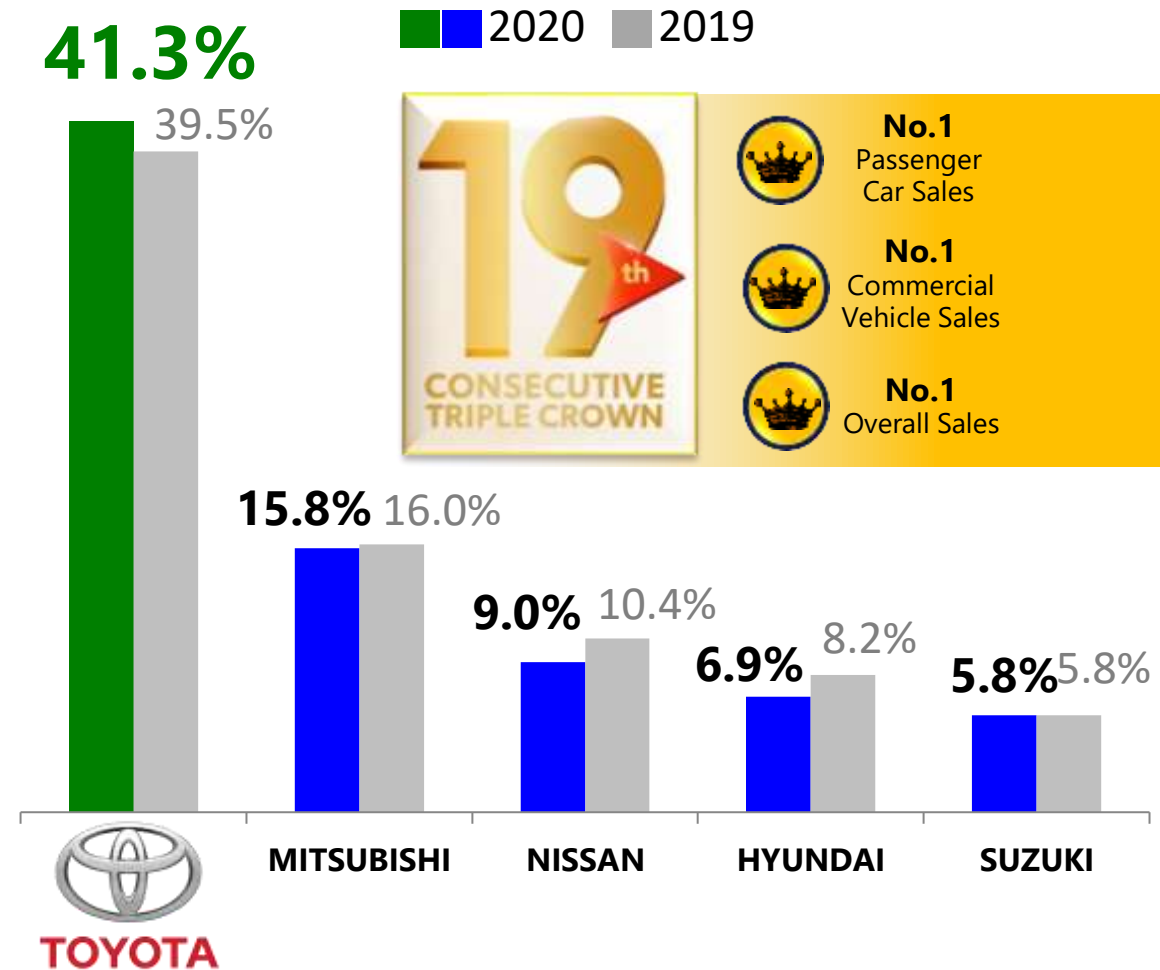
Monthly Inquiries



Monthly Inquiries (NCR and Outside NCR)



Overall Market Share (FY2020)



Updates on Toyota Financial Services



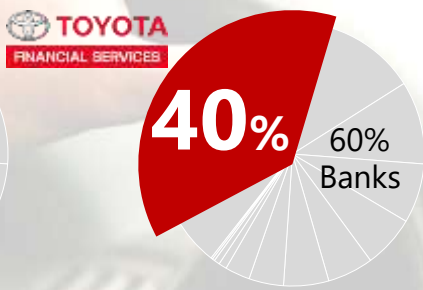
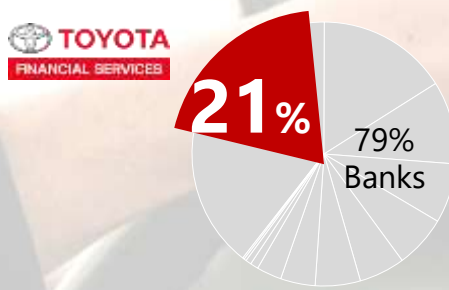
Penetration Rate

100,019
TOYOTA
UNIT SALES
2020

80% pay in cash
of Toyota car
buyers choose
financing

FY 2019

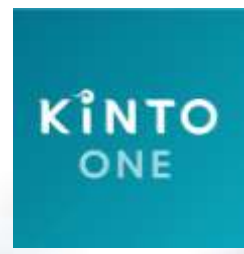
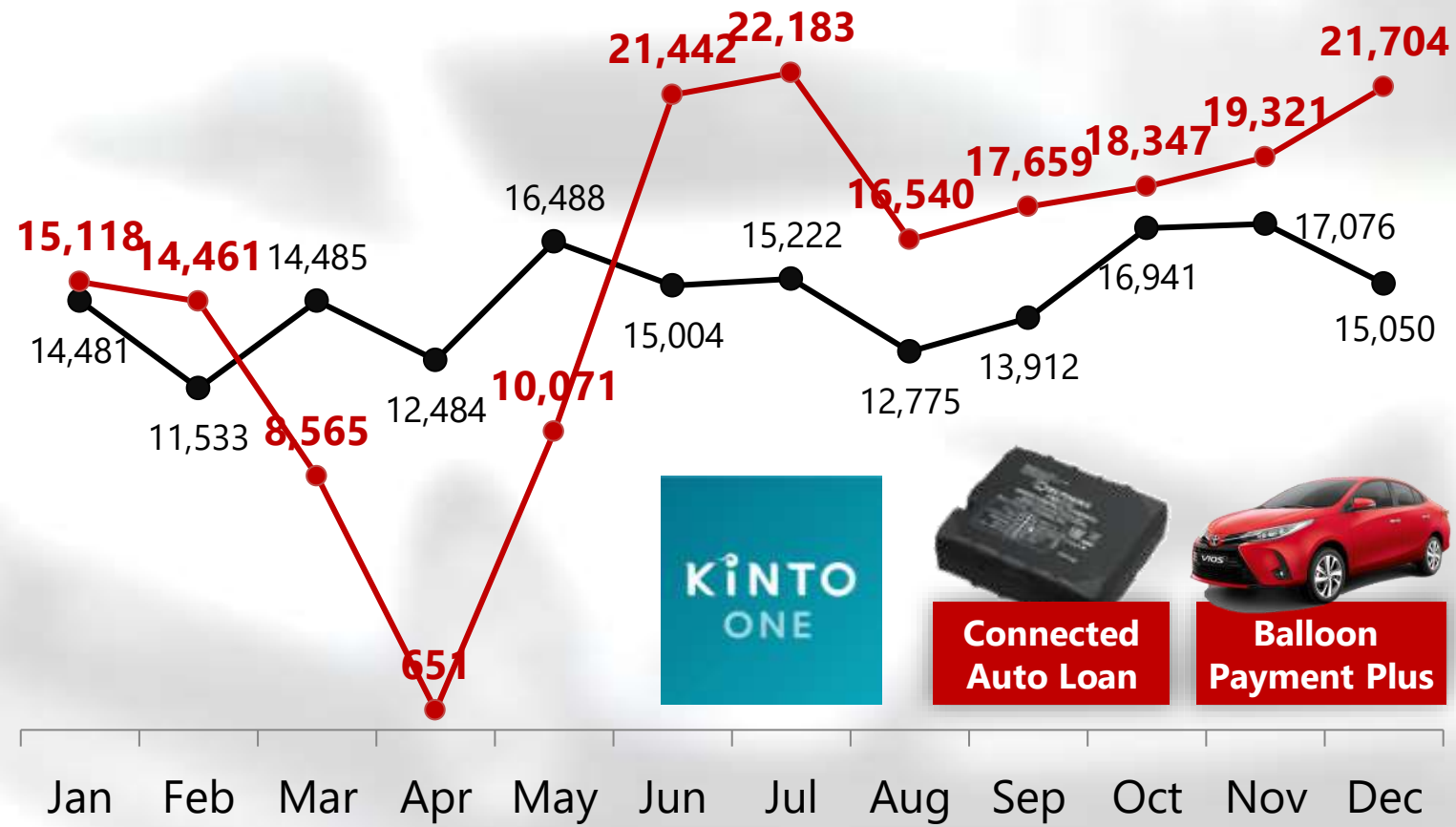
FY 2020



TFS continues to provide financing services and is present in all Toyota dealers nationwide

Applications

● 2019 ● 2020



Connected Auto Loan



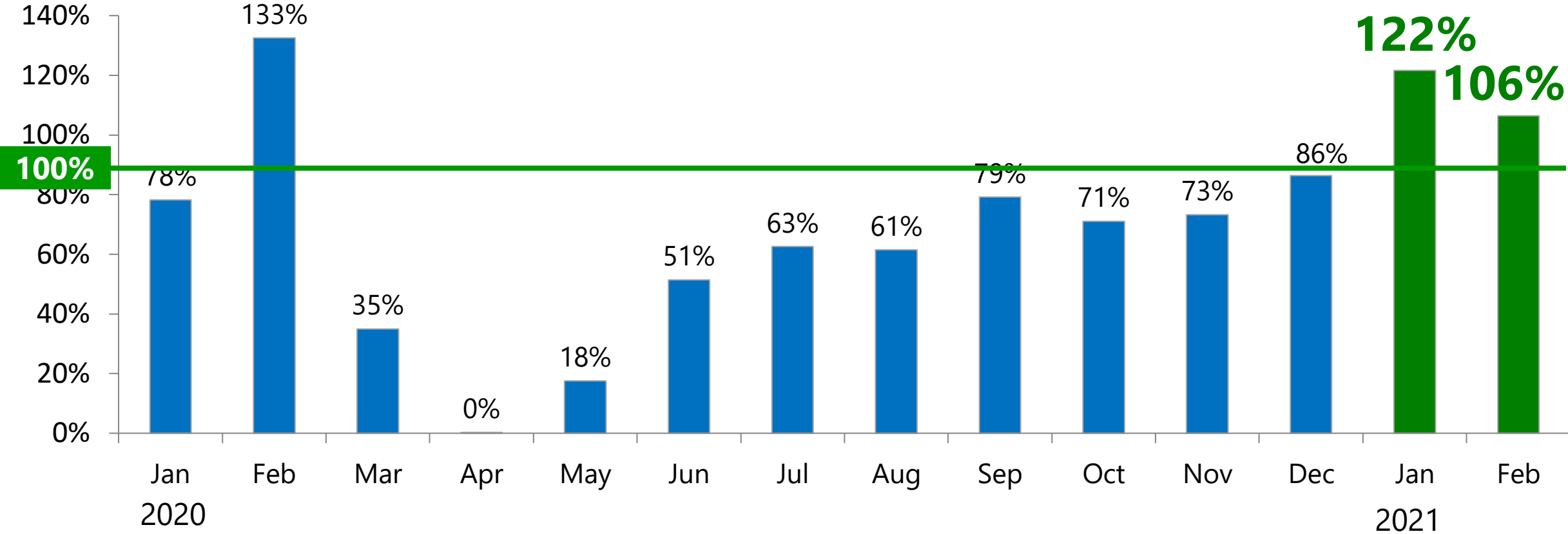
Balloon Payment Plus

Source: Company Data (TFS)

Monthly Toyota unit sales performance is steadily approaching 2019 (pre-Covid) levels



Toyota 2020-2021 Monthly Unit Sales as a Percentage (%) of Previous Year's Monthly Unit Sales



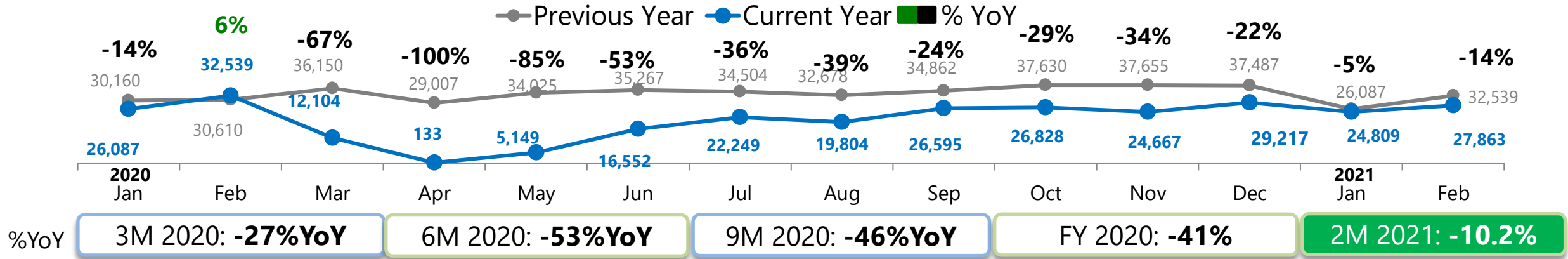
Source: Company Data (TMP)

Automotive Sector Updates

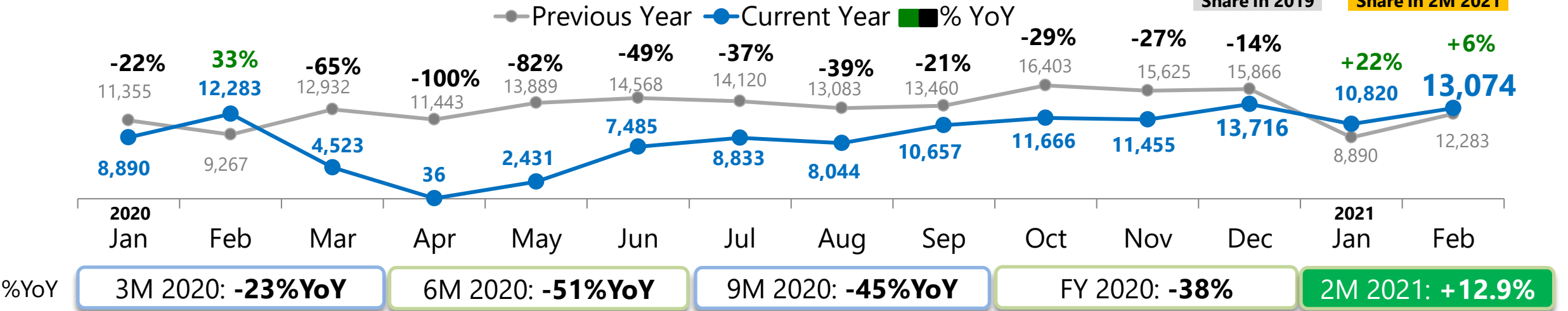
Stabilizing auto unit sales, despite pandemic




Industry Monthly Retail Vehicle Sales



TMP Monthly Retail Vehicle Sales



DTI Safeguard Measures Admin Order 20-11

Included	Exempt	 TOYOTA
<p>Php70,000 deposit Wigo Rush Fortuner V and G Avanza Camry G Corolla Altis Rav4 Corolla Cross FJ Cruiser 86 Yaris</p> <p>Php110,000 deposit Hilux Hilux Cab and Chassis Hiace Cargo</p>	<ul style="list-style-type: none"> ✓ Vios ✓ Innova ✓ Hiace ✓ Fortuner LTD (Two-Tone) & Q ✓ Supra ✓ Camry V ✓ Prado ✓ Alphard ✓ Coaster ✓ Prius ✓ Land Cruiser ✓ Lexus (CV & PC) 	<p>Security deposit collected upon purchase of motor vehicles covered starting 01 March 2021</p> <p><u>No impact on margins</u></p> <p>Will be returned to customer in the event of a favorable ruling (within 120 days indicative timeline from 01 Feb 2021)</p> <p>Will not increase the current suggested retail price</p>
<p>50% of sales</p>	<p>50% of sales</p>	

New Model Launches 2021



INNOVA

Innova Big minor change
February 2021
Php1.186 - 1.754 million

VIOS

GR Vios, new variant
February 2021
Php 1.020 – 1.035 million

TMP has adequate local production (CKD) capacity

Opportunities for TMP

- Largest auto manufacturer in the Phils.
- Capacity at Sta. Rosa plant: **60,000+ units**
- Only **57.8% utilized** (35,841 units, 2020)
- Vios and Innova may take market share away from more expensive competitors
- Both CKD models are #1 in their respective segments

FY Unit Sales	2020	Segment Share	2019	Segment Share
VIOS	25,290	48.9%	33,181	38.6%
INNOVA	10,551	27.2%	20,794	28.4%

#1

in PC and MPV share, respectively



Moving Forward

New Logistics Hub Investments



Php4.7 Billion Logistics Hub in Batangas for pre-delivery inspection and post-production installation

32 hectares
land area

Q4 2021
expected start of operations



160,000 inspection and post-prod installation capacity
4,500 units stockyard capacity



Summary of Key Messages



- Toyota outperformed the auto market in 2020 with sales of 100,019 units and an all time record high share of 41.3%.
- Aggressive product launches, digitalization and dealer network preparedness were key drivers of sales last year.
- Sales recovery is sustained on a month-to-month basis, ending 2020 at 86% of the same month in 2019. In February 2021, Toyota is already above Feb 2020 (106.4%).
- The growth of financing applications and ready availability of auto consumer loans through Toyota Financial Services is a strategic growth factor. Other financial institutions are also increasing loans.
- Provisional safeguard duties will impact sales opportunities from March.
- Regardless, the market and Toyota are **expected to exceed 2020 levels**. Toyota is expecting to optimize sales of locally produced models with adequate production capacity at Santa Rosa.
- Toyota is positioning for the return to growth with sustained product initiatives, logistics improvements and used car ventures.



Mr. Carmelo Maria Luza Bautista

**President
GT Capital Holdings, Inc.**



GT CAPITAL
HOLDINGS INCORPORATED



GT CAPITAL
HOLDINGS INCORPORATED

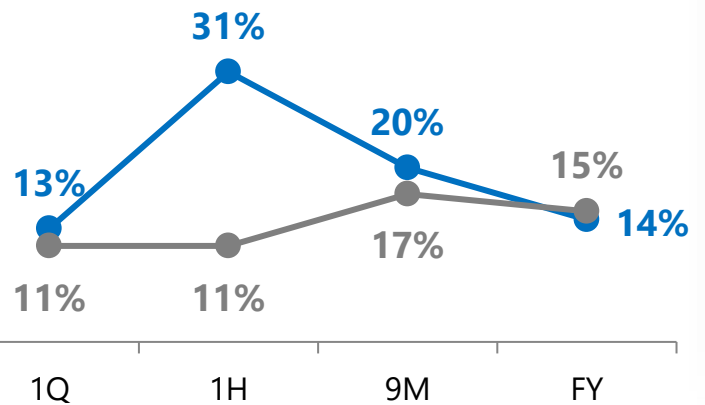
Moving Forward

Key Performance Indicators vs. Pre-Covid levels

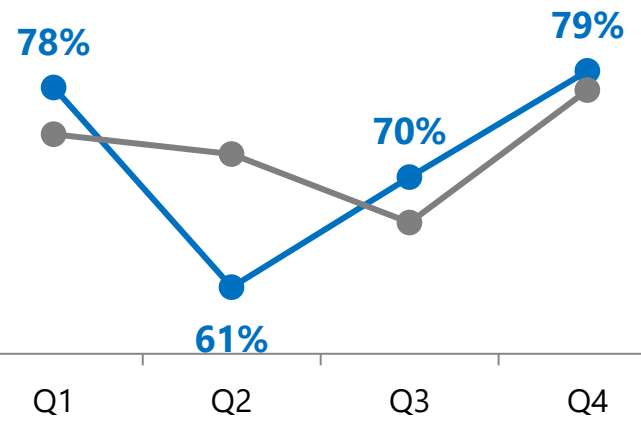
● 2020 ● 2019



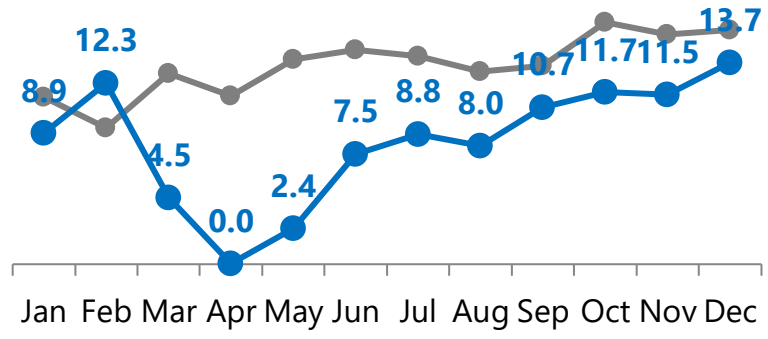
Operating Income Growth (%YoY)



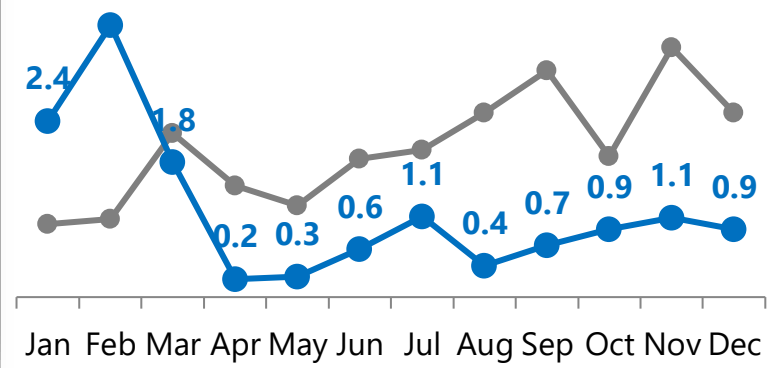
NII Share of Operating Income (%)



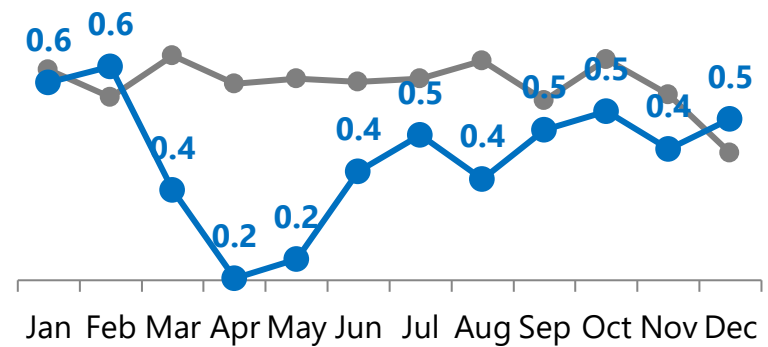
Retail Vehicle Sales ('000 Units)



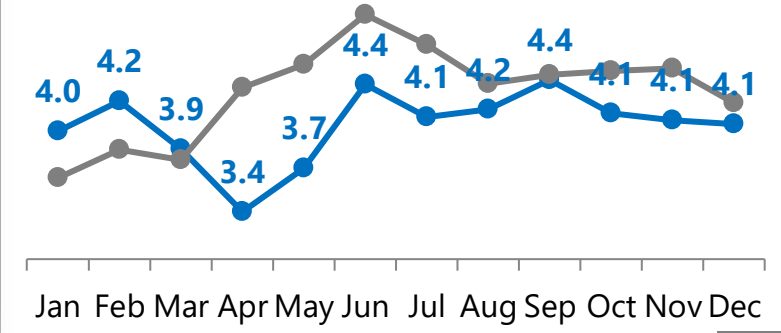
Reservation Sales (Php B)

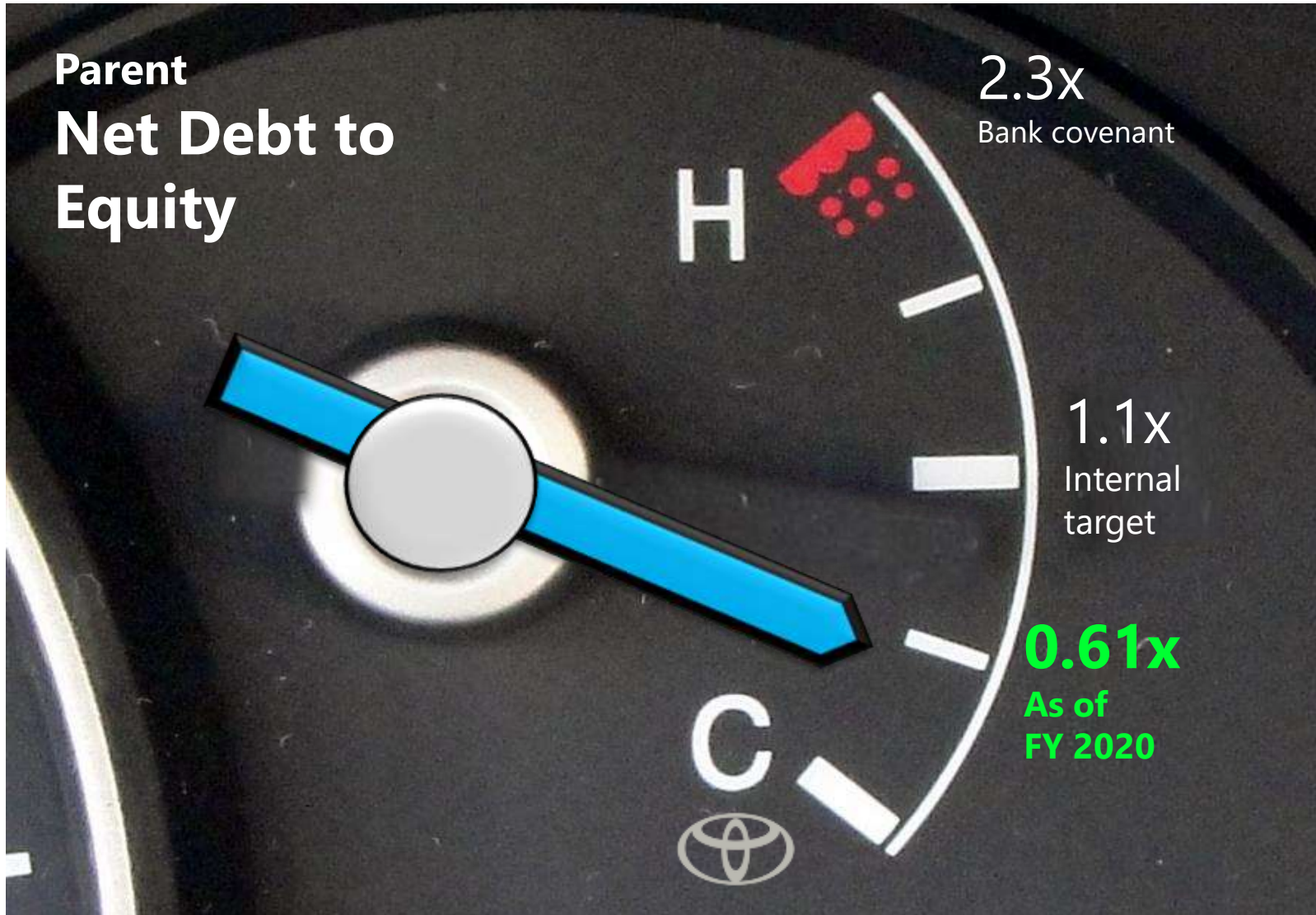


Sales in APE (Php B)



Energy Sales (in '000 GWh)





Unutilized Short-Term Lines

Php39.0 B

Unutilized Long-Term Loans

Php15.0 B

Conso Cash

Php20.8 B

Parent Cash

Php7.6 B

- We have ordered 455,000 vaccines, which Manila Doctors Hospital is expected to administer from June onwards.
- Narrowing gaps with pre-Covid levels for most Co-cos
- Recent surge, increasing variants, and current ECQ are major concerns
- GT Capital's strong core businesses are all **poised for recovery** when the pandemic eases and as vaccines start to be distributed.
- Our component companies utilize **digital platforms**, which were already in place prior to the pandemic.
- GT Capital's priorities are conservation of our **cash and liquidity** positions and the **development of our property** assets.
- Our increased presence in the used car segment will be initiated with the start of operations of **JBA Philippines** and **Premium Warranty** by Q3 2021.





Thank You!



GT CAPITAL
HOLDINGS INCORPORATED



GT CAPITAL
HOLDINGS INCORPORATED

Briefing Panelists



**Mr. Carmelo Maria
Luza Bautista**
President

Mr. Vince S. Socco
Chairman
GT Capital Auto Dealership
Holdings

**Mr. Francisco H.
Suarez, Jr.**
Chief Finance Officer
Executive Vice President

Mr. Jose B. Crisol, Jr.
Senior Vice President
Head of Investor Relations,
Strategic Planning, and
Corporate Communication



Recording this briefing, whether
in part or in full, is strictly prohibited

Please rename yourself to reflect your
full name for proper identification

We will upload the presentation later at
gtcapital.com.ph/investor-relations

Ask a question via the Zoom chatbox
or you may use the Raise Hand function

29 March 2021

Full-Year 2020

Financial and Operating Results Analyst and Investor Briefing

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

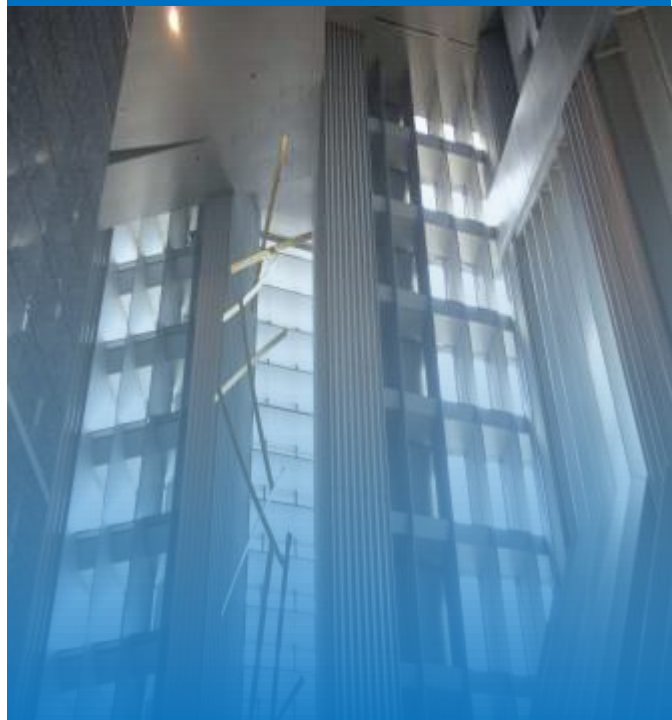
GT CAPITAL
HOLDINGS INCORPORATED

*Partners for
Good*













Prudent practices



2021 Projected
Capex budget

	Actual 2020	2021 Budget	Nature
 Metrobank You're in good hands	4.000	3.0 – 5.0	IT
 TOYOTA	0.831	4.0	Pre-delivery inspection facility
 TOYOTA FINANCIAL SERVICES	0.075	0.291	IT, Transportation, Leasehold rights
 TOYOTA MANILA BAY CORP. THE DEALER OF CHOICE	0.382	0.466	Service bay improvements
 Sumisho Motor Finance Corporation An affiliate of F&B Bank and Sunstomo Corporation	0.040	0.086	IT, Transportation, Leasehold rights
 FEDERAL LAND GT Capital Holdings	1.353	4.447	Land banking, Retail & Commercial
	0.353	0.320	New products, Branch renovations
 GT CAPITAL HOLDINGS INCORPORATED Parent	2.136	4.347	Land development in Cavite, acquisitions
	9.170	Php17-19 Billion	

Comprehensive Auto Resurgence Strategy (CARS) Implementing Rules and Regulations – 23 December 2015



Incentives, Rationale and Regulations

₱9 billion

Model Life Budget

Maximum amount of incentive given to each participant
In the form of **tax incentive certificates**

40% *Fixed Investment Support (FIS)*

			
Body Shell Assembly	Large Plastic Assemblies	Common Parts	Shared Testing Facility
12.5% to 30%		maximum 5%	

Production Volume Incentive (PVI)

Dependent on **three factors**:

		
Volume produced in excess of 200,000	Actual annual production volume	Size of locally-made high tech parts

60%

- Manufacturing of model, body shell, large plastic assemblies, common parts, OEM parts, and shared testing facility are covered
- **Php9.0 billion** maximum incentive in the form of **tax certificates**
 - Incentive per unit of 8% of price per unit or Php45,000 per unit
 - **40%** given for tooling, equipment and training costs for the initial start-up operation (Fixed Investment Support)
 - **60%** given for volume-based incentive (Production Volume Incentive)
- Only entirely new models or full model change (FMC) units can qualify
- Minimum production volume of 200,000 units over six years (33,333 units per year or 2,750 units per month)