



LT GROUP, INC.

Analyst Briefing
Nine Months 2015 Financial Results
November 13, 2015

Resilience Amid Challenges



Consolidated Income Statement Highlights

(In Php Billions)

	9M15	9M14	Inc/ (Dec)	% Change
REVENUES				
Banking	19.91	18.09	1.82	10%
Beverage	9.75	9.76	(0.01)	(0%)
Distilled Spirits	8.73	8.71	0.02	0%
Property Development	1.88	1.19	0.69	58%
Tobacco	0.00	0.00	-	--
Total Revenues	40.27	37.75	2.52	7%
Cost of Sales	18.57	18.30	0.27	1%
Gross Income	21.70	19.45	2.25	12%
Equity Income	0.70	0.49	0.21	43%
	22.40	19.94	2.46	12%
Operating Expenses	17.41	18.67	(1.26)	(7%)
Other Income/(Charges)	3.62	4.07	(0.45)	(11%)
Provision for Income Tax	1.61	1.76	(0.15)	(9%)
NET INCOME	7.00	3.58	3.42	96%
Net Income Attributable To:				
Equity Holders of LTG	4.71	2.50	2.21	88%
Non-controlling Interests	2.29	1.08	1.21	112%
TOTAL NET INCOME	7.00	3.58	3.42	96%

Net Income by Segment

<i>(In Php Millions)</i>	Net Income		LTG's Share in Net Income					
Segment	9M15	9M14	9M15	% to total	Y-o-Y Change		9M14	% to total
					Inc/(Dec)	%		
Banking	5,258	3,715	2,889	61%	839	41%	2,050	82%
Beverage	694	797	693	15%	(103)	-13%	796	32%
Tobacco	525	464	523	11%	61	13%	462	19%
Distilled Spirits	337	(83)	337	7%	420	506%	(83)	-3%
Property Development	197	65	196	4%	132	204%	65	3%
Others	(12)	(1,376)	72	2%	866	-109%	(794)	-32%
TOTAL	6,999	3,582	4,710	100%			2,496	100%
Earnings Per Share (Php)			0.44				0.23	

Consolidated Balance Sheet Highlights

(In Php Billions)

As of:	Sep 2015	Dec 2014	Inc/(Dec)	% Change
Cash	133.9	147.3	(13.4)	(9.1%)
Total Assets	725.3	696.8	28.5	4.1%
Total Liabilities	557.1	534.1	23.0	4.3%
Total Equity	168.2	162.7	5.5	3.4%
D-E Ratio	3.3	3.3	0.0	0.9%

<i>(In Php Millions)</i>	9M15	9M14	Inc/(Dec)	%
Net Interest Income				
Interest Income	16,296	15,197	1,099	7%
Interest Expense	3,114	2,930	184	6%
	13,182	12,267	915	7%
Net Service Fees and Commission Income				
Service Fee Income	3,169	2,457	712	29%
Service Fee Expense	627	601	26	4%
	2,542	1,856	686	37%
Other Income				
Trading Gains & PRX	1,343	2,193	(850)	(39%)
Others	2,858	3,440	(582)	(17%)
	4,201	5,633	(1,432)	(25%)
Operating Expenses	13,688	14,742	(1,054)	(7%)
Prov. for Income Tax	979	1,299	(320)	(25%)
Segment Profit	5,258	3,715	1,543	42%
EBITA Computation:				
Net Income	5,258	3,715	1,543	42%
Depreciation	886	1,181	(295)	(25%)
Prov. for Income Tax	979	1,299	(320)	(25%)
EBITDA	7,123	6,195	928	15%

Balance Sheet	As of	As of	As of
<i>(In Php Billions)</i>	Sep '15	Sep '14	Dec '14
COH & Due from Banks	130	149	144
AFS Investments	86	59	63
Loans and Receivables	335	304	316
Deposit Liabilities	462	436	448
Equity	91	83	86
Ratios	As of	As of	As of
	Sep '15	Sep '14	Dec '14
Return on Equity	7.9%	6.5%	7.6%
Return on Assets	1.1%	0.8%	1.0%
Net Interest Margin	3.1%	3.2%	3.2%
Cost Efficiency	67.5%	69.3%	64.8%
NPL Ratio, net	0.3%	1.0%	0.9%
Loans to Deposit Ratio	72.0%	67.4%	67.7%
CAR - solo	15.2%	18.1%	15.4%
CAR - conso	20.3%	21.1%	20.6%
Tier 1 - solo	11.8%	14.6%	12.0%
Tier 1 - conso	17.2%	17.9%	17.4%



Income Statement



LT GROUP, INC.

(In Php Millions)	9M15	9M14	Inc/(Dec)	%
Segment Revenue	10,378	10,576	(198)	(2%)
Cost of Sales	7,570	7,683	(113)	(1%)
Gross Profit	2,808	2,893	(85)	(3%)
<i>Gross Profit Margin</i>	<i>27%</i>	<i>27%</i>	<i>0%pt</i>	
Operating Expenses	1,848	1,788	60	3%
Operating Income	960	1,105	(145)	(13%)
Other Inc./ (Charges)	35	32	3	9%
Prov. for Income Tax	301	340	(39)	(11%)
Segment Profit	694	797	(103)	(13%)
<i>Net Income Margin</i>	<i>7%</i>	<i>8%</i>	<i>-1%pt</i>	

EBITDA Computation:

Net Income	694	797
Depr. and Amort.	1,246	1,236
Interest Expense	13	9
Prov. for Income Tax	301	340
EBITDA	2,254	2,382



Income Statement

(In Php Millions)	9M15	9M14	Inc/(Dec)	%
Segment Revenue	-	-	-	
Cost of Sales	-	-	-	
Gross Profit	-	-	-	
Equity in Net Earnings fr PMFTC	533	520	13	3%
	533	520	13	3%
Operating Expenses	92	307	(215)	(70%)
Operating Income	441	213	228	107%
Other Inc./ (Charges)	92	273	(181)	(66%)
Prov. for Income Tax	8	22	-14	(64%)
Segment Profit	525	464	61	13%

EBITDA Computation:

Net Income	525	464	61	13%
Depr. and Amort.	9	8	1	13%
Prov. for Income Tax	8	22	(14)	(64%)
EBITDA	542	494	48	10%

New Products, Variants:





TANDUAY Distillers Inc.

Income Statement



LT GROUP, INC.

(In Php Millions)	9M15	9M14	Inc/(Dec)	%
Sales Volume	12.147	12.643	(0.496)	(4%)
Segment Revenue	8,810	8,755	55	1%
Cost of Sales	7,110	7,253	(143)	(2%)
Gross Profit	1,700	1,502	198	13%
<i>Gross Profit Margin</i>	<i>19%</i>	<i>17%</i>	<i>+2%pts</i>	
OPERATING EXPENSES				
Selling Expenses	676	762	(86)	(11%)
Admin. Expenses	483	530	(47)	(9%)
Operating Income	541	210	331	158%
Other Inc./ (Charges)	(34)	(308)	274	(89%)
Prov. for Income Tax	171	(15)	186	(1240%)
Segment Profit	337	(83)	420	(506%)
<i>Net Income Margin</i>	<i>4%</i>	<i>-1%</i>	<i>+5%pts</i>	

EBITDA Computation:

Net Income	337	(83)
Depr. and Amort.	410	390
Interest Expense	53	312
Prov. for Income Tax	171	(15)
EBITDA	971	604





Income Statement



LT GROUP, INC.

(In Php Millions)	9M15	9M14	Inc/(Dec)	%
Segment Revenue				
<i>Residential</i>	1,032	724	308	43%
<i>Leasing</i>	843	470	373	79%
Cost of Sales				
<i>Residential</i>	771	601	170	28%
<i>Leasing</i>	163	183	(20)	(11%)
Gross Profit				
<i>Residential</i>	261	123	138	112%
<i>Leasing</i>	680	287	393	137%
Gross Profit Margin				
<i>Residential</i>	25%	17%	+8%pts	
<i>Leasing</i>	81%	61%	+20%pts	
Operating Expenses	514	455	59	13%
Operating Income	427	(45)	472	(1049%)
Other Inc./ (Charges)	(86)	177	(263)	(149%)
Prov. for Income Tax	144	67	77	115%
Segment Profit	197	65	132	203%
<i>Net Income Margin</i>	<i>11%</i>	<i>5%</i>	<i>+6%pts</i>	

EBITDA Computation:

Net Income	197	65
Depr. and Amort.	113	88
Interest Expense	113	41
Prov. for Income Tax	144	67
EBITDA	567	261

Pipeline of Projects:



Centris
Cyberpod
Five,
Eton Centris,
Quezon City



Eton WestEnd
Square, Pasong
Tamo, Makati