



LT GROUP, INC.

ANALYSTS' BRIEFING
1Q17 Results
May 12, 2017

INVESTING FOR THE FUTURE

Consolidated Income Statement Highlights

(In Php Billions)

	1Q17	1Q16	Inc/ (Dec)	% Change
REVENUES				
Banking	7.50	7.16	0.34	4.7%
Beverage	2.86	2.71	0.15	5.5%
Distilled Spirits	4.22	3.09	1.13	36.6%
Property Development	0.54	0.65	(0.11)	(16.9%)
Tobacco	-	-	-	--
Total Revenues	15.12	13.61	1.51	11.1%
Cost of Sales	7.09	5.81	1.28	22.0%
Gross Income	8.03	7.80	0.23	2.9%
Equity Income	1.00	1.01	(0.01)	(1.0%)
	9.03	8.81	0.22	2.5%
Operating Expenses	6.66	6.26	0.40	6.4%
Other Income/(Charges)	1.08	1.55	(0.47)	(30.3%)
Provision for Income Tax	0.63	1.25	(0.62)	(49.6%)
NET INCOME FROM CONTINUING OPERATIONS	2.82	2.85	(0.03)	(1.1%)
NET INCOME FROM DISCONTINUED OPERATIONS	-	-0.03	0.03	(100.0%)
TOTAL NET INCOME	2.82	2.82	(0.00)	(0.0%)
Net Income Attributable To:				
Equity Holders of LTG	2.25	2.23	0.02	0.9%
Non-controlling Interests	0.57	0.59	(0.02)	(3.4%)
TOTAL NET INCOME	2.82	2.82	-	0.0%

Net Income by Segment

(In Php Millions)	Net Income		LTG's Share in Net Income					
Segment	1Q17	1Q16	1Q17	% to total	Y-o-Y Change		1Q16	% to total
					Inc/(Dec)	%		
Tobacco	1,001	949	997	45%	52	6%	945	42%
Banking	1,272	2,570	699	31%	(733)	-51%	1,432	64%
Distilled Spirits	207	82	207	9%	125	152%	82	4%
Beverage	151	350	151	7%	(199)	-57%	350	16%
Property Development	75	62	75	3%	13	21%	62	3%
VMC	116	96	116	5%	20	21%	96	4%
Others	-	(1,295)	-	0%	738	-100%	(738)	-33%
<i>LTG's share in PNB's gain from sale of ROPA to Eton</i>	-	(1,282)	-		725		(725)	
<i>Others</i>	-	(13)	-		13		(13)	
TOTAL	2,822	2,814	2,245	100%			2,229	
Earnings Per Share (Php)			0.21				0.21	

Consolidated Balance Sheet Highlights

(In Php Billions)

As of:	Mar-17	Dec-16	Inc/(Dec)	% Change
Cash	194.1	174.7	19.4	11.1%
Total Assets	861.7	829.1	32.6	3.9%
Total Liabilities	681.5	650.5	31.0	4.8%
Total Equity	180.2	178.6	1.6	0.9%
D-E Ratio	3.78	3.64	0.14	3.8%
D-E Ratio (w/o bank)	0.17	0.15	0.02	13.3%

Income Statement

(In Php Millions)	1Q17	1Q16	Inc/(Dec)	%
Segment Revenue	-	-	-	
Cost of Sales	-	-	-	
Gross Profit	-	-	-	
Equity in Net Earnings fr PMFTC	1,027	913	114	12%
	1,027	913	114	12%
Operating Expenses	57	30	27	90%
Operating Income	970	883	87	10%
Other Inc./ (Charges)	35	44	(9)	(20%)
Prov. for Income Tax	4	(22)	26	(118%)
Segment Profit	1,001	949	52	5%

EBITDA Computation:

Net Income	1,001	949	52	5%
Depr. and Amort.	3	3	-	0%
Prov. for Income Tax	4	(22)	26	(118%)
EBITDA	1,008	930	78	8%

New Launches:



Fortune's First
Single-capsule,
menthol-to-flavor
product offering



PNB Income Statement

<i>(In Php Millions)</i>	1Q17	1Q16	Inc/(Dec)	%
Net Interest Income				
Interest Income	6,541	5,794	747	13%
Interest Expense	1,393	1,145	248	22%
	5,148	4,649	499	11%
Net Service Fees and Commission Income				
Service Fee Income	899	1,018	(119)	(12%)
Service Fee Expense	190	172	18	10%
	709	846	(137)	(16%)
Other Income				
Trading Gains & PRX	501	748	(247)	(33%)
Others	596	2,449	(1,853)	(76%)
	1,097	3,197	(2,100)	(66%)
Operating Expenses	5,304	5,176	128	2%
Prov. for Income Tax	378	1,010	(632)	(63%)
Profit - Continuing	1,272	2,506	(1,234)	(49%)
Profit - Discontinued	-	64	(64)	(100%)
Segment Profit	1,272	2,570	(1,298)	(51%)
EBITA Computation:				
Net Income	1,272	2,570	(1,298)	(51%)
Depreciation	343	307	36	12%
Prov. for Income Tax	378	1,010	(632)	(63%)
EBITDA	1,993	3,887	(1,894)	(49%)

<i>Balance Sheet (In Php Billions)</i>	As of Mar '17	As of Mar '16	As of Dec '16
COH & Due from Banks	190	157	171
AFS Investments	73	70	67
Loans and Receivables	432	364	428
Deposit Liabilities	590	499	570
Equity	99	96	97
<i>Ratios</i>	As of Mar '17	As of Mar '16	As of Dec '16
Return on Equity	5.2%	11.0%	7.8%
Return on Assets	0.7%	1.5%	1.0%
Net Interest Margin	3.0%	3.1%	3.1%
Cost Efficiency	74.0%	57.3%	63.2%
NPL Ratio, net	0.2%	0.3%	0.2%
Loans to Deposit Ratio	71.5%	71.8%	73.3%
CAR - solo	12.3%	14.4%	12.3%
CAR - conso	16.7%	19.2%	16.7%
Tier 1 - solo	11.5%	11.2%	11.5%
Tier 1 - conso	15.8%	16.2%	15.8%



Income Statement

TANDUAY Distillers Inc.

(In Php Millions)	1Q17	1Q16	Inc/(Dec)	%
Sales Volume (liquor)	4.845	3.464	1.381	40%
Sales Volume (bio, ltr)	9.165	9.202	(0.037)	(0%)
Segment Revenue	4,246	3,107	1,139	37%
Cost of Sales	3,567	2,600	967	37%
Gross Profit	679	507	172	34%
Gross Profit Margin	16%	16%	0%pt	
OPERATING EXPENSES				
Selling Expenses	268	220	48	22%
Admin. Expenses	150	191	(41)	(21%)
Operating Income	261	96	165	172%
Other Inc./ (Charges)	16	2	14	700%
Prov. for Income Tax	71	16	55	344%
Segment Profit	207	82	125	152%
Net Income Margin	5%	3%	+2%pts	

EBITDA Computation:

Net Income	207	82
Depr. and Amort.	125	141
Interest Expense	5	3
Prov. for Income Tax	71	16
EBITDA	408	242

SA LIKOD NG TAGUMPAY
ILANG GABING
PAGPAPATIBAY

TIBAY NG LOOB
TIBAY TANDUAY
TanduayRhumOfficial

FOR 18 YEARS OLD AND ABOVE ONLY DRINK RESPONSIBLY



Income Statement

(In Php Millions)	1Q17	1Q16	Inc/(Dec)	%
Segment Revenue	3,140	2,969	171	6%
Cost of Sales	2,041	1,865	176	9%
Gross Profit	1,099	1,104	(5)	(0%)
Equity in net loss	(137)	(2)	(135)	6750%
	962	1,102	(140)	(13%)
Gross Profit Margin	35%	37%	-2%pts	
Operating Expenses	669	456	213	47%
Operating Income	293	646	(353)	(55%)
Other Inc./(Charges)	(7)	(4)	(3)	75%
Prov. for Income Tax	135	194	(59)	(30%)
Profit - Continuing	151	448	(297)	(66%)
Profit - Discontinued	-	(98)	98	(100%)
Segment Profit	151	350	(199)	(57%)
Net Income Margin	5%	12%	-7%pts	

EBITDA Computation:

Net Income	151	350
Depr. and Amort.	377	373
Interest Expense	13	12
Prov. for Income Tax	135	194
EBITDA	676	929

New Launches:





Income Statement

(In Php Millions)	1Q17	1Q16	Inc/(Dec)	%
Segment Revenue				
Residential	207	346	(139)	(40%)
Leasing	328	309	19	6%
Cost of Sales				
Residential	134	259	(125)	(48%)
Leasing	69	59	10	17%
Gross Profit				
Residential	73	87	(14)	(16%)
Leasing	259	250	9	4%
Gross Profit Margin				
Residential	35%	25%	+10%pts	
Leasing	79%	81%	-2%pts	
Operating Expenses	162	153	9	6%
Operating Income	170	184	(14)	(8%)
Other Inc./ (Charges)	(54)	(73)	19	(26%)
Prov. for Income Tax	41	49	(8)	(16%)
Segment Profit	75	62	13	21%
Net Income Margin	14%	9%	+5%pts	

EBITDA Computation:

Net Income	75	62
Depr. and Amort.	40	40
Interest Expense	96	75
Prov. for Income Tax	41	49
EBITDA	252	226



Centris Cyberpod Five



Eton WestEnd Square