



LT GROUP, INC.

ANALYSTS' BRIEFING  
1<sup>st</sup> Half 2019 Financial Results  
August 13, 2019

G A I N I N G   M O M E N T U M

# Consolidated Income Statement Highlights

(In Php Billions)

	1H19	1H18	Inc/ (Dec)	% Change
<b>REVENUES</b>				
Banking	26.87	18.72	8.15	43.5%
Beverage	7.60	6.76	0.84	12.4%
Distilled Spirits	9.51	8.83	0.68	7.7%
Property Development	1.39	1.21	0.18	14.9%
Tobacco	-	-	-	--
<b>Total Revenues</b>	<b>45.37</b>	<b>35.52</b>	<b>9.85</b>	<b>27.7%</b>
<b>Cost of Sales</b>	22.91	16.36	6.55	40.0%
<b>Gross Income</b>	22.46	19.16	3.30	17.2%
<b>Equity Income</b>	5.39	4.46	0.93	20.9%
	27.85	23.62	4.23	17.9%
<b>Operating Expenses</b>	16.76	15.64	1.12	7.2%
<b>Other Income/(Charges)</b>	1.79	6.34	(4.55)	(71.8%)
<b>Provision for Income Tax</b>	1.85	2.62	(0.77)	(29.4%)
<b>NET INCOME - CONTINUING OPERATIONS</b>	11.03	11.70	(0.67)	(5.7%)
<b>NET INCOME - DISCONTINUED OPERATIONS</b>	0.03	(0.29)	0.32	110.3%
<b>TOTAL NET INCOME</b>	11.06	11.41	(0.35)	(3.1%)
<b>Net Income Attributable To:</b>				
Equity Holders of LTG	9.24	8.96	0.28	3.1%
Non-controlling Interests	1.82	2.45	(0.63)	(25.7%)
<b>TOTAL NET INCOME</b>	<b>11.06</b>	<b>11.41</b>	<b>(0.35)</b>	<b>(3.1%)</b>

# Net Income by Segment

<i>(In Php Millions)</i>	Net Income		LTG's Share in Net Income					
Segment	1H19	1H18	1H19	% to total	Y-o-Y Change		1H18	% to total
					Inc/(Dec)	%		
Tobacco	5,874	4,876	5,851	63%	995	20%	4,856	54%
Banking	4,046	5,509	2,252	24%	(827)	-27%	3,079	35%
Distilled Spirits	380	437	373	4%	(64)	-15%	437	5%
Property Development	371	212	370	4%	158	75%	212	2%
Beverage	244	218	244	3%	26	12%	218	2%
VMC	148	115	148	2%	33	29%	115	1%
Others	(1)	46	(1)	0%	(47)	-102%	46	1%
TOTAL	11,062	11,413	9,237	100%	274	3%	8,963	100%
Earnings Per Share (Php)			0.85		0.03	3%	0.83	

# Consolidated Balance Sheet Highlights

*(In Php Billions)*

As of:	Jun '19	Dec '18	Inc/(Dec)	% Change
Cash	203.3	176.5	26.8	15.2%
Total Assets	1,204.8	1,097.8	107.0	9.7%
Total Liabilities	962.6	866.6	96.0	11.1%
Total Equity	242.3	231.2	11.1	4.8%
D-E Ratio	3.97	3.75	0.22	
D-E Ratio (w/o bank)	0.15	0.14	0.01	

# Income Statement

<i>(In Php Millions)</i>	1H19	1H18	Inc/(Dec)	%
Segment Revenue	-	-	-	
Cost of Sales	-	-	-	
<b>Gross Profit</b>	-	-	-	
Equity in Net Earnings fr PMFTC	5,653	4,718	935	20%
	<b>5,653</b>	<b>4,718</b>	<b>935</b>	20%
Operating Expenses	89	74	15	20%
<b>Operating Income</b>	<b>5,564</b>	<b>4,644</b>	<b>920</b>	20%
Other Inc./ (Charges)	371	269	102	38%
Prov. for Income Tax	61	37	24	65%
<b>Segment Profit</b>	<b>5,874</b>	<b>4,876</b>	<b>998</b>	20%
<b>EBITDA Computation:</b>				
Net Income	5,874	4,876	998	20%
Depr. and Amort.	18	12	6	50%
Prov. for Income Tax	61	37	24	65%
<b>EBITDA</b>	<b>5,953</b>	<b>4,925</b>	<b>1,028</b>	21%





<i>(In Php Millions)</i>	1H19	1H18	Inc/(Dec)	%
<b>Net Interest Income</b>				
Interest Income	23,673	16,680	6,993	42%
Interest Expense	8,968	3,620	5,348	148%
	<b>14,705</b>	<b>13,060</b>	<b>1,645</b>	<b>13%</b>
<b>Net Service Fees and Commission Income</b>				
Service Fee Income	2,331	2,079	252	12%
Service Fee Expense	475	402	73	18%
	<b>1,856</b>	<b>1,677</b>	<b>179</b>	<b>11%</b>
<b>Other Income</b>				
Trading Gains & PRX	1,615	775	840	108%
Others	809	5,209	(4,400)	(84%)
	<b>2,424</b>	<b>5,984</b>	<b>(3,560)</b>	<b>(59%)</b>
Operating Expenses	13,758	12,889	869	7%
Prov. for Income Tax	1,216	2,033	(817)	(40%)
<b>Segment Profit - Continuing</b>	<b>4,011</b>	<b>5,799</b>	<b>(1,788)</b>	<b>(31%)</b>
<b>Segment Profit - Discontinued</b>	<b>35</b>	<b>(290)</b>	<b>325</b>	<b>(112%)</b>
<b>Segment Profit</b>	<b>4,046</b>	<b>5,509</b>	<b>(1,463)</b>	<b>(27%)</b>
<b>EBITA Computation:</b>				
Net Income	4,046	5,509	(1,463)	(27%)
Depreciation	1,285	865	420	49%
Prov. for Income Tax	1,216	2,033	(817)	(40%)
<b>EBITDA</b>	<b>6,547</b>	<b>8,407</b>	<b>(1,860)</b>	<b>(22%)</b>

<i>Balance Sheet (In Php Billions)</i>	As of Jun '19	As of Jun '18	As of Dec '18
COH & Due from Banks	200	152	172
FA at FVTOCI (AFS)	100	54	52
Loans and Receivables	594	529	581
Deposit Liabilities	775	672	733
Equity	140	111	103

<i>Ratios</i>	As of Jun '19	As of Jun '18	As of Dec '18
Return on Equity	5.9%	10.1%	7.9%
Return on Assets	0.8%	1.3%	1.1%
Net Interest Margin	3.1%	3.3%	3.2%
Cost Efficiency	68.2%	56.2%	60.5%
NPL Ratio, net	0.3%	0.3%	0.3%
Loans to Deposit Ratio	76.7%	77.4%	78.6%
CAR - solo	11.7%	12.2%	11.6%
CAR - conso	14.0%	15.1%	14.4%
Tier 1 - solo	11.0%	11.4%	10.9%
Tier 1 - conso	13.2%	14.4%	13.6%



TANDUAY Distillers Inc.

# Income Statement

(In Php Millions)	1H19	1H18	Inc/(Dec)	%
Sales Volume (liquor)	9.625	10.089	(0.464)	(5%)
Sales Volume (bio, ltr)	21.830	16.021	5.809	36%
Segment Revenue	9,514	8,861	653	7%
Cost of Sales	7,890	7,248	642	9%
<b>Gross Profit</b>	<b>1,624</b>	<b>1,613</b>	<b>11</b>	<b>1%</b>
<i>Gross Profit Margin</i>	<i>17%</i>	<i>18%</i>	<i>-1%pt</i>	
<b>OPERATING EXPENSES</b>				
Selling Expenses	786	702	84	12%
Admin. Expenses	346	318	28	9%
<b>Operating Income</b>	<b>492</b>	<b>593</b>	<b>(101)</b>	<b>(17%)</b>
Other Inc./ (Charges)	(36)	(16)	(20)	125%
Prov. for Income Tax	76	140	(64)	(46%)
<b>Segment Profit</b>	<b>380</b>	<b>437</b>	<b>(57)</b>	<b>(13%)</b>
<i>Net Income Margin</i>	<i>4%</i>	<i>5%</i>	<i>-1%pt</i>	

## EBITDA Computation:

Net Income	380	437
Depr. and Amort.	317	288
Interest Expense	39	20
Prov. for Income Tax	76	140
<b>EBITDA</b>	<b>812</b>	<b>885</b>



**TANDUAY  
DOUBLE RUM**  
**Gold Award**  
by the Wine &  
Spirits  
Wholesalers of  
America, a  
competition  
joined by almost  
3,000 spirits



## TANDUAY DOUBLE RUM

This rum is inspired by Tanduay's unmatched expertise and legacy in making Filipino rum for the past 16 decades. It embodies the value of paying tribute to all the men and women behind Tanduay's success - one that is distinctly Filipino.

This presents the Filipino rum at its finest, meticulously crafted following the same rum making tradition started by its founders, and mastered by Maestro Faustino Munnariz, one that surely satisfy the discerning taste of rum connoisseurs around the world.







# Income Statement

<i>(In Php Millions)</i>	1H19	1H18	Inc/(Dec)	%
<b>Segment Revenue</b>				
<i>Residential</i>	584	486	98	20%
<i>Leasing</i>	809	727	82	11%
<b>Cost of Sales</b>				
<i>Residential</i>	314	244	70	29%
<i>Leasing</i>	203	176	27	15%
<b>Gross Profit</b>				
<i>Residential</i>	270	242	28	12%
<i>Leasing</i>	606	551	55	10%
<b>Gross Profit Margin</b>				
<i>Residential</i>	46%	50%	-4%pts	
<i>Leasing</i>	75%	76%	-1%pt	
<b>Operating Expenses</b>	393	435	(42)	(10%)
<b>Operating Income</b>	<b>483</b>	<b>358</b>	<b>125</b>	35%
Other Inc./ (Charges)	88	(47)	135	(287%)
Prov. for Income Tax	200	99	101	102%
<b>Segment Profit</b>	<b>371</b>	<b>212</b>	<b>159</b>	75%
<i>Net Income Margin</i>	<i>27%</i>	<i>17%</i>	<i>+10%pts</i>	

## EBITDA Computation:

Net Income	371	212
Depr. and Amort.	163	152
Interest Expense	137	143
Prov. for Income Tax	200	99
<b>EBITDA</b>	<b>871</b>	<b>606</b>

## Eton Square Ortigas





# Income Statement

<i>(In Php Millions)</i>	1H19	1H18	Inc/(Dec)	%
Segment Revenue	8,096	7,334	762	10%
Cost of Sales	5,823	5,342	481	9%
<b>Gross Profit</b>	<b>2,273</b>	<b>1,992</b>	<b>281</b>	<b>14%</b>
<i>Gross Profit Margin</i>	<i>28%</i>	<i>27%</i>	<i>+1%pt</i>	
Operating Expenses	1,293	1,150	143	12%
<b>Operating Income</b>	<b>980</b>	<b>842</b>	<b>138</b>	<b>16%</b>
Equity in net loss	(370)	(392)	22	(6%)
Other Inc./ (Charges)	(77)	37	(114)	(308%)
Prov. for Income Tax	289	269	20	7%
<b>Segment Profit</b>	<b>244</b>	<b>218</b>	<b>26</b>	<b>12%</b>
<i>Net Income Margin</i>	<i>3%</i>	<i>3%</i>	<i>0%pt</i>	

## EBITDA Computation:

Net Income	244	218
Depr. and Amort.	733	706
Interest Expense	74	31
Prov. for Income Tax	289	269
<b>EBITDA</b>	<b>1,340</b>	<b>1,224</b>

