



LT GROUP, INC.

ANALYSTS' BRIEFING
3rd Quarter 2019 Financial Results
November 13, 2019

G A I N I N G M O M E N T U M

Consolidated Income Statement Highlights

(In Php Billions)

	9M19	9M18	Inc/ (Dec)	% Change
REVENUES				
Banking	41.57	28.89	12.68	43.9%
Beverage	11.14	10.11	1.03	10.2%
Distilled Spirits	13.81	13.62	0.19	1.4%
Property Development	2.34	1.80	0.54	30.0%
Tobacco	-	-	-	--
Total Revenues	68.86	54.42	14.44	26.5%
Cost of Sales	34.29	25.35	8.94	35.3%
Gross Income	34.57	29.07	5.50	18.9%
Equity Income	8.90	6.23	2.67	42.9%
	43.47	35.30	8.17	23.1%
Operating Expenses	25.61	23.23	2.38	10.2%
Other Income/(Charges)	2.72	7.56	(4.84)	(64.0%)
Provision for Income Tax	3.01	3.39	(0.38)	(11.2%)
NET INCOME - CONTINUING OPERATIONS	17.57	16.24	1.33	8.2%
NET INCOME - DISCONTINUED OPERATIONS	0.08	(0.27)	0.35	129.6%
TOTAL NET INCOME	17.65	15.97	1.68	10.5%
Net Income Attributable To:				
Equity Holders of LTG	14.72	12.57	2.15	17.1%
Non-controlling Interests	2.93	3.40	(0.47)	(13.8%)
TOTAL NET INCOME	17.65	15.97	1.68	10.5%

Net Income by Segment

<i>(In Php Millions)</i>	Net Income		LTG's Share in Net Income					
Segment	9M19	9M18	9M19	% to total	Y-o-Y Change		9M18	% to total
					Inc/(Dec)	%		
Tobacco	9,611	6,858	9,573	65%	2,742	40%	6,831	54%
Banking	6,521	7,628	3,641	25%	(626)	-15%	4,267	35%
Property Development	629	314	626	4%	312	100%	314	2%
Distilled Spirits	518	722	509	3%	(198)	-28%	707	5%
Beverage	254	291	254	2%	(37)	-13%	291	2%
VMC	148	115	148	1%	33	29%	115	1%
Others	(32)	44	(32)	0%	(76)	-173%	44	1%
TOTAL	17,649	15,972	14,718	100%	2,149	17%	12,569	100%
Earnings Per Share (Php)			1.36		0.20	17%	1.16	

Consolidated Balance Sheet Highlights

(In Php Billions)

As of:	Sep '19	Dec '18	Inc/(Dec)	% Change
Cash	212.5	176.5	36.0	20.4%
Total Assets	1,301.1	1,097.8	203.3	18.5%
Total Liabilities	1,054.1	866.6	187.5	21.6%
Total Equity	247.0	231.2	15.8	6.8%
D-E Ratio	4.27	3.75	0.52	
D-E Ratio (w/o bank)	0.18	0.14	0.04	

Income Statement

(In Php Millions)	9M19	9M18	Inc/(Dec)	%
Segment Revenue	-	-	-	
Cost of Sales	-	-	-	
Gross Profit	-	-	-	
Equity in Net Earnings fr PMFTC	9,366	6,667	2,699	40%
	9,366	6,667	2,699	40%
Operating Expenses	163	123	40	33%
Operating Income	9,203	6,544	2,659	41%
Other Inc./ (Charges)	484	372	112	30%
Prov. for Income Tax	76	58	18	31%
Segment Profit	9,611	6,858	2,753	40%

EBITDA Computation:

Net Income	9,611	6,858	2,753	40%
Depr. and Amort.	28	19	9	47%
Prov. for Income Tax	76	58	18	31%
EBITDA	9,715	6,935	2,780	40%

Redemption Program



SWAP & WIN
SWAP YOUR MARLBORO EMPTY PACKS TO GET FREEBIES.

COLLECT 10 EMPTY PACKS OF MARLBORO GOLD GET A SHIRT FOR THE ENTIRE MONTH OF FEBRUARY 2019 ONLY

COLLECT 15 EMPTY PACKS OF MARLBORO RED GET A LIGHTER FOR THE ENTIRE MONTH OF FEBRUARY 2019 ONLY

GOVERNMENT WARNING: CIGARETTE SMOKING IS DANGEROUS TO YOUR HEALTH



Ice Blast Mega Launch

Price Compliance Program




WORLD-CLASS QUALITY

GOVERNMENT WARNING: CIGARETTE SMOKING IS DANGEROUS TO YOUR HEALTH

<i>(In Php Millions)</i>	9M19	9M18	Inc/(Dec)	%
Net Interest Income				
Interest Income	37,110	25,894	11,216	43%
Interest Expense	13,727	5,890	7,837	133%
	23,383	20,004	3,379	17%
Net Service Fees and Commission Income				
Service Fee Income	3,594	3,110	484	16%
Service Fee Expense	733	606	127	21%
	2,861	2,504	357	14%
Other Income				
Trading Gains & PRX	1,868	1,397	471	34%
Others	1,531	5,631	(4,100)	(73%)
	3,399	7,028	(3,629)	(52%)
Operating Expenses	21,111	19,065	2,046	11%
Prov. for Income Tax	2,088	2,576	(488)	(19%)
Segment Profit - Continuing	6,444	7,895	(1,451)	(18%)
Segment Profit - Discontinued	77	(267)	344	(129%)
Segment Profit	6,521	7,628	(1,107)	(15%)
EBITA Computation:				
Net Income	6,521	7,628	(1,107)	(15%)
Depreciation	1,972	1,323	649	49%
Prov. for Income Tax	2,088	2,576	(488)	(19%)
EBITDA	10,581	11,527	(946)	(8%)

<i>Balance Sheet (In Php Billions)</i>	As of Sep '19	As of Sep '18	As of Dec '18
COH & Due from Banks	209	159	172
FA at FVTOCI (AFS)	134	54	52
Loans and Receivables	645	541	581
Deposit Liabilities	821	693	733
Equity	156	113	133

<i>Ratios</i>	As of Sep '19	As of Sep '18	As of Dec '18
Return on Equity	6.0%	9.3%	7.9%
Return on Assets	0.8%	1.2%	1.1%
Net Interest Margin	3.1%	3.3%	3.2%
Cost Efficiency	66.4%	59.2%	60.5%
NPL Ratio, net	0.5%	0.4%	0.3%
Loans to Deposit Ratio	78.5%	78.1%	78.6%
CAR - solo	12.6%	11.8%	11.6%
CAR - conso	14.6%	14.8%	14.4%
Tier 1 - solo	11.7%	11.1%	10.9%
Tier 1 - conso	13.8%	14.0%	13.6%



Income Statement

<i>(In Php Millions)</i>	9M19	9M18	Inc/(Dec)	%
Segment Revenue				
<i>Residential</i>	1,099	703	396	56%
<i>Leasing</i>	1,237	1,102	135	12%
Cost of Sales				
<i>Residential</i>	548	350	198	57%
<i>Leasing</i>	340	279	61	22%
Gross Profit				
<i>Residential</i>	551	353	198	56%
<i>Leasing</i>	897	823	74	9%
Gross Profit Margin				
<i>Residential</i>	50%	50%	0%pt	
<i>Leasing</i>	73%	75%	-2%pts	
Operating Expenses	643	645	(2)	(0%)
Operating Income	805	531	274	52%
Other Inc./ (Charges)	102	(80)	182	(228%)
Prov. for Income Tax	278	137	141	103%
Segment Profit	629	314	315	100%
<i>Net Income Margin</i>	<i>27%</i>	<i>17%</i>	<i>+10%pts</i>	

EBITDA Computation:

Net Income	629	314
Depr. and Amort.	279	240
Interest Expense	246	211
Prov. for Income Tax	278	137
EBITDA	1,432	902

Eton
WestEnd
Square



Eton Square Ortigas





TANDUAY Distillers Inc.

Income Statement

(In Php Millions)	9M19	9M18	Inc/(Dec)	%
Sales Volume (liquor)	14.635	15.255	(0.620)	(4%)
Sales Volume (bio, ltr)	32.057	27.117	4.940	18%
Segment Revenue	13,826	13,656	170	1%
Cost of Sales	11,464	11,192	272	2%
Gross Profit	2,362	2,464	(102)	(4%)
<i>Gross Profit Margin</i>	<i>17%</i>	<i>18%</i>	<i>-1%pt</i>	
OPERATING EXPENSES				
Selling Expenses	1,138	1,081	57	5%
Admin. Expenses	510	463	47	10%
Operating Income	714	920	(206)	(22%)
Other Inc./ (Charges)	(52)	(22)	(30)	136%
Prov. for Income Tax	144	176	(32)	(18%)
Segment Profit	518	722	(204)	(28%)
<i>Net Income Margin</i>	<i>4%</i>	<i>5%</i>	<i>-1%pt</i>	

EBITDA Computation:

Net Income	518	722
Depr. and Amort.	454	407
Interest Expense	57	29
Prov. for Income Tax	144	176
EBITDA	1,173	1,334



**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>	9M19	9M18	Inc/(Dec)	%
Segment Revenue	12,006	10,971	1,035	9%
Cost of Sales	8,753	8,018	735	9%
Gross Profit	3,253	2,953	300	10%
<i>Gross Profit Margin</i>	<i>27%</i>	<i>27%</i>	<i>0%pt</i>	
Operating Expenses	1,904	1,744	160	9%
Operating Income	1,349	1,209	140	12%
Equity in net loss	(590)	(571)	(19)	3%
Other Inc./ (Charges)	(91)	47	(138)	(294%)
Prov. for Income Tax	414	394	20	5%
Segment Profit	254	291	(37)	(13%)
<i>Net Income Margin</i>	<i>2%</i>	<i>3%</i>	<i>-1%pt</i>	

EBITDA Computation:

Net Income	254	291
Depr. and Amort.	1,127	1,090
Interest Expense	104	51
Prov. for Income Tax	414	394
EBITDA	1,899	1,826

