



LT GROUP, INC.

ANALYSTS' BRIEFING
FY2019 Financial Results
March 19, 2020

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

Consolidated Income Statement Highlights

(In Php Billions)

	2019	2018	Inc/ (Dec)	% Change
REVENUES				
Banking	56.62	40.24	16.38	40.7%
Beverage	15.23	14.13	1.10	7.8%
Distilled Spirits	19.26	18.06	1.20	6.6%
Property Development	3.13	3.20	(0.07)	(2.2%)
Tobacco	-	-	-	--
Total Revenues	94.24	75.63	18.61	24.6%
Cost of Sales	46.80	35.97	10.83	30.1%
Gross Income	47.44	39.66	7.78	19.6%
Equity Income	14.81	7.97	6.84	85.8%
	62.25	47.63	14.62	30.7%
Operating Expenses	35.73	32.51	3.22	9.9%
Other Income/(Charges)	4.75	10.23	(5.48)	(53.6%)
Provision for Income Tax	3.70	4.79	(1.09)	(22.8%)
TOTAL NET INCOME	27.57	20.56	7.01	34.1%
Net Income Attributable To:				
Equity Holders of LTG	23.12	16.19	6.93	42.8%
Non-controlling Interests	4.45	4.37	0.08	1.8%
TOTAL NET INCOME	27.57	20.56	7.01	34.1%

Net Income by Segment

<i>(In Php Millions)</i>	Net Income		LTG's Share in Net Income					
Segment	2019	2018	2019	% to total	Y-o-Y Change		2018	% to total
					Inc/(Dec)	%		
Tobacco	15,561	8,751	15,499	67%	6,783	78%	8,716	54%
Banking	9,938	9,777	5,565	24%	97	2%	5,468	35%
Property Development	900	479	896	4%	417	87%	479	2%
Distilled Spirits	676	909	667	3%	(223)	-25%	890	5%
Beverage	398	421	398	2%	(23)	-5%	421	2%
VMC	251	247	251	1%	4	2%	247	1%
Others	(158)	(26)	(158)	-1%	(132)	508%	(26)	1%
TOTAL	27,566	20,558	23,118	100%	6,923	43%	16,195	100%
Earnings Per Share (Php)			2.14		0.64	43%	1.50	

Consolidated Balance Sheet Highlights

(In Php Billions)

As of:	2019	2018	Inc/(Dec)	% Change
Cash	184.9	176.5	8.4	4.8%
Total Assets	1,265.8	1,097.8	168.0	15.3%
Total Liabilities	1,011.8	866.6	145.2	16.8%
Total Equity	254.0	231.2	22.8	9.9%
D-E Ratio	3.98	3.75	0.23	
D-E Ratio (w/o bank)	0.17	0.14	0.03	

Income Statement

<i>(In Php Millions)</i>	2019	2018	Inc/(Dec)	%
Segment Revenue	-	-	-	
Cost of Sales	-	-	-	
Gross Profit	-	-	-	
Equity in Net Earnings fr PMFTC	15,396	8,462	6,934	82%
	15,396	8,462	6,934	82%
Operating Expenses	205	124	81	65%
Operating Income	15,191	8,338	6,853	82%
Other Inc./ (Charges)	469	468	1	0%
Prov. for Income Tax	99	55	44	80%
Segment Profit	15,561	8,751	6,810	78%

EBITDA Computation:

Net Income	15,561	8,751	6,810	78%
Depr. and Amort.	38	27	11	41%
Prov. for Income Tax	99	55	44	80%
EBITDA	15,698	8,833	6,865	78%



<i>(In Php Millions)</i>	2019	2018	Inc/(Dec)	%
Net Interest Income				
Interest Income	50,615	36,081	14,534	40%
Interest Expense	18,155	9,011	9,144	101%
	32,460	27,070	5,390	20%
Net Service Fees and Commission Income				
Service Fee Income	5,177	4,259	918	22%
Service Fee Expense	988	773	215	28%
	4,189	3,486	703	20%
Other Income				
Trading Gains & PRX	2,180	1,100	1,080	98%
Others	3,209	8,617	(5,408)	(63%)
	5,389	9,717	(4,328)	(45%)
Operating Expenses	29,629	26,809	2,820	11%
Prov. for Income Tax	2,471	3,687	(1,216)	(33%)
Segment Profit	9,938	9,777	161	2%
EBITA Computation:				
Net Income	9,938	9,777	161	2%
Depreciation	2,660	1,735	925	53%
Prov. for Income Tax	2,471	3,687	(1,216)	(33%)
EBITDA	15,069	15,199	(130)	(1%)

<i>Balance Sheet (In Php Billions)</i>	As of Dec '19	As of Dec '18
COH & Due from Banks	182	173
FA at FVTOCI (AFS)	123	52
Loans and Receivables	658	586
Deposit Liabilities	826	733
Equity	159	133
<i>Ratios</i>	As of Dec '19	As of Dec '18
Return on Equity	6.8%	8.2%
Return on Assets	0.9%	1.1%
Net Interest Margin	3.3%	3.2%
Cost Efficiency	63.0%	61.0%
NPL Ratio, net	0.7%	0.3%
Loans to Deposit Ratio	79.1%	78.6%
CAR - solo	12.8%	11.6%
CAR - conso	14.8%	14.4%
Tier 1 - solo	12.1%	10.9%
Tier 1 - conso	14.1%	13.6%



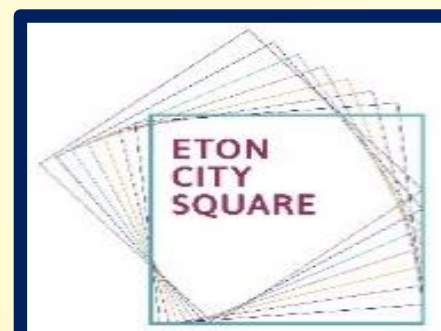
Income Statement

<i>(In Php Millions)</i>	2019	2018	Inc/(Dec)	%
Segment Revenue				
<i>Residential</i>	1,425	1,704	(279)	(16%)
<i>Leasing</i>	1,708	1,495	213	14%
Cost of Sales				
<i>Residential</i>	664	1,209	(545)	(45%)
<i>Leasing</i>	444	374	70	19%
Gross Profit				
<i>Residential</i>	761	495	266	54%
<i>Leasing</i>	1,264	1,121	143	13%
Gross Profit Margin				
<i>Residential</i>	53%	29%	+24%pts	
<i>Leasing</i>	74%	75%	-1%pt	
Operating Expenses	919	947	(28)	(3%)
Operating Income	1,106	669	437	65%
Other Inc./ (Charges)	172	-	172	100%
Prov. for Income Tax	378	190	188	99%
Segment Profit	900	479	421	88%
<i>Net Income Margin</i>	<i>29%</i>	<i>15%</i>	<i>+14%pts</i>	

EBITDA Computation:

Net Income	900	479
Depr. and Amort.	402	313
Interest Expense	364	291
Prov. for Income Tax	378	190
EBITDA	2,044	1,273

Eton Square Ortigas





TANDUAY Distillers Inc.

Income Statement

(In Php Millions)	2019	2018	Inc/(Dec)	%
Sales Volume (liquor)	20.531	20.126	0.405	2%
Sales Volume (bio, ltr)	42.839	36.263	6.576	18%
Segment Revenue	19,279	18,136	1,143	6%
Cost of Sales	16,069	14,846	1,223	8%
Gross Profit	3,210	3,290	(80)	(2%)
<i>Gross Profit Margin</i>	<i>17%</i>	<i>18%</i>	<i>-1%pt</i>	
OPERATING EXPENSES				
Selling Expenses	1,562	1,468	94	6%
Admin. Expenses	662	650	12	2%
Operating Income	986	1,172	(186)	(16%)
Other Inc./ (Charges)	(105)	(24)	(81)	338%
Prov. for Income Tax	205	239	(34)	(14%)
Segment Profit	676	909	(233)	(26%)
<i>Net Income Margin</i>	<i>4%</i>	<i>5%</i>	<i>-1%pt</i>	

EBITDA Computation:

Net Income	676	909
Depr. and Amort.	575	554
Interest Expense	99	50
Prov. for Income Tax	205	239
EBITDA	1,555	1,752



**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>	2019	2018	Inc/(Dec)	%
Segment Revenue	15,930	15,095	835	6%
Cost of Sales	11,643	10,995	648	6%
Gross Profit	4,287	4,100	187	5%
<i>Gross Profit Margin</i>	27%	27%	0%pt	
Operating Expenses	2,586	2,361	225	10%
Operating Income	1,701	1,739	(38)	(2%)
Equity in net loss	(726)	(736)	10	(1%)
Other Inc./ (Charges)	(37)	(21)	(16)	76%
Prov. for Income Tax	540	561	(21)	(4%)
Segment Profit	398	421	(23)	(5%)
<i>Net Income Margin</i>	2%	3%	-1%pt	

EBITDA Computation:

Net Income	398	421
Depr. and Amort.	1,559	1,463
Interest Expense	166	75
Prov. for Income Tax	540	561
EBITDA	2,663	2,520

