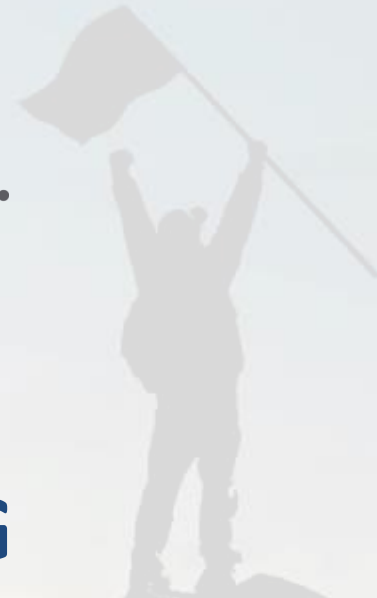




LT GROUP, INC.

ANALYSTS' BRIEFING
9M20 Financial Results
November 13, 2020



Consolidated Income Statement Highlights

(In Php Billions)

	9M20	9M19	Inc/ (Dec)	% Change
REVENUES				
Banking	41.77	41.63	0.14	0.3%
Beverage	9.17	11.14	(1.97)	(17.7%)
Distilled Spirits	17.32	13.81	3.51	25.4%
Property Development	1.88	2.34	(0.46)	(19.7%)
Tobacco	-	-	-	-
Total Revenues	70.14	68.92	1.22	1.8%
Cost of Sales	31.42	34.29	(2.87)	(8.4%)
Gross Income	38.72	34.63	4.09	11.8%
Equity Income	12.05	8.90	3.15	35.4%
	50.77	43.53	7.24	16.6%
Operating Expenses	33.32	26.43	6.89	26.1%
Other Income/(Charges)	2.59	3.58	(0.99)	(27.7%)
Provision for Income Tax	2.12	3.03	(0.91)	(30.0%)
TOTAL NET INCOME	17.92	17.65	0.27	1.5%
Net Income Attributable To:				
Equity Holders of LTG	16.10	14.72	1.38	9.4%
Non-controlling Interests	1.82	2.93	(1.11)	(37.9%)
TOTAL NET INCOME	17.92	17.65	0.27	1.5%

Net Income by Segment

<i>(In Php Millions)</i>	Net Income		LTG's Share in Net Income					
Segment	9M20	9M19	9M20	% to total	Y-o-Y Change		9M19	% to total
					Inc/(Dec)	%		
Tobacco	12,172	9,611	12,123	75%	2,550	27%	9,573	54%
Banking	3,998	6,521	2,236	14%	(1,404)	-39%	3,640	35%
Distilled Spirits	1,090	518	1,085	7%	576	113%	509	5%
Property Development	633	629	630	4%	4	1%	626	2%
Beverage	4	254	4	0%	(250)	-98%	254	2%
VMC	148	148	148	0%	-	0%	148	1%
Others	(123)	(32)	(123)	0%	(91)	-284%	(32)	1%
TOTAL	17,922	17,649	16,103	100%	1,385	9%	14,718	100%
Earnings Per Share (Php)			1.49		0.13	9%	1.36	

Consolidated Balance Sheet Highlights

(In Php Billions)

As of:	Sep '20	Dec '19	Inc/(Dec)	% Change
Cash	197.1	184.9	12.2	6.6%
Total Assets	1,151.1	1,265.8	(114.7)	(9.1%)
Total Liabilities	899.6	1,011.8	(112.2)	(11.1%)
Total Equity	251.5	254.0	(2.5)	(1.0%)
D-E Ratio	3.58	3.98	(0.40)	
D-E Ratio (w/o bank)	0.17	0.17	-	

Income Statement

<i>(In Php Millions)</i>	9M20	9M19	Inc/(Dec)	%
Segment Revenue	-	-	-	
Cost of Sales	-	-	-	
Gross Profit	-	-	-	
Equity in Net Earnings fr PMFTC	12,238	9,366	2,872	31%
	12,238	9,366	2,872	31%
Operating Expenses	121	163	(42)	(26%)
Operating Income	12,117	9,203	2,914	32%
Other Inc./ (Charges)	63	484	(421)	(87%)
Prov. for Income Tax	8	76	-68	(89%)
Segment Profit	12,172	9,611	2,561	27%

EBITDA Computation:

Net Income	12,172	9,611	2,561	27%
Depr. and Amort.	36	28	8	29%
Prov. for Income Tax	8	76	(68)	(89%)
EBITDA	12,216	9,715	2,501	26%





PNB Income Statement

<i>(In Php Millions)</i>	9M20	9M19	Inc/(Dec)	%
Net Interest Income				
Interest Income	35,215	37,174	(1,959)	(5%)
Interest Expense	9,054	13,727	(4,673)	(34%)
	26,161	23,447	2,714	12%
Net Service Fees and Commission Income				
Service Fee Income	3,336	3,594	(258)	(7%)
Service Fee Expense	783	733	50	7%
	2,553	2,861	(308)	(11%)
Other Income				
Trading Gains & PRX	4,166	1,868	2,298	123%
Others	1,766	2,373	(607)	(26%)
	5,932	4,241	1,691	40%
Operating Expenses	29,476	21,926	7,550	34%
Prov. for Income Tax	1,172	2,102	(930)	(44%)
Segment Profit	3,998	6,521	(2,523)	(39%)
EBITA Computation:				
Net Income	3,998	6,521	(2,523)	(39%)
Depreciation	2,236	1,974	262	13%
Prov. for Income Tax	1,172	2,102	(930)	(44%)
EBITDA	7,406	10,597	(3,191)	(30%)

<i>Balance Sheet (In Php Billions)</i>	As of Sep '20	As of Sep '19	As of Dec '19
COH & Due from Banks	196	209	182
FA at FVTOCI (AFS)	87	134	123
Loans and Receivables	577	645	658
Deposit Liabilities	738	821	826
Equity	161	156	159

<i>Ratios</i>	As of Sep '20	As of Sep '19	As of Dec '19
Return on Equity	3.3%	6.0%	6.7%
Return on Assets	0.5%	0.8%	0.9%
Net Interest Margin	3.5%	3.1%	3.3%
Cost Efficiency	58.4%	66.4%	62.4%
NPL Ratio, net	3.6%	0.5%	0.7%
Loans to Deposit Ratio	79.1%	78.5%	78.8%
CAR - solo	14.8%	12.6%	12.8%
CAR - conso	15.9%	14.6%	14.8%
Tier 1 - solo	14.1%	11.7%	12.1%
Tier 1 - conso	15.0%	13.8%	14.1%



Income Statement

TANDUAY Distillers Inc.

<i>(In Php Millions)</i>	9M20	9M19	Inc/(Dec)	%
Sales Volume (liquor)	16.397	14.621	1.776	12%
Sales Volume (bio, ltr)	21.108	32.057	(10.949)	(34%)
Segment Revenue	17,351	13,826	3,525	25%
Cost of Sales	14,531	11,464	3,067	27%
Gross Profit	2,820	2,362	458	19%
<i>Gross Profit Margin</i>	<i>16%</i>	<i>17%</i>	<i>-1%pt</i>	
OPERATING EXPENSES				
Selling Expenses	725	1,138	(413)	(36%)
Admin. Expenses	523	510	13	3%
Operating Income	1,572	714	858	120%
Other Inc./(Charges)	(74)	(52)	(22)	42%
Prov. for Income Tax	408	144	264	183%
Segment Profit	1,090	518	572	110%
<i>Net Income Margin</i>	<i>6%</i>	<i>4%</i>	<i>+2%pts</i>	

EBITDA Computation:

Net Income	1,090	518
Depr. and Amort.	411	454
Interest Expense	79	57
Prov. for Income Tax	408	144
EBITDA	1,988	1,173



Income Statement

<i>(In Php Millions)</i>	9M20	9M19	Inc/(Dec)	%
Segment Revenue				
<i>Residential</i>	520	1,099	(579)	(53%)
<i>Leasing</i>	1,358	1,237	121	10%
Cost of Sales				
<i>Residential</i>	200	548	(348)	(64%)
<i>Leasing</i>	353	340	13	4%
Gross Profit				
<i>Residential</i>	320	551	(231)	(42%)
<i>Leasing</i>	1,005	897	108	12%
Gross Profit Margin				
<i>Residential</i>	62%	50%	+12%pts	
<i>Leasing</i>	74%	73%	+1%pt	
Operating Expenses	533	643	(110)	(17%)
Operating Income	792	805	(13)	(2%)
Other Inc./ (Charges)	120	102	18	18%
Prov. for Income Tax	279	278	1	0%
Segment Profit	633	629	4	1%
<i>Net Income Margin</i>	<i>34%</i>	<i>27%</i>	<i>+7%pts</i>	

EBITDA Computation:

Net Income	633	629
Depr. and Amort.	306	279
Interest Expense	200	246
Prov. for Income Tax	279	278
EBITDA	1,418	1,432





Income Statement

(In Php Millions)	9M20	9M19	Inc/(Dec)	%
Segment Revenue	9,955	12,006	(2,051)	(17%)
Cost of Sales	7,366	8,753	(1,387)	(16%)
Gross Profit	2,589	3,253	(664)	(20%)
<i>Gross Profit Margin</i>	<i>26%</i>	<i>27%</i>	<i>-1%pt</i>	
Operating Expenses	1,725	1,904	(179)	(9%)
Operating Income	864	1,349	(485)	(36%)
Equity in net loss	(481)	(590)	109	(18%)
Other Inc./(Charges)	(137)	(91)	(46)	51%
Prov. for Income Tax	242	414	(172)	(42%)
Segment Profit	4	254	(250)	(98%)
<i>Net Income Margin</i>	<i>0%</i>	<i>2%</i>	<i>-2%pts</i>	

EBITDA Computation:

Net Income	4	254
Depr. and Amort.	1,236	1,127
Interest Expense	154	104
Prov. for Income Tax	242	414
EBITDA	1,636	1,899

