



LT GROUP, INC.

**ANALYSTS' BRIEFING**  
**1<sup>st</sup> Half 2023 Financial Results**  
August 11, 2023

# Consolidated Income Statement Highlights

(In Php Billions)

	1H23	1H22	Inc/ (Dec)	% Change
<b>REVENUES</b>				
Banking	32.05	23.55	8.50	36.1%
Beverage	8.11	7.60	0.51	6.7%
Distilled Spirits	12.70	13.59	(0.89)	(6.5%)
Property Development	1.15	1.03	0.12	11.7%
Tobacco	-	-	-	
<b>Total Revenues</b>	<b>54.01</b>	<b>45.77</b>	<b>8.24</b>	<b>18.0%</b>
<b>Cost of Sales</b>	<b>24.88</b>	<b>22.64</b>	<b>2.24</b>	<b>9.9%</b>
<b>Gross Income</b>	<b>29.13</b>	<b>23.13</b>	<b>6.00</b>	<b>25.9%</b>
<b>Equity Income</b>	<b>6.21</b>	<b>7.97</b>	<b>(1.76)</b>	<b>(22.1%)</b>
	35.34	31.10	4.24	13.6%
<b>Operating Expenses</b>	<b>18.71</b>	<b>13.97</b>	<b>4.74</b>	<b>33.9%</b>
<b>Other Income - net</b>	<b>4.40</b>	<b>7.04</b>	<b>(2.64)</b>	<b>(37.5%)</b>
<b>Provision for Income Tax</b>	<b>3.60</b>	<b>3.74</b>	<b>(0.14)</b>	<b>(3.7%)</b>
<b>TOTAL NET INCOME</b>	<b>17.43</b>	<b>20.43</b>	<b>(3.00)</b>	<b>(14.7%)</b>
<b>Net Income Attributable To:</b>				
Equity Holders of LTG	13.00	15.40	(2.40)	(15.6%)
Non-controlling Interests	4.43	5.03	(0.60)	(11.9%)
<b>TOTAL NET INCOME</b>	<b>17.43</b>	<b>20.43</b>	<b>(3.00)</b>	<b>(14.7%)</b>

# Net Income by Segment

(In Php Millions)		Net Income		LTG's Share in Net Income				
Segment	1H23	1H22	1H23	% to total	Y-o-Y Change		1H22	% to total
					Inc/(Dec)	%		
Tobacco	5,848	7,769	5,825	45%	(1,913)	-25%	7,738	50%
Banking	9,762	11,151	5,519	42%	(762)	-12%	6,281	41%
Distilled Spirits	626	564	623	5%	62	11%	561	4%
Beverage	340	294	340	3%	46	16%	294	2%
Property Development	206	258	205	2%	(52)	-20%	257	2%
VMC	285	186	285	2%	99	53%	186	1%
Others (net of elims)	366	212	204	1%	120	143%	84	0%
TOTAL	17,433	20,434	13,001	100%	(2,400)	-16%	15,401	100%
Earnings Per Share (Php)			1.20		(0.22)	-16%	1.42	



# Consolidated Balance Sheet Highlights

*(In Php Billions)*

As of:	Jun '23	Dec '22	Inc/(Dec)	% Change
Cash	244.9	224.8	20.1	9.0%
Total Assets	1,284.1	1,268.1	15.9	1.3%
Total Liabilities	994.9	991.5	3.4	0.3%
Total Equity	289.2	276.7	12.5	4.5%
D-E Ratio	3.44	3.58	(0.14)	
D-E Ratio (w/o bank)	0.13	0.14	(0.01)	

# Income Statement

(In Php Millions)	1H23	1H22	Inc/(Dec)	%
Segment Revenue	-	-	-	
Cost of Sales	-	-	-	
<b>Gross Profit</b>	-	-	-	
Equity in Net Earnings fr PMFTC	5,677	7,804	(2,127)	(27%)
	<b>5,677</b>	<b>7,804</b>	<b>(2,127)</b>	<b>(27%)</b>
Operating Expenses	89	109	(20)	(18%)
<b>Operating Income</b>	<b>5,588</b>	<b>7,695</b>	<b>(2,107)</b>	<b>(27%)</b>
Other Inc./ (Charges)	324	81	243	300%
Prov. for Income Tax	64	7	57	814%
<b>Segment Profit</b>	<b>5,848</b>	<b>7,769</b>	<b>(1,921)</b>	<b>(25%)</b>

## EBITDA Computation:

Net Income	5,848	7,769	(1,921)	(25%)
Depr. and Amort.	16	21	(5)	(24%)
Prov. for Income Tax	64	7	57	814%
<b>EBITDA</b>	<b>5,928</b>	<b>7,797</b>	<b>(1,869)</b>	<b>(24%)</b>



BONDS





<i>(In Php Millions)</i>	1H23	1H22	Inc/(Dec)	%
<b>Net Interest Income</b>				
Interest Income	28,277	20,808	7,469	36%
Interest Expense	6,662	3,464	3,198	92%
	<b>21,615</b>	<b>17,344</b>	<b>4,271</b>	<b>25%</b>
<b>Net Service Fees and Commission Income</b>				
Service Fee Income	3,719	2,991	728	24%
Service Fee Expense	587	607	(20)	(3%)
	<b>3,132</b>	<b>2,384</b>	<b>748</b>	<b>31%</b>
<b>Other Income</b>				
Trading Gains & PRX	980	640	340	53%
Others	3,561	5,744	(2,183)	(38%)
	<b>4,541</b>	<b>6,384</b>	<b>(1,843)</b>	<b>(29%)</b>
Operating Expenses	16,462	11,656	4,806	41%
Prov. for Income Tax	3,064	3,305	(241)	(7%)
<b>Total Segment Profit</b>	<b>9,762</b>	<b>11,151</b>	<b>(1,389)</b>	<b>(12%)</b>
<b>EBITA Computation:</b>				
Net Income	9,762	11,151	(1,389)	(12%)
Depreciation	1,994	2,002	(8)	(0%)
Prov. for Income Tax	3,064	3,305	(241)	(7%)
<b>EBITDA</b>	<b>14,820</b>	<b>16,458</b>	<b>(1,638)</b>	<b>(10%)</b>

<i>Balance Sheet</i>	As of	As of	As of
<i>(In Php Billions)</i>	Jun '23	Jun '22	Dec '22
COH & Due from Banks	243	189	224
FA at FVTOCI (AFS)	126	197	158
Loans and Receivables	593	597	593
Deposit Liabilities	893	885	871
Equity	175	163	163

  

<i>Ratios</i>	As of	As of	As of
	Jun '23	Jun '22	Dec '22
Return on Equity	11.6%	11.1%	7.4%
Return on Assets	1.7%	1.5%	1.0%
Net Interest Margin	4.0%	3.2%	3.4%
Cost Efficiency	50.9%	64.5%	54.1%
NPL Ratio, net	2.7%	2.7%	2.7%
NPL cover	82.6%	80.2%	91.1%
Loans to Deposit Ratio	69.2%	69.2%	70.6%
CAR - solo	14.4%	13.3%	13.2%
CAR - conso	16.8%	15.2%	15.1%
Tier 1 - solo	13.6%	12.6%	12.4%
Tier 1 - conso	16.0%	14.5%	14.2%

# Income Statement

(In Php Millions)	1H23	1H22	Inc/(Dec)	%
<b>Sales Volume (liquor)</b>	<b>9.795</b>	<b>11.426</b>	(1.631)	(14%)
<b>Sales Volume (bio, ltr)</b>	<b>18.172</b>	<b>28.007</b>	(9.835)	(35%)
Segment Revenue	12,738	13,622	(884)	(6%)
Cost of Sales	11,116	12,125	(1,009)	(8%)
<b>Gross Profit</b>	<b>1,622</b>	<b>1,497</b>	<b>125</b>	<b>8%</b>
<i>Gross Profit Margin</i>	<i>13%</i>	<i>11%</i>	<i>+2%pts</i>	
<b>OPERATING EXPENSES</b>				
Selling Expenses	436	448	(12)	(3%)
Admin. Expenses	346	377	(31)	(8%)
<b>Operating Income</b>	<b>840</b>	<b>672</b>	<b>168</b>	<b>25%</b>
Other Inc./ (Charges)	(20)	18	(38)	(211%)
Prov. for Income Tax	194	126	68	54%
<b>Segment Profit</b>	<b>626</b>	<b>564</b>	<b>62</b>	<b>11%</b>
<i>Net Income Margin</i>	<i>5%</i>	<i>4%</i>	<i>-1%pt</i>	

## EBITDA Computation:

Net Income	626	564
Depr. and Amort.	366	353
Interest Expense	17	49
Prov. for Income Tax	194	126
<b>EBITDA</b>	<b>1,203</b>	<b>1,092</b>





# Income Statement

(In Php Millions)	1H23	1H22	Inc/(Dec)	%
Segment Revenue	8,409	8,135	274	3%
Cost of Sales	6,500	6,399	101	2%
<b>Gross Profit</b>	<b>1,909</b>	<b>1,736</b>	<b>173</b>	10%
<i>Gross Profit Margin</i>	23%	21%	+2%pts	
Operating Expenses	1,336	1,326	10	1%
<b>Operating Income</b>	<b>573</b>	<b>410</b>	<b>163</b>	40%
Equity in net income	25	32	(7)	(22%)
Other Inc./ (Charges)	(139)	(34)	(105)	309%
Prov. for Income Tax	119	114	5	4%
<b>Segment Profit</b>	<b>340</b>	<b>294</b>	<b>46</b>	16%
<i>Net Income Margin</i>	4%	4%	0%pt	

## EBITDA Computation:

Net Income	340	294
Depr. and Amort.	955	950
Interest Expense	172	83
Prov. for Income Tax	119	114
<b>EBITDA</b>	<b>1,586</b>	<b>1,441</b>





# **Income Statement**

<i>(In Php Millions)</i>	1H23	1H22	Inc/(Dec)	%
<b>Segment Revenue</b>				
Residential	-	-	-	
Leasing	960	886	74	8%
<b>Cost of Sales</b>				
Residential	-	-	-	
Leasing	466	451	15	3%
<b>Gross Profit</b>				
Residential	-	-	-	
Leasing	494	435	59	14%
<b>Gross Profit Margin</b>				
Residential	-	-	-	
Leasing	51%	49%	+2%pts	
<b>Operating Expenses</b>	383	373	10	3%
<b>Operating Income</b>	<b>111</b>	<b>62</b>	<b>49</b>	79%
Other Inc./ (Charges)	172	283	(111)	(39%)
Prov. for Income Tax	77	87	(10)	(11%)
<b>Segment Profit</b>	<b>206</b>	<b>258</b>	<b>(52)</b>	(20%)
Net Income Margin	21%	29%	-8%pts	

## EBITDA Computation:

Net Income	206	258
Depr. and Amort.	198	228
Interest Expense	160	180
Prov. for Income Tax	77	87
<b>EBITDA</b>	<b>641</b>	<b>753</b>



Eton City Square, Laguna

