

**ANALYSTS' BRIEFING**  
**FY2023 Financial Results**  
March 18, 2024

# Consolidated Income Statement Highlights

(In Php Billions)

	2023	2022	Inc/ (Dec)	% Change
<b>REVENUES</b>				
Banking	66.55	50.84	15.71	30.9%
Beverage	16.41	16.22	0.19	1.2%
Distilled Spirits	29.88	31.56	(1.68)	(5.3%)
Property Development	2.45	2.25	0.20	8.9%
Tobacco	-	-	-	
<b>Total Revenues</b>	<b>115.29</b>	<b>100.87</b>	<b>14.42</b>	<b>14.3%</b>
<b>Cost of Sales</b>	<b>55.54</b>	<b>51.10</b>	<b>4.44</b>	<b>8.7%</b>
<b>Gross Income</b>	<b>59.75</b>	<b>49.77</b>	<b>9.98</b>	<b>20.1%</b>
<b>Equity Income</b>	<b>11.92</b>	<b>16.09</b>	<b>(4.17)</b>	<b>(25.9%)</b>
	71.67	65.86	5.81	8.8%
<b>Operating Expenses</b>	<b>39.40</b>	<b>40.08</b>	<b>(0.68)</b>	<b>(1.7%)</b>
<b>Other Income - net</b>	<b>6.97</b>	<b>10.83</b>	<b>(3.86)</b>	<b>(35.6%)</b>
<b>Provision for Income Tax</b>	<b>5.22</b>	<b>5.94</b>	<b>(0.72)</b>	<b>(12.1%)</b>
<b>TOTAL NET INCOME</b>	<b>34.02</b>	<b>30.67</b>	<b>3.35</b>	<b>10.9%</b>
<b>Net Income Attributable To:</b>				
Equity Holders of LTG	25.42	25.14	0.28	1.1%
Non-controlling Interests	8.60	5.53	3.07	55.5%
<b>TOTAL NET INCOME</b>	<b>34.02</b>	<b>30.67</b>	<b>3.35</b>	<b>10.9%</b>

# Net Income by Segment

<i>(In Php Millions)</i>		Net Income		LTG's Share in Net Income				
Segment	2023	2022	2023	% to total	Y-o-Y Change		2022	% to total
					Inc/(Dec)	%		
Tobacco	11,379	15,337	11,333	45%	(3,943)	-26%	15,276	61%
Banking	19,022	11,766	10,747	42%	4,136	63%	6,611	26%
Distilled Spirits	1,566	1,469	1,558	6%	91	6%	1,467	6%
Beverage	578	583	571	2%	(9)	-2%	580	3%
Property Development	453	373	451	2%	79	21%	372	1%
VMC	347	491	347	1%	(144)	-29%	491	2%
Others (net of elims)	671	646	414	2%	74	22%	340	1%
TOTAL	34,016	30,665	25,421	100%	284	1%	25,137	100%
Earnings Per Share (Php)			2.35		0.03	1%	2.32	



# Consolidated Balance Sheet Highlights

*(In Php Billions)*

<b>As of:</b>	<b>Dec '23</b>	<b>Dec '22</b>	<b>Inc/(Dec)</b>	<b>% Change</b>
Cash	243.8	224.8	19.0	8.5%
Total Assets	1,327.4	1,268.1	59.3	4.7%
Total Liabilities	1,027.2	991.5	35.7	3.6%
Total Equity	300.2	276.7	23.6	8.5%
D-E Ratio	3.42	3.58	(0.16)	
D-E Ratio (w/o bank)	0.12	0.14	(0.02)	

# Income Statement

(In Php Millions)	2023	2022	Inc/(Dec)	%
Segment Revenue	-	-	-	
Cost of Sales	-	-	-	
<b>Gross Profit</b>	-	-	-	
Equity in Net Earnings fr PMFTC	11,066	15,462	(4,396)	(28%)
	<b>11,066</b>	<b>15,462</b>	<b>(4,396)</b>	<b>(28%)</b>
Operating Expenses	282	298	(16)	(5%)
<b>Operating Income</b>	<b>10,784</b>	<b>15,164</b>	<b>(4,380)</b>	<b>(29%)</b>
Other Inc./ (Charges)	738	210	528	251%
Prov. for Income Tax	143	37	106	286%
<b>Segment Profit</b>	<b>11,379</b>	<b>15,337</b>	<b>(3,958)</b>	<b>(26%)</b>

## EBITDA Computation:

Net Income	11,379	15,337	(3,958)	(26%)
Depr. and Amort.	28	37	(9)	(24%)
Prov. for Income Tax	143	37	106	286%
<b>EBITDA</b>	<b>11,550</b>	<b>15,411</b>	<b>(3,861)</b>	<b>(25%)</b>





# Income Statement

<i>(In Php Millions)</i>	2023	2022	Inc/(Dec)	%
<b>Net Interest Income</b>				
Interest Income	59,595	45,245	14,350	32%
Interest Expense	15,002	7,917	7,085	89%
	<b>44,593</b>	<b>37,328</b>	<b>7,265</b>	<b>19%</b>
<b>Net Service Fees and Commission Income</b>				
Service Fee Income	6,591	6,998	(407)	(6%)
Service Fee Expense	1,267	1,429	(162)	(11%)
	<b>5,324</b>	<b>5,569</b>	<b>(245)</b>	<b>(4%)</b>
<b>Other Income</b>				
Trading Gains & PRX	1,762	327	1,435	439%
Others	5,680	8,855	(3,175)	(36%)
	<b>7,442</b>	<b>9,182</b>	<b>(1,740)</b>	<b>(19%)</b>
Operating Expenses	34,330	35,382	(1,052)	(3%)
Prov. for Income Tax	4,007	4,931	(924)	(19%)
<b>Total Segment Profit</b>	<b>19,022</b>	<b>11,766</b>	<b>7,256</b>	<b>62%</b>
<b>EBITA Computation:</b>				
Net Income	19,022	11,766	7,256	62%
Depreciation	3,956	4,044	(88)	(2%)
Prov. for Income Tax	4,007	4,931	(924)	(19%)
<b>EBITDA</b>	<b>26,985</b>	<b>20,741</b>	<b>6,244</b>	<b>30%</b>

<i>Balance Sheet (In Php Billions)</i>	As of Dec '23	As of Dec '22
COH & Due from Banks	243	224
FA at FVTOCI (AFS)	165	158
Loans and Receivables	617	593
Deposit Liabilities	928	871
Equity	185	163

  

<i>Ratios</i>	As of Dec '23	As of Dec '22
Return on Equity	10.9%	7.4%
Return on Assets	1.6%	1.0%
Net Interest Margin	4.2%	3.6%
Cost Efficiency	49.5%	54.1%
NPL Ratio, net	2.5%	2.7%
NPL cover	90.8%	91.1%
Loans to Deposit Ratio	66.5%	70.6%
CAR - solo	15.5%	13.2%
CAR - conso	17.7%	15.1%
Tier 1 - solo	14.7%	12.4%
Tier 1 - conso	16.9%	14.2%



# Income Statement

<i>(In Php Millions)</i>	2023	2022	Inc/(Dec)	%
<b>Sales Volume (liquor)</b>	<b>23.353</b>	<b>27.490</b>	(4.137)	(15%)
<b>Sales Volume (bio, ltr)*</b>	<b>40.671</b>	<b>58.498</b>	(17.827)	(30%)
Segment Revenue*	29,952	31,621	(1,669)	(5%)
Cost of Sales	26,026	28,006	(1,980)	(7%)
<b>Gross Profit</b>	<b>3,926</b>	<b>3,615</b>	<b>311</b>	9%
<i>Gross Profit Margin</i>	<i>13%</i>	<i>11%</i>	<i>+2%pts</i>	
<b>OPERATING EXPENSES</b>				
Selling Expenses	1,039	912	127	14%
Admin. Expenses	675	660	15	2%
<b>Operating Income</b>	<b>2,212</b>	<b>2,043</b>	<b>169</b>	8%
Other Inc./ (Charges)	(78)	(189)	111	(59%)
Prov. for Income Tax	568	385	183	48%
<b>Segment Profit</b>	<b>1,566</b>	<b>1,469</b>	<b>97</b>	7%
<i>Net Income Margin</i>	<i>5%</i>	<i>5%</i>	<i>Opt</i>	

## EBITDA Computation:

Net Income	1,566	1,469
Depr. and Amort.	708	637
Interest Expense	41	53
Prov. for Income Tax	568	385
<b>EBITDA</b>	<b>2,883</b>	<b>2,544</b>



# Income Statement

<i>(In Php Millions)</i>	2023	2022	Inc/(Dec)	%
Segment Revenue	17,381	17,225	156	1%
Cost of Sales	13,459	13,429	30	0%
<b>Gross Profit</b>	<b>3,922</b>	<b>3,796</b>	<b>126</b>	<b>3%</b>
<i>Gross Profit Margin</i>	<i>23%</i>	<i>22%</i>	<i>+1%pt</i>	
Operating Expenses	2,812	2,790	22	1%
<b>Operating Income</b>	<b>1,110</b>	<b>1,006</b>	<b>104</b>	<b>10%</b>
Equity in net income	42	61	(19)	(31%)
Other Inc./ (Charges)	(343)	(209)	(134)	64%
Prov. for Income Tax	231	275	(44)	(16%)
<b>Segment Profit</b>	<b>578</b>	<b>583</b>	<b>(5)</b>	<b>(1%)</b>
<i>Net Income Margin</i>	<i>3%</i>	<i>3%</i>	<i>0%pt</i>	

## EBITDA Computation:

Net Income	578	583
Depr. and Amort.	1,972	1,957
Interest Expense	364	260
Prov. for Income Tax	231	275
<b>EBITDA</b>	<b>3,145</b>	<b>3,075</b>







# Income Statement

<i>(In Php Millions)</i>	2023	2022	Inc/(Dec)	%
<b>Segment Revenue</b>				
<i>Residential</i>	118	225	(107)	(48%)
<i>Leasing</i>	2,054	1,751	303	17%
<b>Cost of Sales</b>				
<i>Residential</i>	56	225	(169)	(75%)
<i>Leasing</i>	1,106	927	179	19%
<b>Gross Profit</b>				
<i>Residential</i>	62	-	62	100%
<i>Leasing</i>	948	824	124	15%
<b>Gross Profit Margin</b>				
<i>Residential</i>	53%	-	+53%pts	
<i>Leasing</i>	46%	47%	-1%pt	
<b>Operating Expenses</b>	861	750	111	15%
<b>Operating Income</b>	<b>149</b>	<b>74</b>	<b>75</b>	<b>101%</b>
Other Inc./ (Charges)	434	410	24	6%
Prov. for Income Tax	130	111	19	17%
<b>Segment Profit</b>	<b>453</b>	<b>373</b>	<b>80</b>	<b>21%</b>
<i>Net Income Margin</i>	<i>21%</i>	<i>19%</i>	<i>+2%pts</i>	

## EBITDA Computation:

Net Income	453	373
Depr. and Amort.	456	366
Interest Expense	346	300
Prov. for Income Tax	130	111
<b>EBITDA</b>	<b>1,385</b>	<b>1,150</b>



Eton City Square, Laguna

