



LT GROUP, INC.

## President's Report First Quarter 2025

LT Group, Inc. (LTG) reported an attributable net income of Php7.24 billion in 1Q25, 13% higher than 1Q24 and the company's best first-quarter performance since its follow-on public offering.

The different business segments contributed as follows:

	1Q25 Contribution (Php Millions)	% of 1Q25 Attributable Net Income	1Q24 Contribution (Php Millions)	% of 1Q24 Attributable Net Income
PNB	3,420	47%	2,971	46%
FTC	2,799	39%	2,652	41%
TDI	525	7%	254	4%
ABI	178	3%	155	3%
Eton	143	2%	116	2%
VMC	154	2%	100	2%
Others	17	0%	168	2%
Total	7,236	100%	6,416	100%

LTG declared dividends of Php3.25 billion in March 2025 (Php0.15 per share regular, Php0.15 per share special), representing an 11.2% pay-out rate.

As of March 31, 2025, the company's Debt-to-Equity Ratio was 3.17:1 with the Bank and 0.11:1 without the Bank. The parent company held a cash balance of Php2.07 billion.

### Philippine National Bank (PNB)

PNB's net profit under the pooling method was Php6.09 billion in 1Q25, Php784 million or 15% higher than the Php5.31 billion reported in 1Q24.

Gross interest income in the current period of Php17.17 billion was higher by 7% y-o-y. This growth stemmed from higher yields and increased volumes in trading and investment securities as well as loans and receivables. With the gross interest expense growing at a modest 1% to Php4.45 billion primarily due to increase in the interest cost of deposit liabilities, the net interest margin improved to 4.5% from 4.4%, resulting in a 9% y-o-y increase in core income to Php12.71 billion.

Further contributing to the strong quarter performance was a 20% surge in net service fees and commission income to Php1.42 billion, primarily driven by higher income from

loan-related and trade-related activities, bancassurance, credit-card and underwriting fees.

Trading and investment securities and net foreign exchange gains were higher at Php862 million in 1Q25 compared to 1Q24's Php522 million due to increased trading profits and foreign exchange transaction gains.

Other income was higher at Php1.07 billion for the quarter compared to Php664 million for the same period last year primarily driven by increased ROPA sale gains.

Operating expenses were 5% higher at Php8.35 billion from Php7.96 billion last year, primarily attributable to higher compensation and fringe benefits, taxes and licenses and other miscellaneous expenses.

### **Fortune Tobacco Corporation (FTC)**

FTC reported a net income of Php2.81 billion in 1Q25 which was 6% higher than the Php2.66 billion reported in 1Q24. This was primarily due to higher equity in net earnings from PMFTC which amounted to Php2.76 billion, a 7% increase compared to last year's Php2.59 billion.

Despite flat industry volume at 11.9 billion sticks, PMFTC's volume increased slightly to 5.6 billion sticks from 1Q24's 5.5 billion. This, combined with price increases implemented in November 2024, led to higher earnings.

Following the continued implementation of Republic Act 11346, and the resulting excise tax increases, PMFTC adjusted cigarette prices on November 25, 2024. Marlboro is now priced at Php9 per stick, while Marlboro Crafted, Fortune and Jackpot are priced at Php8 and Chesterfield at Php7. These price changes were intended to cover the annual 5% increase in excise taxes, which is now at Php66.15 per pack of 20 sticks effective January 1, 2025.

PMFTC has expanded its product line beyond traditional cigarettes to include smoke-free alternatives, including IQOS ILUMA heated tobacco products and ZYN oral nicotine pouches – the first in the Asia-Pacific region. PMFTC's smoke-free products are designed to offer an alternative to traditional smoking, with IQOS using patented smartcore induction system to heat tobacco without burning it, offering a new and diverse experience.

The Government continued its efforts against Illicit trade. From adhoc seizures in the past, these have progressed to simultaneous and coordinated nationwide multi-agency operations.

## **Tanduay Distillers, Inc. (TDI)**

TDI posted a net income of Php528 million for 1Q25, a significant increase of 107% from the Php255 million recorded in the same period last year. This was driven by higher net revenues at Php7.19 billion in 1Q25, 22% higher than the Php5.90 billion reported in 1Q24. This was primarily attributed to increased sales volume and higher selling prices in the liquor segment.

The higher sales volume and increase in production costs drove the 17% increase in cost of sales to Php6.02 billion in 1Q25 compared to Php5.13 billion in 1Q24. Despite increase in costs, gross profit margin improved to 16% in 1Q25, higher than the 13% in 1Q24 mainly on account of improved margins in the liquor segment.

Operating expenses were higher at Php496 million in 1Q25 compared to Php440 million in 1Q24 due primarily to higher advertising, personnel cost, taxes and other expenses.

TDI remained strong in the Visayas and Mindanao regions, where it holds a dominant share of 67.5% and 81.6%, respectively. TDI's nationwide market share for distilled spirits, increased to 38.1% in 1Q25, compared to 32.9% in 1Q24.

## **Asia Brewery, Inc. (ABI)**

ABI's net income was higher at Php178 million for the quarter ended March 31, 2025 from Php155 million in the same period last year.

Revenues of the beverage segment were at Php4.31 billion in the current period, 2% lower than 1Q24, as sales volume decreased for Cobra Energy Drinks. Cost of sales decreased at a faster rate of 6% at Php3.27 billion for 1Q25 on account of packaging and formulation improvements. There was an improvement in the gross profit margin to 24% from 21% due primarily to better sales mix, lower discounts provided to distributors as well as decrease in fixed manufacturing costs.

Operating expenses increased to Php737 million in 1Q25 due to higher selling expenses and personnel costs.

Cobra energy drink was the leading energy drink in the first quarter of 2025. Absolute and Summit bottled water brands ranked third among local water brands.

## **Eton Properties Philippines, Inc. (Eton)**

Eton reported a net income of Php144 million for the first three months of 2025, higher than the Php116 million for the same period last year.

Leasing revenues remained essentially flat y-o-y, reaching Php473 million (82% of total revenue) in the current period compared to Php476 million in the same period of 2024. Real estate sales were at Php102 million for the period ended March 31, 2025 as the company continued to sell the remaining inventory of previously launched projects in 68 Roces in Quezon City and in Eton City, Laguna.

Operating expenses were essentially flat at Php203 million y-o-y. Other income was higher due mainly to higher marketing fees earned.

Eton's leasing portfolio comprises 269,400 square meters, with approximately 192,000 square meters dedicated to office space

**LT GROUP, INC. AND SUBSIDIARIES**  
**INTERIM CONSOLIDATED BALANCE SHEETS**  
**(Amounts in Thousands)**

	<b>March 31, 2025 (Unaudited)</b>	<b>December 31, 2024 (Audited)</b>
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and cash equivalents	<b>₱202,207,990</b>	₱223,583,790
Financial assets at fair value through profit or loss (FVTPL)	<b>26,044,425</b>	17,956,162
Financial assets at fair value through other comprehensive income (FVTOCI)	<b>124,995,111</b>	125,189,186
Financial assets at amortized cost	<b>12,469,414</b>	19,097,106
Loans and receivables	<b>304,406,924</b>	312,406,599
Inventories	<b>14,160,816</b>	13,328,520
Due from related parties	<b>1,889,528</b>	1,889,364
Other current assets	<b>13,447,255</b>	12,658,175
<b>Total Current Assets</b>	<b>699,621,463</b>	726,108,902
<b>Noncurrent Assets</b>		
Loans and receivables-net of current portion	<b>376,012,046</b>	349,063,956
Financial assets at FVTOCI	<b>80,963,866</b>	66,179,663
Financial assets at amortized cost	<b>101,188,334</b>	94,776,887
Investment in associates and joint ventures	<b>18,626,304</b>	18,382,496
Property, plant and equipment:		
At appraised values	<b>57,090,848</b>	57,248,391
At cost	<b>11,526,359</b>	11,671,107
Investment properties	<b>39,353,919</b>	38,979,404
Deferred income tax assets	<b>7,418,159</b>	7,448,142
Other noncurrent assets	<b>4,487,334</b>	4,470,911
<b>Total Noncurrent Assets</b>	<b>696,667,169</b>	648,220,957
<b>TOTAL ASSETS</b>	<b>₱1,396,288,632</b>	₱1,374,329,859
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Deposit liabilities	<b>₱ 953,657,845</b>	₱940,057,144
Financial liabilities at FVTPL	<b>1,239,712</b>	924,053
Bills and acceptances payable	<b>20,681,823</b>	20,208,451
Accounts payable and accrued expenses	<b>25,223,951</b>	20,655,439
Short-term debts	<b>3,700,000</b>	3,700,000
Current portion of long-term debts	<b>1,940,140</b>	1,926,643
Income tax payable	<b>1,211,593</b>	333,355
Due to related parties	<b>50,000</b>	64,001
Other current liabilities	<b>8,982,233</b>	11,372,824
<b>Total Current Liabilities (Carried Forward)</b>	<b>1,016,687,297</b>	999,241,910

	March 31, 2025 (Unaudited)	December 31, 2024 (Audited)
<b>Total Current Liabilities (Brought Forward)</b>	<b>₱1,016,687,297</b>	<b>₱999,241,910</b>
<b>Noncurrent Liabilities</b>		
Deposit liabilities - net of current portion	5,219,152	5,290,562
Long-term debts - net of current portion	23,150,687	23,622,689
Net retirement benefits liabilities	898,246	710,000
Deferred income tax liabilities	8,379,046	8,475,269
Other noncurrent liabilities	6,810,136	6,777,227
<b>Total Noncurrent Liabilities</b>	<b>44,457,267</b>	<b>44,875,747</b>
<b>Total Liabilities</b>	<b>1,061,144,564</b>	<b>1,044,117,657</b>
<b>Equity</b>		
Attributable to equity holders of the Company:		
Capital stock	10,821,389	10,821,389
Capital in excess of par	35,906,231	35,906,231
Other comprehensive income, net of deferred income tax effect	13,178,572	13,327,515
Other equity reserves	(4,183,758)	(4,188,092)
Retained earnings	179,402,340	175,231,056
Shares of the Company held by subsidiaries	(12,519)	(12,519)
	235,112,255	231,085,580
Non-controlling interests	100,031,813	99,126,622
<b>Total Equity</b>	<b>335,144,068</b>	<b>330,212,202</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>₱1,396,288,632</b>	<b>₱1,374,329,859</b>

**LT GROUP, INC. AND SUBSIDIARIES****INTERIM CONSOLIDATED STATEMENTS OF INCOME****(Amounts in Thousands, Except for Basic/Diluted Earnings Per Share)**

	<b>Three Months Ended March 31</b>	
	<b>2025</b>	<b>2024</b>
	<b>(Unaudited)</b>	<b>(Unaudited)</b>
<b>REVENUE</b>		
Banking	<b>₱19,254,904</b>	₱17,792,931
Distilled spirits	<b>7,171,053</b>	5,874,269
Beverage	<b>4,093,481</b>	4,241,964
Property development	<b>638,332</b>	597,088
	<b>31,157,770</b>	28,506,252
<b>COST OF SALES AND SERVICES</b>	<b>14,287,591</b>	13,386,152
<b>GROSS INCOME</b>	<b>16,870,179</b>	15,120,100
<b>EQUITY IN NET EARNINGS OF ASSOCIATES AND JOINT VENTURES</b>	<b>3,021,977</b>	2,908,852
	<b>19,892,156</b>	18,028,952
<b>OPERATING EXPENSES</b>		
Selling expenses	<b>648,696</b>	518,772
General and administrative expenses	<b>9,028,619</b>	8,662,945
	<b>9,677,315</b>	9,181,717
<b>OPERATING INCOME</b>	<b>10,214,841</b>	8,847,235
<b>OTHER INCOME (CHARGES)</b>		
Foreign exchange gains - net	<b>619,740</b>	336,143
Finance costs	<b>(130,758)</b>	(117,170)
Finance income	<b>54,176</b>	60,968
Others - net	<b>1,197,851</b>	749,799
	<b>1,741,009</b>	1,029,740
<b>INCOME BEFORE INCOME TAX</b>	<b>11,955,850</b>	9,876,975
<b>PROVISION FOR INCOME TAX</b>		
Current	<b>2,038,182</b>	1,670,889
Deferred	<b>(31,201)</b>	(620,899)
	<b>2,006,981</b>	1,049,990
<b>NET INCOME</b>	<b>₱9,948,869</b>	₱8,826,985
<b>NET INCOME ATTRIBUTABLE TO:</b>		
Equity holders of the Company	<b>₱7,236,854</b>	₱6,415,581
Non-controlling interests	<b>2,712,015</b>	2,411,404
	<b>₱9,948,869</b>	₱8,826,985
<b>Basic/Diluted Earnings Per Share</b>	<b>₱0.67</b>	₱0.59