



# JG SUMMIT HOLDINGS, INC.

Make Life Better For Every Filipino



## Company Presentation

# Disclaimer

This presentation contains certain forward looking statements with respect to the financial condition, results of operations and businesses of JG Summit Holdings, Inc. (JG Summit). Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of JG Summit to be materially different from any future results or performance expressed or implied by such forward looking statements. Such forward looking statements were based on numerous assumptions regarding JG Summit's present and future business strategies and the political and economic environment in which JG Summit will operate in the future.

# Key Milestones and Recent Developments

Consolidated revenues went up by **17%** to P88.5 billion due to the strong performance of major subsidiaries.

Core net income increases **31%** to P10.3 billion.

Net income from equity holders of the Parent rose **151%** to P13.0 billion, mainly due to equity take-up from Meralco.

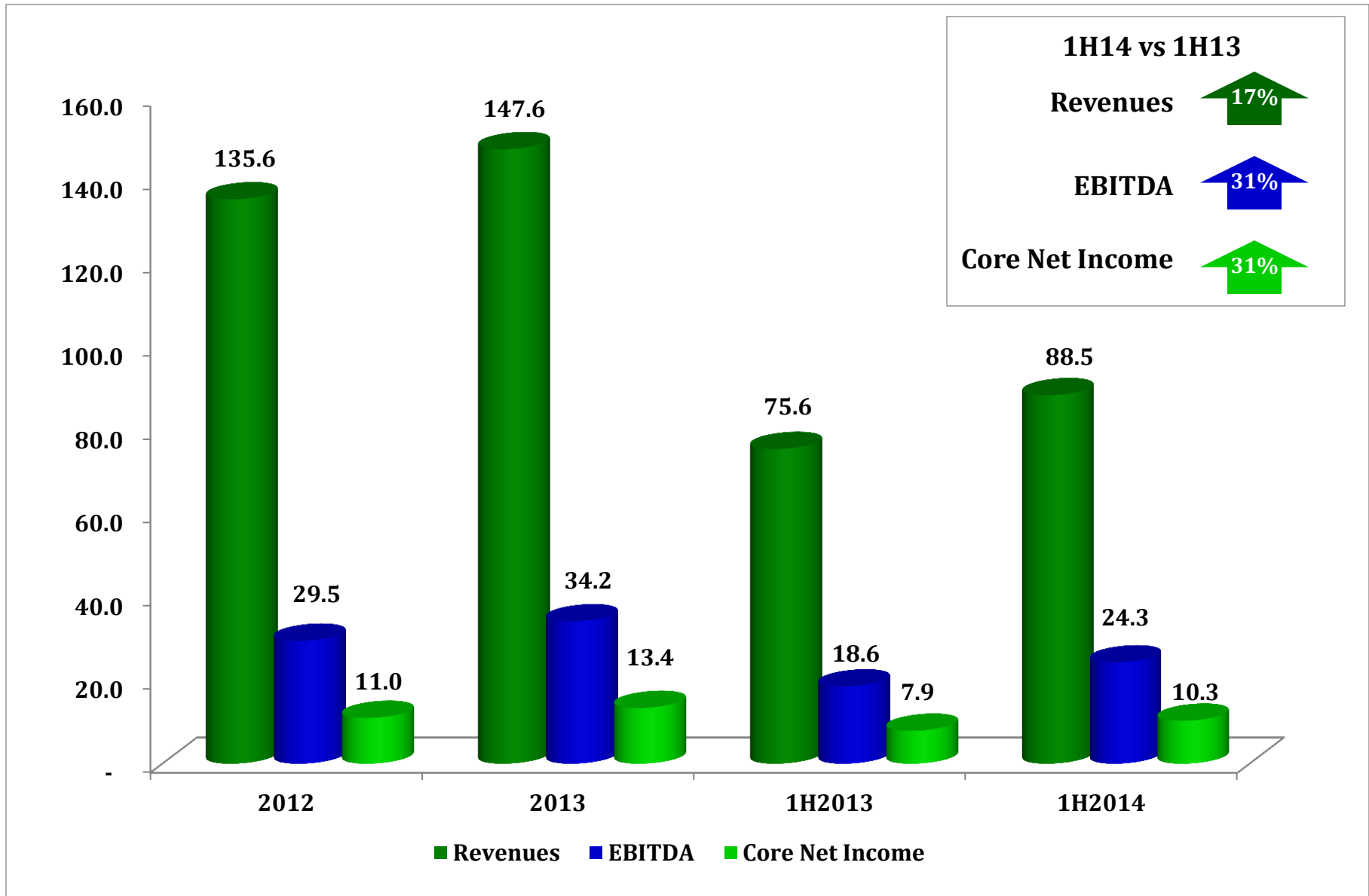
## March 2014

- ❖ JG Summit was included in the global equity index series of the London-based FTSE Group as part of its semi-annual review.
- ❖ JG Summit completed payments for the Meralco shares acquisition.
- ❖ URC was awarded as Overall Best Managed Consumer Company in Asia by Finance Asia.

## July 2014

- ❖ URC agreed to acquire New Zealand's Griffin's Food Limited for NZ\$700 million.
- ❖ RLC refinanced via term loan its P5B maturing bond obligation at interest rate of 5.04% p.a., same tenor for 5 years.

# Growing Revenues & Earnings from Strong Operations

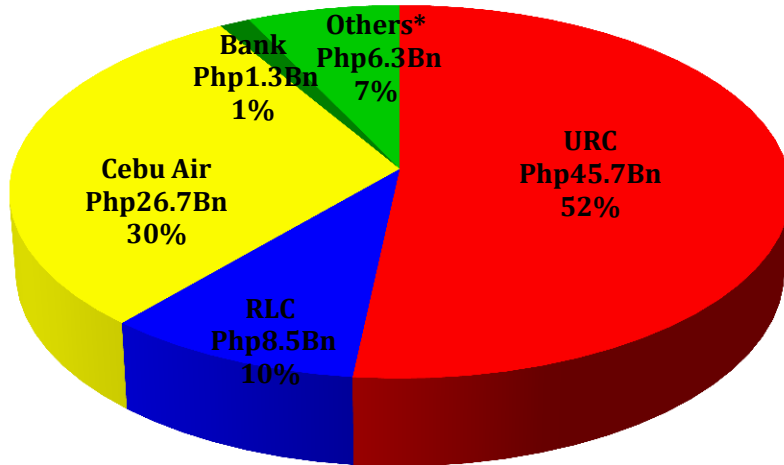


# Strong Operating Performance

<b><u>In Php Billions</u></b>	<b>2012</b>	<b>2013</b>	<b>Growth %</b>	<b>1H 2013</b>	<b>1H 2014</b>	<b>Growth %</b>
Revenues	135.60	147.6	+9%	<b>75.60</b>	<b>88.53</b>	<b>+17%</b>
Operating Income	20.97	24.28	+16%	<b>13.87</b>	<b>18.93</b>	<b>+36%</b>
Market valuation gain/(loss) on FVPL and derivatives	1.87	0.31	-83%	(0.16)	0.35	<b>+327%</b>
Foreign Exchange gain/(loss) – Net	1.40	(4.10)	-393%	(2.97)	1.52	<b>+151%</b>
Income before Income Tax	22.78	18.67	-18%	<b>9.88</b>	<b>19.87</b>	<b>+101%</b>
Provision for Income Tax	2.85	2.71	-5%	1.24	2.04	<b>+64%</b>
Net Income	19.94	15.96	-20%	<b>8.64</b>	<b>17.83</b>	<b>+106%</b>
Net income attributable to Parent	13.55	10.10	-26%	<b>5.17</b>	<b>13.00</b>	<b>+151%</b>
EBITDA	29.54	34.17	+16%	<b>18.55</b>	<b>24.33</b>	<b>+31%</b>

# Diversified Income Portfolio

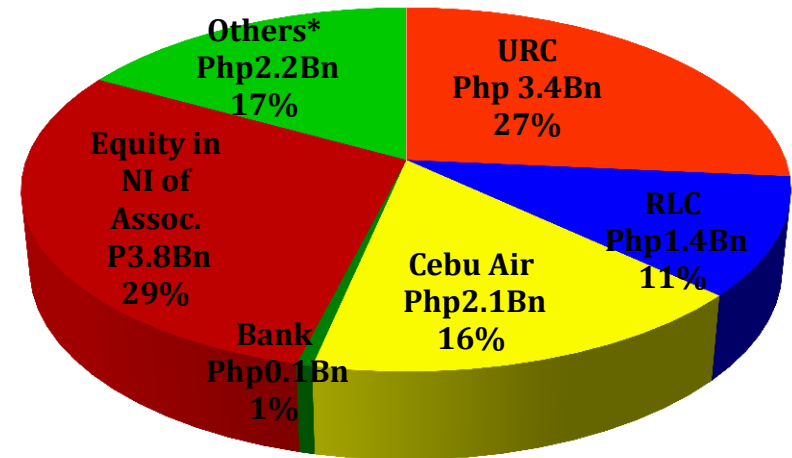
## Revenue Distribution in PhP billion



**1H2014 Consolidated Revenue:  
PhP88.5Bn**

*\*Other businesses include petrochemicals, dividend income from PLDT, and equity in net earnings of associates and joint ventures., incl. Meralco*

## Equity Earnings Breakdown in PhP billion



**1H2014 Core Net Income:  
PhP13.0Bn**

*\*Other businesses include petrochemicals, Parent Company and adjustments..*

# Solid Balance Sheet Position

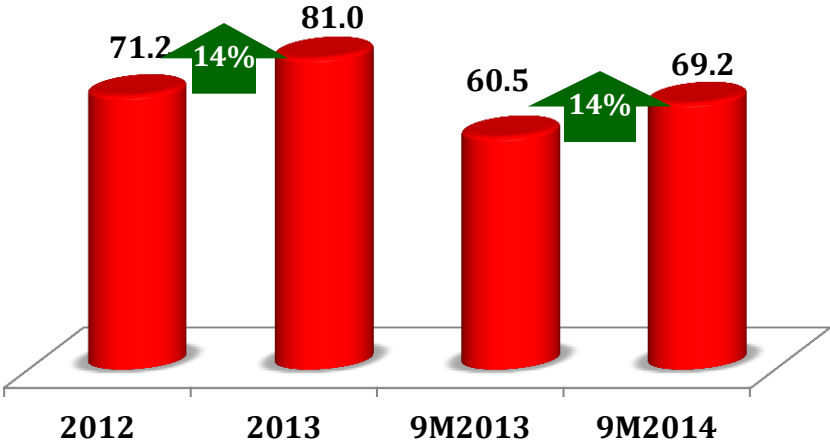
<b><u>In PhP Billions</u></b>	<b>2012</b>	<b>2013</b>	<b>2Q 2014</b>	<b>Growth %</b>
Cash* (inc Financial Assets and AFS Inv'ts)	41.31	41.76	45.51	+9%
Total Assets	340.38	463.82	502.77	+8%
Total Financial Debt**	81.08	122.38	163.06	+33%
Total Liabilities	141.90	232.01	252.30	+9%
Total Equity				
Stockholders' Equity	154.98	183.98	201.28	+9%
Minority Interest	43.50	47.83	49.19	+3%

\* Cash, FVPL and available for sale (AFS) investments from Robinsons Bank and AFS on PLDT are excluded

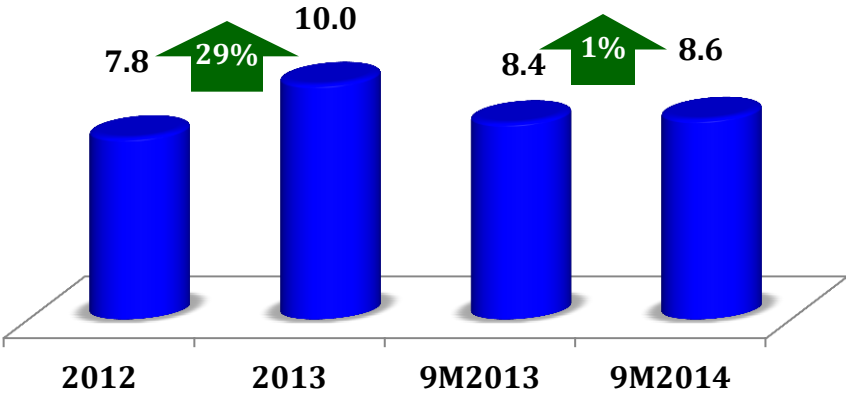
\*\* Financial debt is composed of long-term debt and short-term debt

<b>Ratios (x)</b>	<b>2012</b>	<b>2013</b>	<b>2Q2014</b>	<b>Growth %</b>
Gearing ratio	0.41	0.53	0.65	+23%
Net Debt to Equity ratio	0.20	0.35	0.47	+35%
Book value per share (PhP)	22.80	26.22	28.68	+9%

## Revenues (in PhP billion)



## Net Income\* (in PhP billion)



## Market Share

CATEGORY	MARKET SHARE	#1	#2	#3
Snacks	39%	URC	24%	8%
Candies	34%	URC	12%	11%
Chocolates	24%	URC	9%	8%
Biscuits	17%	34%	27%	URC
Cookies	28%	URC	24%	12%
Pretzels	41%	URC	27%	11%
Canned Beans	82%	URC	8%	4%
Cup Noodles	45%	48%	URC	1%
RTD Tea	83%	URC	5%	4%
Coffee	26%	49%	URC	20%
Instant Coffee	26%	72%	URC	2%
Coffee Mixes	27%	41%	URC	27%

AC Nielsen Survey MAT: Snacks, RTD Tea, Coffee-June 2014, Canned Beans-April 2014, Biscuits, Candies, Chocolates, Cup Noodles-May 2014



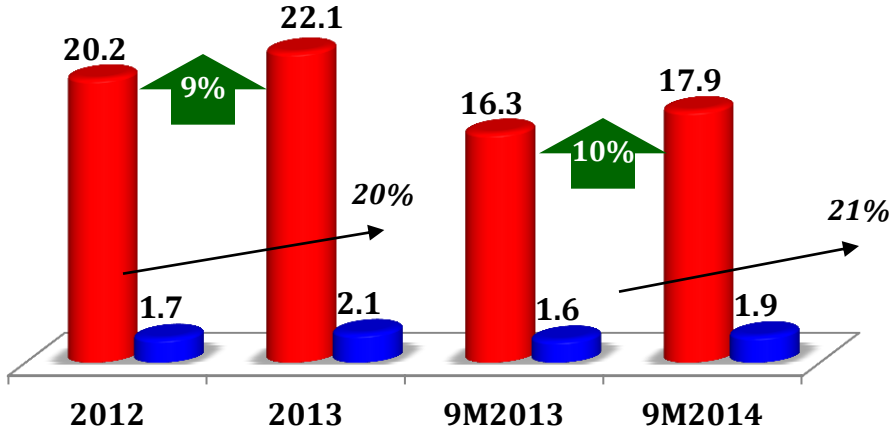
\* Attributable to equity holders of the parent company  
September fiscal year



# URC International

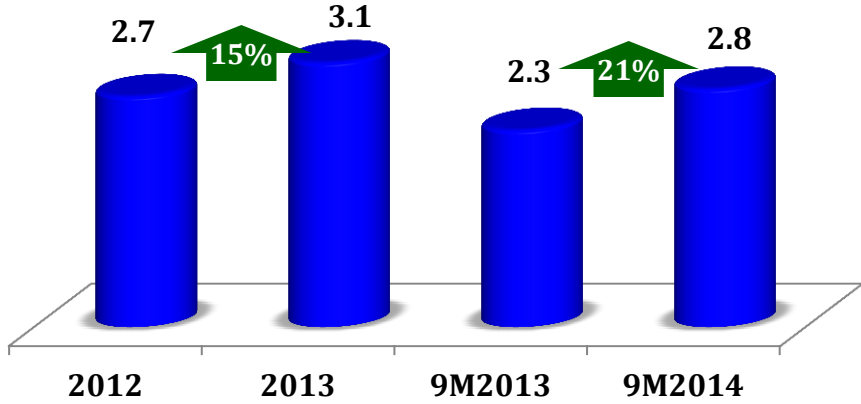
(In PhP billion)

■ Revenue ■ EBIT



# EBITDA

(in PhP billion)



# Market Share

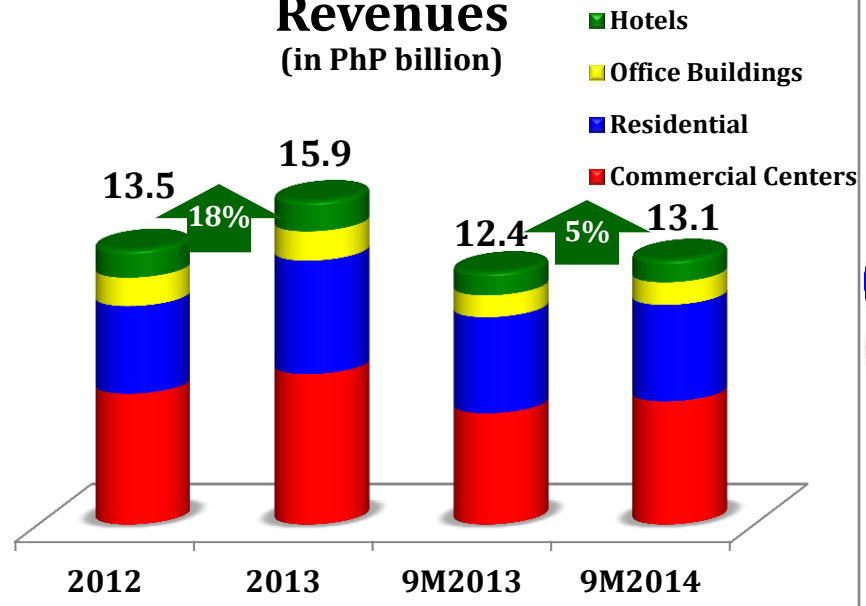
THAILAND*				
CATEGORY	MARKET SHARE	#1	#2	#3
Biscuits	22%	URC	11%	10%
Wafers	24%	URC	14%	11%
VIETNAM*				
RTD Tea	38%	48%	URC	4%

Source:  
AC Nielsen Retail Index June 2014  
(6 key cities)

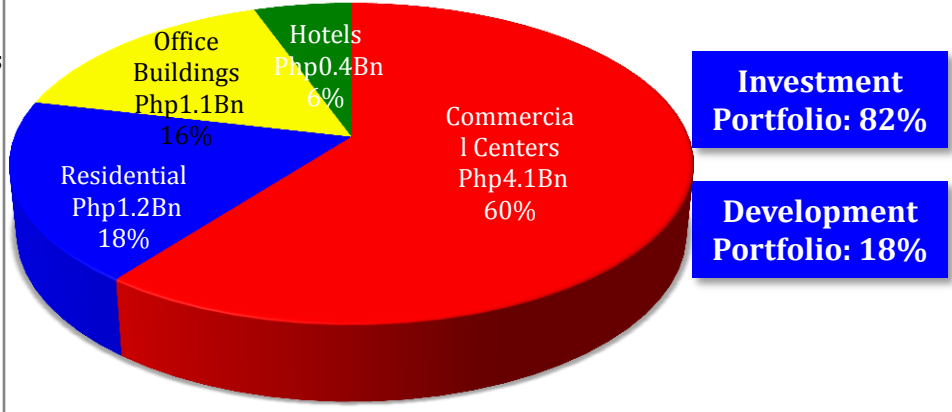


\* September fiscal year

## Revenues (in PhP billion)



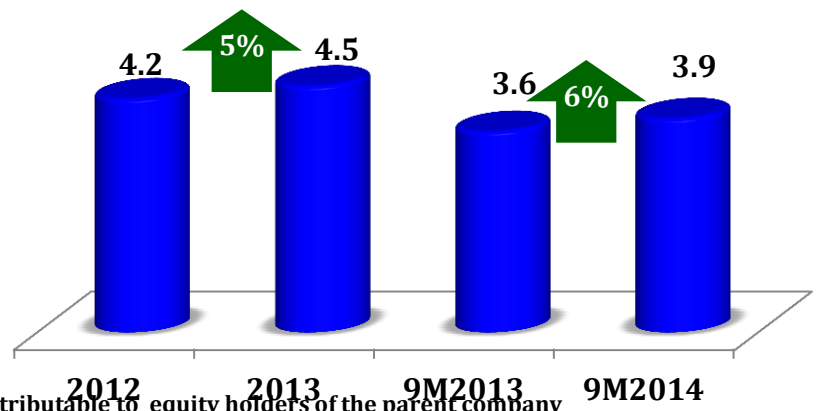
## EBITDA Breakdown 9MFY2014: PhP 6.80bn



**Investment Portfolio: 82%**

**Development Portfolio: 18%**

## Net Income\* (in PhP billion)

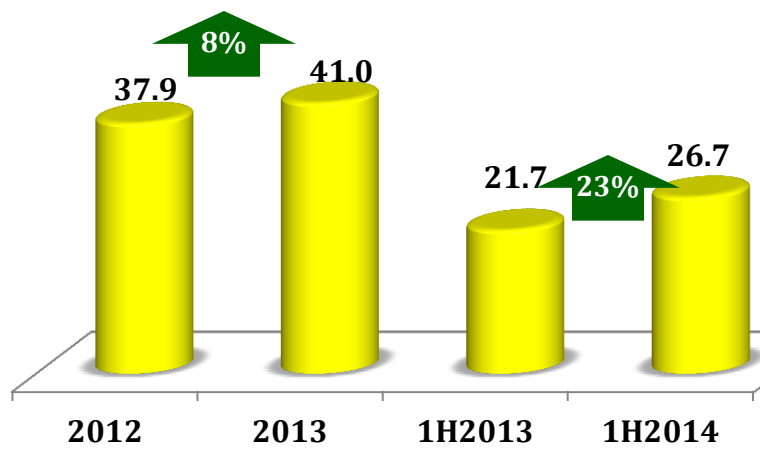


\* Attributable to equity holders of the parent company  
September fiscal year

Business Portfolio		
Malls	37 Malls	1,025,000 sqm in GLA
Offices	10 Office Buildings	280,000 sqm in NLA
Hotels	11 Hotel Properties	1,790 rooms in 3 brand segments
Residential	62 Residential Condominiums	33 housing subdivisions

## Operational Highlights

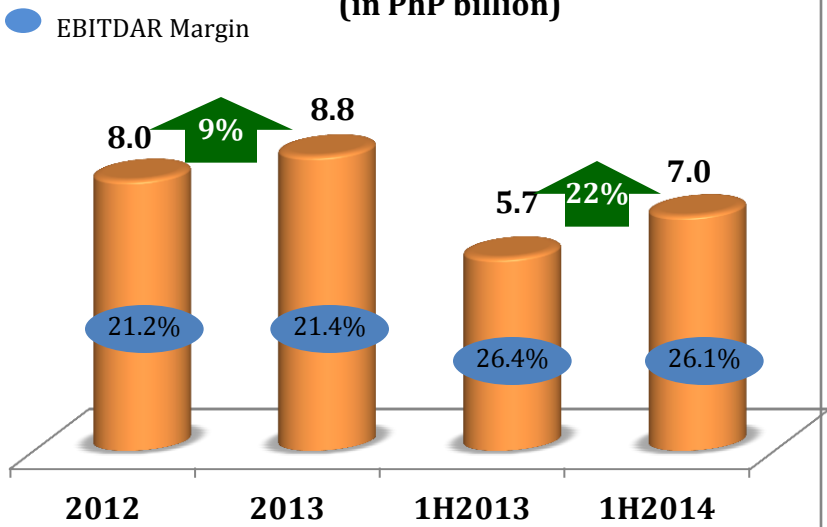
### Revenues (in PhP billion)



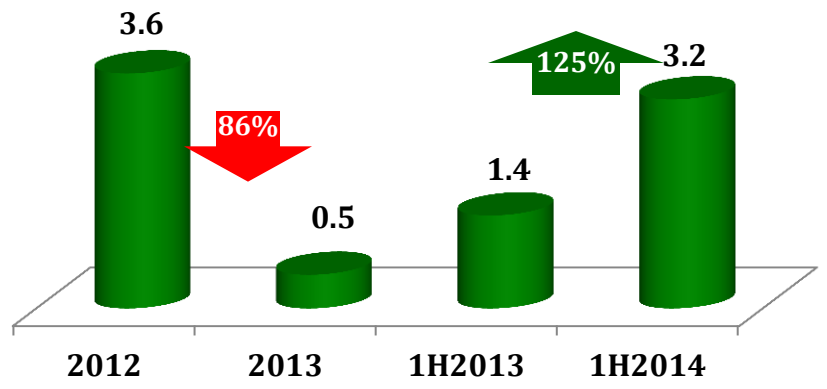
	2012	2013	1H 2014	Growth %
Total Passenger Volume (m)	13.3	14.4	8.5	+13.8
Seat Load Factor	82.6%	81.9%	85.5%	+0.1
Ave. Fare/Pax (PhP)	2,232	2,206	2,450	+7.9
Ancillary/Pax (PhP)	448	469	520	+10.4
Total Ave Yield/Pax (PhP)	2,680	2,675	2,970	+8.4
Cost/ASK (ex-Fuel) PhP	1.25	1.18	1.24	+2.7
Total Cost/ASK (PhP)	2.49	2.38	2.44	+1.2
Domestic Market Share	46.1%	50.4%	53.6% <sup>1</sup>	+3.1
Fleet Size	41	48	52 <sup>2</sup>	+8.3

Note: 1) Based on internal estimates (excl. DG) CAB Data not yet available 2) including DG

### EBITDAR (in PhP billion)

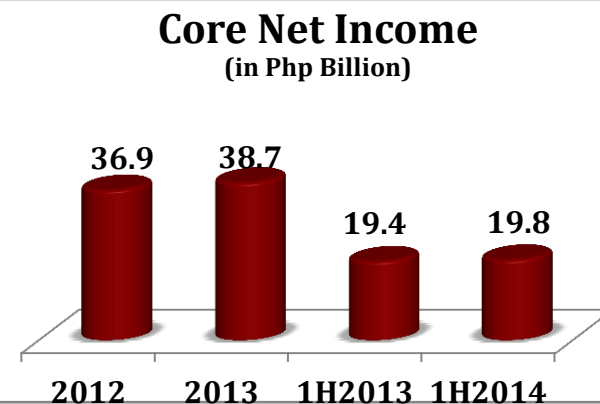
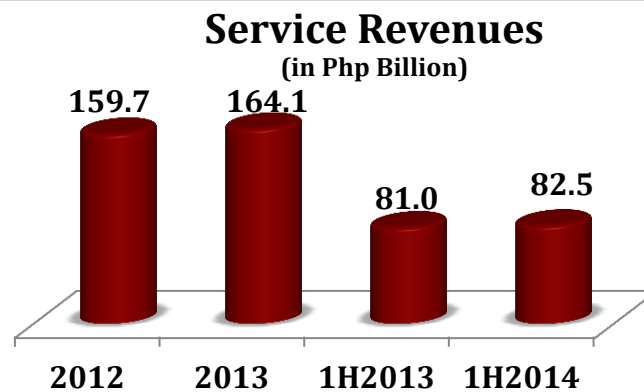
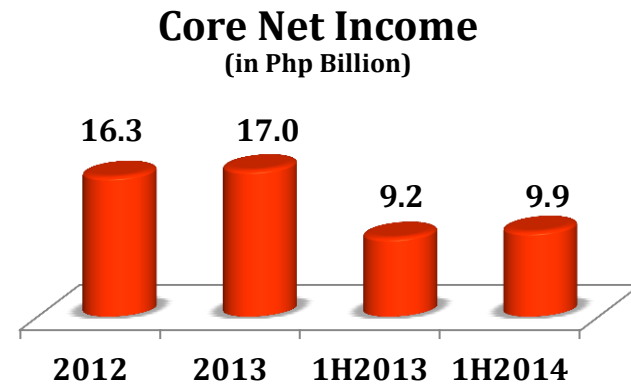
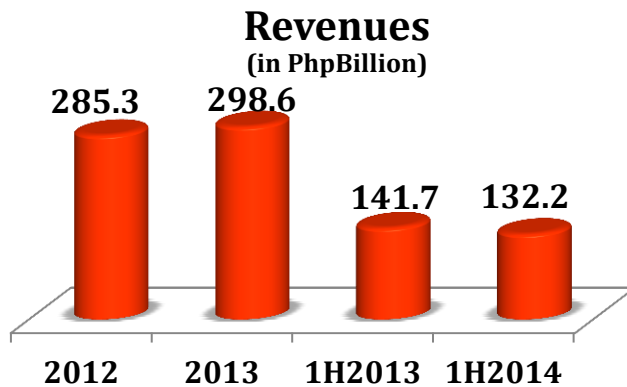


### Net Income (in PhP billion)

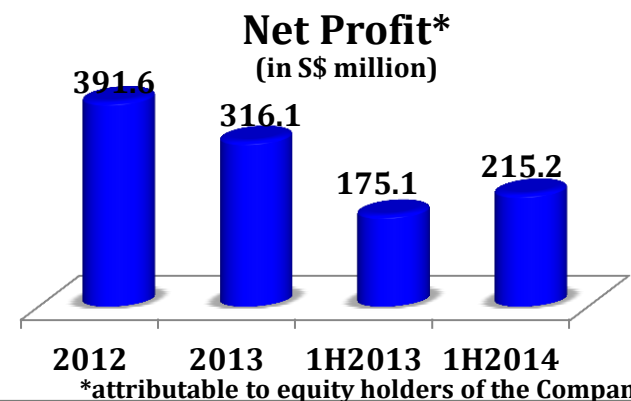
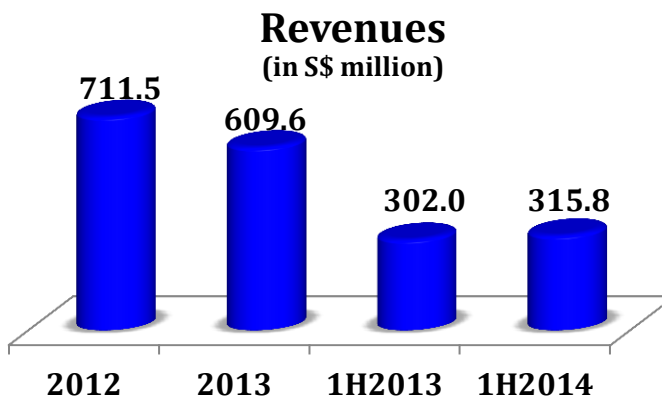


Source: Company Filings

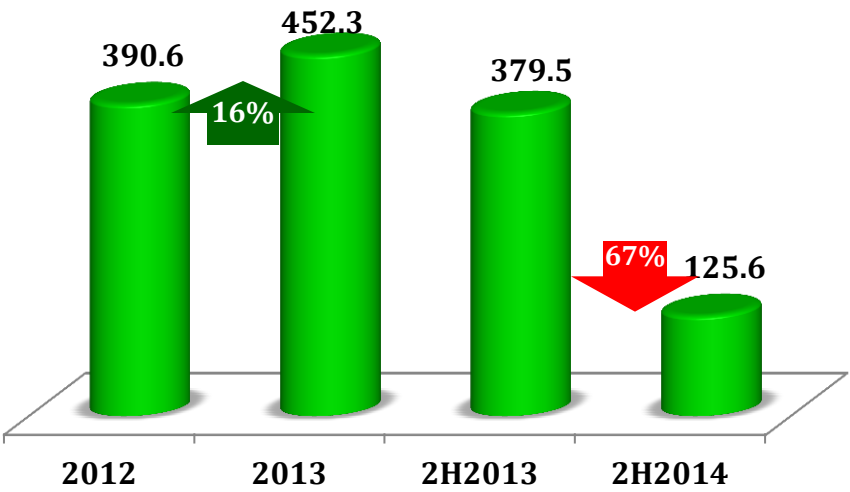
# Core Investments



United Industrial Corporation Limited



## Net Income (in PhP million)



- A commercial banking operation with 96 branches and 162 ATMs nationwide.
- Currently ranked eight in terms of asset size and seventh in terms of capitalization among commercial banks in the Philippines.
- Offers a broad range of deposit and loans product, trust investments, foreign exchange and securities- all aiming to secure and promote customers' financial growth.

## First Naptha Feed-In

- Currently in the process of starting up the cracker, and have begun to introduce naphtha at reduced rates into the furnaces so as to test the operability of the interrelated systems. We are working to achieve stable operations and on-spec products at the soonest possible time.

## Projected Revenues

- The Petrochem business is expected to generate annual revenues of between US\$800m-US\$1bn on full production, making it the third largest operating leg of the JG Group of companies.

# Plans and Prospects



UNIVERSAL ROBINA  
CORPORATION

- **Finish construction of factory in Central Vietnam, URC Myanmar and Biomass Power Cogeneration facility in the Philippines.**
- **Joint venture partnership with Calbee to manufacture snack products in the Philippines.**
- **Finalize financing and acquisition of Griffin's and explore quick wins in cross selling and marketing products in ASEAN/China & Australia**



ROBINSONS LAND  
CORPORATION  
YOUR DREAMS, OUR FOUNDATION.

- **Open 7 new malls in FY2014 , with 5 malls already opened to date.**
- **Currently constructing first office building, Tera Tower, in upcoming mixed use development, Bridgetowne.**
- **Rolling out approximately 2-3 new Go Hotels per year and currently evaluating opportunities for new Summit Hotels.**
- **Launch Php6-8Bn worth of project launches (in terms of sales value) in the residential division.**



CEBU PACIFIC AIR.COM

- **Total remaining order book of 11 A320s, 30 A321 NEO, and 2 A330s on operating lease, with 8 A320s for lease returns.**
- **Will operate direct flights from Manila to Sydney, Australia and to Kuwait this September.**
- **Rationalization of DG's network and service offerings to 14 routes and destinations with 250 average weekly flights.**



JG SUMMIT  
OLEFINS  
CORPORATION

- **Currently in the process of starting up the naphtha cracker plant.**



# JG SUMMIT HOLDINGS, INC.



Thank You!

# Strong and Well-Diversified Business Portfolio



JG SUMMIT HOLDINGS, INC.

Market cap: PHP 371.9bn

## Core businesses



Stake: 55.8%  
Market cap: PHP 354.5bn  
Attributable Market Cap:  
PHP 197.9bn



Stake: 67.2%  
Market cap: PHP 34.7bn  
Attributable Market Cap:  
PHP 23.3bn



Stake: 61.0%  
Market cap: PHP 92.7bn  
Attributable Market Cap:  
PHP 56.5bn



## Core investments



Stake: 8.0%  
Market cap: PHP 658.97bn  
Attributable Market Cap:  
PHP 52.8bn



Stake: 27.1%  
Market cap: PHP 286.8bn  
Attributable Market Cap:  
PHP 77.8bn



Stake: 37.0%  
Market cap: PHP 163.7bn  
Attributable Market Cap:  
PHP 60.6bn

## Growth businesses



Stake: 100.0%



Stake: 60.0%