



**JG SUMMIT  
HOLDINGS, INC.**

**Make Life Better For Every Filipino**



**MAY 2015**

**1QFY2015 COMPANY PRESENTATION**

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.

# COMPANY OVERVIEW



# Company Overview

Market cap:  
PHP 501.4bn



JG SUMMIT HOLDINGS, INC.

## Core businesses



Stake: 55.8%  
Market cap: PHP 469.0bn  
Attributable Market Cap:  
PHP 261.8bn



Stake: 67.2%  
Market cap: PHP 51.4bn  
Attributable Market Cap:  
PHP 34.5bn



Stake: 61.0%  
Market cap: PHP 122.4bn  
Attributable Market Cap:  
PHP 74.6bn



## Core investments



Stake: 8.0%  
Market cap: PHP 605.0bn  
Attributable Market Cap:  
PHP 48.4bn



Stake: 27.1%  
Market cap: PHP 294.4bn  
Attributable Market Cap:  
PHP 79.8bn



Stake: 37.0%  
Market cap: PHP 162.3bn  
Attributable Market Cap:  
PHP 60.0bn

## Growth businesses



Stake: 100.0%



Stake: 60.0%

# FINANCIAL RESULTS



# Key Financial Highlights

<u>In PhP Billions</u>	<u>1Q 14</u>	<u>1Q 15</u>	<b>Growth %</b>
Revenues	43.42	57.05	<b>+31.4</b>
Net Income from Equity Holders of the Parent	5.38	5.98	<b>+11.2</b>
Core Net Income After Taxes	5.61	6.18	<b>+10.1</b>
EBITDA	12.02	15.14	<b>+25.9</b>

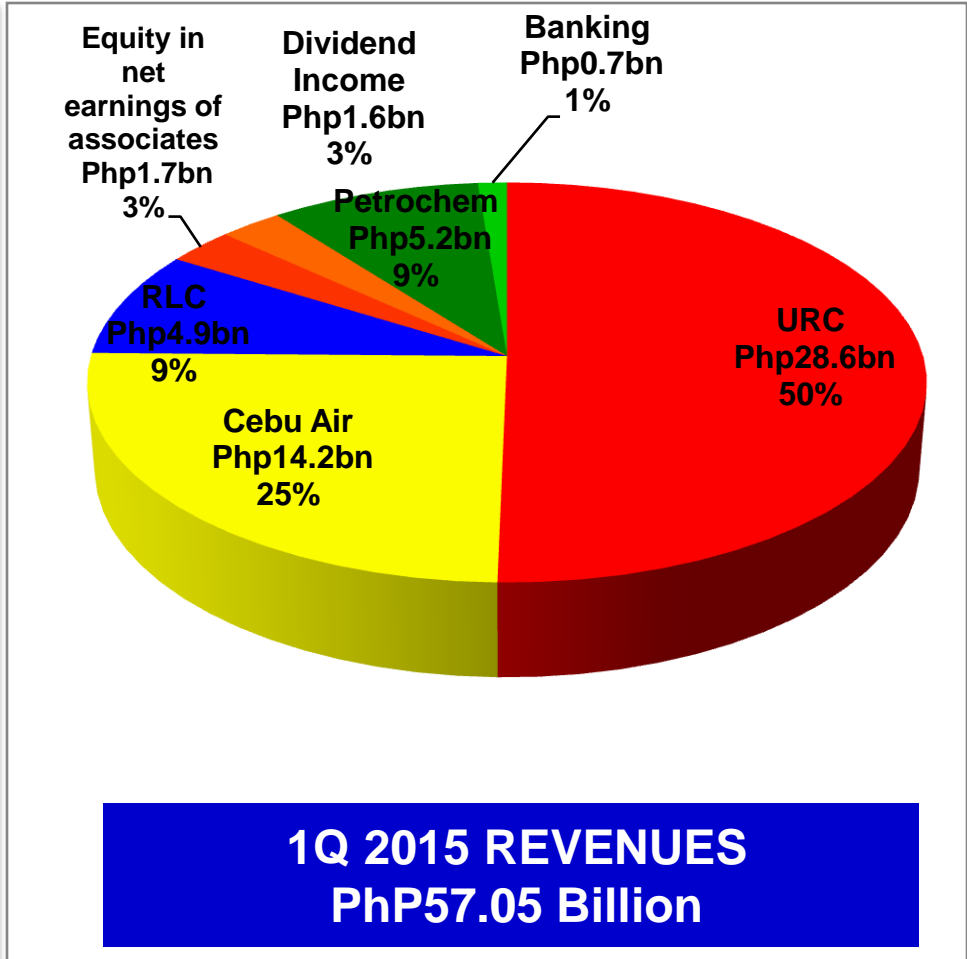
- ❖ Revenues driven by strong performance of all businesses:
  - ❖ **URC** up 24% due to growth in sales of both domestic and international operations
  - ❖ **CEB** up 21% due to 13% growth in passenger volume due to increased number of flights as a result of the increase in no. of aircraft.
  - ❖ **RLC** up 20% due to higher rental income and contribution of new malls.
  - ❖ **Petrochem** up 2,485% as it resumed commercial operation starting November 2014

# Growing Revenues from Strong Operations

## REVENUE BREAKDOWN

<i>In PhP Billions</i>	1Q14	1Q15	Growth %
URC	23.0	28.6	+24%
CEB	11.8	14.2	+21%
RLC	4.1	4.9	+20%
EQUITY IN NET EARNINGS	1.6	1.7	+5%
DIVIDEND INCOME	2.1	1.6	-23%
PETROCHEM	0.2	5.2	+2485%
BANKING	0.6	0.7	+20%
OTHERS	0.1	0.1	+26%
<b>TOTAL</b>	<b>43.4</b>	<b>57.1</b>	<b>+31%</b>

## REVENUE DISTRIBUTION (in PhP Billions)

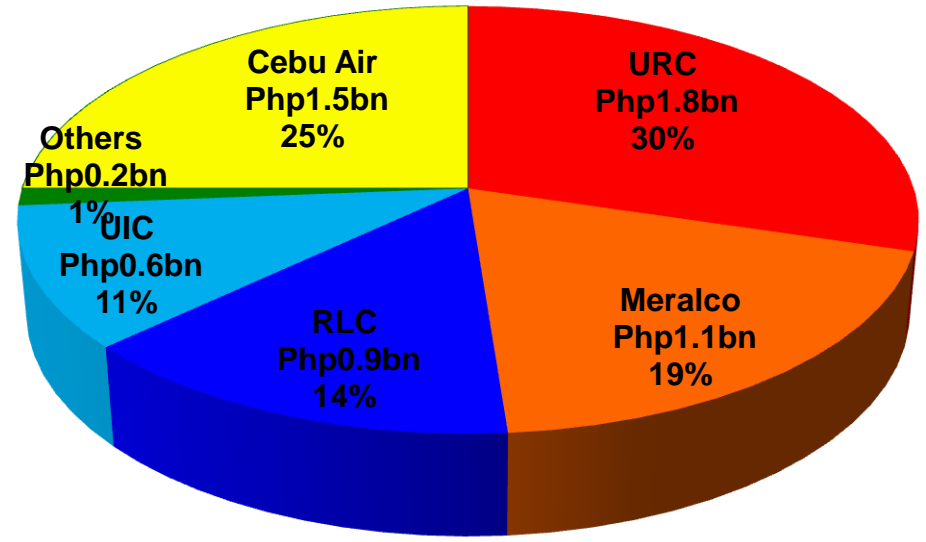


# Growing Earnings from Strong Operations

## NET INCOME BREAKDOWN

From Equity Holders of the Parent <i>In PhP Billions</i>	1Q14	1Q15
URC	1.8	1.8
CEB	0.1	1.5
RLC	0.7	0.9
UIC	0.5	0.6
MERALCO	1.1	1.1
JGSPC	(0.02)	(0.9)
OTHERS	1.2	1.1
<b>TOTAL</b>	<b>5.4</b>	<b>6.0</b>

## NET INCOME FROM EQUITY HOLDERS OF THE PARENT (in PhP Billions)

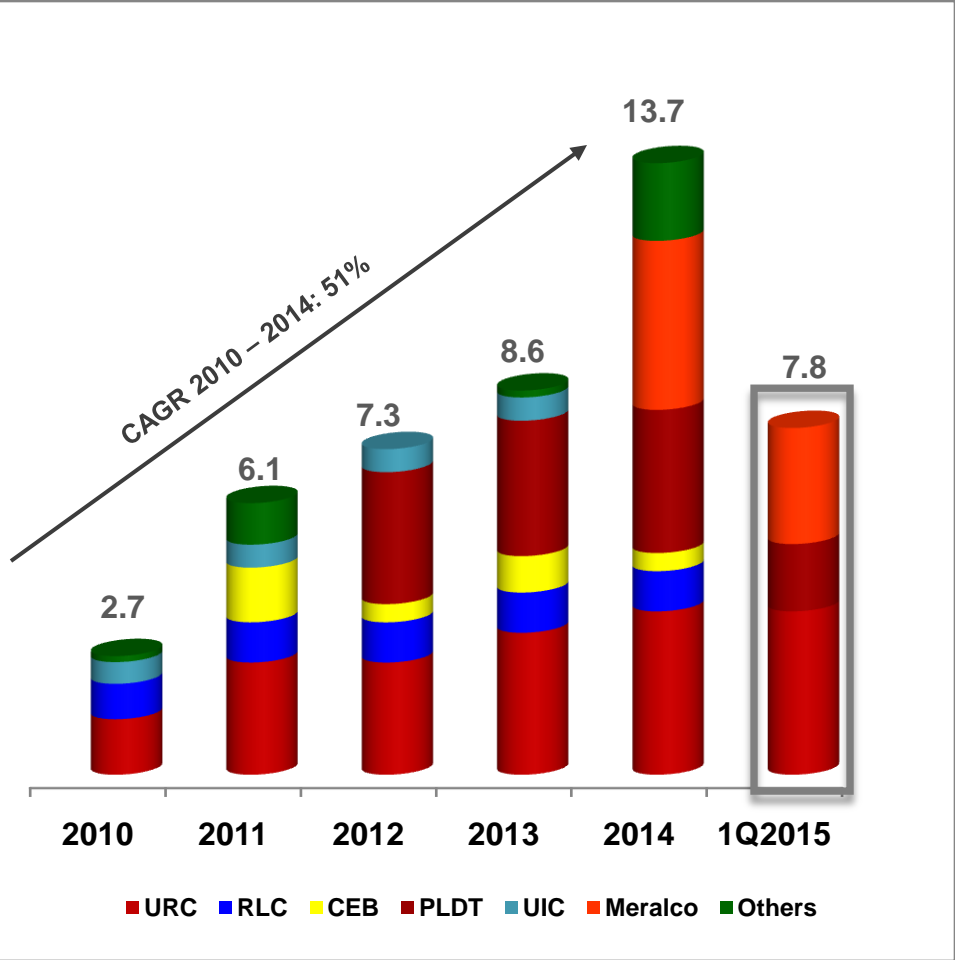


**1Q 2015 EQUITY INCOME  
PhP 5.98 Billion**

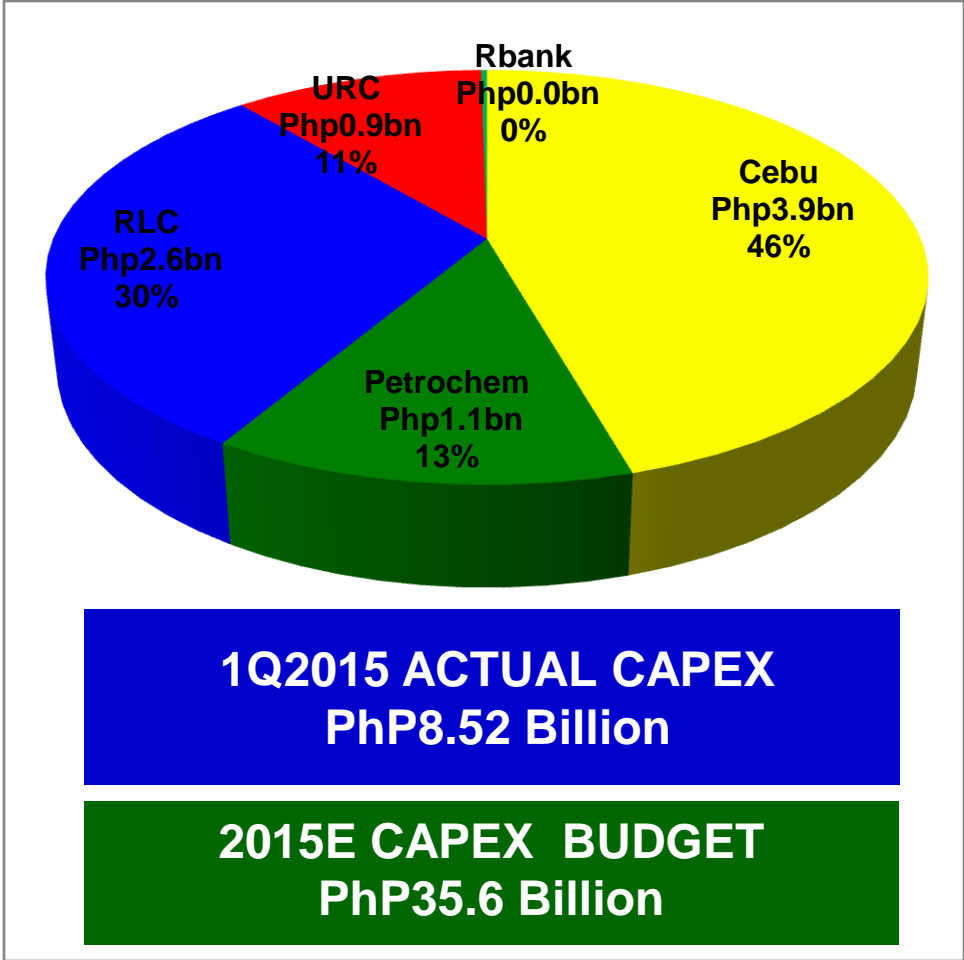


# Stable Cash Flow that Supports Growth

**DIVIDENDS RECEIVED**  
(in PhP Billions)



**CAPITAL EXPENDITURE**  
(PhP Billions)



# Solid Balance Sheet Position

<b><u>In PhP Billions</u></b>	<b>2014</b>	<b>1Q 2015</b>	<b>Growth %</b>
Cash* (inc Financial Assets and AFS Investments)	47.00	49.03	+4.3%
Total Assets	558.78	561.72	+0.5%
Total Financial Debt**	201.84	190.11	-5.8%
Total Liabilities	297.17	285.39	-4.0%
Total Equity			
Stockholders' Equity	207.62	222.04	+7.0%
Minority Interest	53.99	54.29	+0.5%

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

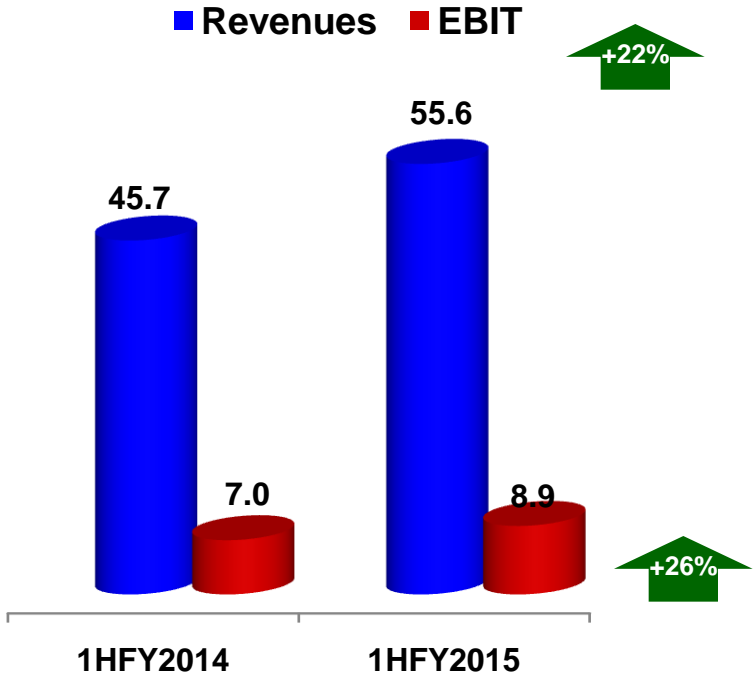
\*\* Financial debt is composed of long-term debt and short-term debt

<b><u>Ratios (x)</u></b>	<b>2014</b>	<b>1Q 2015</b>	<b>Growth %</b>
Gearing ratio	0.77	0.69	-10.8%
Net Debt to Equity ratio	0.59	0.51	-13.7%
Book value per share (PhP)	29.59	30.99	+4.8%

# KEY BUSINESSES

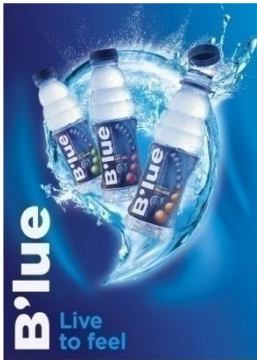


(in PhP Billions)

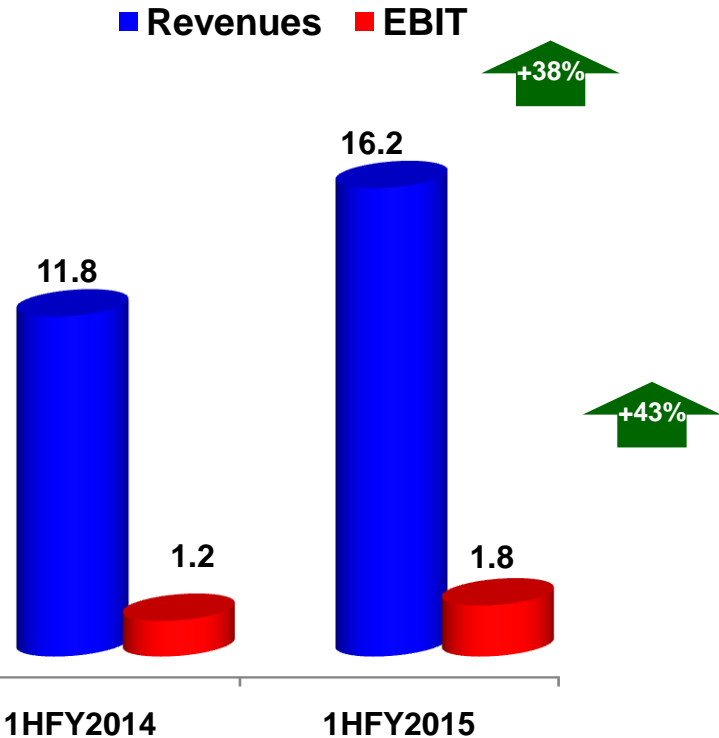


## KEY HIGHLIGHTS

- ❖ Growth for the quarter was driven by Branded Foods, Sugar and Feeds.
  - ❑ Strong growth of our powdered beverage business (+30%), mainly coming from coffee (+30%).
  - ❑ Snackfoods leg grew 8% led by salty snacks mainly driven by core brands.
- ❖ Commodity Foods Group 1H sales was at P4.8B, up by 26% due to the high sales volumes and higher average selling price for the sugar business
- ❖ Agro-industrial group’s sales grew by 8% P2.3B driven by the volume increase in the feeds business
- ❖ Danone-URC started to trade “B’lue” last Jan. and Calbee-URC, Inc. has started to pipeline their products last Feb.



(in PhP Billions)



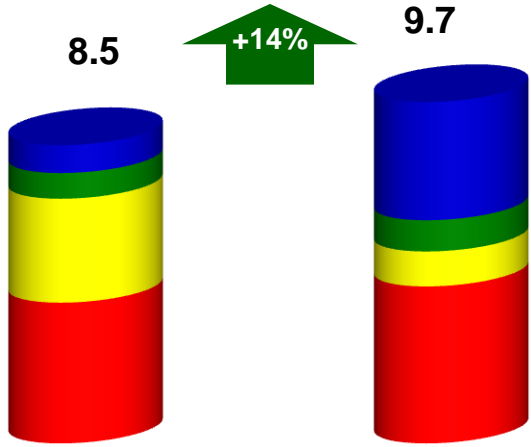
## KEY HIGHLIGHTS

- ❖ International business grew 38% to P16.2B with the consolidation of Griffins financials starting mid-November.
- ❖ Growth came from accelerating sales in Thailand Vietnam and Indonesia.
- ❖ Indonesia was our star performer with sales up significantly on the back of strong sales of potato chips and chocolates.
- ❖ Griffin’s business grew mid single digit on the back of growth across all categories while exports grew behind wrapped snacks and biscuits.





**Revenues (in PhP Billions)**



1HFY2014

1HFY2015

■ Commercial Centers ■ Office Buildings ■ Hotels ■ Residential

**EBITDA Breakdown**

1HFY2015: PhP 5.2bn, +17%

<u>1HFY15</u>	<u>EBITDA</u>
Malls	59%
Offices	18%
Hotels	6%
Residential	17%

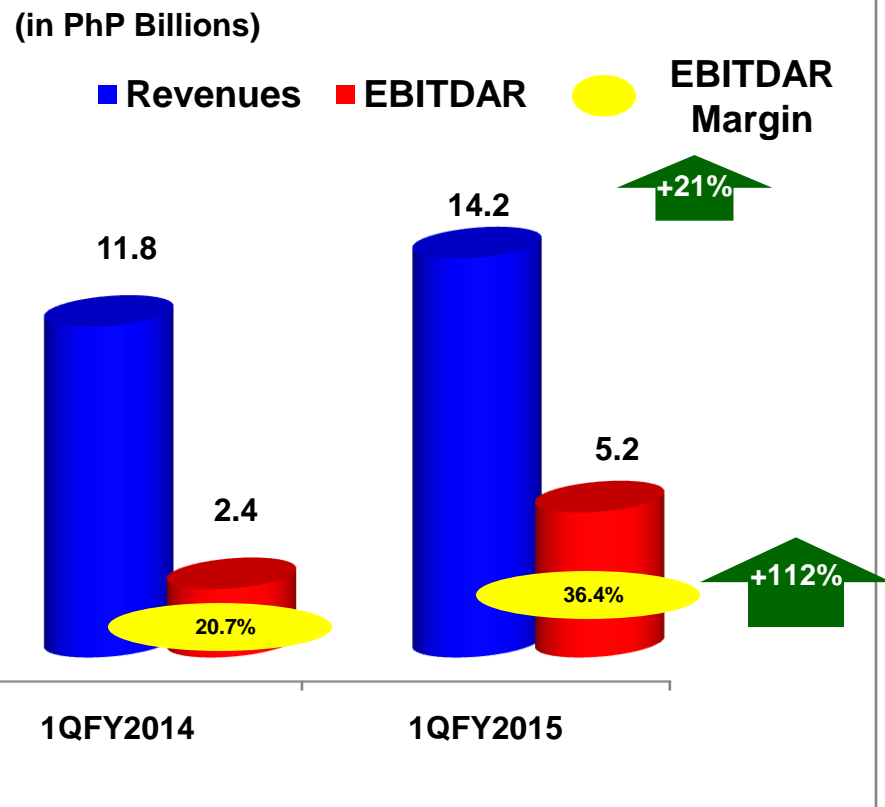
**Investment Portfolio: 83%**

**Development Portfolio: 17%**

**KEY HIGHLIGHTS**

- ❖ Malls revenue grew by 12% to P4.4B in 1HFY15. Currently have a portfolio of 39 malls with an average occupancy rate of 95%.
- ❖ Office buildings division grew by 36% with the new office buildings Cyberscape Alpha and Cyberscape Beta now 100% leased out. 10 office buildings with leased out rate of 99%.
- ❖ Hotels division grew by 12% with the opening of Go Hotels Butuan last December and Summit Magnolia last January, bringing to a total of 14 hotel properties.
- ❖ Residential realized sales grew 14% to P3.3 B.

# CEB Financial Performance



## KEY HIGHLIGHTS

- ❖ Passenger traffic grew **13.0%** to **4.28M** from 3.79M.
- ❖ Most extensive domestic network<sup>(1)</sup>: 55 routes, 34 destinations, 2,121 weekly flights<sup>(1)</sup>
- ❖ GetGo launched last March 6, 2015
- ❖ Tiger Airways Philippines is now Cebgo effective May 11, 2015

OPERATIONAL HIGHLIGHTS	1Q14	1Q15	Growth
Total Passenger Volume (m)	3.79	4.28	+13.0%
Seat Load Factor	82.5%	78.9%	-3.6 pts.
Total Ave Yield/Pax (PhP)	2,926	3,137	+7.2%
Cost/ASK (ex-Fuel) PhP	1.25	1.17	-6.5%
Total Cost/ASK (PhP)	2.47	1.89	-23.5%
Fleet Size	51	55	+7.8

cebgo getgo

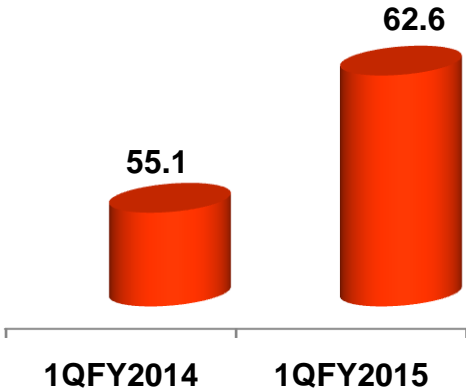


Source: Civil Aeronautics Board, Company data.  
 (1) including cebgo

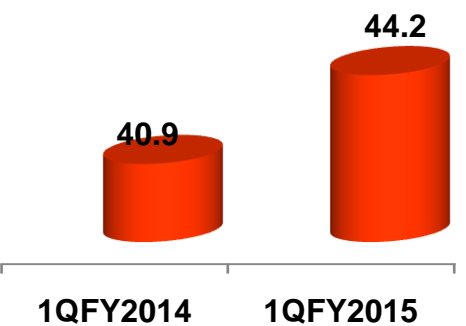
# Core Investments



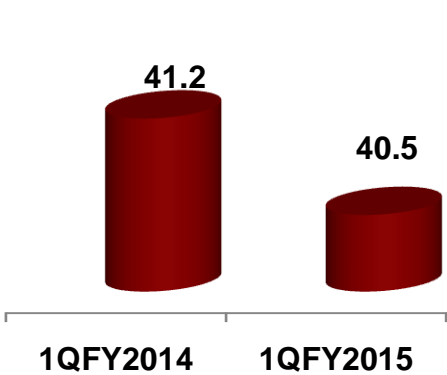
**Revenues**  
(in Php Billions)



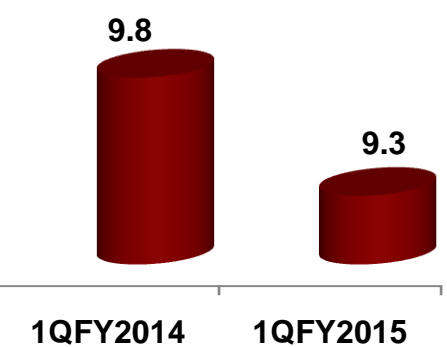
**Core Net Income**  
(in Php Billions)



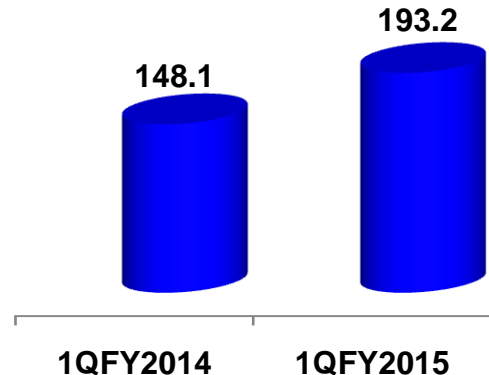
**Service Revenues**  
(in Php Billions)



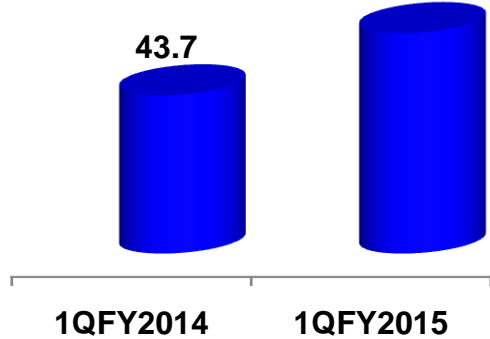
**Core Net Income**  
(in Php Billions)



**Revenues**  
(in S\$ millions)



**Net Profit\***  
(in S\$ millions)

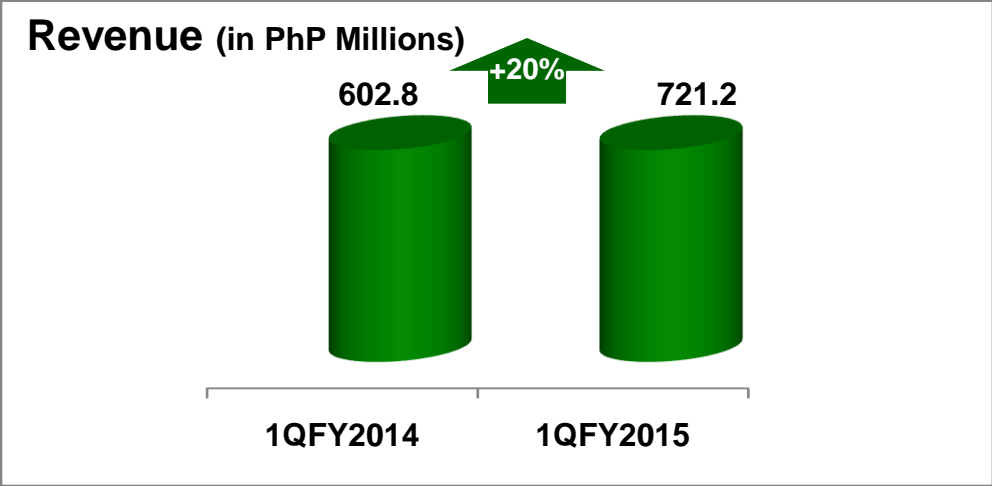


\*attributable to equity holders of the Company



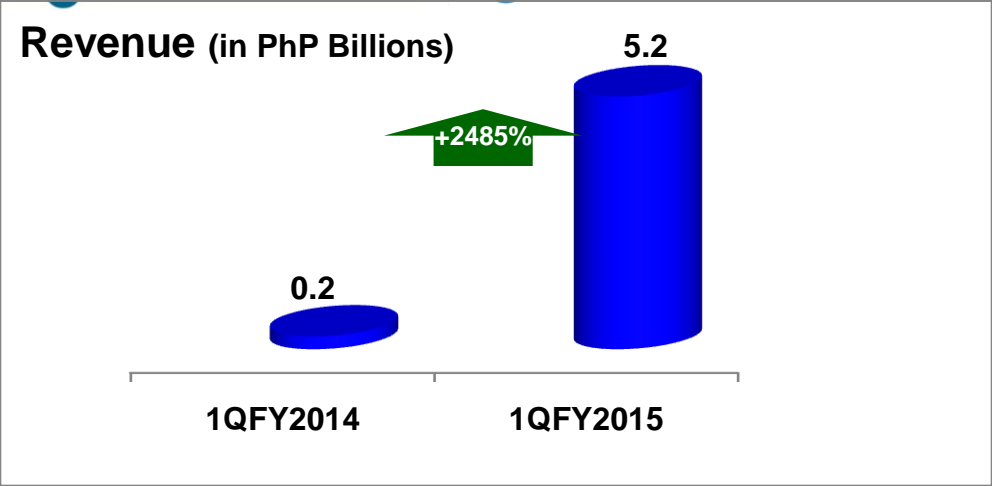
# Growth Businesses

## ROBINSONSBANK



## JG SUMMIT PETROCHEMICAL CORPORATION

## JG SUMMIT OLEFINS CORPORATION



## KEY HIGHLIGHTS

- ❖ Slight drop in revenues attributed to lower trading gains.
- ❖ A growing commercial banking operations with 105 branches and 173 ATMs nationwide.
- ❖ Ranked 8th in terms of assets size and 8th in terms of capitalization among commercial banks in the Philippines.

## KEY HIGHLIGHTS

- ❖ Resumed commercial operations in November 2014 after completing the plant expansion and rehabilitation in March 2014.
- ❖ The cracker has been running continuously since start-up at around 60 - 70% run rate and we expect to gradually ramp up to 90-100% once market conditions improve

# PLANS & PROSPECTS



# Plans and Prospects



UNIVERSAL ROBINA  
CORPORATION

- Commission **Central Vietnam and Myanmar** facilities
- Install additional capacities in **PET beverage and snack foods** across ASEAN operations and a new bar line in New Zealand
- Initiate Global portfolio and branding review for URC and **Griffin's**



- Open **3 new** malls (1 new mall opened in 1QFY2015) and **1 expansion mall** in FY2015
- Currently constructing first office building, **Tera Tower**, in upcoming mixed use development, Bridgetowne, to be completed in 2015.
- Expand hotel portfolio by adding 15% hotel rooms in FY2015 (**1 Go Hotel, 1 Summit Hotel**).
- To launch **Php6-12B worth of project launches** across its 4 residential brands in FY2015. Entered into an agreement with Starwood for the Westin hotel and residences at the Westin Manila Sonata Place



- On Feb 23, 2015, CEB signed a forward sale agreement for the **sale of 6 A319 aircraft**. Delivery of the aircraft is scheduled in 2015 until 2016.
- Currently<sup>(1)</sup> have 55 aircraft, and total remaining order book of 7 A320s and 30 A321 NEO with 7 A320s for lease returns
- To launch **new flights** to Doha, Qatar (starting June 2015)



- Started operations, both for the naphtha cracker operated by JGSOC and the polymer plants operated by JGSPC.



**JG SUMMIT  
HOLDINGS, INC.**

---

**Make Life Better For Every Filipino**

**THANK YOU!**