



Making Life Better

COMPANY
PRESENTATION

November 2017

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.



Majority Investments



Stake: 55.3%
Mkt Cap: Php 297.6 Bn
Att Mkt Cap:
Php 164.4Bn



ROBINSONS LAND
Stake: 61.0%
Mkt Cap: Php 98.0 Bn
Att Mkt Cap:
Php 59.8Bn



Stake: 67.2%
Mkt Cap: Php 60.6Bn
Att Mkt Cap:
Php 40.7Bn




JG SUMMIT HOLDINGS, INC.

Market Capitalization:
Php 522.9 Billion

Growth Businesses



Stake: 60.0%



JG SUMMIT PETROCHEMICALS GROUP
Stake: 100.0%

Minority Investments



MERALCO
Stake: 29.6%
Mkt Cap: Php 359.1Bn
Att Mkt Cap:
Php 106.2Bn



Stake: 8.0%
Mkt Cap: Php 355.4Bn
Att Mkt Cap:
Php 28.5Bn



Stake: 37.0%
Mkt Cap: Php 177.5Bn
Att Mkt Cap:
Php 65.8Bn

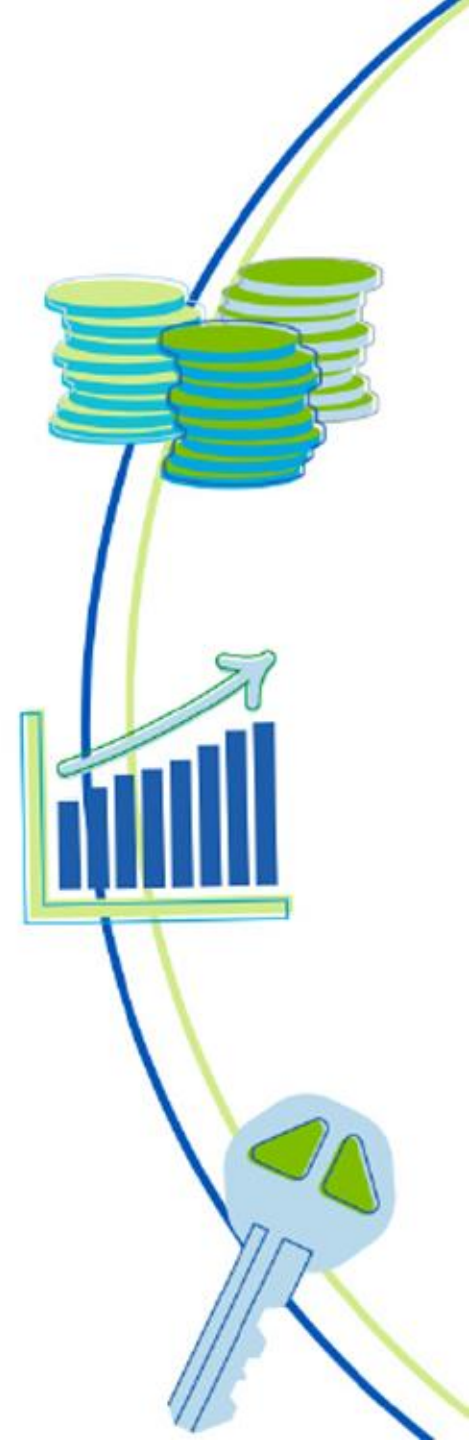


Stake: 30.0%

As of 16 November 2017
1 USD: 50.9130 Php



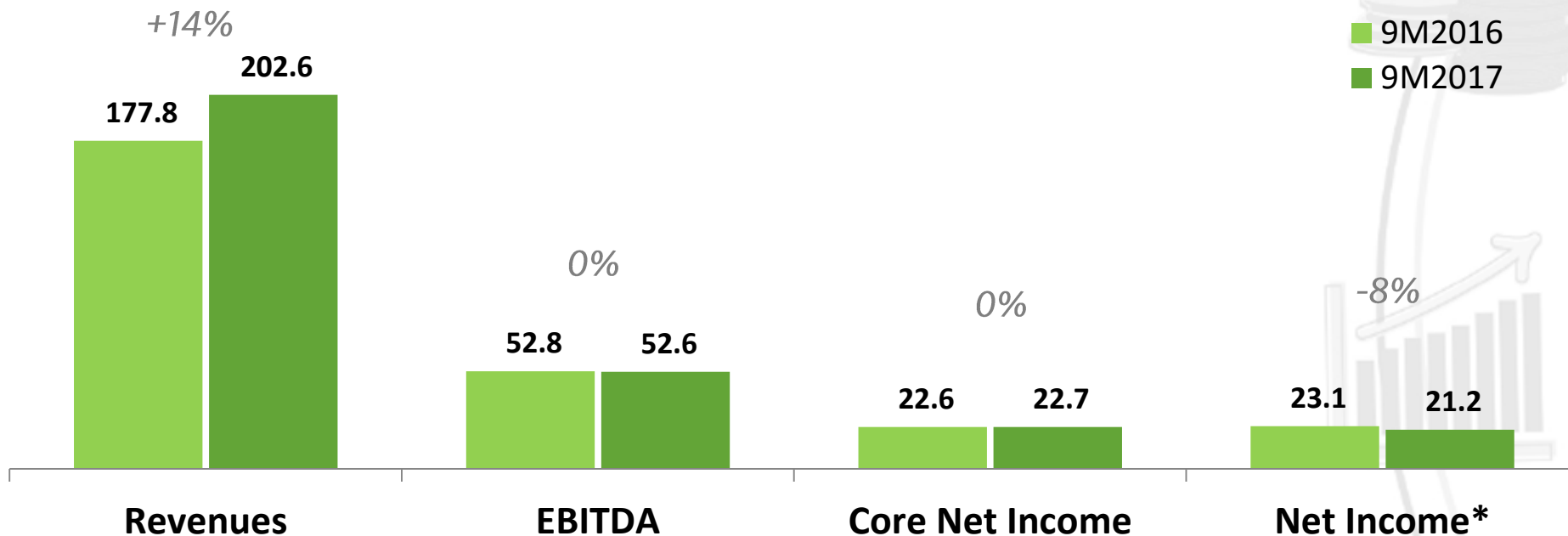
Key Financial Highlights



JG SUMMIT
HOLDINGS, INC.

Operating Performance

In PHP Billions

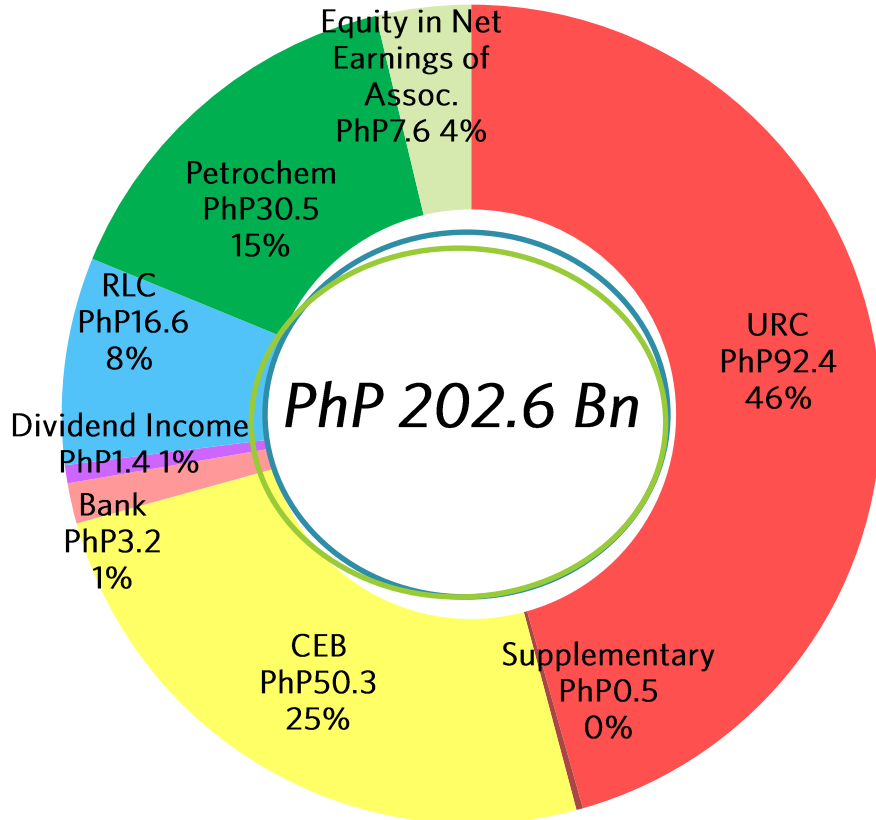


- ❑ Strong revenue growth due to continued robust performance of Petrochem and topline growth from CEB and URC.
- ❑ Flattish core net income due to lower net income from URC and CEB, and lower dividend income from PLDT.

*from equity holders of the parent

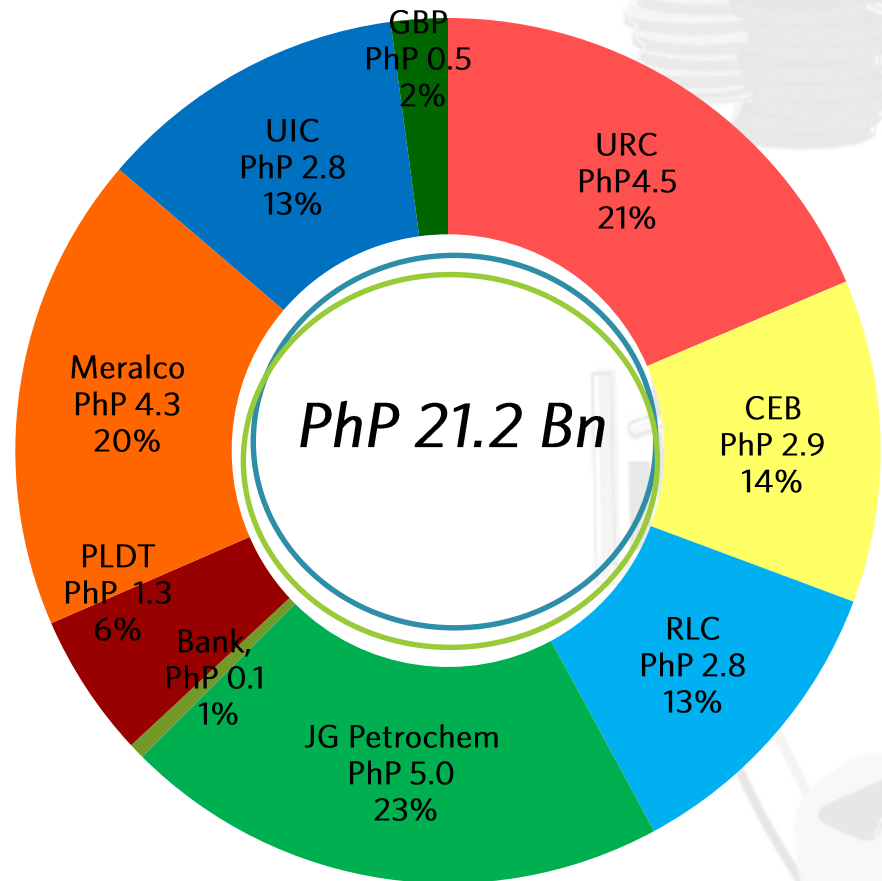
Contribution Across Businesses

In PHP Billions



**9M2017
REVENUES**

In PHP Billions



**9M2017
EQUITY INCOME**



Balance Sheet

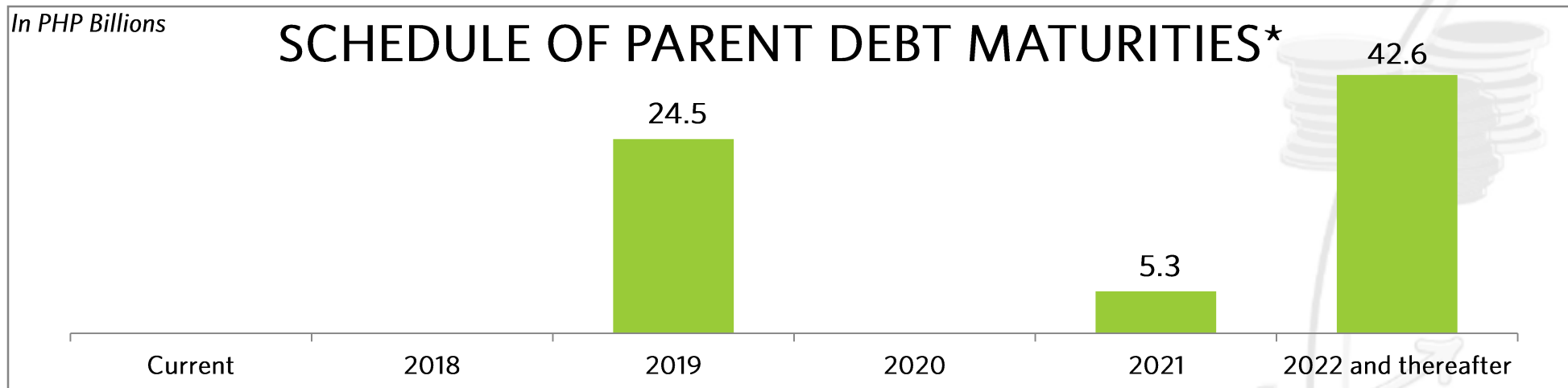


In PHP Billions, except ratios

CONSOLIDATED	Sept 2017	December 2016	Growth
Cash*	46.1	47.5	-2%
Total Assets	724.5	666.3	+9%
Financial Debt	230.4	221.1	+4%
Net Debt	184.3	173.5	+6%
D/E Ratio	0.68	0.71	-4%
Net D/E Ratio	0.54	0.55	0%
<i>Total Debt Breakdown (Conso)</i>			
Total LTD	186.8	159.2	+17%
Foreign Currency Denominated	116.7	130.7	-11%

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

Parent Debt Profile



In PHP Billions, except yrs and %

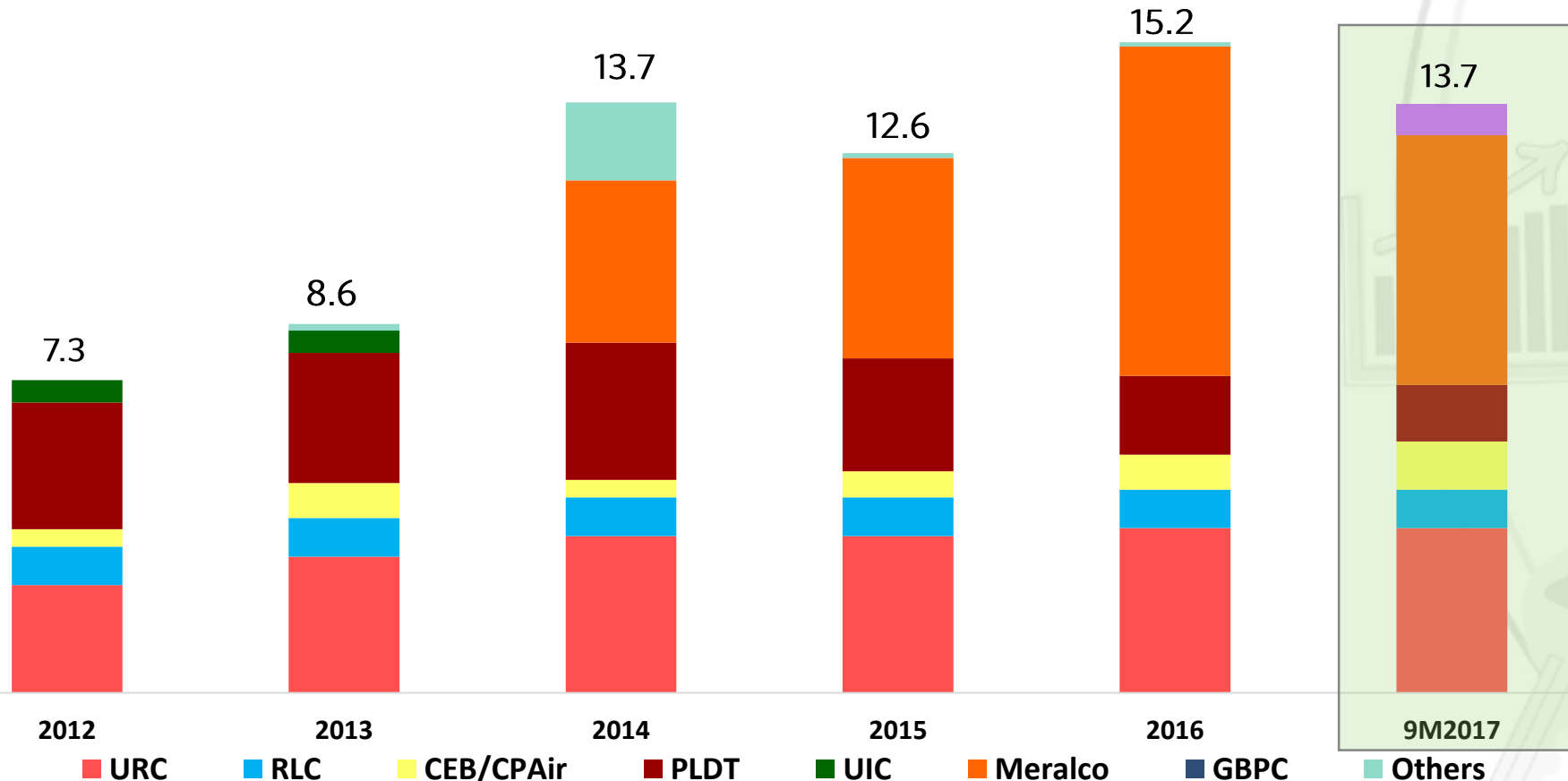
DEBT PROFILE	Sept 2017	December 2016
Total LT Debt	72.4	61.6
Total ST Debt	23.3	32.9
Net Debt	74.9	75.4
Blended Cost of LT Debt	4.8%	4.8%
Blended Avg. Remaining Life	4.6 yrs	5.0 yrs
Interest Expense	2.9	4.0

* Less unamortized bond issuance costs

Dividends Received

In PHP Billions

CAGR 2012 - 2016: 20%

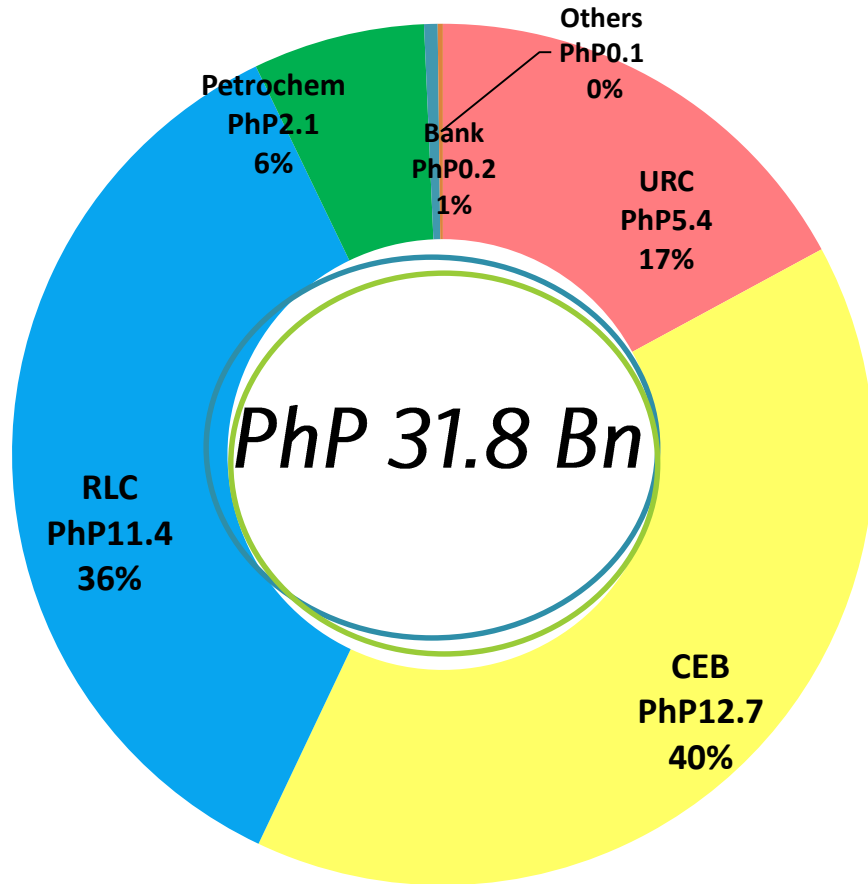


* Scrip dividends (2014-2017)



Capex Spending

In PHP Billions



9M2017
CAPEX SPENT

Self-funding Subsidiaries



- Capacity expansion of various lines in the PH & ASEAN



ROBINSONS LAND CORPORATION

- Construction of malls, offices, hotels, residential projects & land banking



- Mostly for fleet acquisition



- Expansion and maintenance projects



JG SUMMIT PETROCHEMICALS GROUP

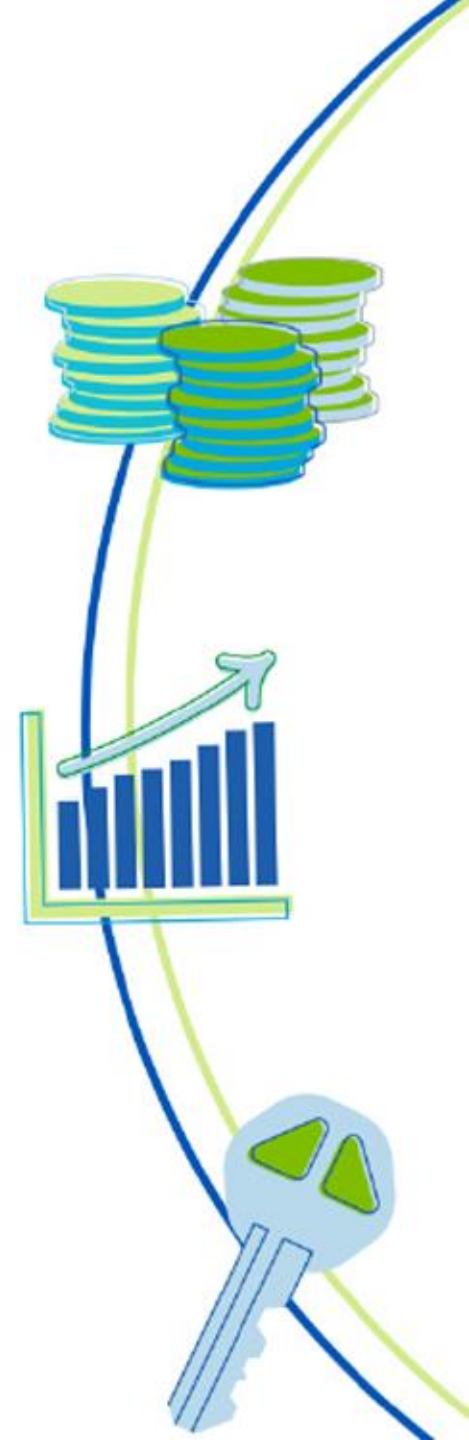
- Maintenance and project capex



Performance by Business Segment



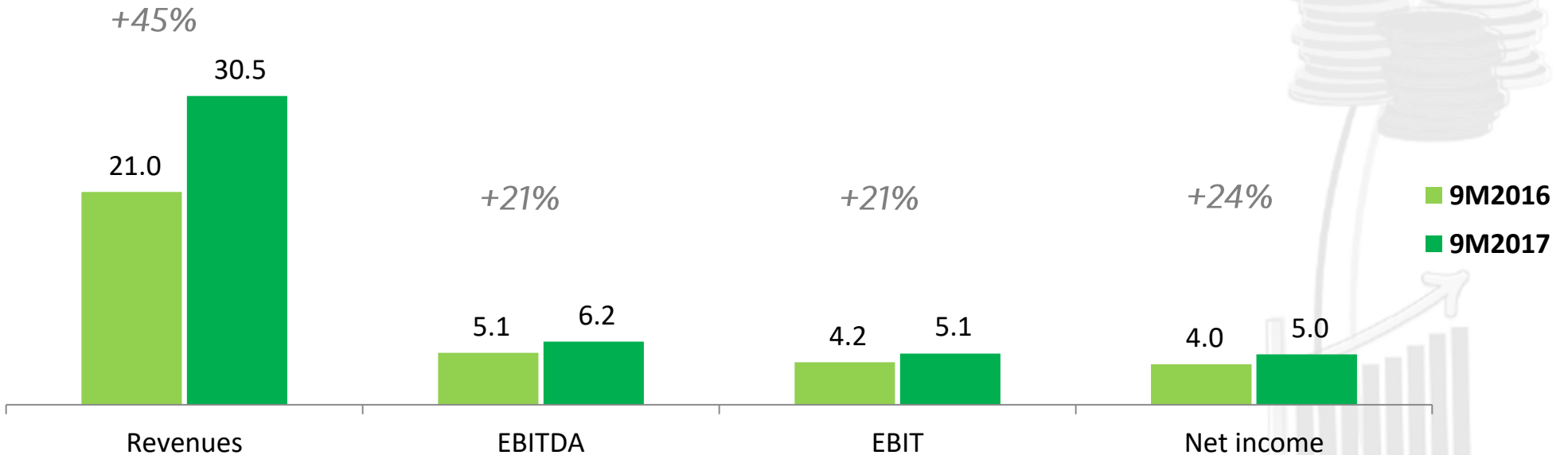
JG SUMMIT
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Petrochem Group

In PHP Billions



Key Highlights

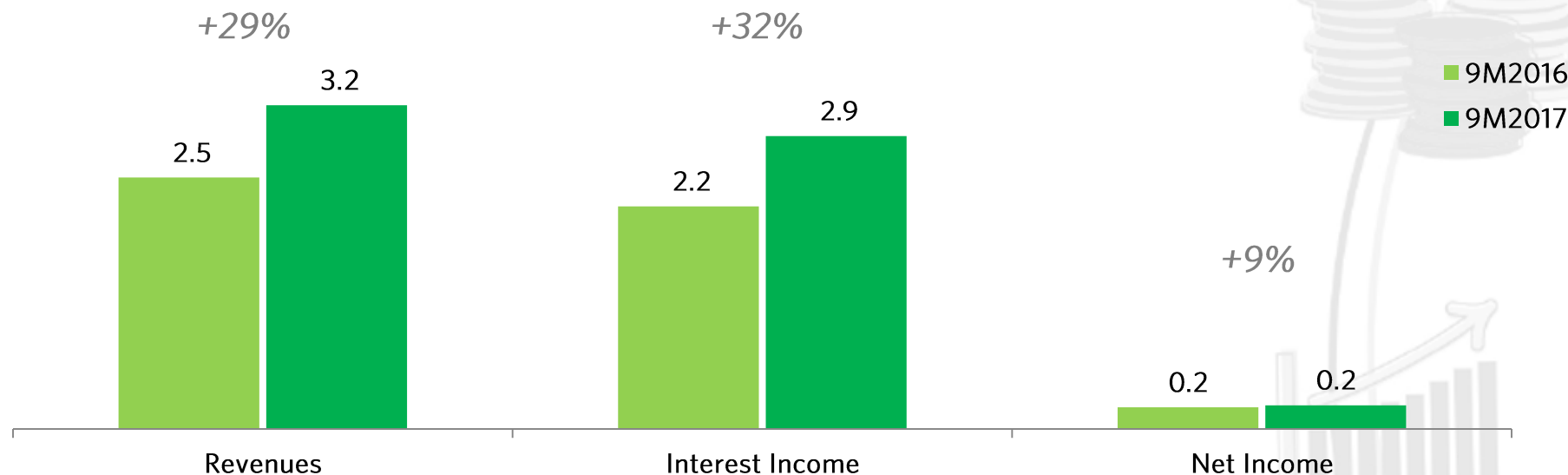
- ☐ Sustained above 95% run rates for the cracker and polymer units.
- ☐ Improved revenue performance YOY despite impact to raw material costs due to crude price increase in 3Q 2017.

SALES VOLUME (MT)	9M2016	9M2017
*C2 (Ethylene)	35,755	30,638
*C3 (Propylene)	9,167	
Pygas	150,707	184,326
Mixed C4	24,010	83,018
PE	191,859	224,455
PP	126,506	151,042
TOTAL	538,004	673,479

*Export sales

Robinsons Bank

In PHP Billions



Key Highlights

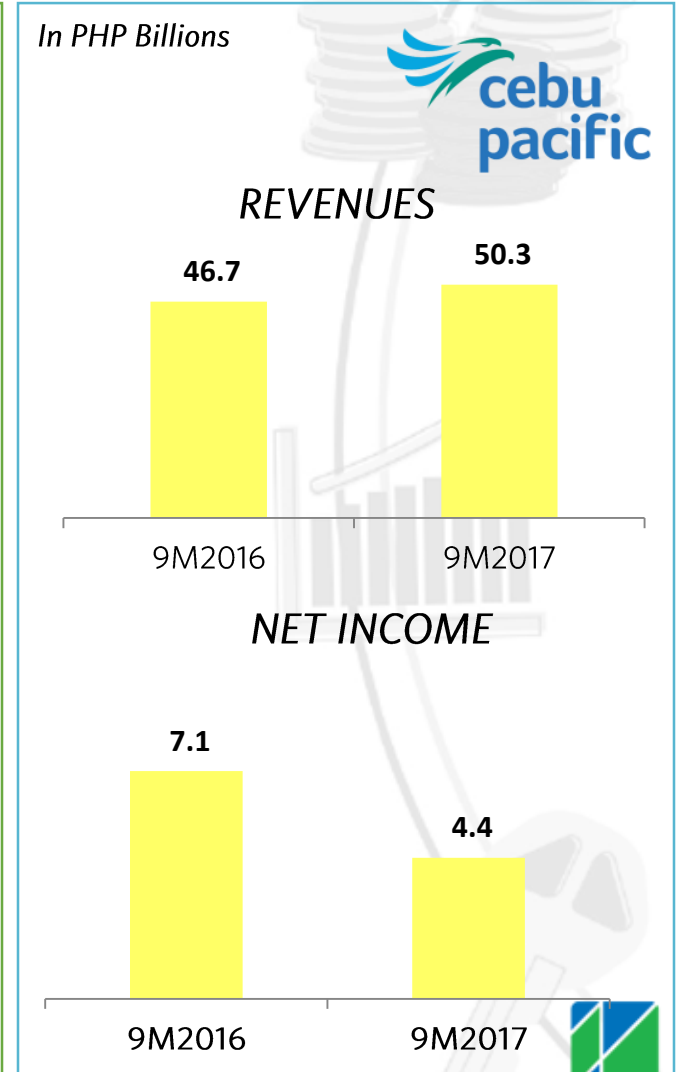
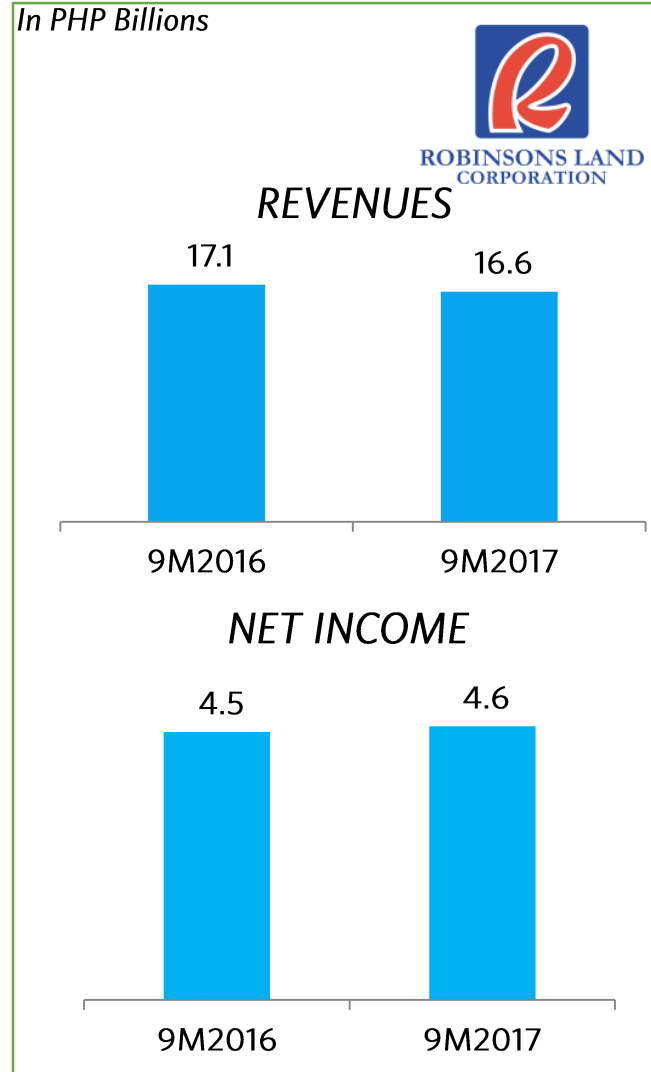
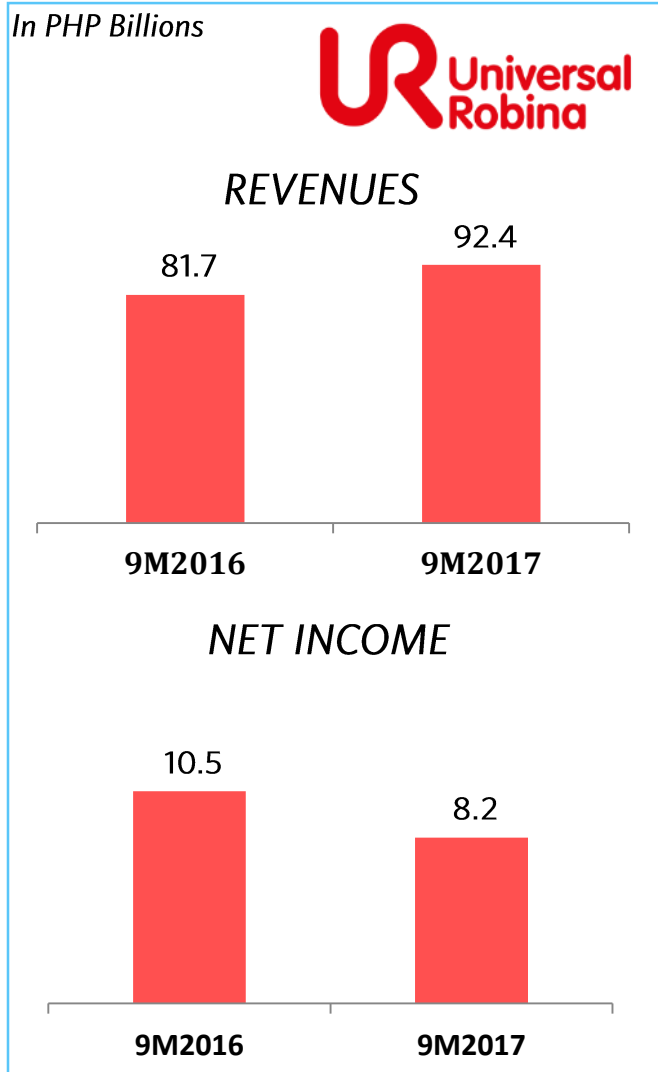
- Consolidated Loan Portfolio grew 57% to P49.6 billion.
- Branch expansion continues with current consolidated network **143 branches and 244 ATMs in the country**
- Ranked* **18th** in Loans, **19th** in Deposits, **20th** in Assets out of 42 U/KB banks in the Philippines.

In PHP Billions, except ratios

CONSOLIDATED	9M2016	9M2017
Assets	68.6	96.3
Equity	12.6	12.3
Gross TLP	31.5	49.6
Gross NPLs	1.2	1.1
Capital Adequacy Ratio	31.87%	21.35%
Tier 1 Ratio	31.11%	20.54%

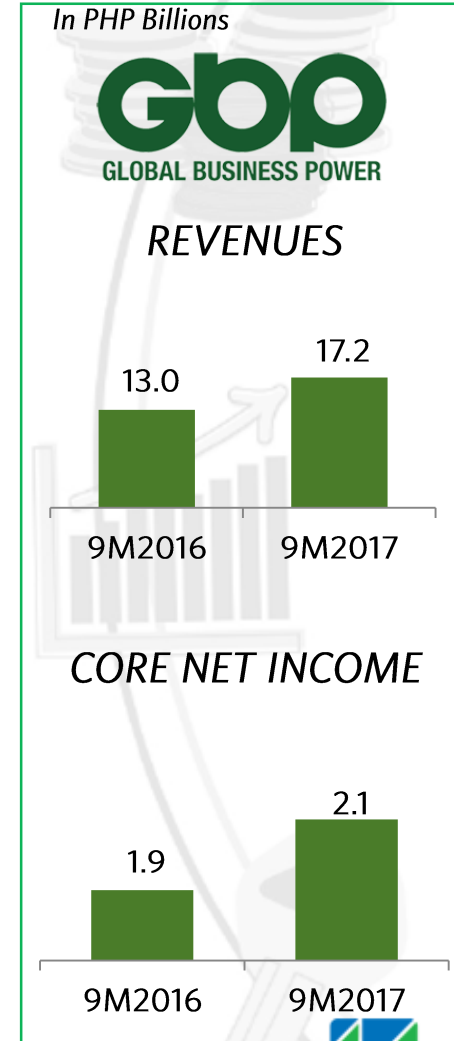
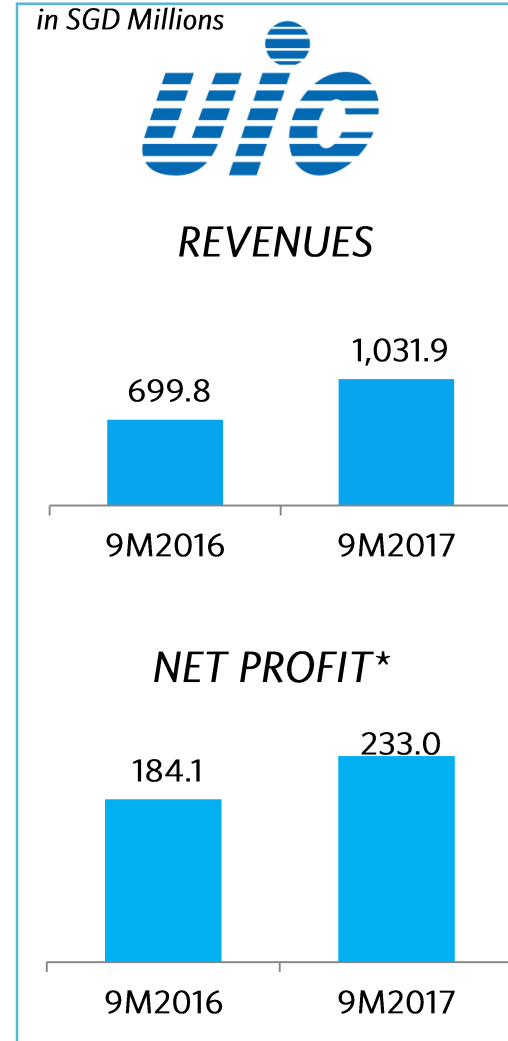
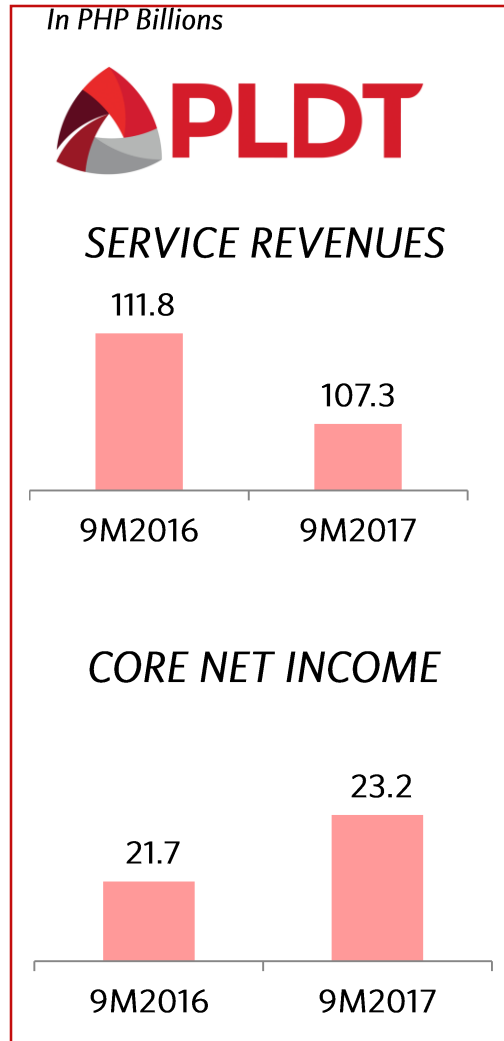
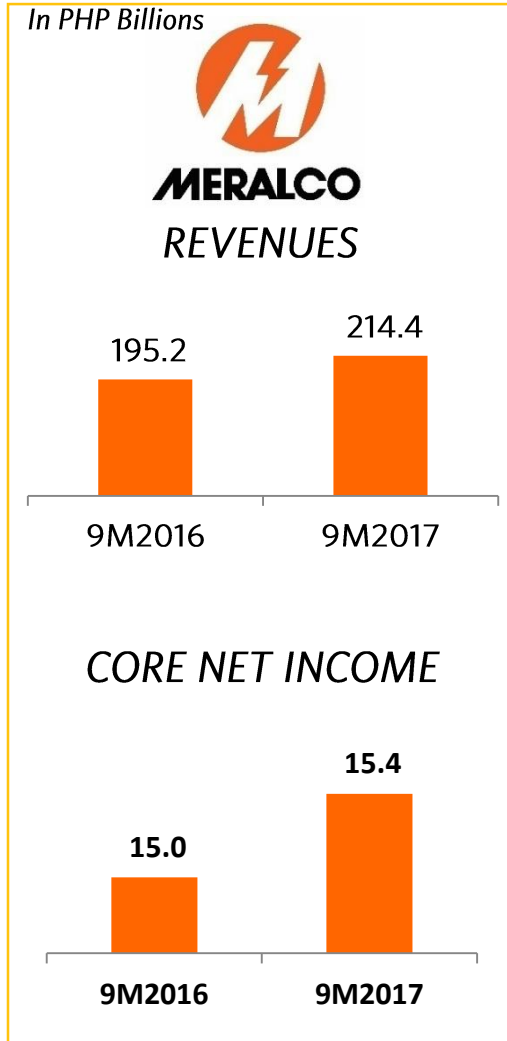
*as of June 2017

Majority Investments



*attributable to equity holders of the Company

Minority Investments

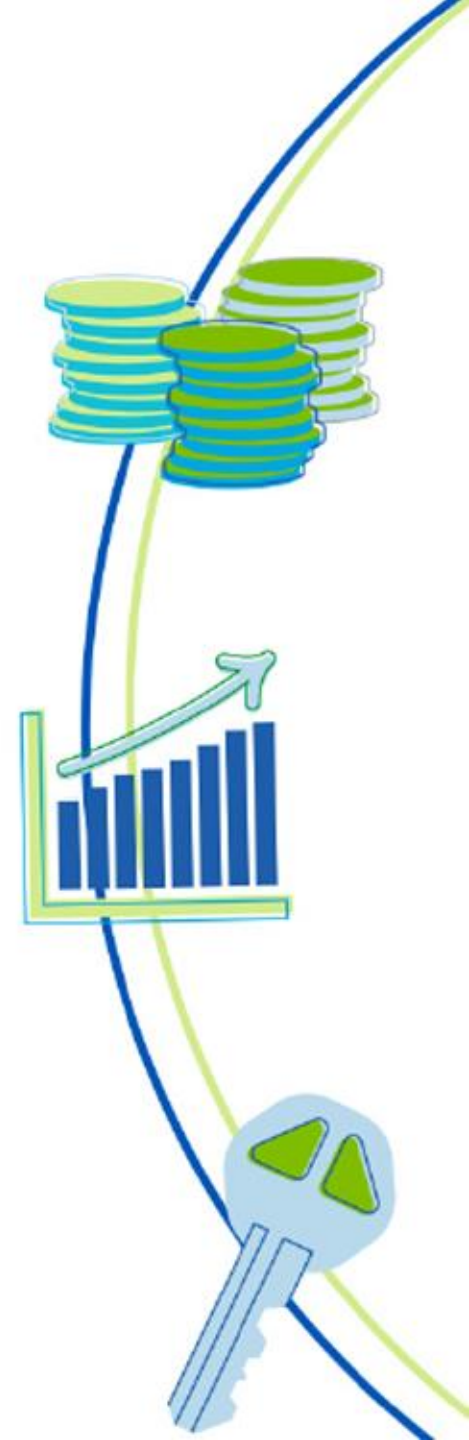


*from operations, attributable to equity holders of the Company

Source: Company Filings



Plans and Prospects



JG SUMMIT
HOLDINGS, INC.

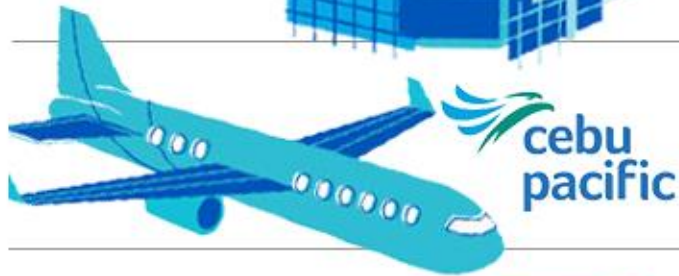
Plans and Prospects



- » Address competition through innovation and calibrated A&P spending, drive brand awareness for Vitasoy and regain C2's relevance in Vietnam by brand re-engineering
- » Continue to implement synergies in Oceania business



- » Continue to focus on Investment Portfolio: Malls: provincial expansion; Offices: accelerate pipeline due to strong demand; Hotels: continue hotel project roll-outs across 3 brand segments
- » On the lookout for opportunities to acquire land for vast mixed-used developments, warehouse and logistic facilities in the IID Division



- » CEB creates Cadet Pilot Training Program
- » Redeploy seat capacity to more profitable domestic and international routes.
- » Steady, conservative yet flexible fleet expansion able to adapt to current developments in the market.



- » Launched updated Personal Online Banking System
- » Completed migration to Visa Debit Card
- » Introduced Robinsons Bank Dos Credit Card
- » Bancassurance and Supply Chain Financing on track for 2018



- » Continue to maximize production rates
- » Awarded EPC contracts for naphtha cracker expansion and corresponding utilities and offsite facilities.
- » To award remaining EPC contracts for new extraction plants and new/expanded polymer units

Thank you!



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