



Making Life Better

COMPANY PRESENTATION
FULL YEAR 2017
AUDITED RESULTS

April 2018

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



Universal Robina
 Stake: 55.3%
 Mkt Cap: Php 321.8 Bn
 Att Mkt Cap:
 Php 177.8 Bn



ROBINSONS LAND
 Stake: 61.0%
 Mkt Cap: Php 98.7 Bn
 Att Mkt Cap:
 Php 60.2 Bn



cebu pacific
 Stake: 67.2%
 Mkt Cap: Php 56.4 Bn
 Att Mkt Cap:
 Php 37.9 Bn




JG SUMMIT HOLDINGS, INC.
 Market Capitalization:
 Php 458.4 Billion

Growth Businesses



ROBINSONSBANK
 A Commercial Bank
 Stake: 60.0%



JG SUMMIT PETROCHEMICALS GROUP
 Stake: 100.0%

Minority Investments



MERALCO
 Stake: 29.6%
 Mkt Cap: Php 366.3 Bn
 Att Mkt Cap:
 Php 108.3 Bn



PLDT
 Stake: 8.0%
 Mkt Cap: Php 321.9 Bn
 Att Mkt Cap:
 Php 25.8 Bn



UIC
 Stake: 37.0%
 Mkt Cap: Php 187.5 Bn
 Att Mkt Cap:
 Php 69.4 Bn



gbp
 GLOBAL BUSINESS POWER
 Stake: 30.0%

Company Profile



Company

Business Focus

Growth Businesses



» Largest and the only fully integrated Petrochemical complex in the Philippines



» Full-service commercial bank with a nationwide footprint

Majority Investments



» Leading branded snack foods and beverage company in the Philippines, ASEAN and Oceania region



» One of the leading real estate developers in the Philippines with 47 lifestyle centers, 17 office buildings, 107 residential projects and 16 hotel properties



» Leading airline in the Philippines and one of the fastest growing low-cost carriers in the world

Minority Investments



» Leading telecommunications and digital service provider in the Philippines



» Largest private sector electric distribution utility company in the Philippines



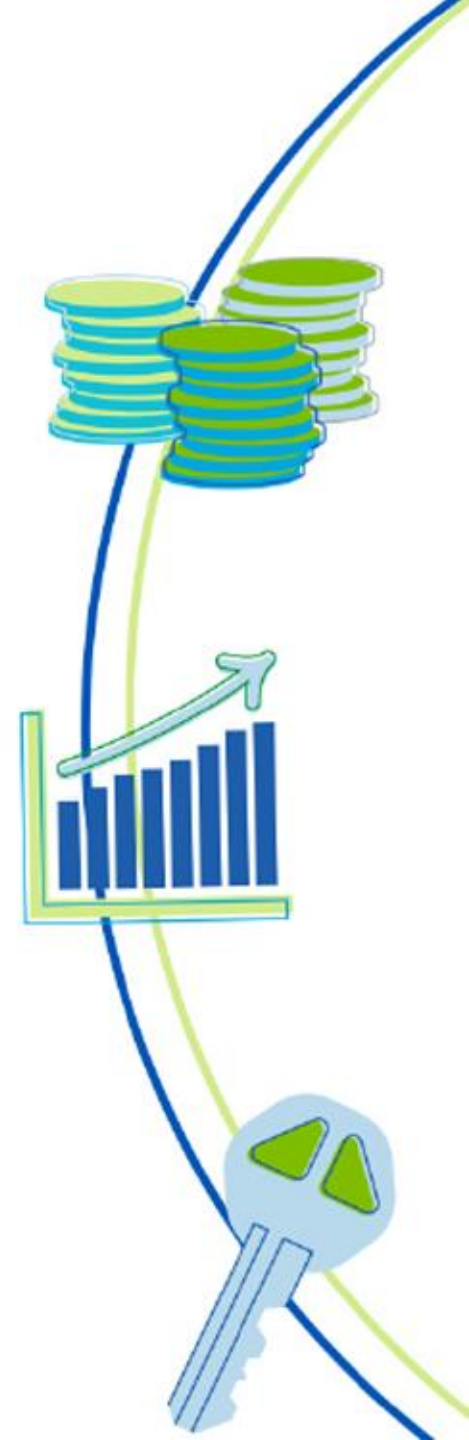
» Singapore-based diversified property developer and investor in commercial and retail properties in Singapore and overseas



» Leading independent power producer in the Visayas region and Mindoro Island

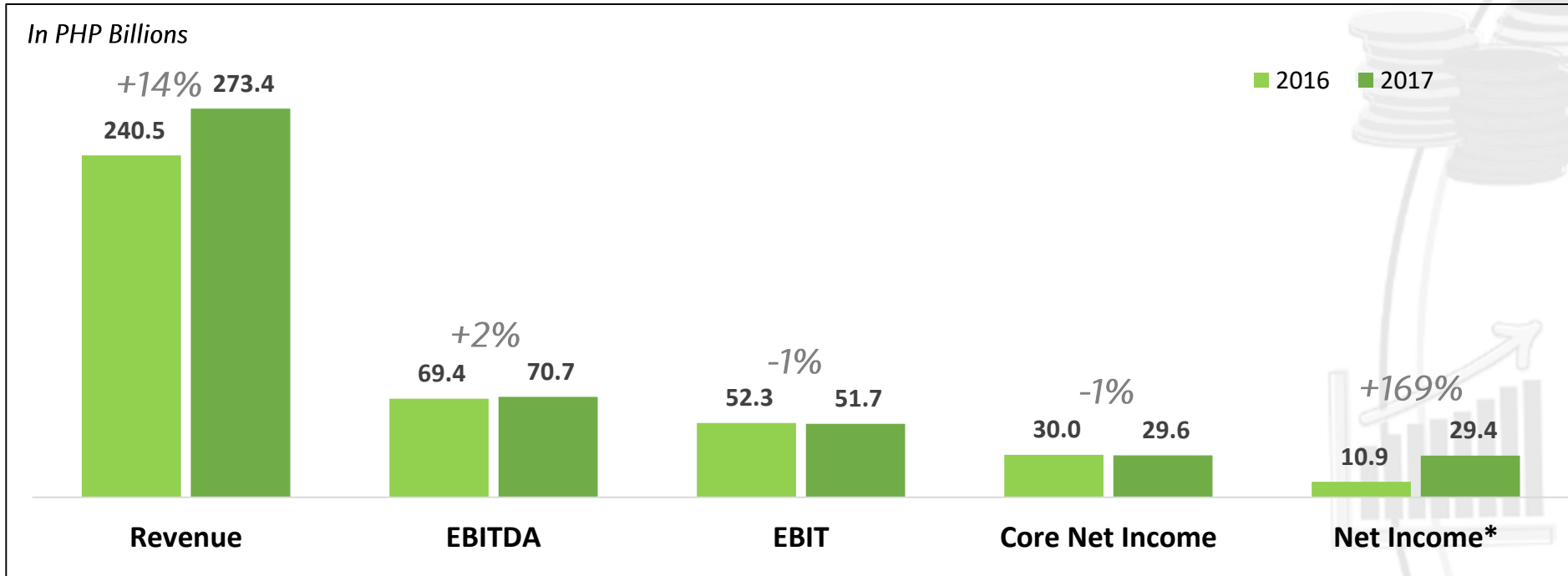


Key Financial Highlights



JG SUMMIT
HOLDINGS, INC.

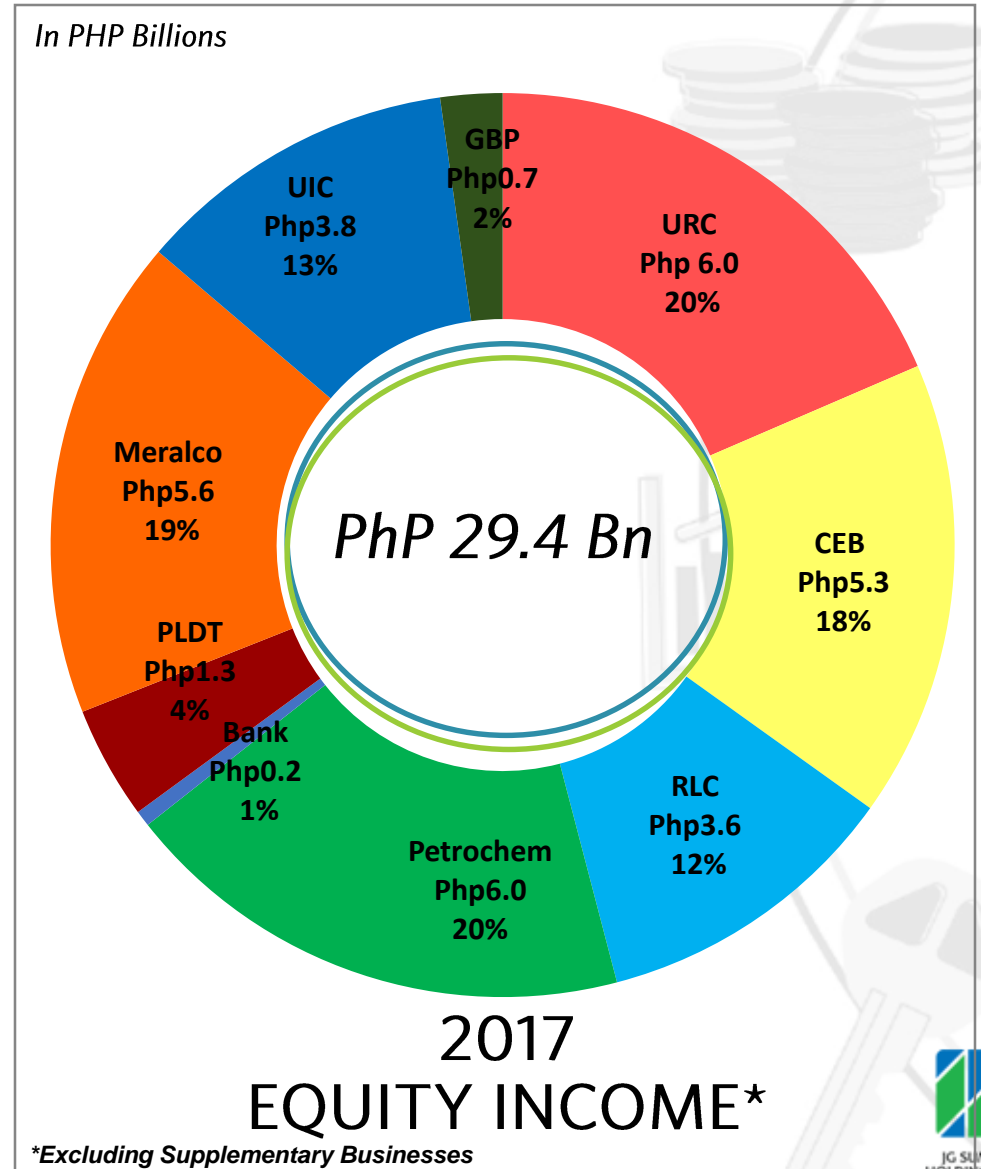
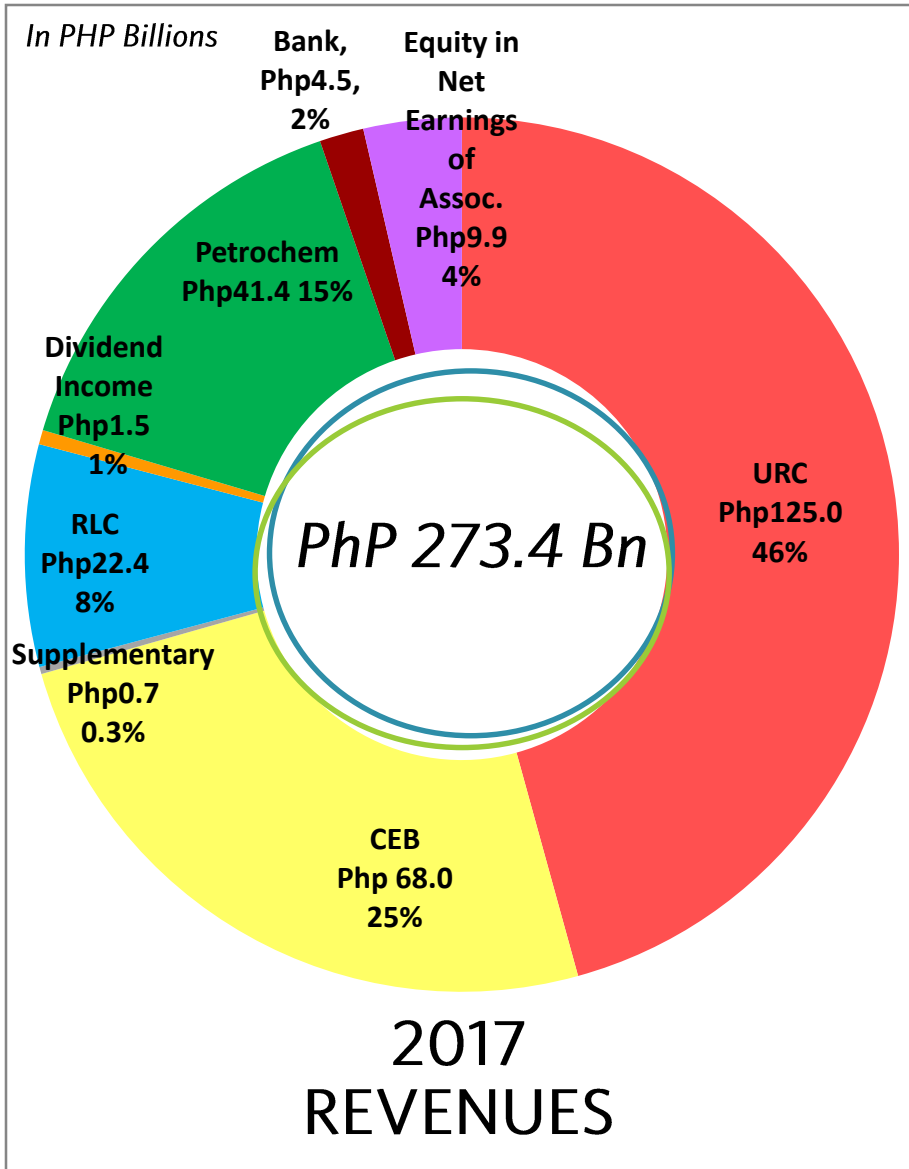
Operating Performance



- » Double-digit revenue growth due to the strong performance of **Petrochem** and topline growth from **CEB, URC** and **RBank**.
- » Net income growth due to **PLDT** impairment loss recorded LY
- » Flattish core net income due to elevated jet fuel prices for **CEB**

*from equity holders of the parent

Contribution Across Businesses



Balance Sheet

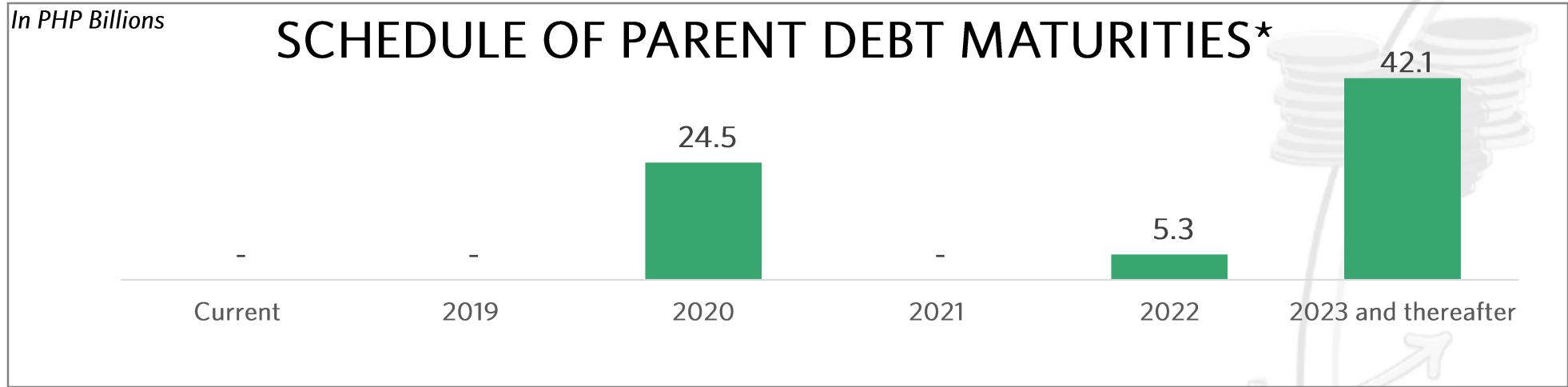


In PHP Billions, except ratios

CONSOLIDATED	<i>December 2017</i>	<i>December 2016</i>	Growth
Cash*	55.8	47.5	+17%
Total Assets	739.3	666.3	+11%
Financial Debt	227.5	221.1	+3%
Net Debt	171.7	173.5	-1%
D/E Ratio	0.66	0.71	-7%
Net D/E Ratio	0.50	0.55	-9%
<i>Total Debt Breakdown (Conso)</i>			
Total LTD	181.7	159.2	+14%
Foreign Currency Denominated	104.0	130.7	-20%

* 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 %

* Less unamortized debt issuance costs

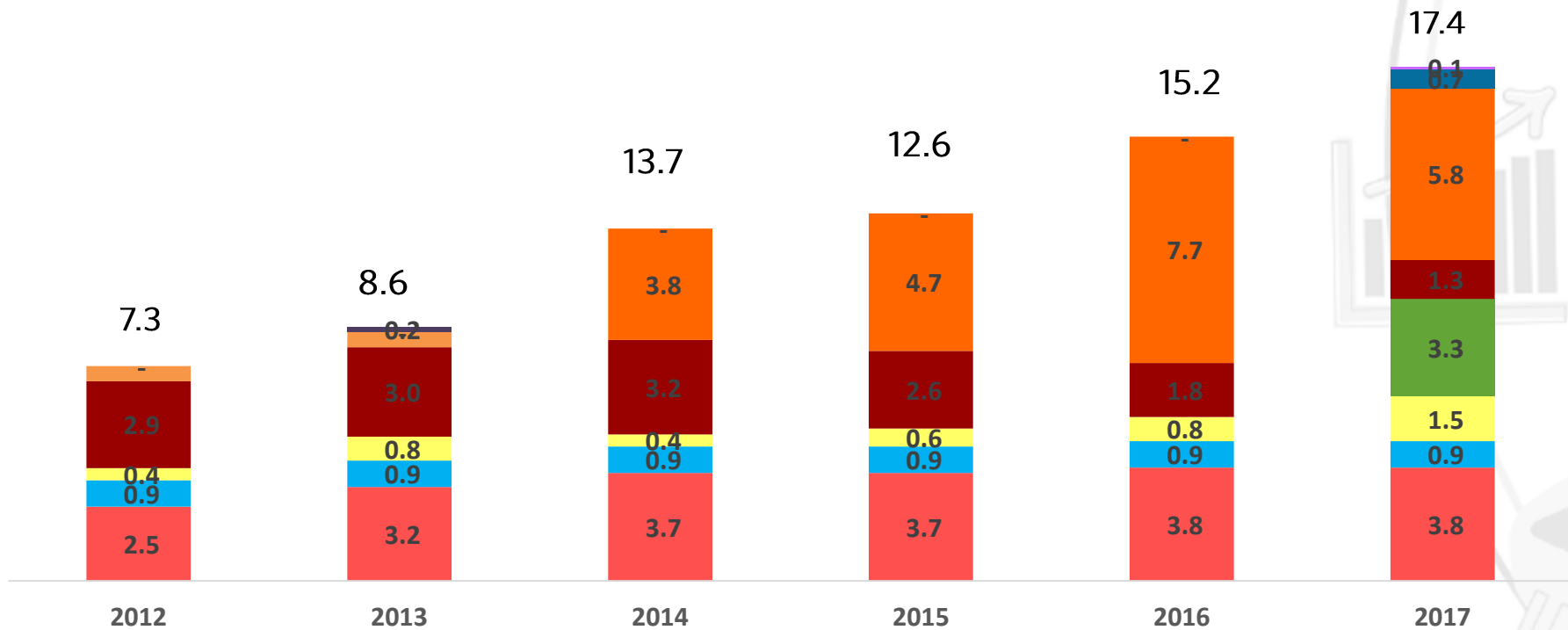
DEBT PROFILE	December 2017	December 2016
Parent Cash	18.8	19.2
Total LT Debt	71.8	61.6
Total ST Debt	19.3	32.9
Net Debt	72.3	75.4
Blended Cost of LT Debt	4.8%	4.8%
Blended Avg. Remaining Life	4.6 yrs	5.0 yrs
Interest Expense	4.0	4.0

Cash Dividends Received

In PHP Billions

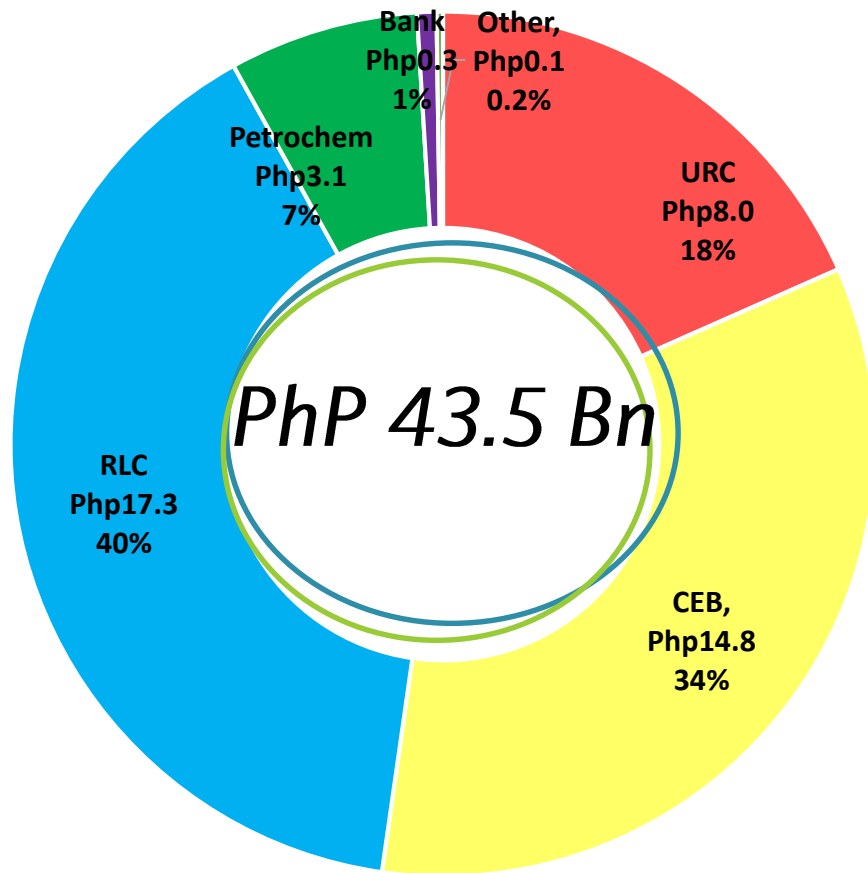
CAGR 2012 – 2017: 16%

■ URC
 ■ RLC
 ■ CPAIR/Cebu Air
 ■ Petrochem
 ■ PLDT
 ■ UIC
 ■ Meralco
 ■ GBPC
 ■ CEMEX
 ■ Others



Capex Spending

In PHP Billions



2017
CAPEX SPENT

Self-funding Subsidiaries

Capacity expansion of various lines in the PH & ASEAN



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



ROBINSONS LAND CORPORATION

Aircraft acquisition



Expansion and maintenance projects



Maintenance and project capex

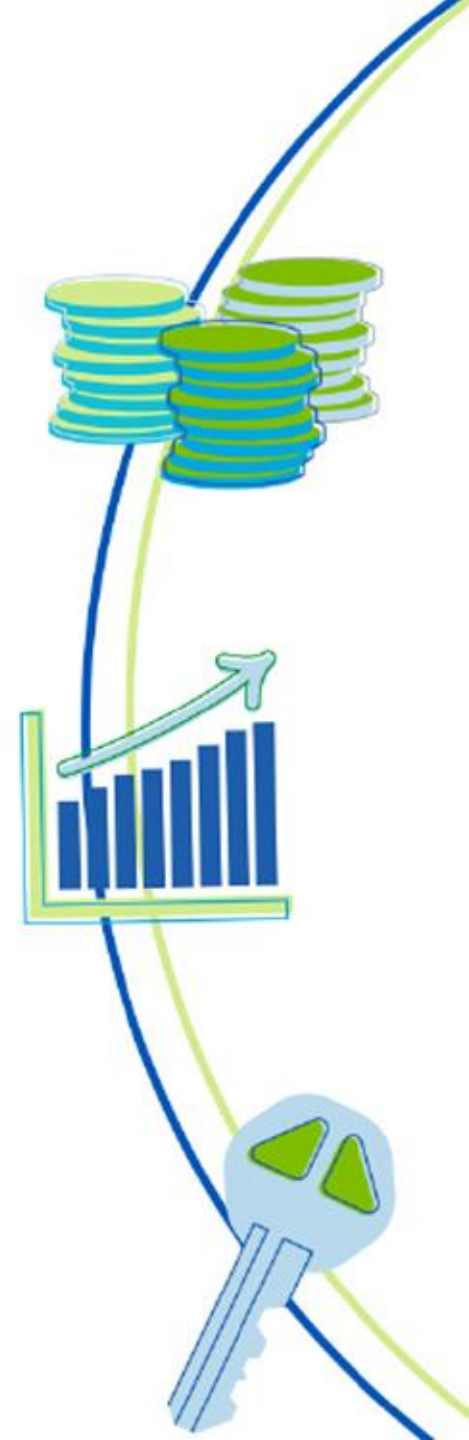


JG SUMMIT PETROCHEMICALS GROUP

Performance by Business Segment



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Majority Listed Investments



#1
snackfoods
company
in the
PH and NZ

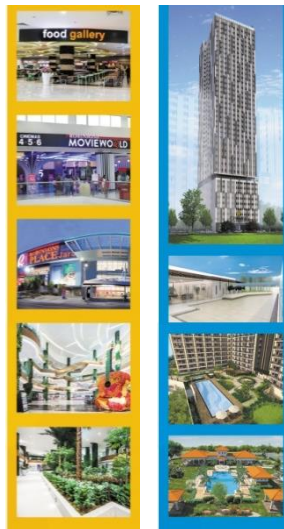


5 strategic
joint ventures



11 markets
across ASEAN
and Oceania

20 branded
product
categories

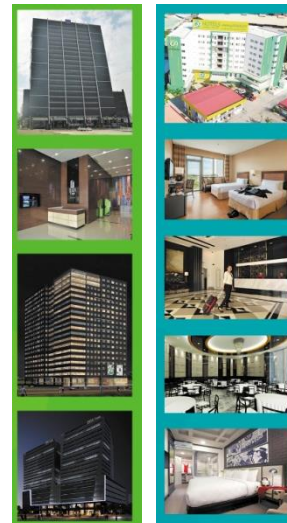


47 lifestyle
centers

17 office
buildings

107
residential
projects

16 hotel
Properties*



*excluding franchisees



56% domestic
market share for 2017

fleet of **61** aircrafts¹

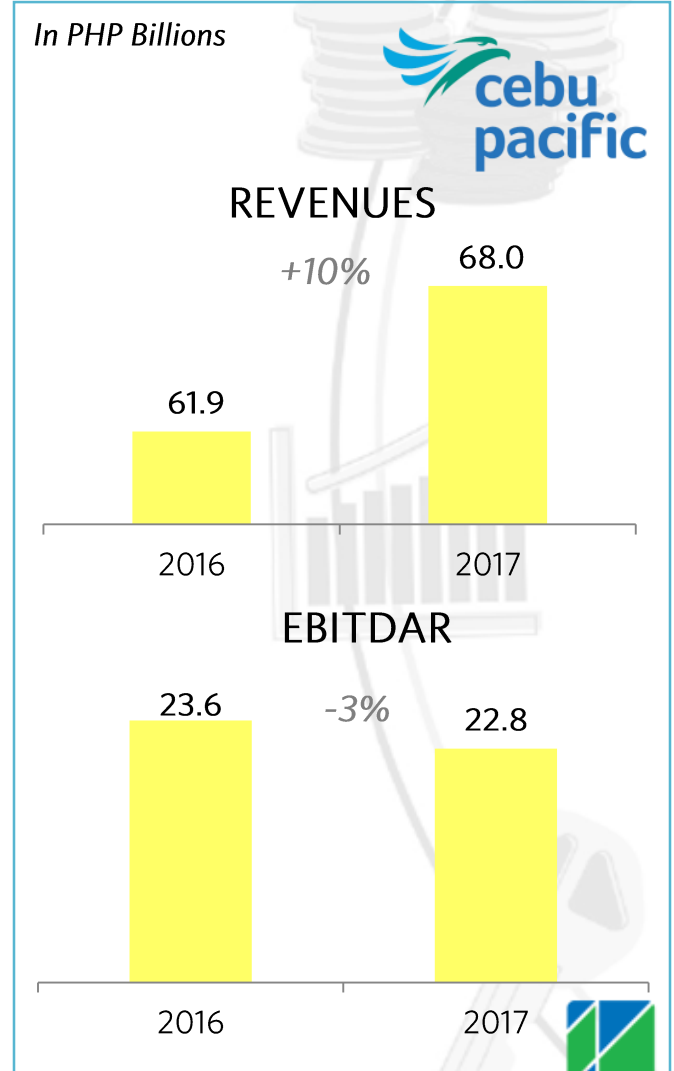
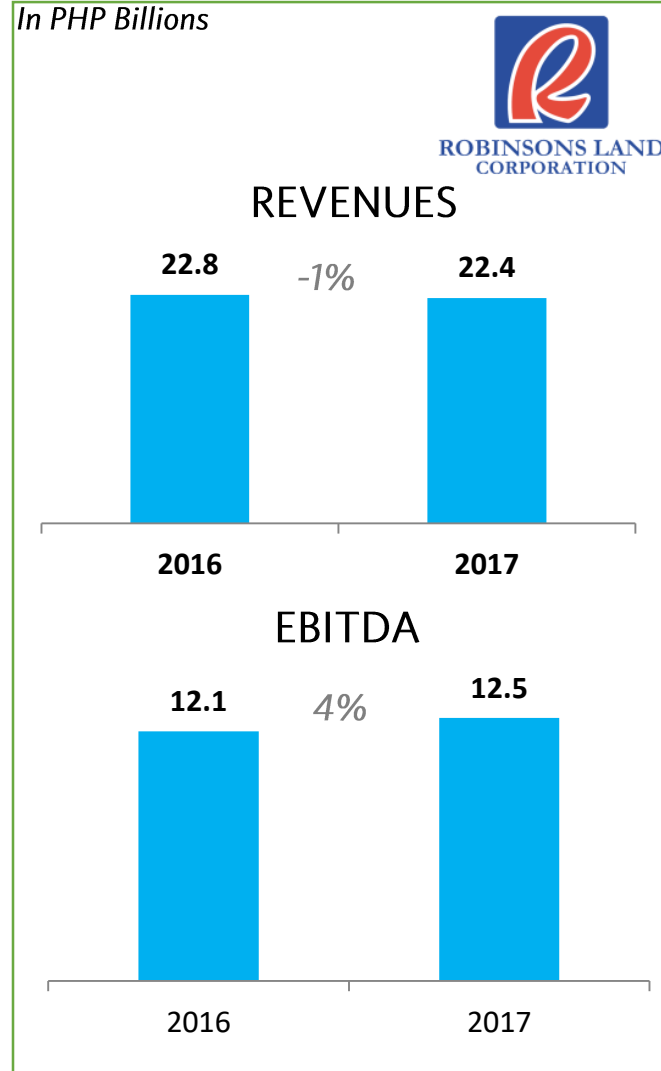
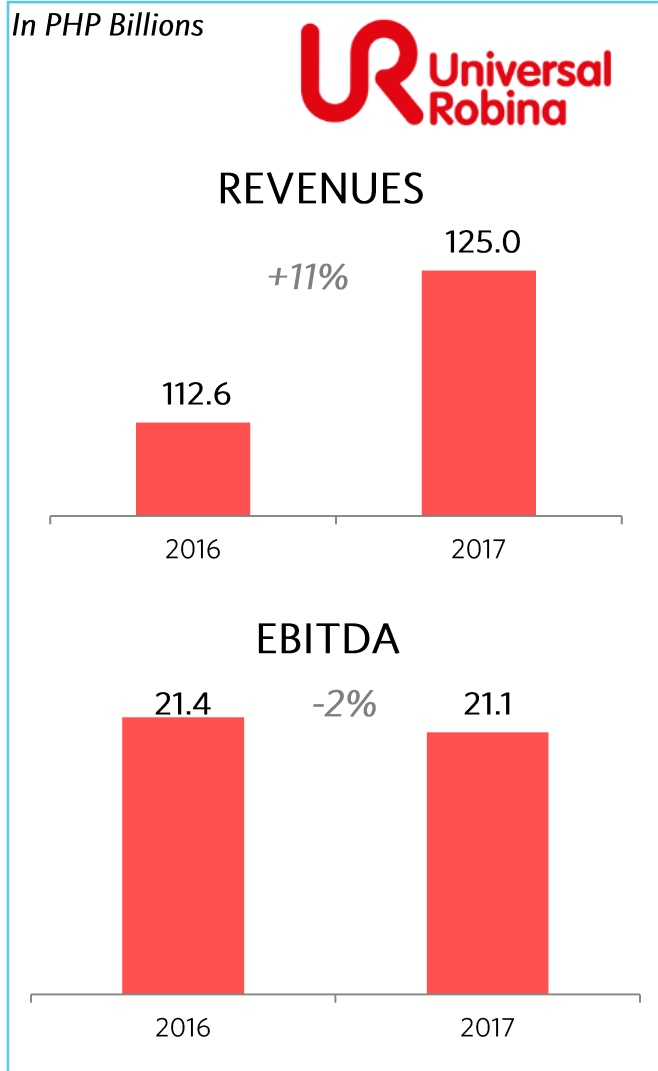
average fleet age
of **5.01** years

37 domestic and
25 international destinations¹



*as of December 31, 2017

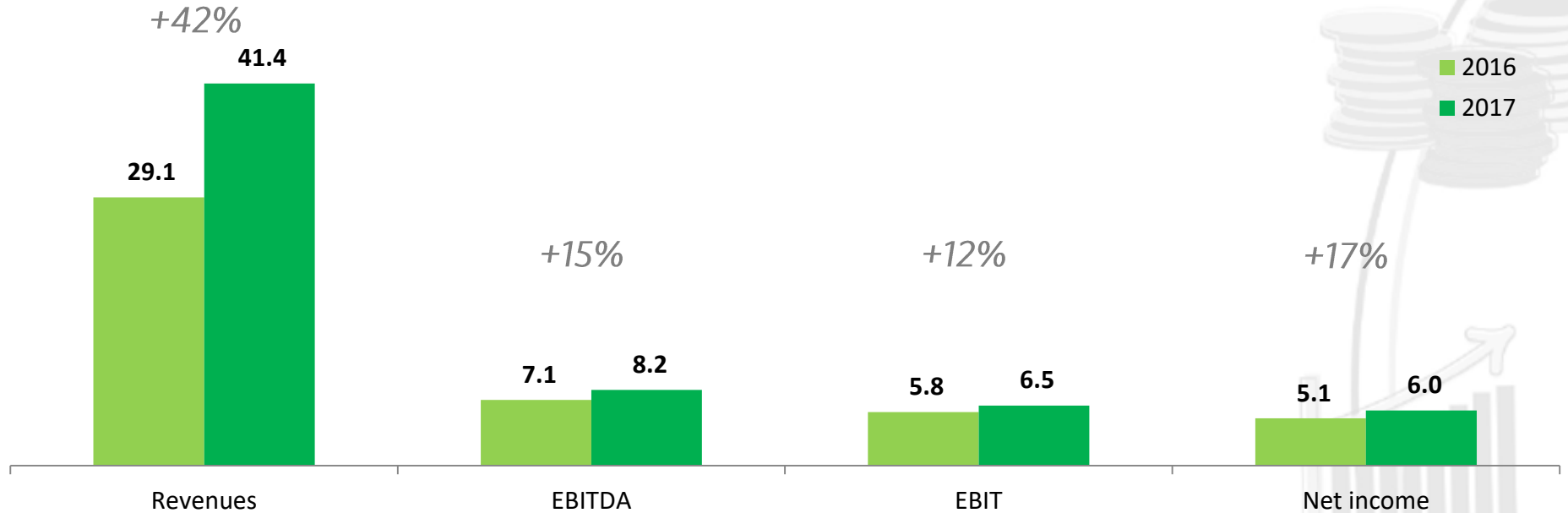
Majority Listed Investments





Petrochem Group

In PHP Billions



Key Highlights

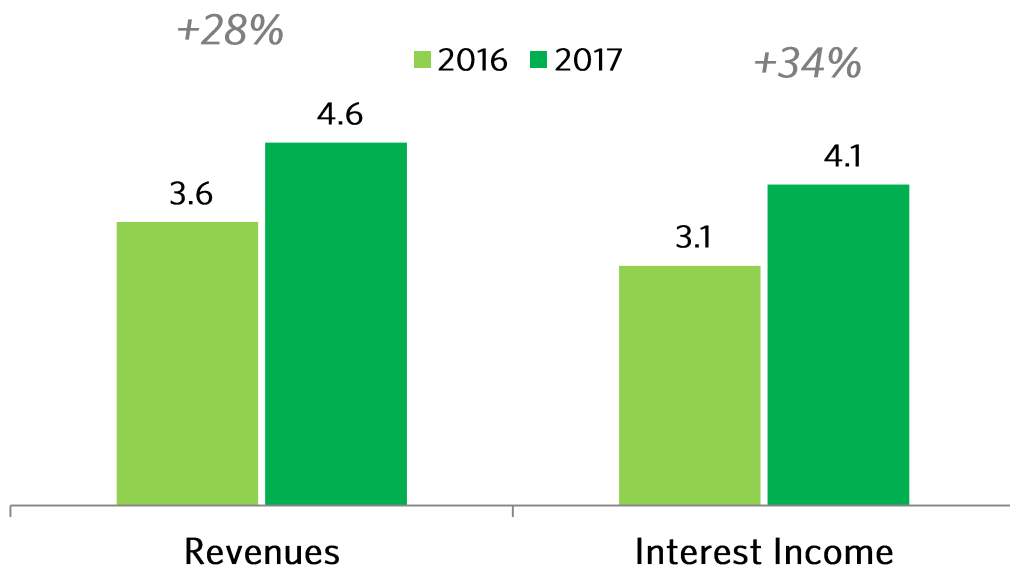
- » Sustained above 95% run rates for the cracker and polymer units.
- » Improved revenue performance YOY despite impact to raw material costs due to crude price increase in 4Q 2017.

SALES VOLUME (MT)	2016	2017
*C2 (Ethylene)	39,061	38,040
*C3 (Propylene)	10,836	
Pygas	186,637	250,178
Mixed C4	53,776	112,996
PE	264,251	300,818
PP	170,117	202,754
TOTAL	724,678	904,786

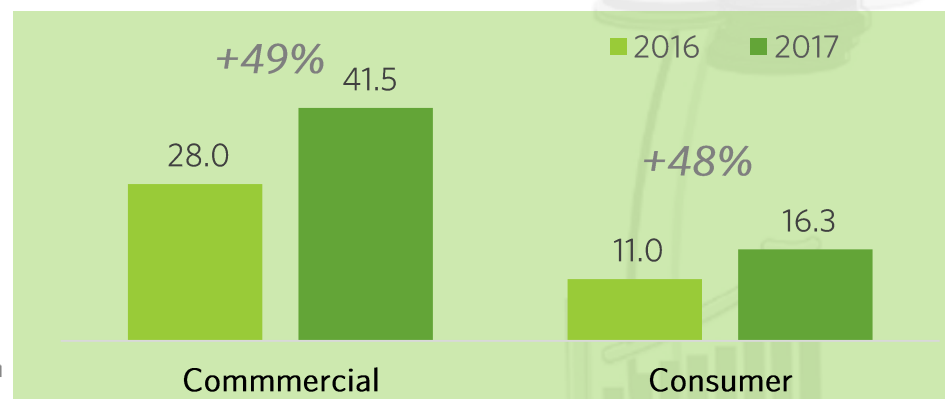
*After eliminations

Robinsons Bank

In PHP Billions



Loans



Key Highlights

- » Consolidated Loan Portfolio grew **49%** to P57.8 billion.
- » Commercial loans grew **49%** to P41.5 billion and consumer loans by **48%** to P16.3 billion.
- » Ranked* **19th** in Assets & Loans, and **18th** in Deposits.
- » Current consolidated network of **148** branches and **249** ATMs.

CONSOLIDATED	2016	2017
Assets	77.6	105.0
Equity	12.0	12.1
Gross TLP	38.9	57.8
Gross NPLs	1.1	0.1
Capital Adequacy Ratio	24.71%	19.62%
Tier 1 Ratio	23.97%	18.74%

In PHP Billions, except ratios

*as of December 2017, out of 43 Universal and Commercial Banks in the PH

Minority Investments



Largest private sector electric distribution utility company in the Philippines. Meralco provides electricity to over 6 million customers in 36 cities and 75 municipalities.



Leading telecommunications and digital services provider in the Philippines. With over 2.7 million fixed line and 1.9 million broadband subscribers, and (together with Sun Cellular) nearly 58 million wireless subscribers.



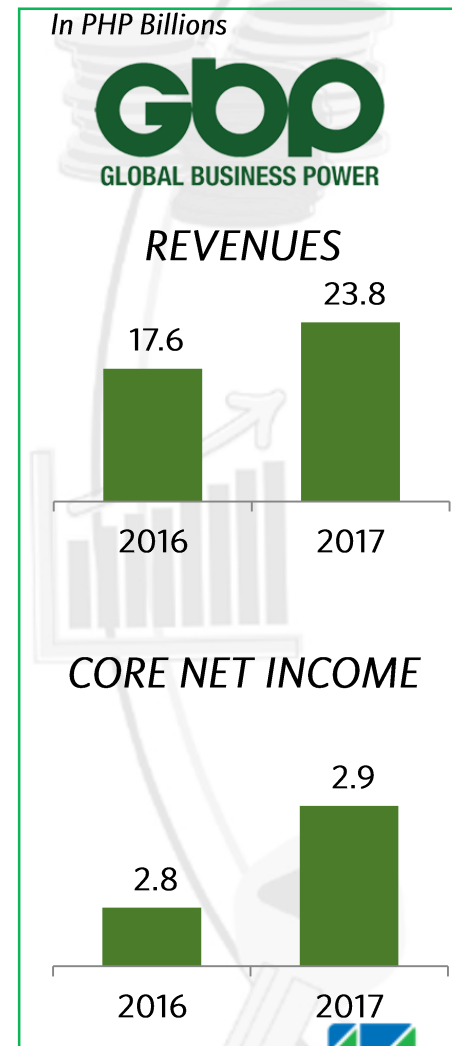
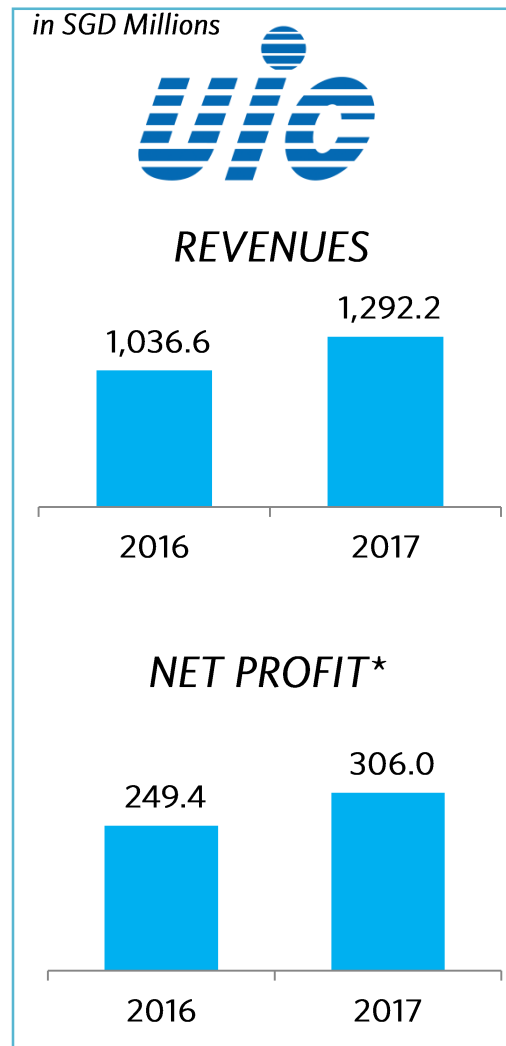
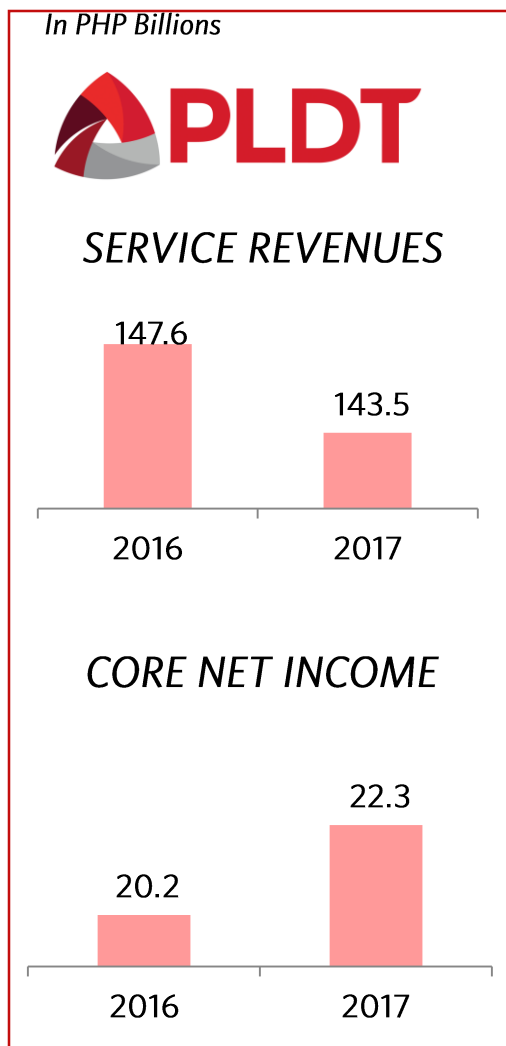
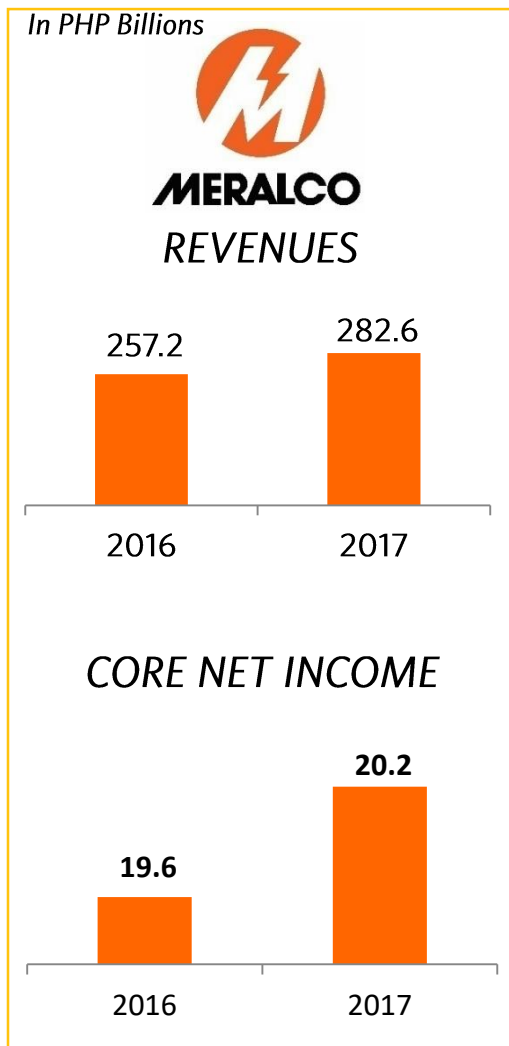
Singapore-based diversified property developer and investor in commercial and retail properties in Singapore and overseas. The group has a portfolio of 2.5 million sq ft of office space and 1 million sq ft of retail premise in Singapore.



Leading independent power producer in the Visayas region and Mindoro Island. GBP owns 11 power facilities, with a combined gross maximum capacity of 854 MW.



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 product innovation & improvements in supply chain and route to market strategy; continue growth momentum in TH, MY and recovery in VN and continue to implement synergies in Oceania business.
- » Spend additional capex on a new mega distribution center and various line and expansion projects in PH, VN and TH.



- » Sustain the expansion of Malls, Offices and Hotels
- » Focus on mixed-used developments to take advantage of business synergies
- » Continue to be on the lookout for opportunities to explore new business formats such as warehouse and logistic facilities, dorm and shared office spaces and digital space.



- » Continue the Cadet Pilot Training Program
- » Invested in ROPS, EFB, Max Airport Suite and Customer Command Center to improve customer service, engagement and safety.
- » Continue with a conservative and flexible fleet expansion able to adapt to current developments in the market.



- » Public launch of the Robinsons Bank Dos Credit Card in May 2018
- » Bancassurance to be launched this month and Supply Chain Financing on track for 2018



- » Continue to maximize production run rates
- » Awarded EPC contracts for naphtha cracker expansion and corresponding utilities and offsite facilities.
- » Awarded EPC contracts for Aromatics and Butadiene Extraction Projects



Thank you!



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