



JG SUMMIT  
HOLDINGS, INC.

**Making  
Life  
Better**

**Company Presentation**  
November 2016

# 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.



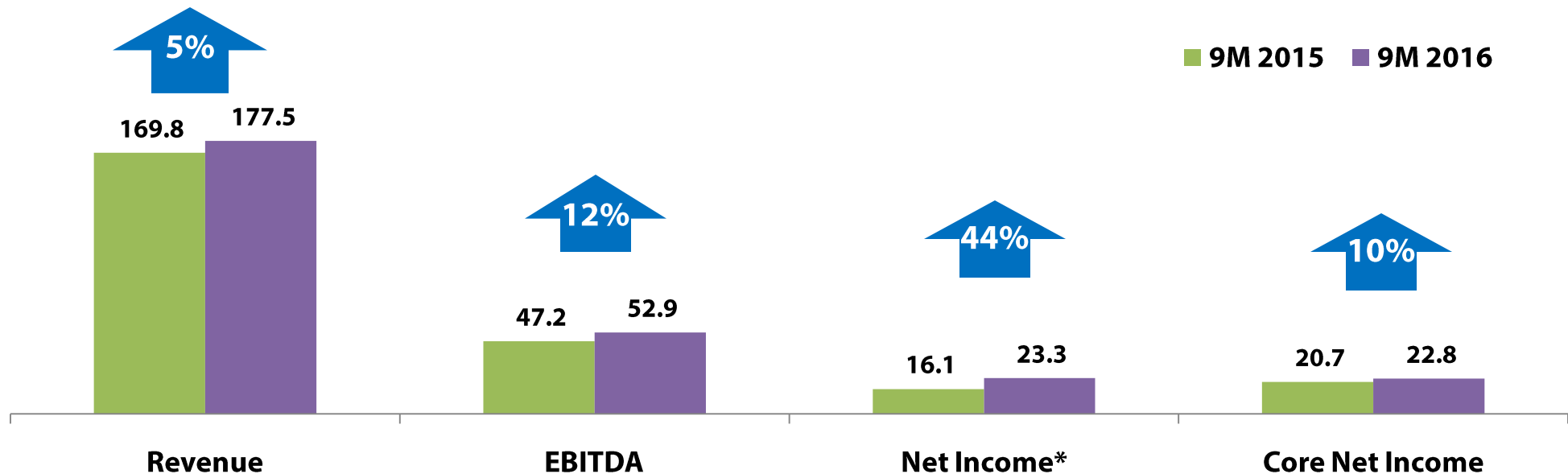
# Key Financial Highlights



JG SUMMIT  
HOLDINGS, INC.

# Key Financial Highlights

(in PhP Billions)

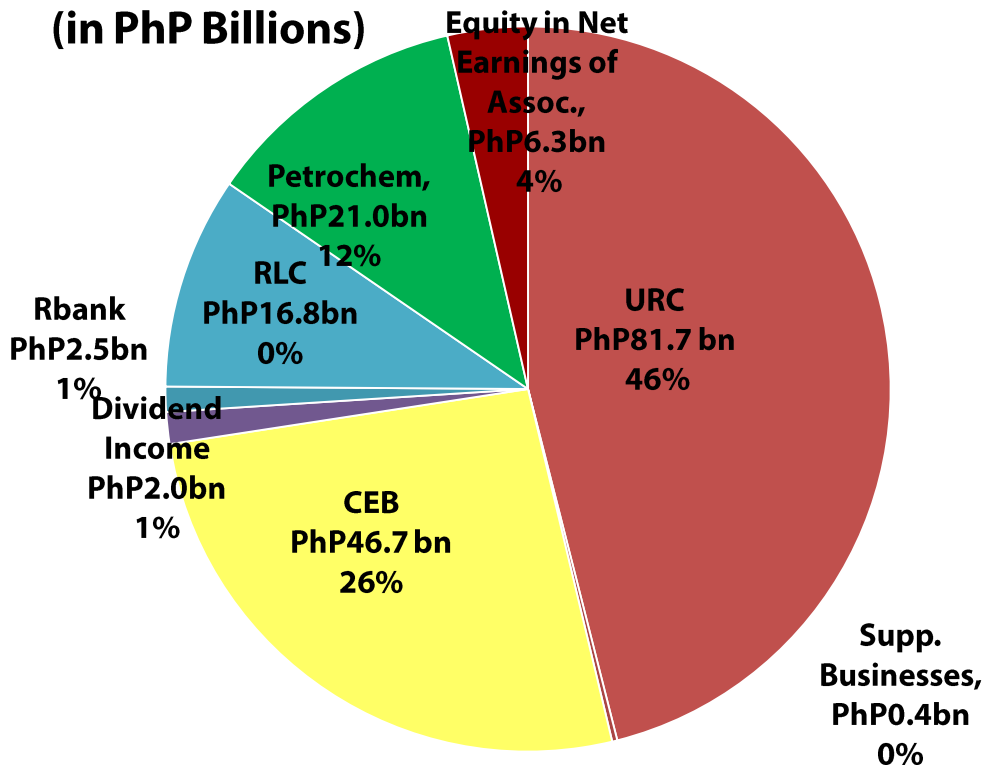


- » **Revenues** grew 5% in 9M2016 driven by the strong performance of RLC, CEB and Petrochem.
- » **EBITDA** grew 12% to PhP52.9 billion reflecting the overall increase in margins of our key subsidiaries
- » **Net income attributable to equity holders of the parent** grew 44% due to the double-digit income growth in the airline and the petrochemicals business.
- » **Core net income** after taxes increased 10%

# Strong Profit Contribution Across the Businesses

## REVENUE DISTRIBUTION

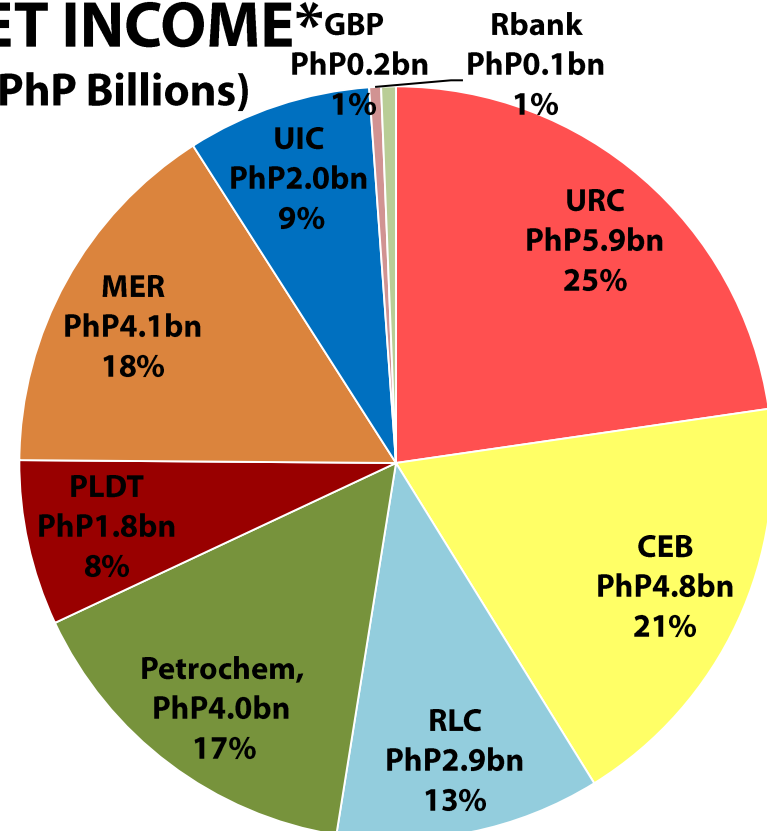
(in PhP Billions)



**9M 2016 REVENUES**  
**PhP 177.5 Bn**

## NET INCOME

(in PhP Billions)



**9M 2016 EQUITY INCOME**  
**PhP 23.3 Bn**

# Healthy Balance Sheet with Strong Funding Capacity

(in PhP Billions except ratios)

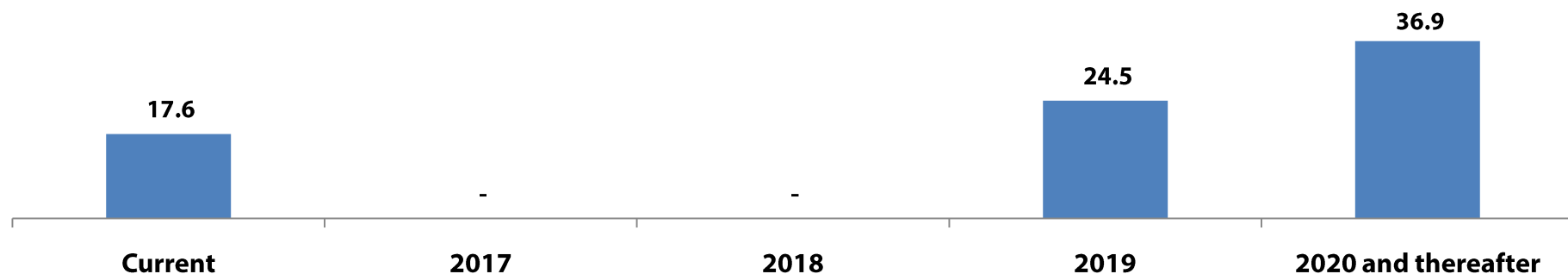
CONSOLIDATED	September 2016	December 2015	Growth
<b>Cash*</b>	46.6	50.7	-8%
<b>Total Assets</b>	647.9	596.3	+9%
<b>Financial Debt</b>	217.5	201.4	+8%
<b>Net Debt</b>	170.9	150.6	+13%
<b>D/E Ratio</b>	0.70	0.71	-1%
<b>Net D/E Ratio</b>	0.55	0.52	+5%
<b>PARENT</b>			
<b>Total Debt</b>	93.7	93.4	+0.3%
<b>Net Debt</b>	73.8	72.1	+2%

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

# Manageable Debt Profile

## SCHEDULE OF PARENT DEBT MATURITIES\*

(in Php Billions)

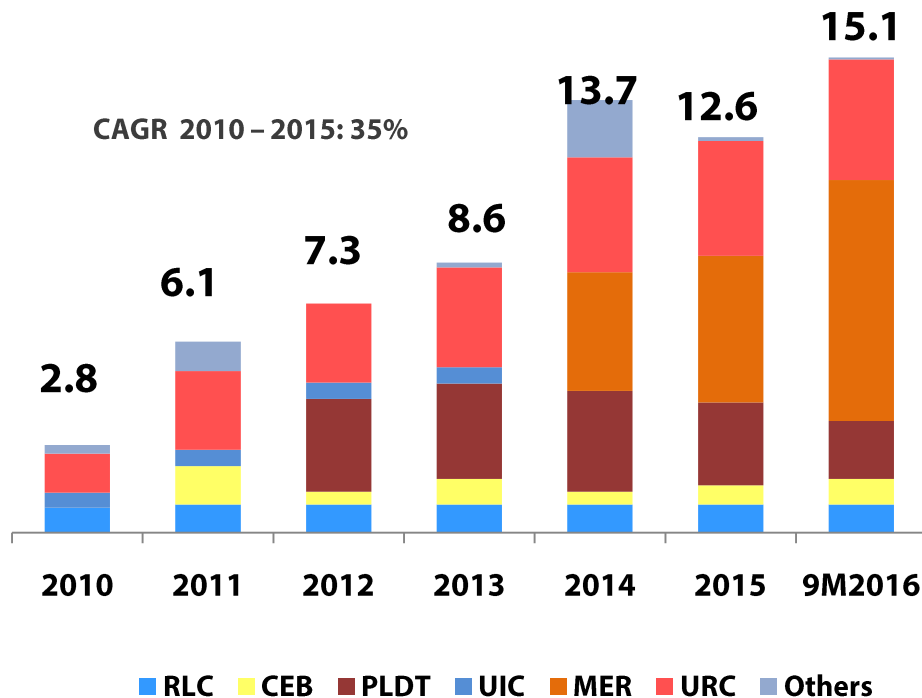


DEBT PROFILE (Parent)	September 2016	December 2015
Total LT Debt (Php)	78.8bn	84.5bn
Total ST Debt (Php)	14.9bn	8.9bn
Gross LT Debt with Fixed Rates (Php)	61.2bn	65.8bn
Blended Cost of LT Debt	4.3%	4.3%
Blended Avg. Remaining Life	3.8yrs	4.8yrs
Interest Expense (Php)	3.0bn	4.2bn

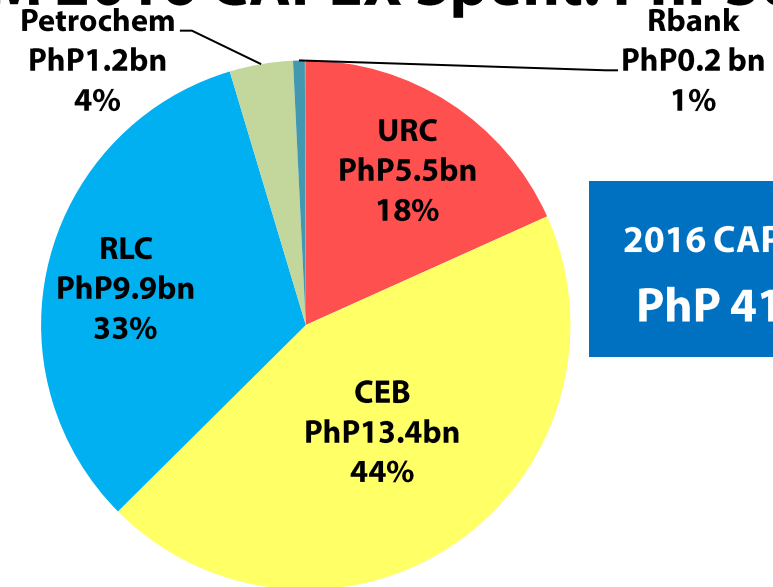
\* Less unamortized bond issuance costs

# Strong Recurring Cashflows to Support Growth

## DIVIDENDS RECEIVED (in PhP Billions)



## 9M 2016 CAPEX Spent: PhP30.3 Bn



**2016 CAPEX BUDGET:**  
**PhP 41.3 billion**

- » **URC:** Capacity expansion of various lines in the PH and Asean
- » **RLC:** Construction of malls, offices, hotels & residential projects, and land banking
- » **CEB:** Mostly for aircraft acquisition
- » **Petrochem:** For operating and maintenance capex
- » **Robinsons Bank:** For expansion and maintenance projects





# Core Businesses



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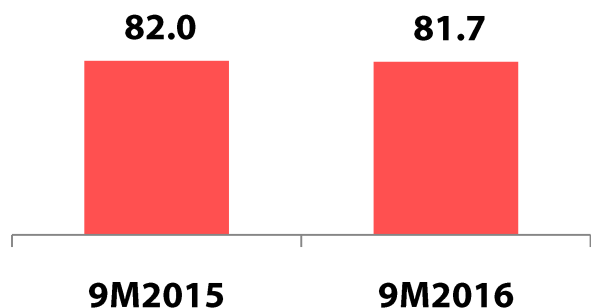


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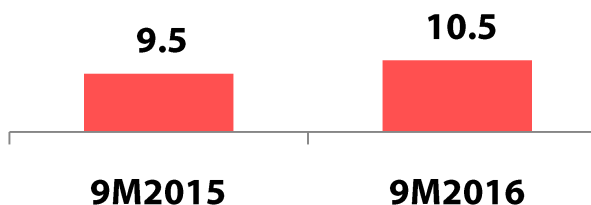
# Core Businesses



**REVENUES**  
(in Php Billions)

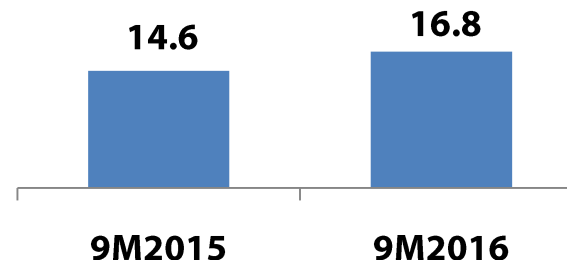


**NET INCOME\***  
(in Php Billions)

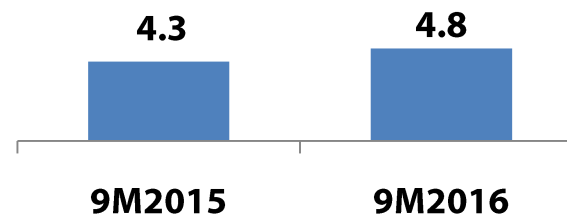


ROBINSONS LAND

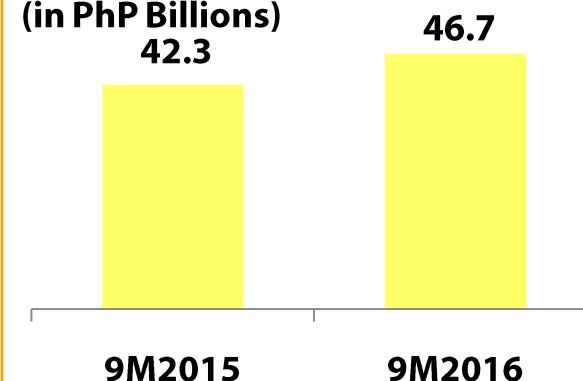
**REVENUES**  
(in Php Billions)



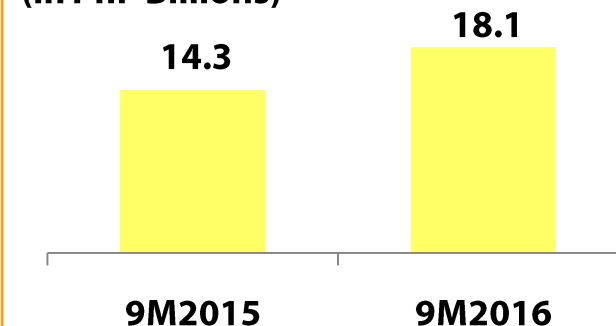
**NET INCOME\***  
(in Php Billions)



**REVENUE**  
(in PhP Billions)



**EBITDAR**  
(in PhP Billions)





# Core Investments



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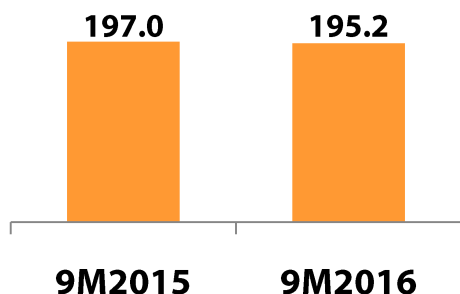
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# Core Investments

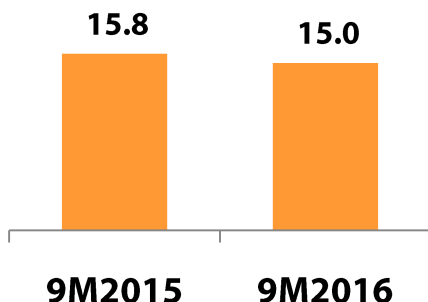


**MERALCO**

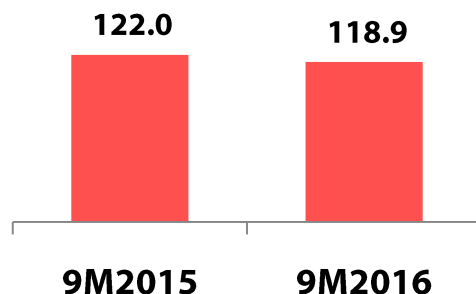
**REVENUES**  
(in Php Billions)



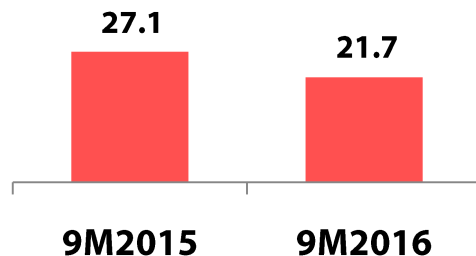
**CORE NET INCOME**  
(in Php Billions)



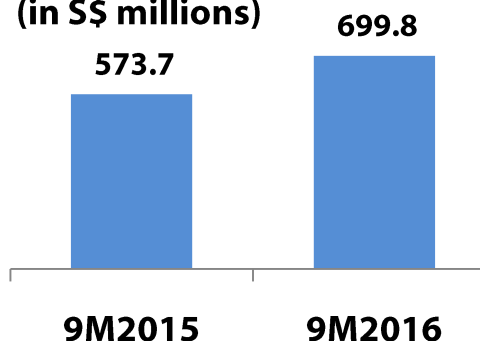
**SERVICE REVENUES**  
(in Php Billions)



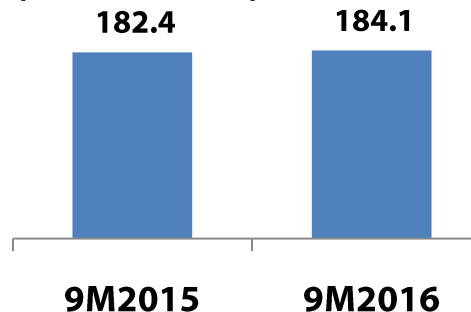
**CORE NET INCOME**  
(in Php Billions)



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

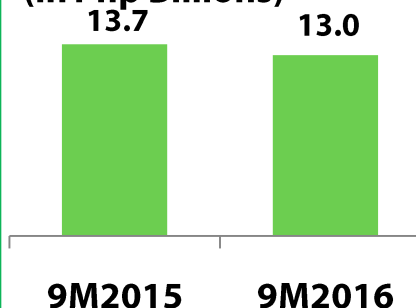


**NET PROFIT\***  
(in S\$ millions)

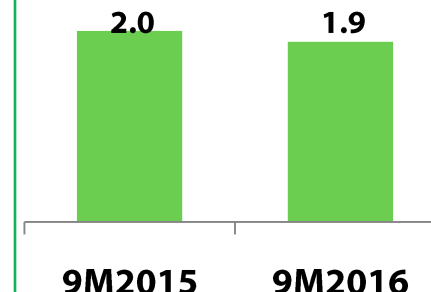


GLOBAL BUSINESS POWER

**REVENUES**  
(in Php Billions)



**NET INCOME\*\***  
(in Php Billions)





# Growth Businesses



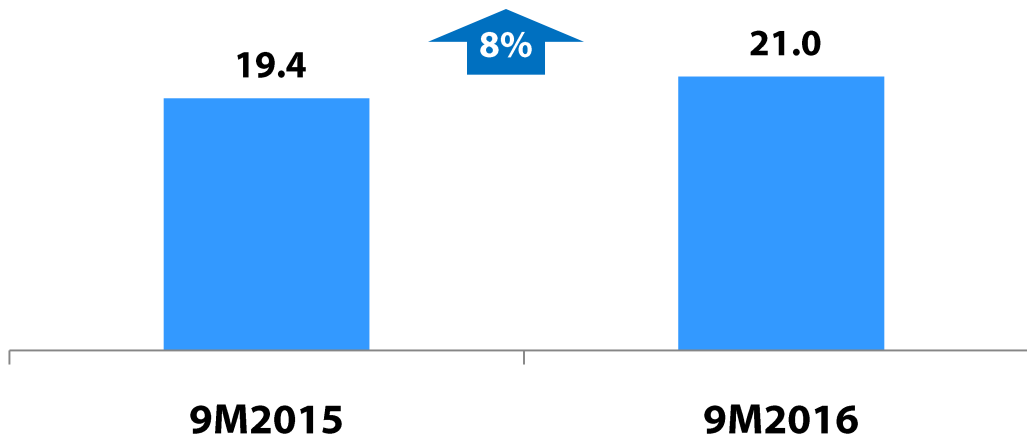
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# Petrochem Group Performance



## REVENUES (in PhP Billions)



## KEY HIGHLIGHTS

- » Integrated commercial operations commenced in November 2014.
- » Cracker run rates have been averaging around 85% during the period.
- » Petrochem business continues to perform well, benefiting from higher sales volumes, lower production costs and benign fuel environment.

in PhP Millions	9M 2015	9M 2016
Revenues*	19,438.6	21,028.6
Cost of Sales	17,284.3	16,439.8
EBITDA	2,474.2	5,131.2
EBIT	1,671.3	4,197.6
Net income	1,296.7	4,000.8

SALES VOLUME (MT)	9M 2015	9M 2016
C2 (Ethylene)	42,480	35,755
C3 (Propylene)	13,814	9,170
Pygas	124,815	150,694
Mixed C4		22,044
PE	158,997	191,834
PP	98,575	126,506
<b>TOTAL</b>	<b>438,681</b>	<b>536,004</b>

# Robinsons Bank Overview and Performance

ROBINSONSBANK



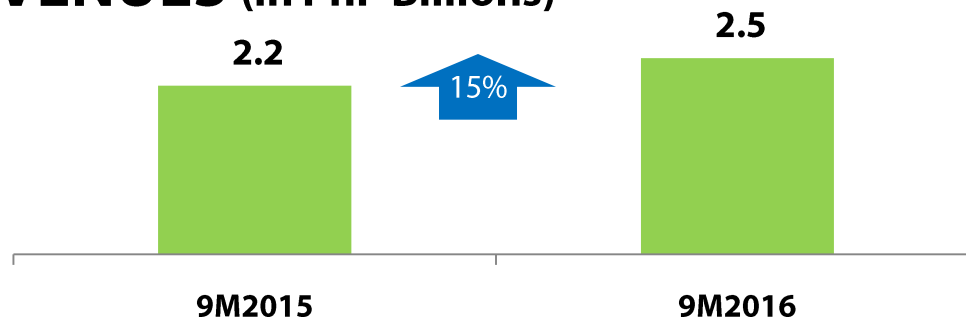
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## KEY HIGHLIGHTS

- » As of September 30, 2016, Rbank has a network of 118 branches and 204 automated teller machines (ATMs)
- » The Bank's subsidiary, Legazpi Savings Bank (LSB), has 11 branches and 11 ATMs in the Bicol region.
- » The bank is currently ranked 19<sup>th</sup> in Capitalization, 20<sup>th</sup> in Asset & Deposits and 22<sup>nd</sup> in Gross Loans (out of 39 U/KBs).

## REVENUES (in PhP Billions)



CONSOLIDATED	9M 2015	9M2016
Assets* (PhP Bn)	55.3	68.6
Equity* (PhP Bn)	11.8	12.6
Gross TLP* (PhP Bn)	26.7	33.8
Gross NPLs* (PhP Bn)	0.69	1.19
Capital Adequacy Ratio	36.84%	31.87%
Tier 1 Ratio	36.05%	31.10%



# Plans and Prospects



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# Plans and Prospects



- » Progressively launch **Griffin's** in ASEAN (PH and TH in 3Q16, MY/IND in 2017).
- » Defend position in coffee with better distribution in VisMin and launch of RTD Coffee.
- » Finish construction of **new facilities** -San Fernando Cebu factory.
- » Bounce back and recover **Vietnam** business



- » Aggressively grew investment portfolio by opening **4 new malls**, expanding **1 existing mall**, completed **2 office developments** and **1 hotel and** launched **5 residential projects** in FY16.
- » For **Malls**, increase GLA by 10% for both FY2017 and FY2018; for **Offices**, add 15% in NLA in FY 2017 and 21% in FY2018; for **Hotels**, increase total no. of rooms by 19% in FY2017 and 18% in FY2018 and remain conservative with project launched in the **Residential** division



- » Took delivery of our **first two ATR 72-600** in October and November and be taking delivery of our **7th A330** in December .
- » Remaining **order book** of 32 A321 NEO, 14 ATR 72-600, and 2 A330 for a total fleet of 59 aircraft by end 2017 and 69 by end 2018, net of exits.



- » Targeting **run rates of 95%** for the rest of 2016 and for 2017
- » Licensors' **engineering studies** are underway for the cracker expansion, aromatics and butadiene extraction and also for the expansion of the polypropylene plant.
- » Plan to engage one more **technology licensor** for additional polyethylene production and to commence the **engineering study** for the PE project before year end.



- » **Partner** with Pru Life UK for Bancassurance
- » Issue **Debit Card** through partnership with VISA
- » Enter the **credit card business** via partnership with MasterCard



# Thank you!



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