



Making
Life Better

*1Q 2017 Unaudited
Earnings Presentation*
May 2017

Disclaimer

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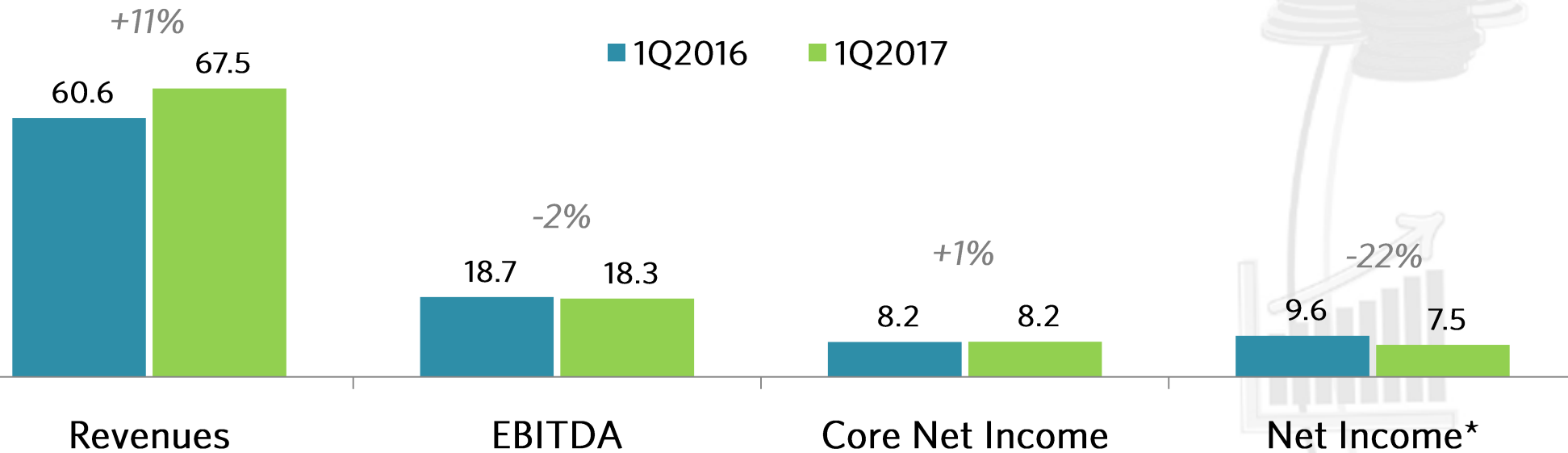


Key Financial Highlights



Earnings Snapshot

(in PhP Billions)



Due to strong performance of Petrochem business

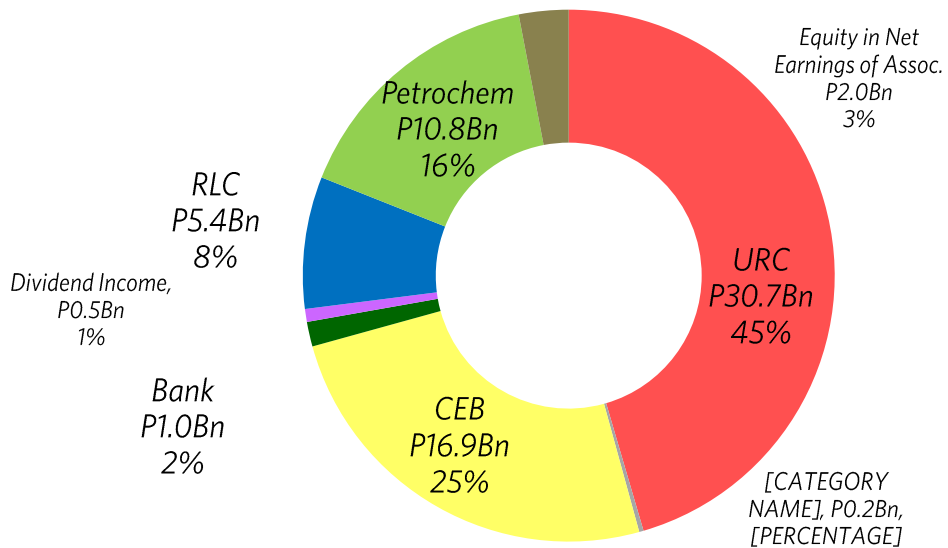
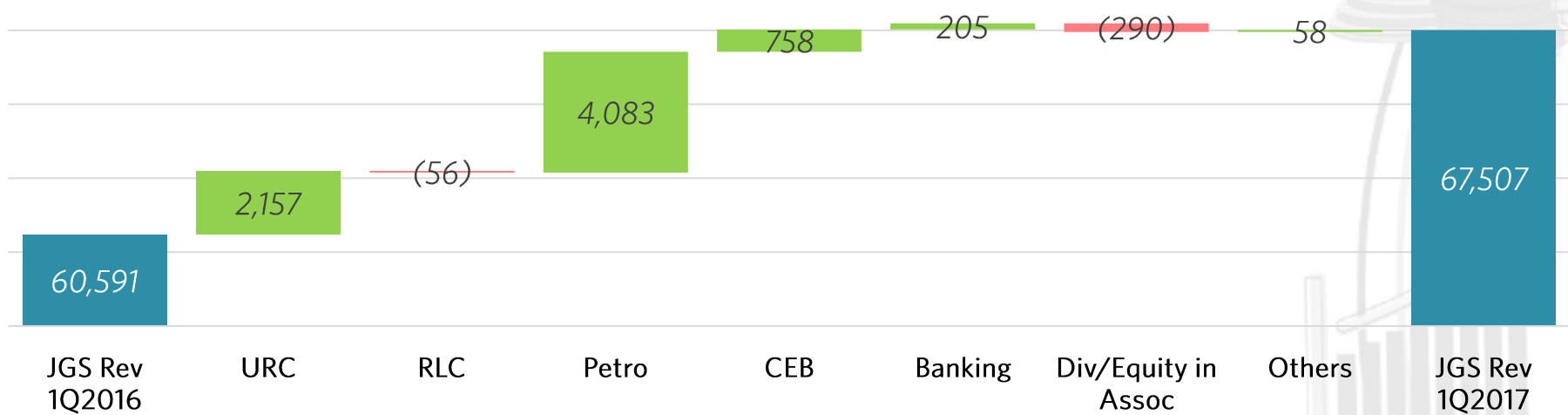
*Mainly due to lower net income of CEB vs SPLY due to rise in **fuel prices** and **hedging losses***

* from equity holders of the parent

Revenue Contribution

(in Php Millions)

11.4% YoY revenue growth for 1Q2017 led by URC and Petrochem



1Q2017
REVENUES
PhP 67.5 Bn



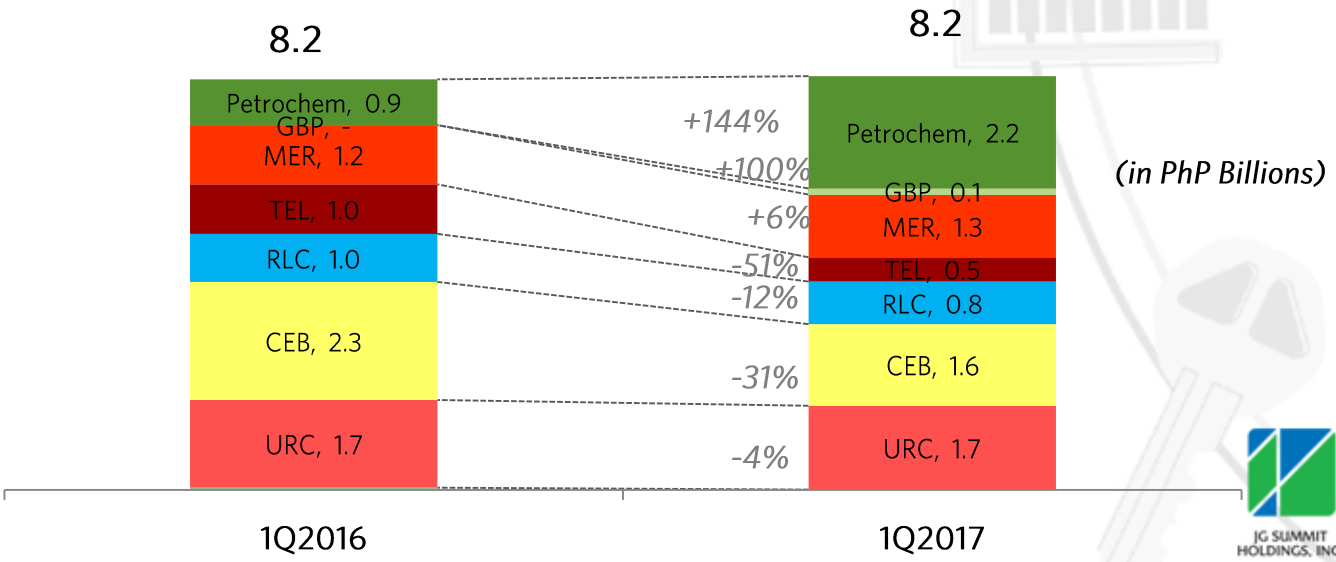
Core Net Income Contribution

(in Php Millions)

Petrochem contributes the largest in 1Q 2017



**1Q2017 CORE
NET INCOME
PhP 8.2 Bn**



Robust Balance Sheet

(in Php Billions except ratios)

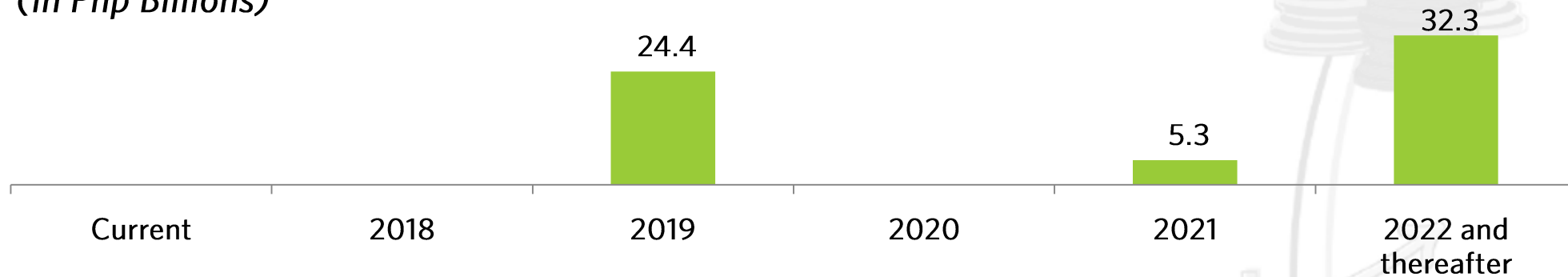
CONSOLIDATED	March 2017	December 2016	Growth
Cash*	48.7	47.5	+3%
Total Assets	687.4	666.3	+3%
Financial Debt	226.8	221.1	+3%
Net Debt	178.1	173.5	+3%
D/E Ratio	0.70	0.71	-1%
Net D/E Ratio	0.55	0.55	-1%
TOTAL DEBT Breakdown (Conso)			
Total LTD	172.7	159.2	+8%
Foreign Currency Denominated	128.1	130.7	-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)

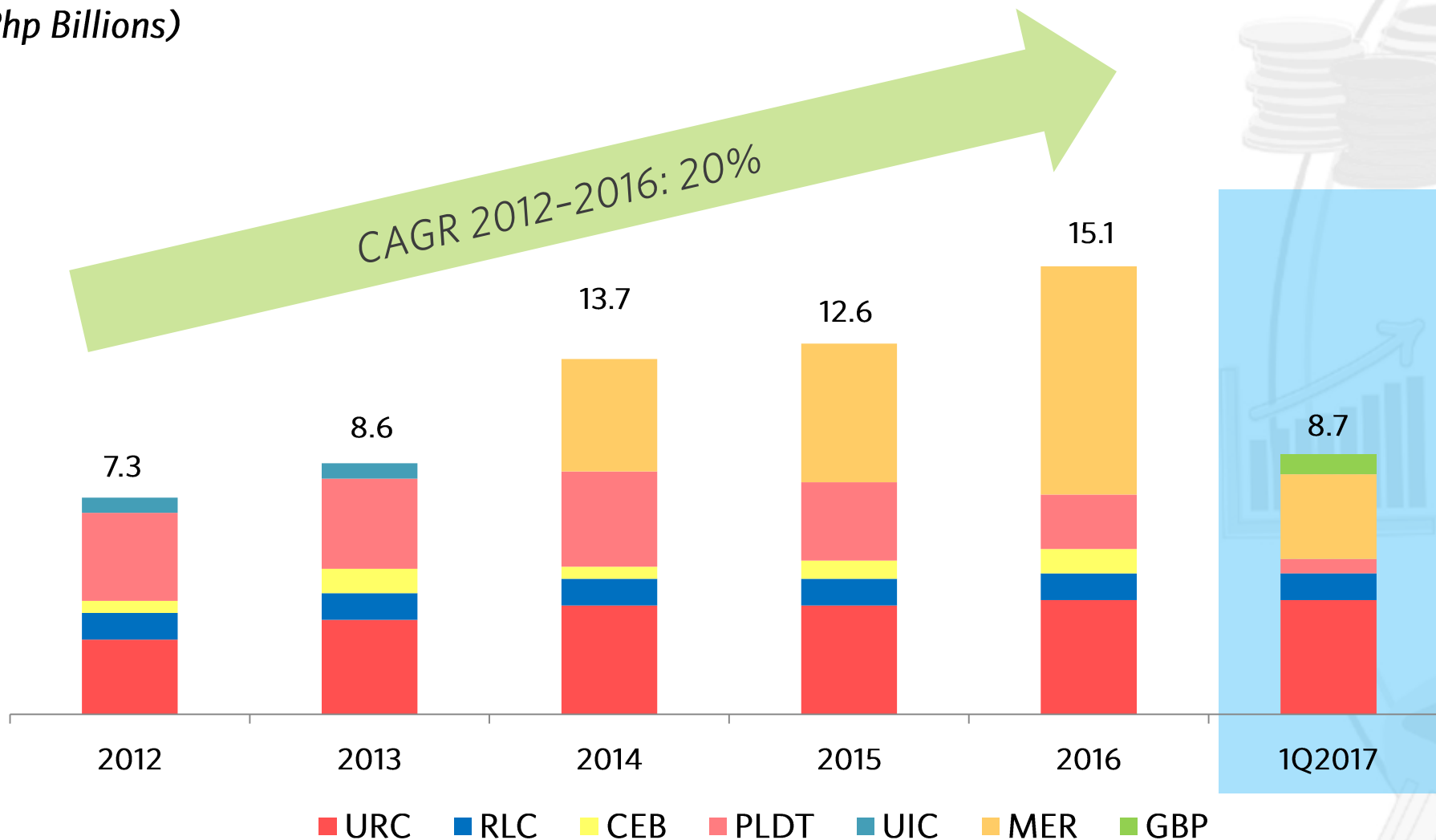


DEBT PROFILE (Parent)	March 2017	December 2016
Total LT Debt (Php Bn)	62.0	61.6
Total ST Debt (Php Bn)	33.2	32.9
Net Debt (Php)	73.4	75.4
Blended Cost of LT Debt	4.8%	4.8%
Blended Avg. Remaining Life	4.8 yrs	5.0 yrs
Interest Expense (Php Bn)	0.9	4.0

* Less unamortized bond issuance costs

Strong Recurring Dividends


(in Php Billions)

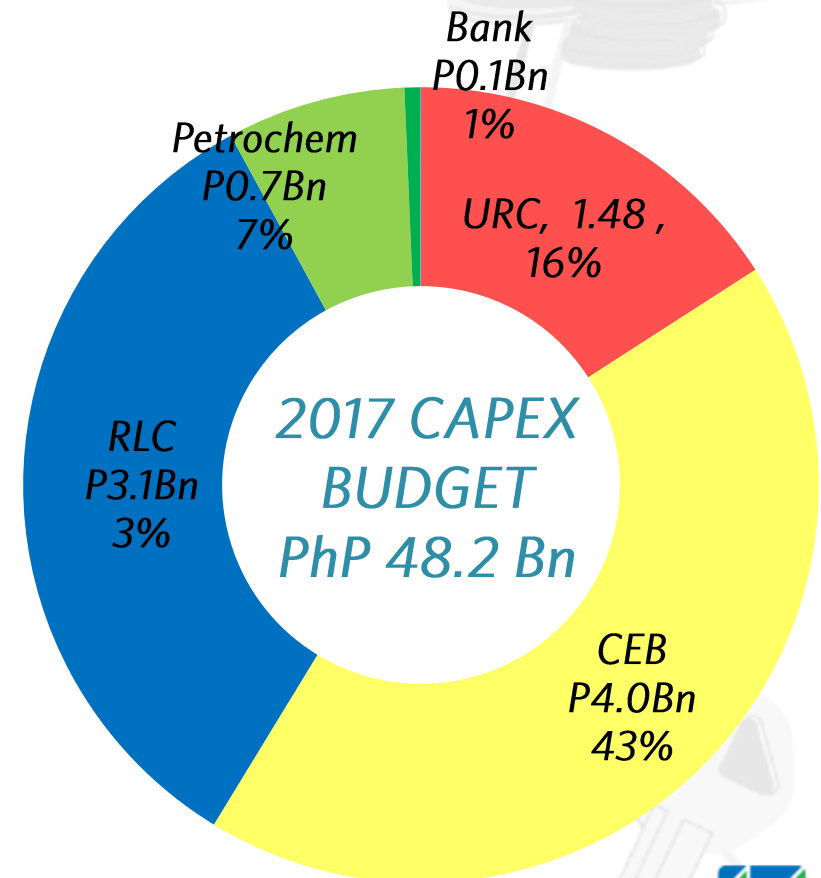


Self-funding Subsidiaries

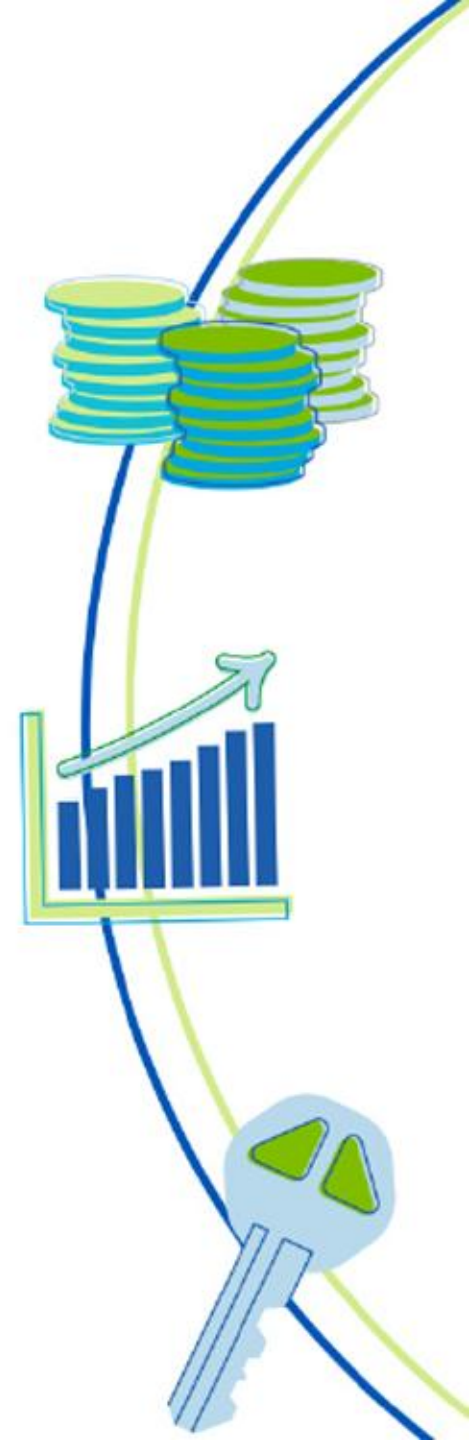
1Q 2017 CAPEX Spent: PhP 9.3 Bn

(in PhP Billions)

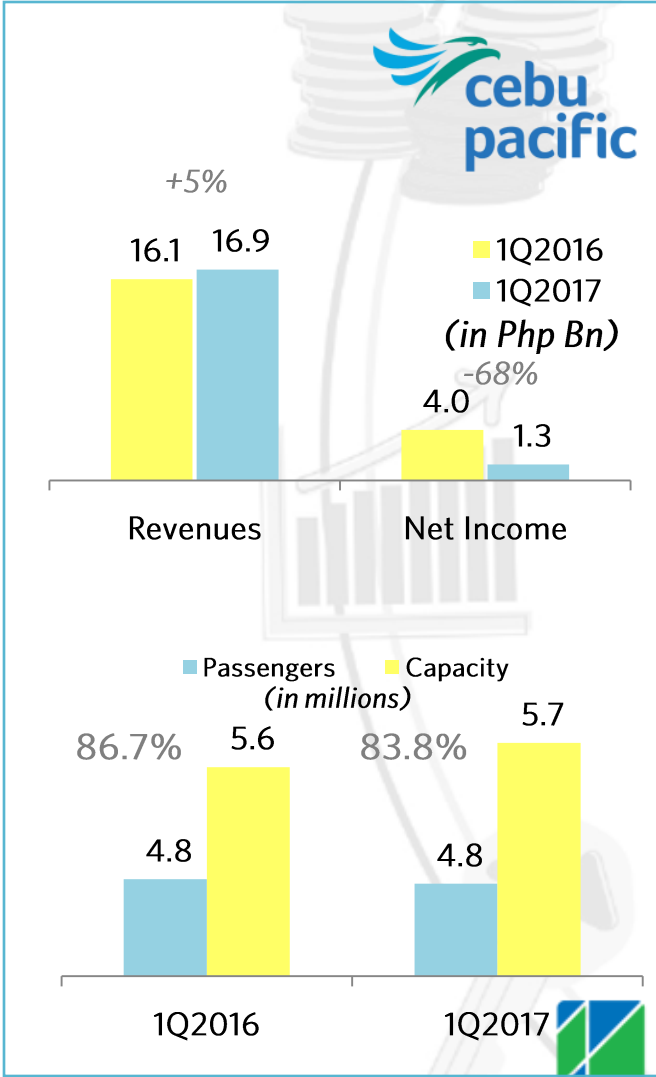
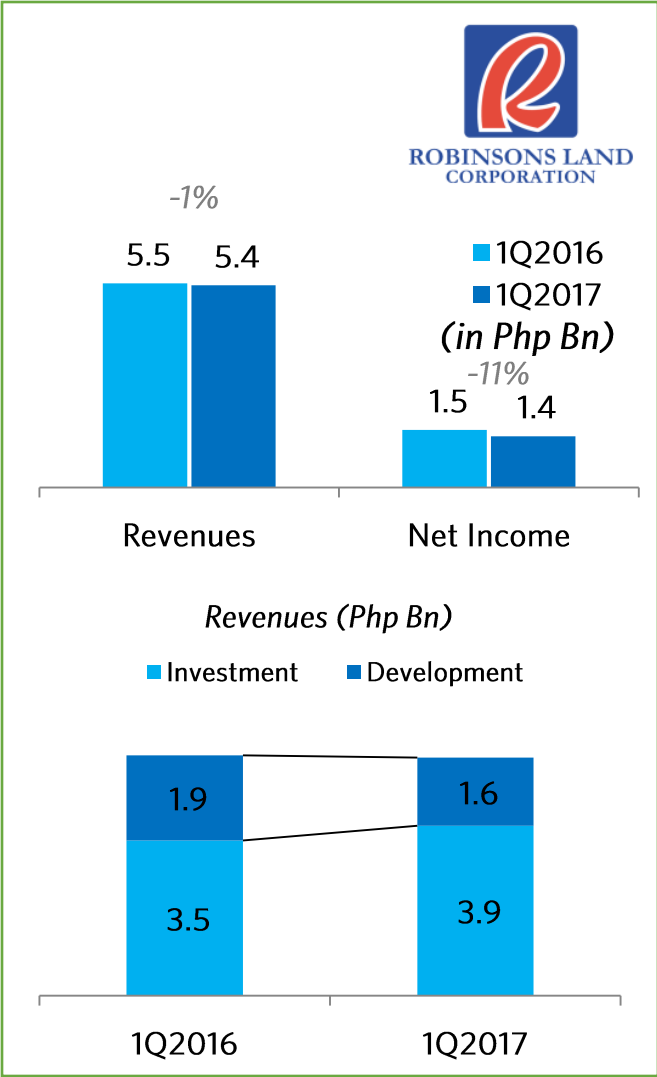
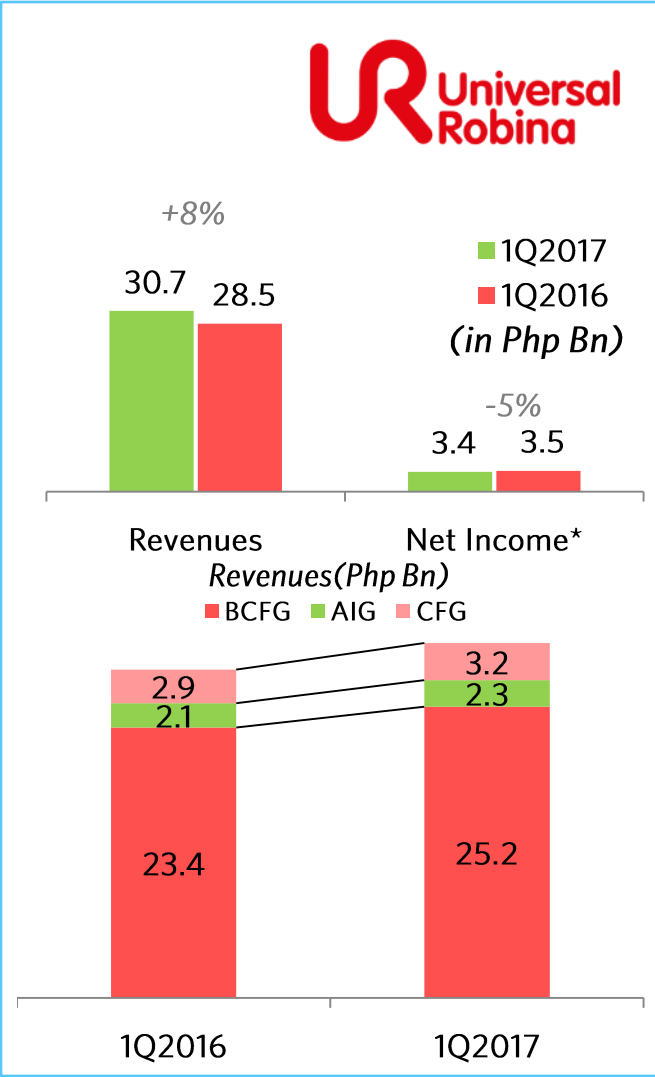
	Capacity expansion of various lines in the PH and ASEAN
 ROBINSONS LAND CORPORATION	Construction of malls, offices, hotels and residential projects, and land banking
	Mostly for fleet acquisition
	For maintenance and project capex
 A Commercial Bank	For expansion and maintenance projects



Core Businesses

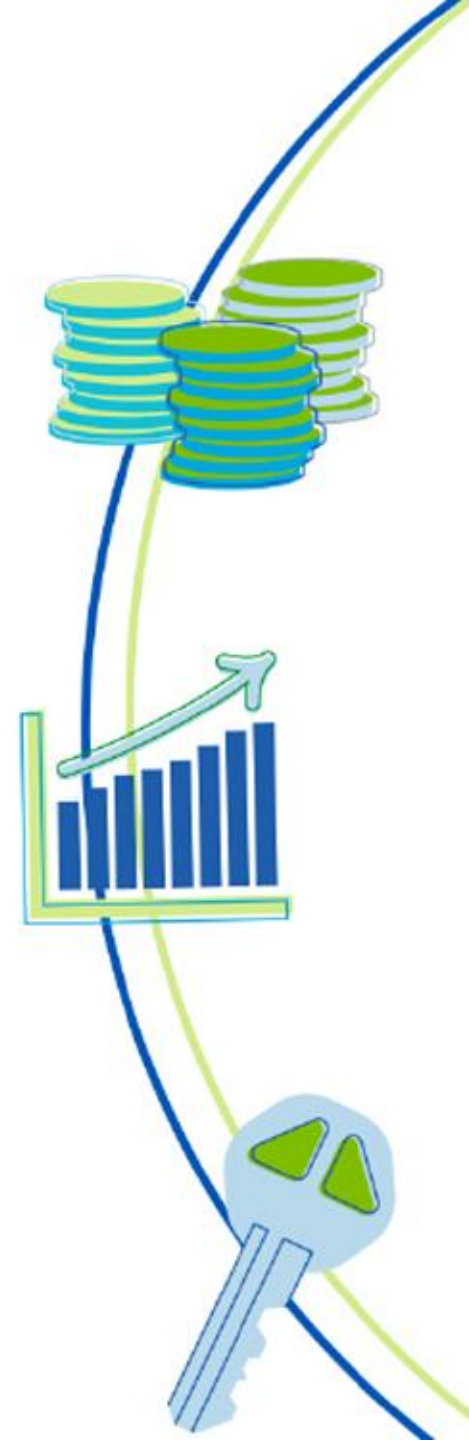


Core Businesses



*attributable to equity holders of the Company

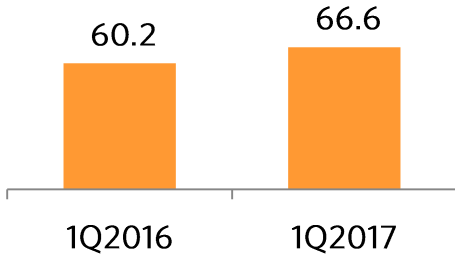
Core Investments



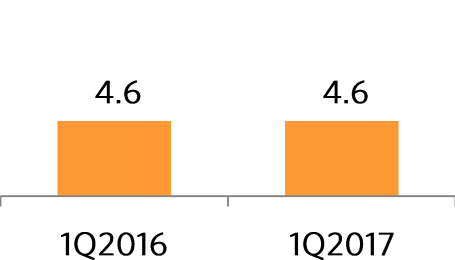
Core Investments



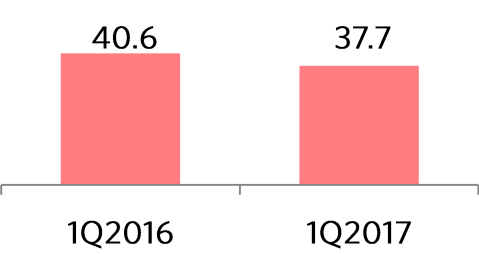
REVENUES
(in Php Bn)



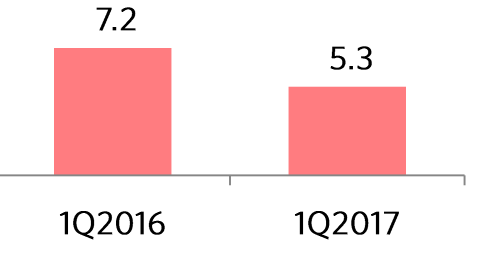
CORE NET INCOME
(in Php Bn)



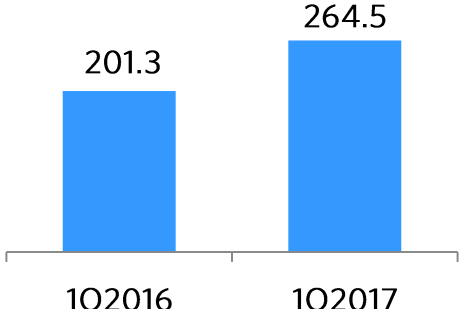
SERVICE REVENUES
(in Php Bn)



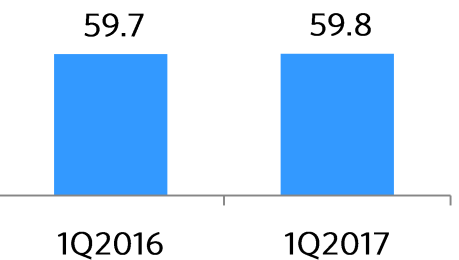
CORE NET INCOME
(in Php Bn)



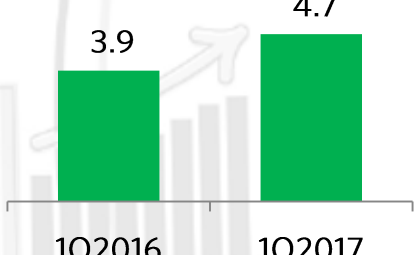
REVENUES
(in S\$ Mn)



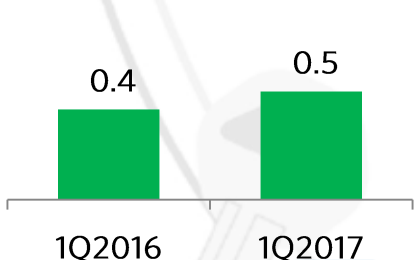
NET PROFIT*
(in S\$ Mn)



REVENUES
(in Php Bn)



CORE NET INCOME
(in Php Bn)

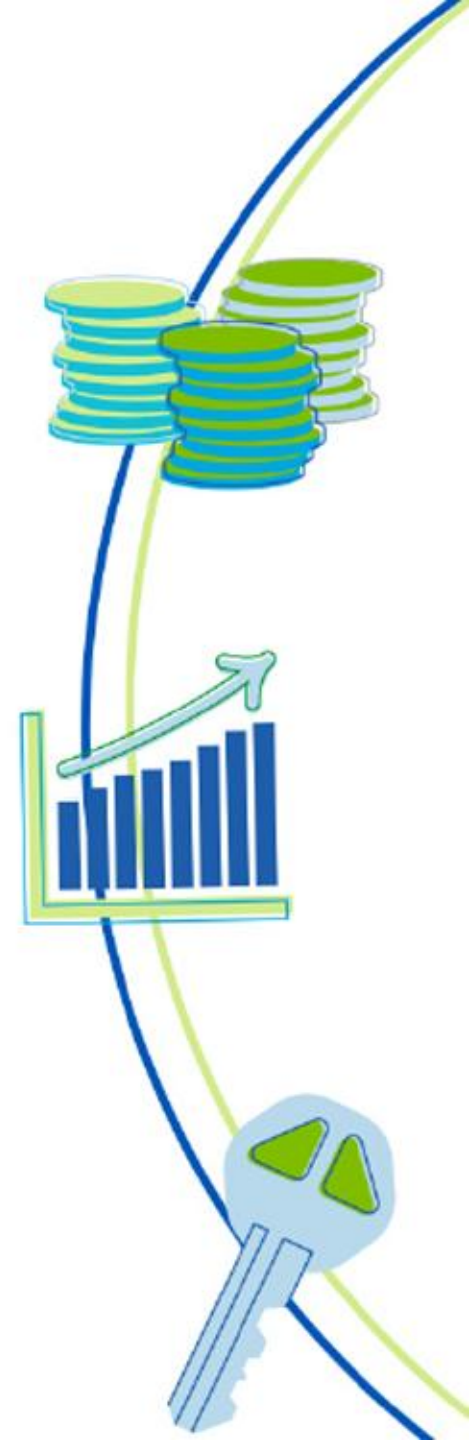


*attributable to equity holders of the Company Source: Company Filings

Growth Businesses

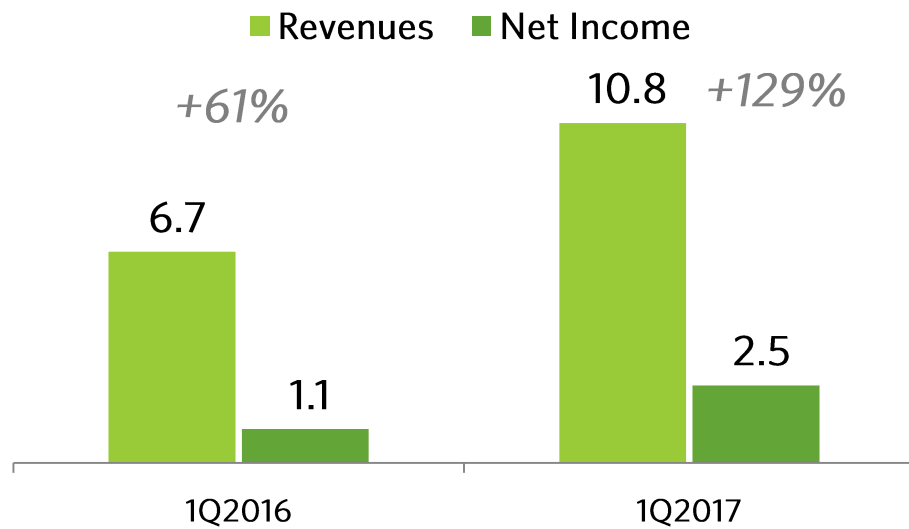


JG SUMMIT
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Petrochem Group Performance

(in PhP Billions)



KEY HIGHLIGHTS

- » The cracker achieved run rates of **95% - 100%** for 1Q 2017.
- » Maximized run rates for polymer plants due to **healthier polymer margins** during the period.
- » Sold 30K MT of **Mixed C4** due to brief, but steep ramp up of Butadiene prices

in PhP Millions	1Q 2017	1Q 2016
Revenues*	10,776.5	6,693.2
Cost of Sales	8,209.4	5,500.2
EBITDA	2,814.0	1,349.6
EBIT	2,446.2	1,063.1
Net income	2,460.5	1,072.3

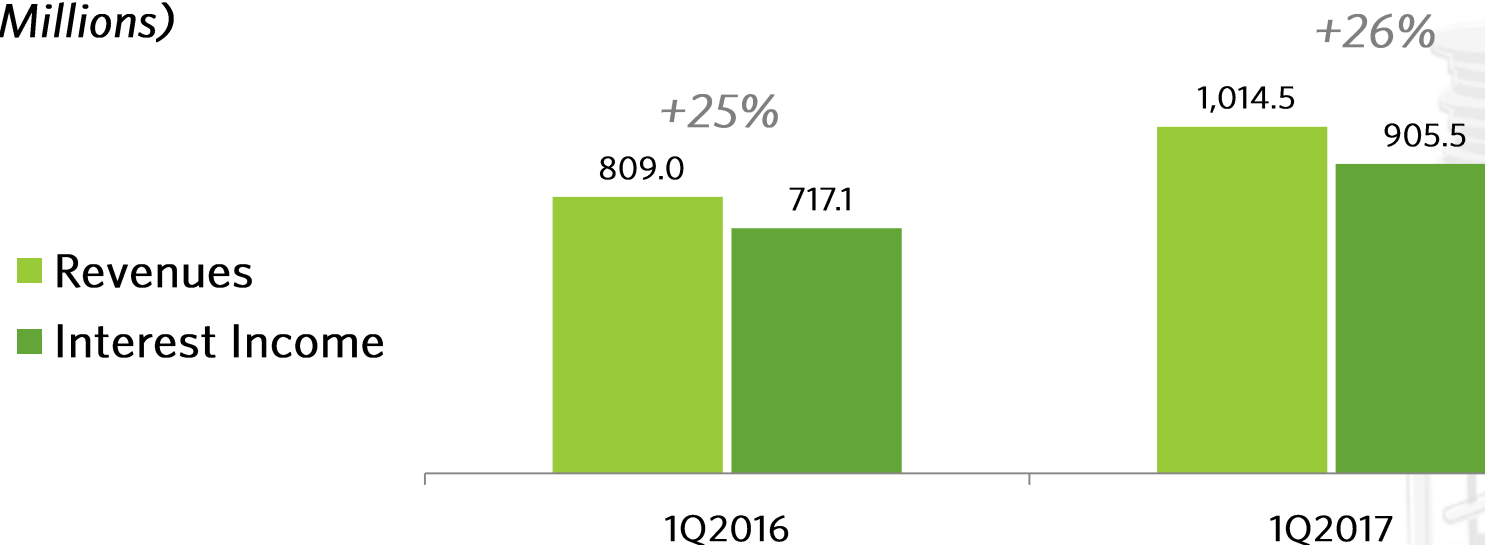
*after eliminations

SALES VOLUME (MT)	1Q 2017	1Q 2016
*C2 (Ethylene)	7,003	13,033
*C3 (Propylene)	-	3,256
Pygas	61,417	52,138
Mixed C4	30,189	1,971
PE	76,612	55,656
PP	52,326	52,405
TOTAL	227,547	178,459

*export sales

Robinsons Bank Performance

(in PhP Millions)



KEY HIGHLIGHTS

- » Robinsons Bank has a network of **137** branches and **221** automated teller machines (ATMs)
- » As of December 2016, the bank is ranked **19th** in Deposits, **20th** in Assets and **21st** in loans (out of 42 U/KBs).

CONSOLIDATED	1Q 2017	1Q 2016
Assets (Php Bn)	80.44	60.76
Equity (Php Bn)	12.19	12.21
Gross TLP (Php Bn)	38.29	30.00
Gross NPLs (Php Bn)	1.15	1.24
Capital Adequacy Ratio	23.15%	31.81%
Tier 1 Ratio	22.45%	31.06%

Plans and Prospects



Plans and Prospects



- » Competition will further intensify with headwinds on input prices and forex
- » To improve supply chain management, relaunch C2 and Rong Do to recover Vietnam business, and accelerate the synergies in the Oceania business



- » Focus on investment portfolio
- » Remain conservative with project launches in the Residential division



- » Conservative but flexible fleet expansion able to adapt to current developments in the market
- » Upgauging (using bigger planes) and more hubs out of Manila



- » Continue to optimize operations and raw material supply to sustain high run rates.
- » Awarded BOI registrations for 5 expansion projects; started to issue out Invitations to bid for EPC's , target to award within the year.



- » Grow the Bank's core income, launch debit and credit card businesses as well as bancassurance venture
- » Leverage on web and mobile as selling channel



Thank you!



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