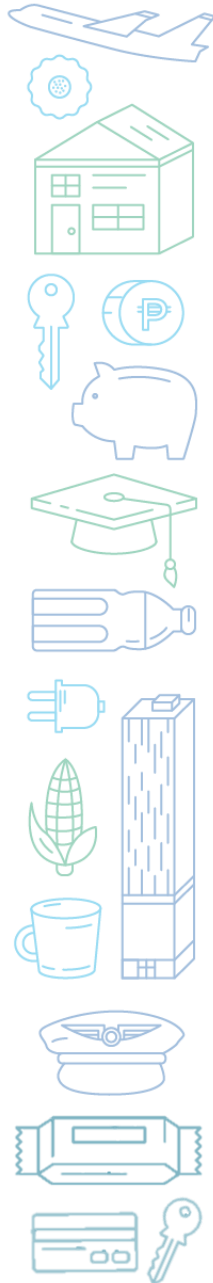




# Agenda

1 1H 2019 Unaudited Results

2 Business Updates, Plans and Prospects



# JGS: Better SBU earnings growth and UIC's gain on acquisition drove record Php10B net income in 2Q19

	In billion pesos			Growth (%) vs SPLY		
	1Q19	2Q19	1H19	Q1	Q2	1H
Revenues	76.3	82.2	158.4	+9%	+11%	+10%
Core net income after taxes	6.2	7.4	13.6	-2%	+24%	+11%
Net income	7.4	10.1	17.6	+54%	+102%	+79%

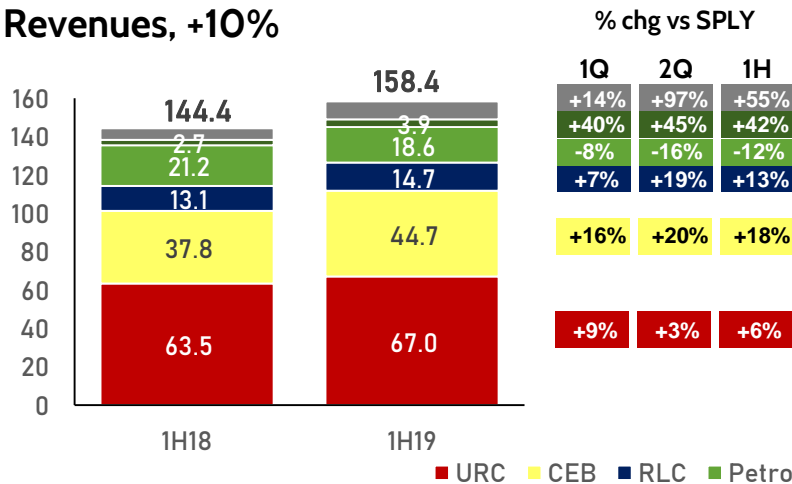
- Faster Q2 revenue growth was mainly driven by the acceleration in CEB, RLC and Rbank, as well as UIC's gain on acquisition
- UIC's margin improvement, CEB's better yields and cost management, Rbank's wider NIMs and RLC's operational efficiencies led to the significant increase in core net income for the quarter
- Q2 net income was boosted by mark-to-market & forex gains, as well as UIC's gain on its acquisition of additional stakes in Marina Centre Holdings and Marina Mandarin Hotel



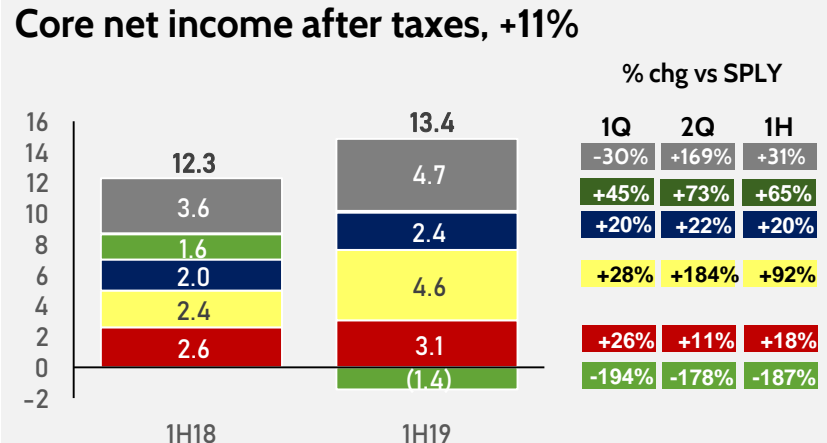
\*attributable to equity holders of the parent

## Segment Breakdown (in billion pesos)

### Revenues, +10%



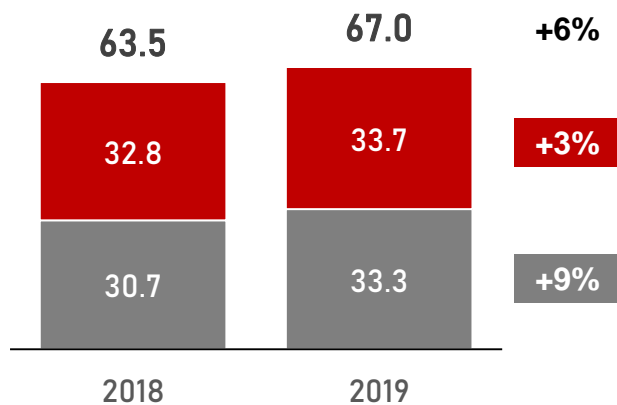
### Core net income after taxes, +11%



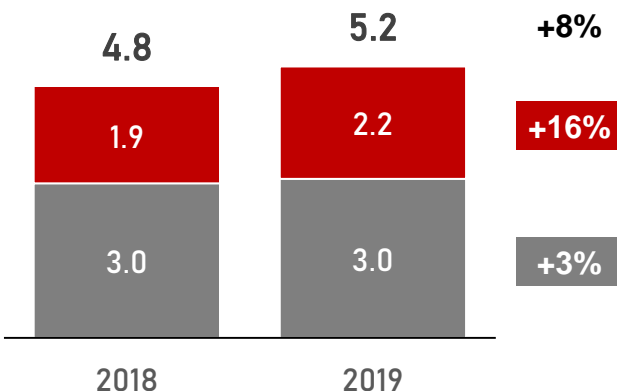
2019 excludes PFRS16 adjustments while 2018 was restated for PFRS9&15 to achieve comparability

# URC: Margin expansion driven by Branded Consumer Foods Group

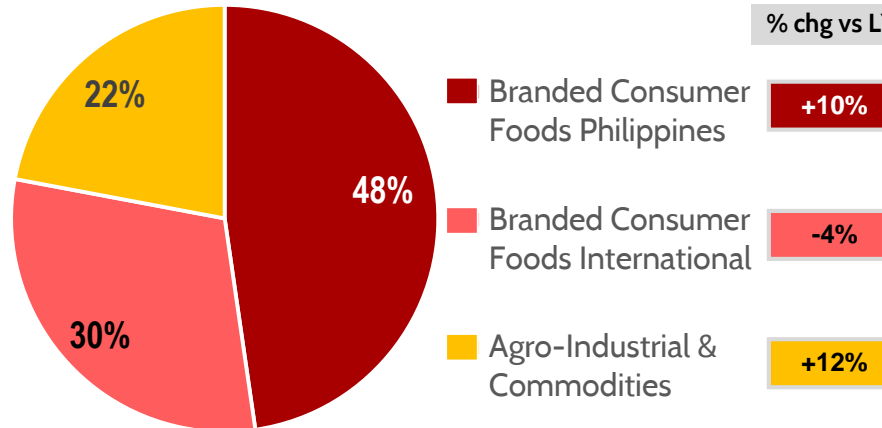
## Revenue



## Net Income



## Revenue Breakdown, 1H2019

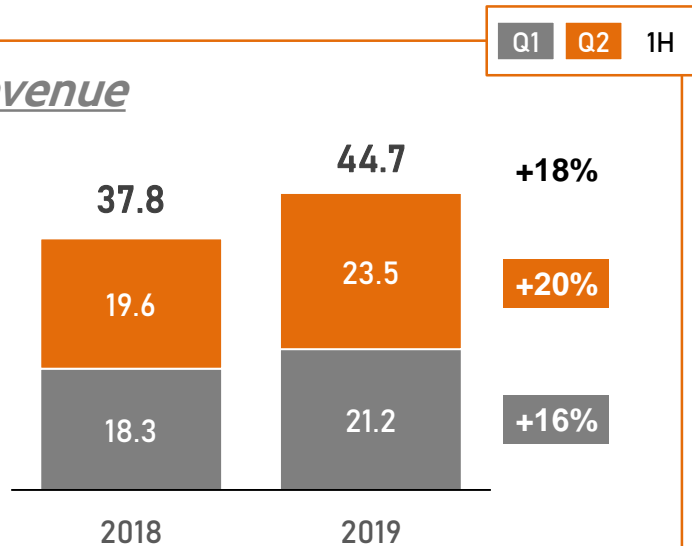


- Q2 topline growth was led by the continued strength in BCF Philippines, slightly tempered by the decline in AIC given the different phasing of external sugar sales
- Margins improved across most divisions driven by better volumes & average selling prices (ASP) in BCF Philippines, as well as the recovery in Vietnam

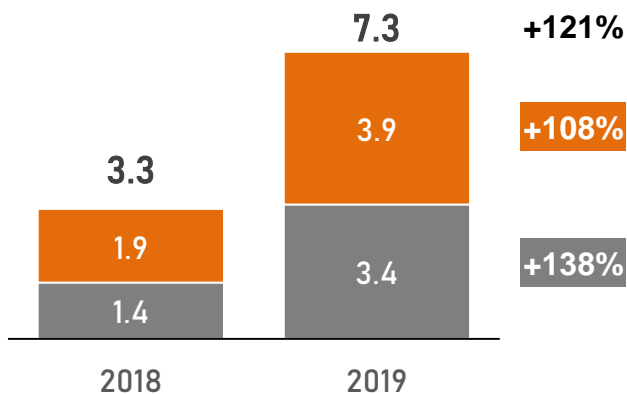


# CEB: Triple-digit profit growth sustained

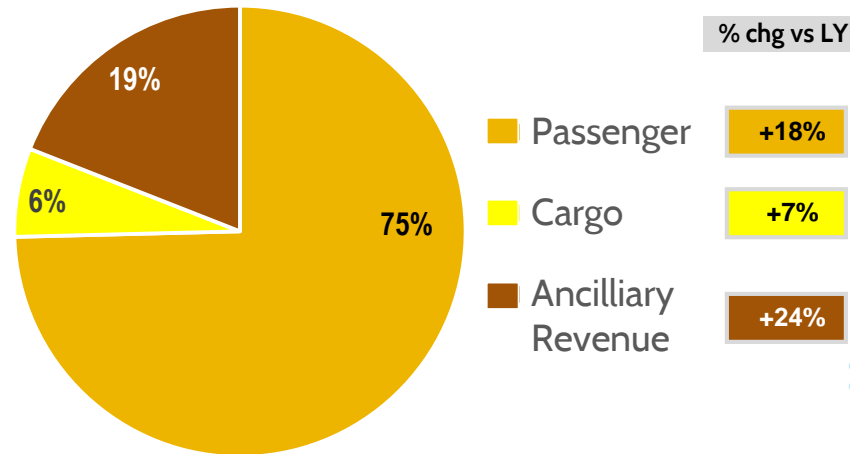
## Revenue



## Net Income



## Revenue Breakdown, 1H2019

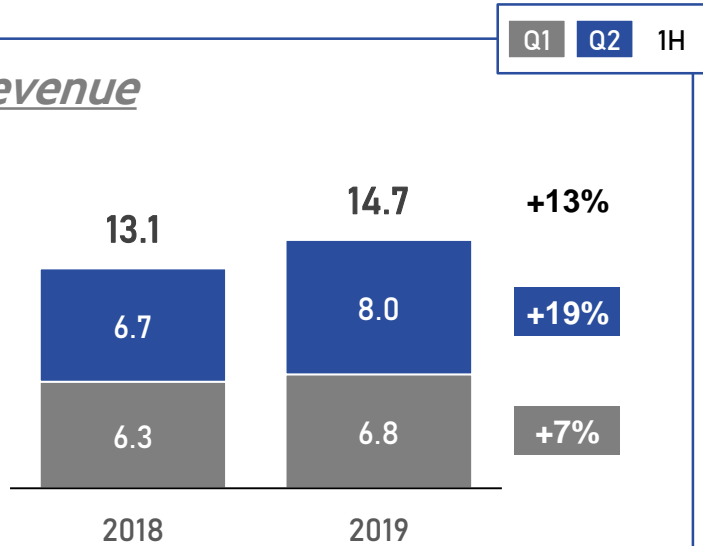


- Increase in passenger traffic and average fares, as well as higher ancillary take-up per passenger drove revenue acceleration in Q2
- Net income significantly grew on the strong revenue growth, lower average jet fuel prices and successful cost management

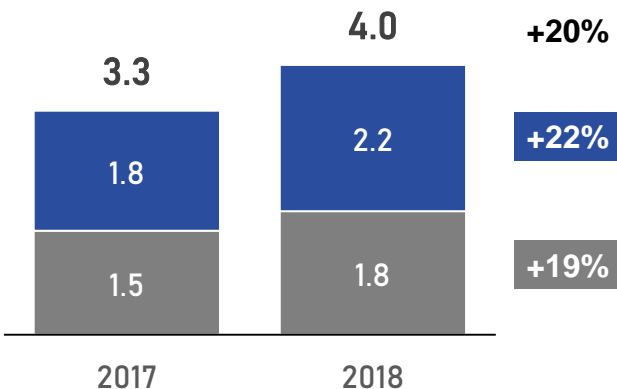


# RLC: Solid performance across all divisions

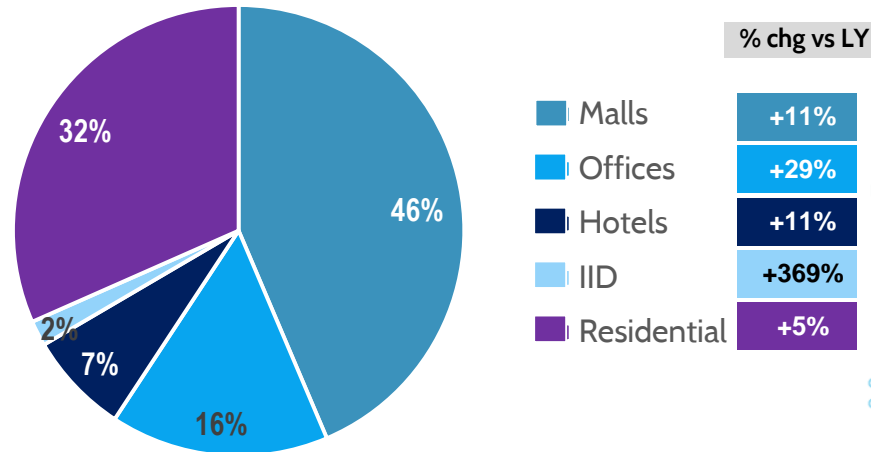
## Revenue



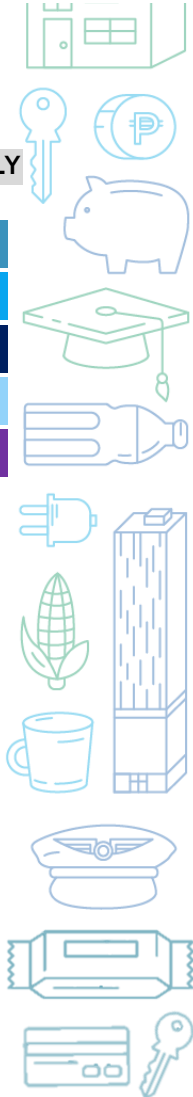
## Net Income



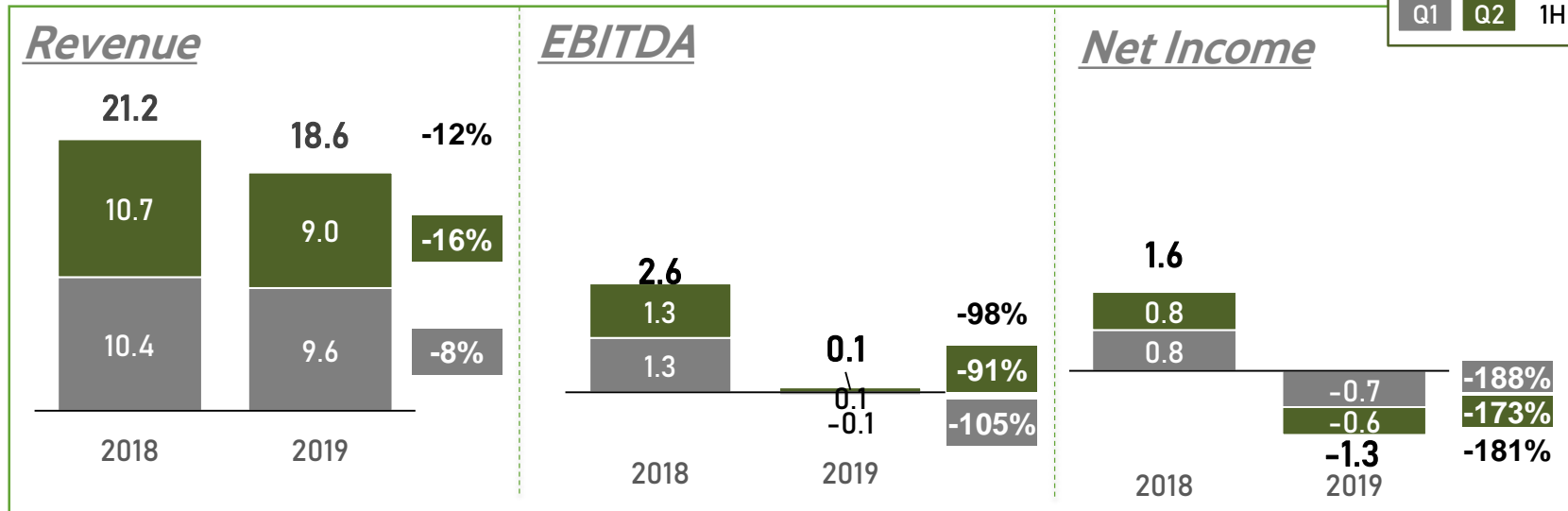
## Revenue Breakdown, 1H2019



- 2Q topline was driven by the robust performance of malls, offices and hotels, faster growth in residential and another sale of land to our third joint venture partner
- Margins expanded as a result of slower growth of overall cost of sales and OPEX, and significant increase in interest income for the period



# Petrochem: Net loss due to lower ASP and higher interest expense



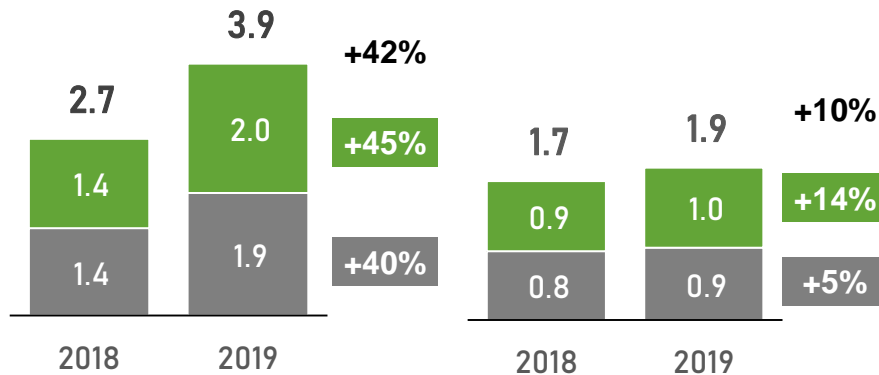
- Lower revenues in Q2 due to lower average selling prices YoY, brought about by increased market volatility, weak demand and oversupply
- Net loss in Q2 as average selling prices fell faster than naphtha cost, and as interest costs rose on higher trust receipts.

SALES VOLUME (MT)	1H18	1H19	%chg
*C2 (Ethylene)	29,041	25,567	-12%
*C3 (Propylene)	12,274	6,345	-48%
Pygas	108,958	113,936	5%
Mixed C4	53,540	46,995	-12%
PE	124,431	138,949	12%
PP	81,665	78,135	-4%
TOTAL	409,909	409,927	0%

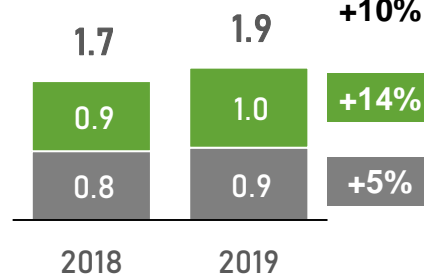
*\*After eliminations*

# Robinsons Bank: Profits recovered in Q2 driven by wider NIMs

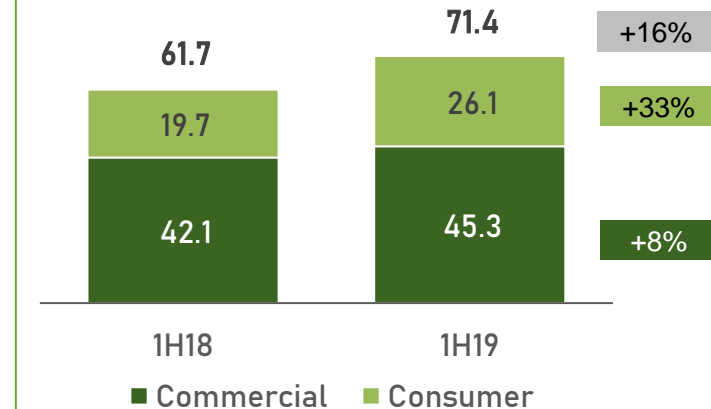
## Revenues



## Net Interest Income

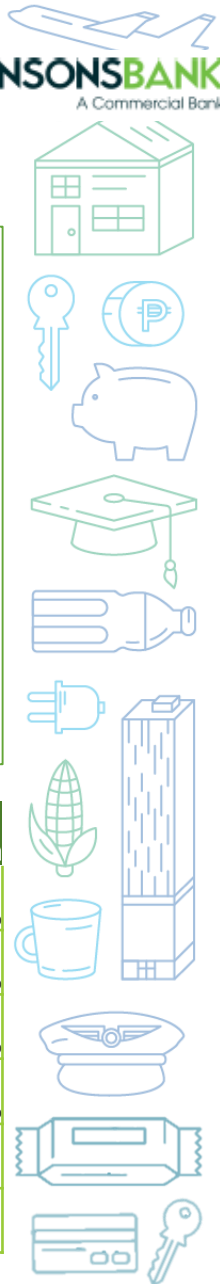


## Loans



- Consolidated loan portfolio expanded 16% to Php71.4 billion, led by faster growth in consumer loans
- Net interest income account for 82% of net revenues
- Current consolidated network of 162\* branches and 312 ATMs

Consolidated (Php Bn)	1H2018	1H2019	Growth
Assets	109.0	123.2	13%
Equity	12.6	16.9	34%
Gross TLP	61.7	71.4	16%
Gross NPLs	1.1	1.3	19%
Capital Adequacy Ratio	17.3%	19.2%	
Tier 1 Ratio	16.4%	18.7%	



\*Including 4 branch lites  
In PHP Billions

2019 excludes PFRS16 adjustments while 2018 was restated for PFRS9&15 to achieve comparability

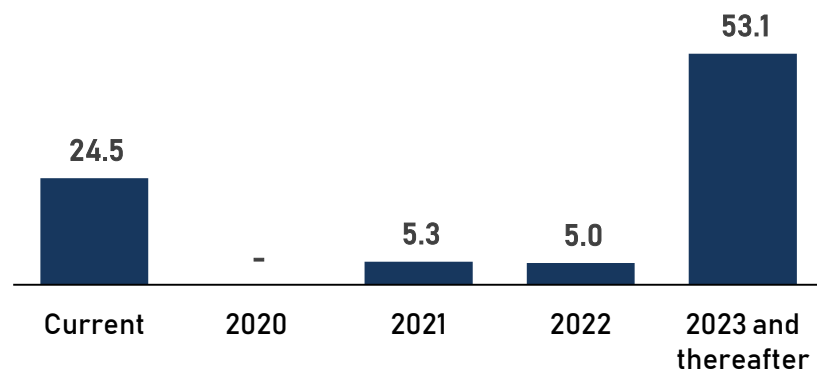


# JGS: Balance sheet remains healthy

## Consolidated

	Dec 2018	Jun 2019	Growth
Cash(1)	50.3	60.5	20%
Financial Debt	245.7	251.1	2%
Total LT Debt	210.2	200.2	-5%
FX-Denominated	110.8	99.9	-10%
Net Debt	195.4	190.6	-2.5%
D/E Ratio	0.7	0.6	
Net D/E Ratio	0.5	0.5	

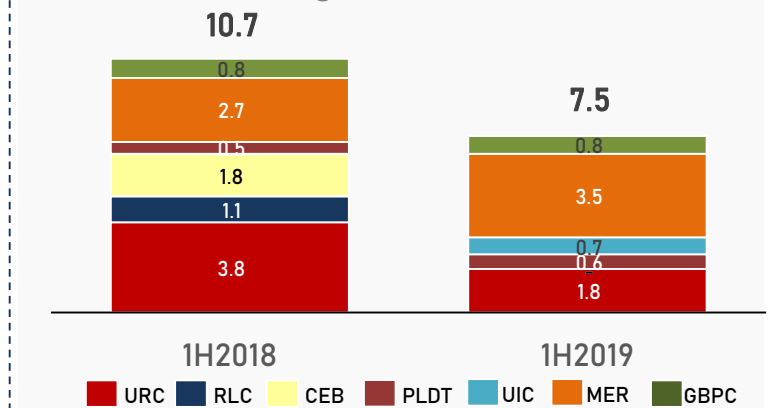
## Schedule of parent LT debt maturities



## Parent

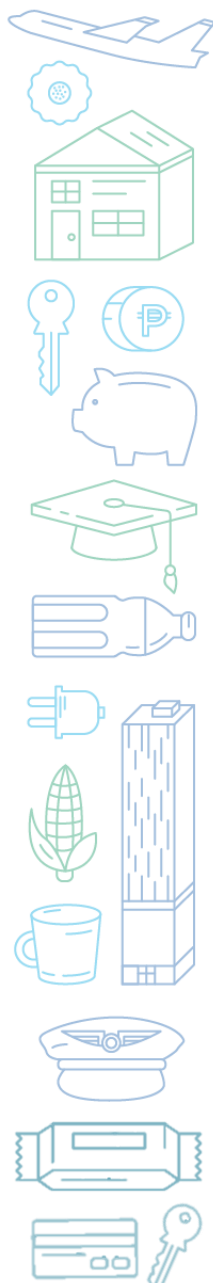
	Dec 2018	Jun 2019	Growth
Cash	15.9	19.6	23%
Total LT Debt	88.5	87.7	-1%
Total ST Debt	5.1	2.4	-54%
Net Debt	77.6	70.5	-9%
Blended Cost of LT Debt	5.00%	5.00%	
Blended Avg. Remaining Life(2)	3.1 yrs	2.6 yrs	

## Stable recurring dividends

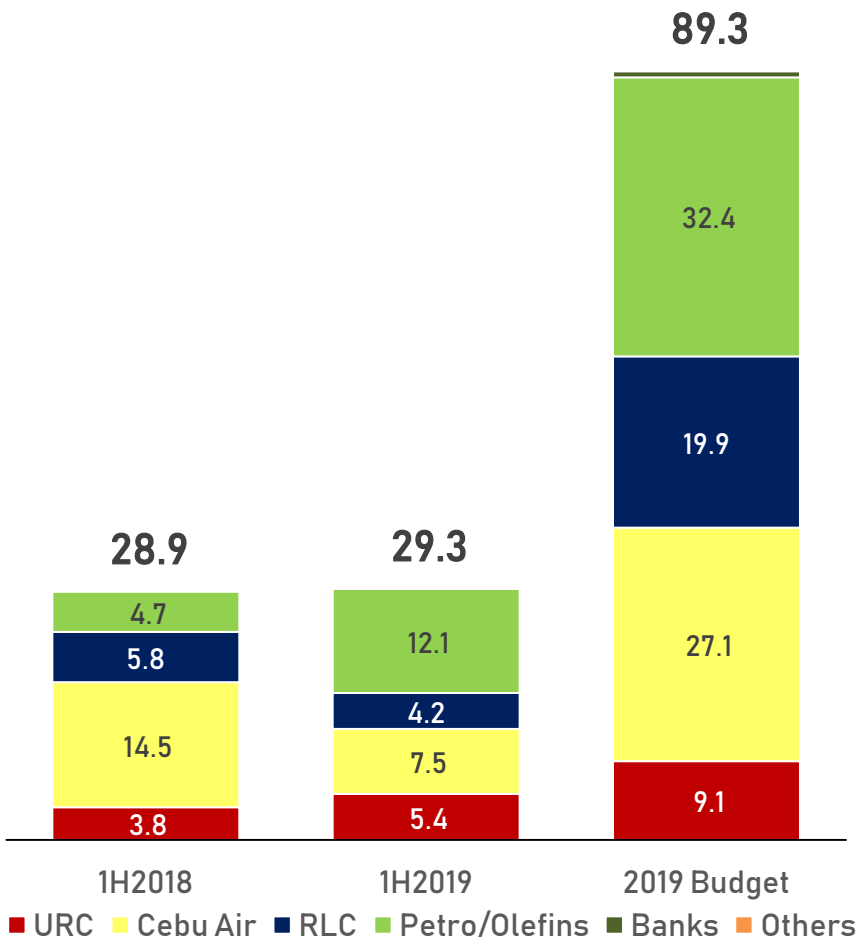


In billion pesos except ratios

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



# Petrochem mainly contributed to the Group's 1H2019 CAPEX Spending



## 1H19 CAPEX Spending



- Capacity expansion of BCF Int'l, Sugar and Flour



- Land acquisitions
- Development of malls, offices, hotels and warehouse facilities



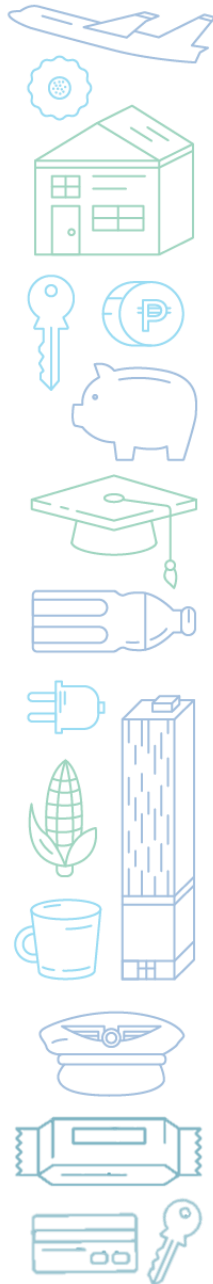
- Aircraft acquisition (2 A321NEO deliveries), flight and ground equipment



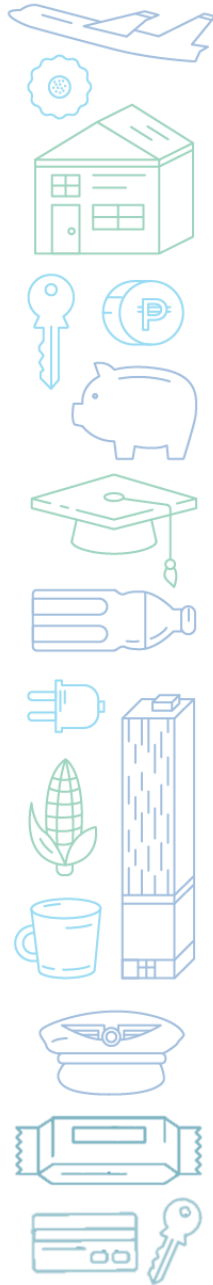
- Expansion projects
- Machineries and equipment



- Maintenance CAPEX



# Key Business Updates



# Business Updates, Plans and Prospects



- BCF Philippines' topline to continue enabling reinvestments in brand building & distribution, International's profit improvement to continue; and AIC to maintain its profit contribution
- Grow the core through better trade execution support in coffee, expansion of snack's portfolio on both ends of our price point and build capacity in AIC
- Expand for more by building new agencies in beverages and developing products based on the latest global consumer trends



- Pre-selling has commenced for the residential high-rise apartments of Phase 1 of our project in Cheng Du
- Increase mall's GLA to 1.6M sqm by opening one new mall and two mall expansions; Complete three new office developments which will increase NLA to ~600K sqm; open four new hotels which will boost hotel room count to 3,248 rooms by end-2019; and add 35,000 sqm in warehouse space
- Launch projects across residential segments which include JVs with Shang Properties & Hong Kong Land



- Placed a major firm order of 31 new generation aircraft from Airbus last June 2018 to accelerate replacement of existing A320 and A330 CEOs
- Maximize the use of airport slots in Manila
- Expand in other hubs (Clark and Cebu)
- New ATR freighter aircraft to operate in September which will boost our strong cargo position



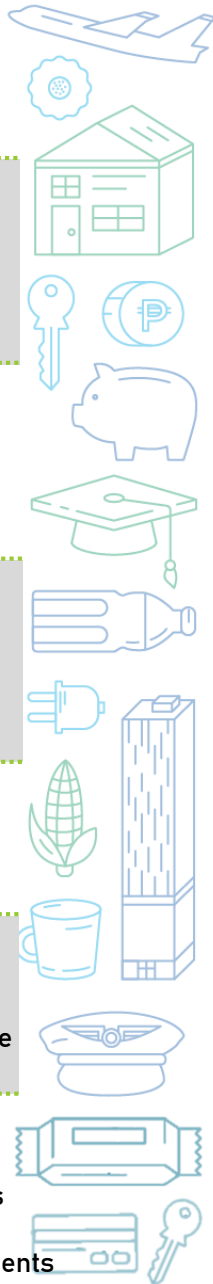
- Maximization of run rates to build up polymer inventory prior to scheduled 2-month shutdown in 4Q 2019
- Integrated execution of both tie-in activities for the expansion projects and complex-wide turnaround maintenance and reliability improvements during the shutdown
- Ongoing preparation of the organization for expanded operations and upcoming new products



- Increase users, frequency and utilization of cards business through effective digital marketing, merchant acquisition and insurance bundling
- Credit cards business continues to gain momentum
- Launched "Iponurance", an insurance bundle with high life insurance coverage and low maintaining balance
- Expand geographic reach through regional center offices, regular branches and branch lites



- Appointed a CEO for JG Digital Equity Ventures (DEV) and JG Data Analytics Ventures Inc. (DAVI)
- DEV to grow its business by earmarking a \$50-million fund to invest in industries connected to the group's ecosystem, particularly in data, financial services, consumer, new media, logistics, and digital health sectors
- DAVI to launch the rewards app with the broadest ecosystem by 2H2019
- Turnover of Clark Airport operations to LIPAD targeted in 3Q19 contingent on conditions precedent requirements



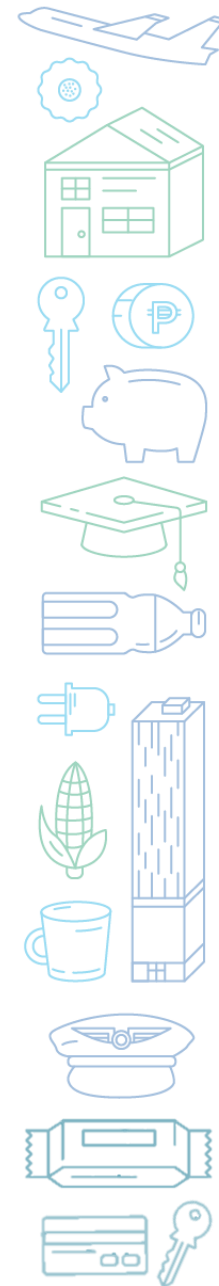
# Thank you!

*For more information, please contact:*

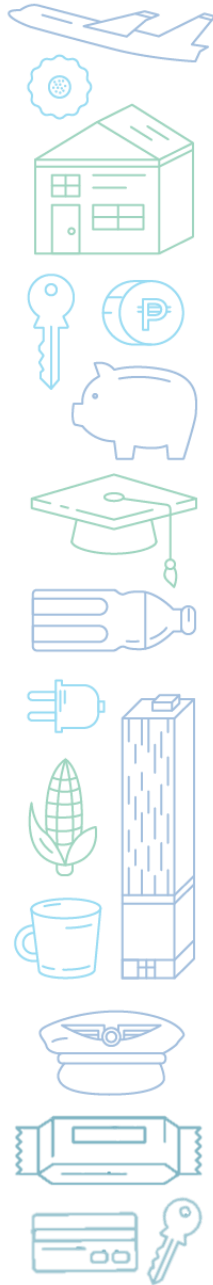
**JG Summit Investor Relations**

*IR@jgsummit.com.ph*

+632 470 3919



# Appendix



# Corporate Structure

## STRATEGIC BUSINESS UNITS (SBU)

### Food & Beverage



**Stake: 55.3%**  
Mkt Cap: ₱356.9 bn  
Att Mkt Cap: ₱197.2 bn

### Air Transportation



**Stake: 67.8%**  
Mkt Cap: ₱55.0 bn  
Att Mkt Cap: ₱37.3 bn

### Real Estate



**Stake: 61.0%**  
Mkt Cap: ₱135.0 bn  
Att Mkt Cap: ₱82.3 bn

### Petrochemicals



**Stake: 100%**

### Banking



**Stake: 60.0%**

## CORE INVESTMENTS

### Power



**Stake: 29.6%**  
Mkt Cap: ₱409.8 bn  
Att Mkt Cap: ₱121.1 bn



**Stake: 30.0%**

### Real Estate



**Stake: 37.0%**  
Mkt Cap: ₱157.8 bn  
Att Mkt Cap: ₱58.5 bn

### Communications



**Stake: 8.0%**  
Mkt Cap: ₱247.4 bn  
Att Mkt Cap: ₱19.8 bn



## EMERGING INVESTMENTS

### Infrastructure

JG SUMMIT  
INFRASTRUCTURE  
HOLDINGS  
CORPORATION

**Stake: 100.0%**

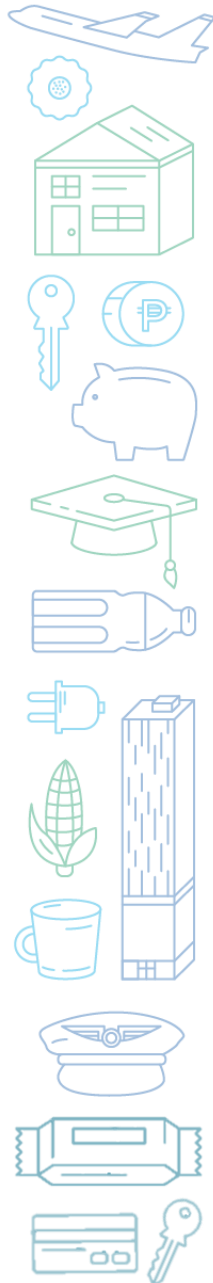
LUZON INTERNATIONAL  
PREMIERE AIRPORT  
DEVELOPMENT  
CORPORATION (LIPAD)\*

**Stake: 33.0%**

### Technology

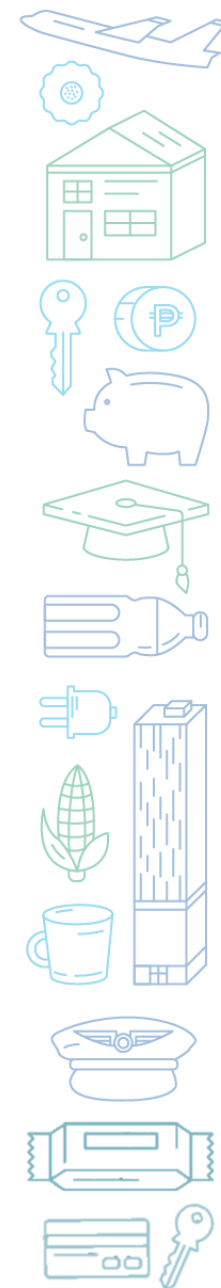


**Stake: 100.0%**



# Balance Sheet per 17Q

(Php Millions)	As of Dec 2018	As of Jun 2019
Cash & cash equivalents (including Financial assets at FVPL and financial assets at FVOCI)	76,761	88,835
Other current assets	137,544	139,045
Investments in Associates and JVs - net	144,915	149,147
Property, plant, and equipment	218,274	227,780
Other noncurrent assets	241,794	287,701
<b>TOTAL ASSETS</b>	<b>819,287</b>	<b>892,507</b>
Current liabilities	229,419	255,402
Noncurrent liabilities	222,390	248,971
<b>TOTAL LIABILITIES</b>	<b>451,809</b>	<b>504,373</b>
Stockholders' Equity	276,586	295,836
Non-Controlling Interest	90,892	92,299
<b>TOTAL EQUITY</b>	<b>367,478</b>	<b>388,134</b>



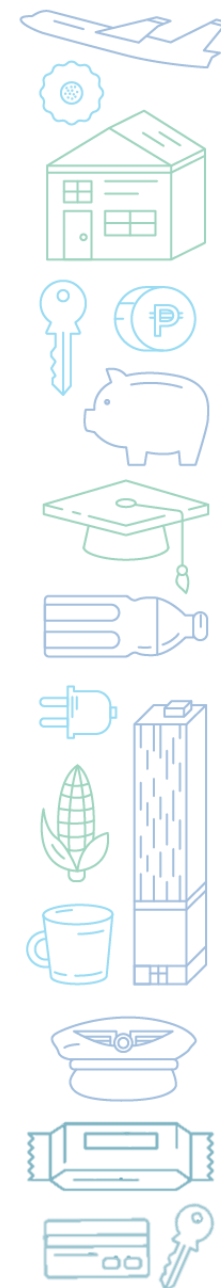
- 2018 is restated from the previous disclosures as it includes PFRS 9 and 15 adjustments

- 2019 already incorporates both PFRS9, 15 and 16 adjustments



# Income Statement per 17Q

(Php Millions)	1H18	1H19	YoY
REVENUES	144,383	158,438	10%
Cost of sales and services	94,474	99,262	5%
GROSS INCOME	49,909	59,176	19%
Operating Expenses	25,942	28,326	9%
OPERATING INCOME	23,968	30,849	29%
Financing costs & other charges	(4,442)	(5,878)	32%
Foreign exchange gain/ (loss) - net	(2,829)	412	-115%
Market valuation gain/ (loss)	385	1,071	178%
Finance income	793	1,180	49%
Others	(363)	(303)	-17%
INCOME BEFORE TAX	17,511	27,331	56%
Provision for Income Tax	2,925	3,548	21%
NET INCOME	14,586	23,783	63%
NET INCOME ATTRIBUTABLE TO EQUITY HOLDERS OF THE PARENT	9,839	17,396	77%
CORE NET INCOME	12,294	13,434	9%



- 2018 is restated from the previous disclosures as it includes PFRS 9 and 15 adjustments  
- 2019 already incorporates both PFRS9, 15 and 16 adjustments

# Performance of Minority Investments

