



PHINMA
Making Lives Better



**PHINMA
CORPORATION
1Q 2024 ANALYST BRIEFING**



Speaker

Mr. EJ Qua Hiansen
Chief Financial Officer

Making Lives Better as One

“PHINMA believes **business can and must be a force for good**—by design and intention, it should be used to improve lives and the entire nation. By harnessing the power of one, we can **make lives better on a much larger scale.**”

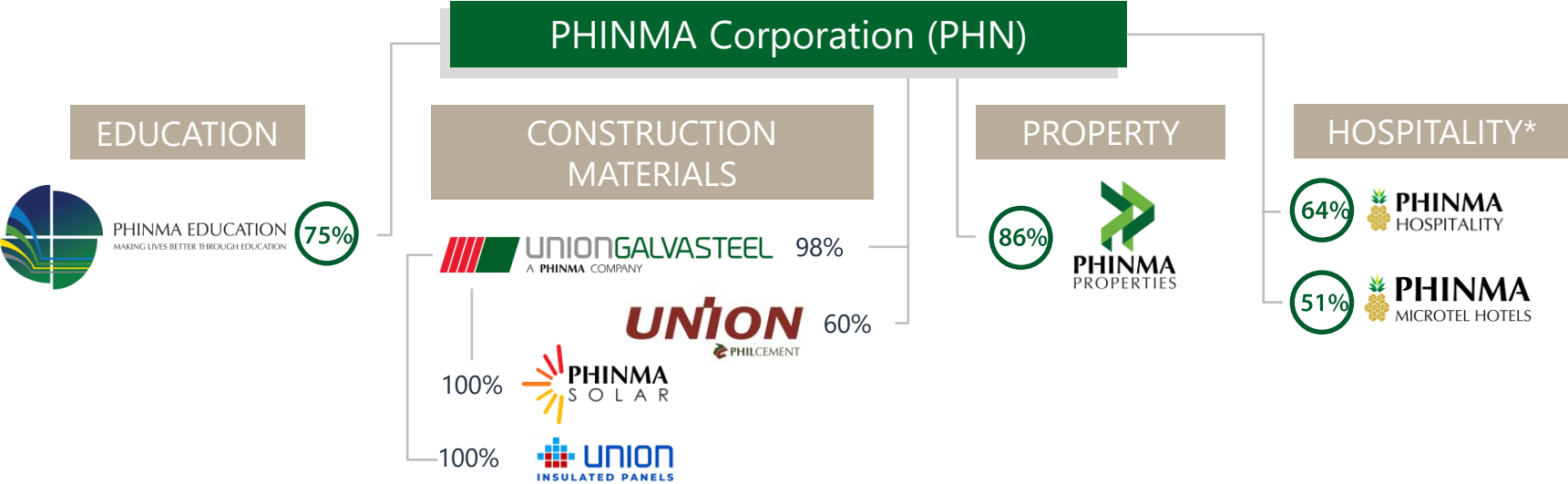


RAMON R. DEL ROSARIO, JR.
Chairman of the Board and Chief Executive Officer



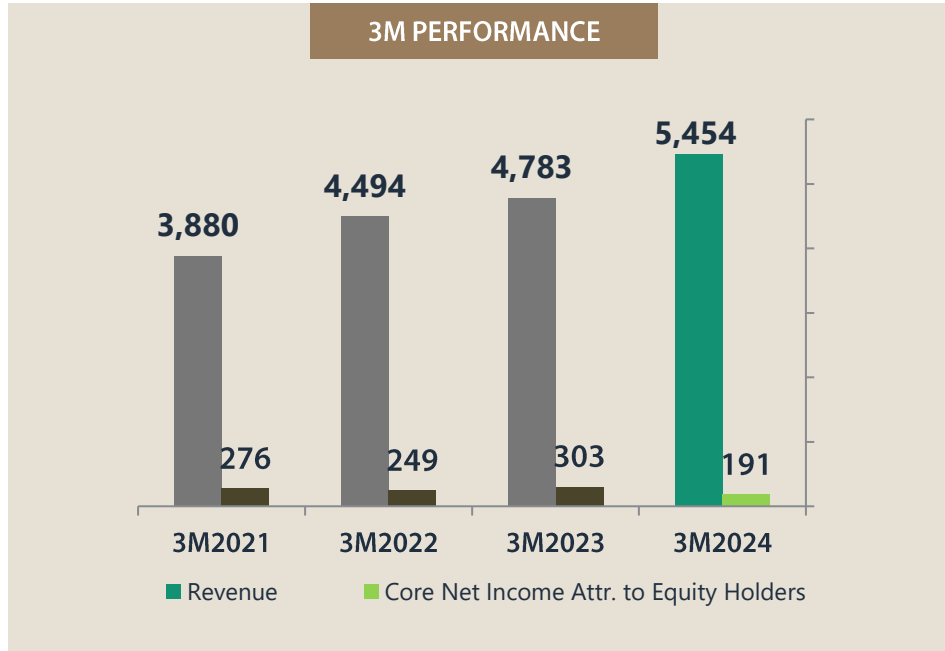
DR. CHITO B. SALAZAR
President and Chief Operating Officer

Last July 2023, PHINMA Corporation increased its stake in the Education, Property and Hospitality businesses



* PHN will also continue to own 24% of CWCHC as well as 36.23% of PHINMA Hospitality Inc. through its subsidiary, Asian Plaza, Inc.

PHN has sustained long-term revenue growth



REVENUE

14%
YoY increase

12%
3Y CAGR

*Amounts in the chart are in PHP Mn unless otherwise stated
CAGR: compounded annual growth rate*

Education has posted remarkable results, while Construction Materials has been resilient amid the challenging environment

Subsidiaries

PHINMA Education Holdings Inc.	3M 2024	3M 2023
SBU Revenues	1,877	1,492
SBU Net Income	701	431
Net Income Attributable to Parent	436	230
PHINMA Construction Materials	3M 2024	3M 2023
SBU Revenues	3,052	3,197
SBU Net Income	27	162
Net Income Attributable to Parent	21	103
PHINMA Properties and Hospitality	3M 2024	3M 2023
SBU Revenues	459	402
SBU Net Income	(140)	(67)
Net Income Attributable to Parent	(95)	

*Amounts in PHP million

** 3M 2024 includes impact of increased stake in Education, Properties and Hospitality

HIGHLIGHTS

Jan – Mar 2024

- **PHINMA Education** actual 2nd semester enrollment SY2324 is 124,747, 14% higher compared to SY2223
- **PHINMA Construction Materials** sustained a positive bottom line despite a tough macro—economic environment and tight competition
- **PHINMA Properties** has strong sales reservations which are expected to be booked as projects are constructed
- **PHINMA Hospitality** 's revenues were driven by the sustained performance of Microtel and Tryp in Mall of Asia as well as improved revenue generation in other Microtel locations in the country

With the increased ownership of PHN in Education, Properties and Hospitality, PHN's balance sheet remains healthy and able to support the SBU's growth plans

PHINMA Corporation – Consolidated Financial Position

	CY2020	CY2021	CY2022	CY2023**	3M2024
Total Assets	24.5	30.1	32.0	43.4	43.8
Total Liabilities	15.9	20.2	20.9	32.7	33.1
Total Equity	8.6	9.9	11.1	10.7	10.8
<i>Amounts above are in PHP Bn</i>					
Current Ratio	1.53	1.71	1.71	1.13	0.98
Debt-to-Equity Ratio*	1.22	1.34	1.23	2.03	2.16
DSCR	2.89	1.99	2.28	0.92	1.98

**Debt-to-Equity ratio computed as Consolidated Total Interest-Bearing Debt/Consolidated Total Equity*

***PHN increased its stake in Education, Properties and Hospitality in July 2023*

STRATEGIC BUSINESS UNIT

PHINMA Education



The schools have performed well in board exams – a testament to the quality of the education

 PHINMA EDUCATION
MAKING LIVES BETTER THROUGH EDUCATION

Congratulations!

262 PASSERS* OF THE MAY 2024 NURSING LICENSURE EXAMINATION

 100% (TOP 3) 157/157 takers	 96.08% (TOP 10) 49/51 takers	 100% 24/24 takers
 100% 16/16 takers	 90% 9/10 takers	 77.78% 7/9 takers

*Based on passing rates of first takers | Versus the National Passing Rate of 69.6%

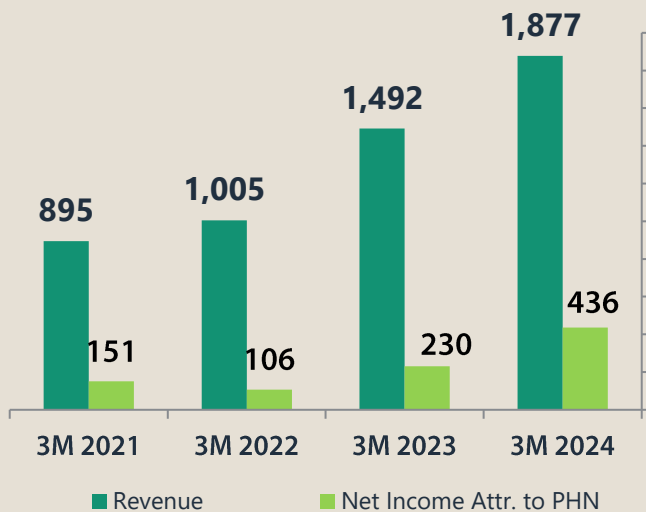
 PHINMA EDUCATION
MAKING LIVES BETTER THROUGH EDUCATION

Congratulations!

TOPNOTCHERS OF THE MAY 2024 NURSING LICENSURE EXAMINATION

TOP 5 Bea Sophia Beltran Sophia Nicole Tenorio Ugto	TOP 6 Latisha Kaela Fernandez
TOP 7 Shane Irish Pascual Ortega	TOP 9 Gliceria Marie Sabado Abata Trixy Joyce Felix Carreon Vanessa Ann Ravanzo Gutana
TOP 10 Elizabeth Abuan Caacbay Lorelyn Santos Corpuz Jefferson Mariñas Dizo	

PHINMA EDUCATION



PHINMA Education's in-depth understanding of its students has been a key driver for its financial performance

REVENUE

26%

YoY growth

28%

3Y CAGR

NET INCOME
ATTR. TO PHN

90%

YoY growth

42%

3Y CAGR

Amounts in the chart are in PHP Mn unless otherwise stated | CAGR: compounded annual growth rate

KKR has invested with PHINMA Education – a transaction that marks KKR’s first Global Impact Investment in the Philippines



PHINMA Education Holdings, Inc. (PEHI) signed an **Investment Agreement** with (i) Phoenix Investments II Pte. Ltd, an investment vehicle of funds managed by **KKR**, and (ii) Rise Edu Pte. Ltd., an investment vehicle of funds managed by **Kaizenvest**

The Investment Agreement relates to the issuance amounting to **Php 4.5 billion** of newly issued shares

PHINMA Education’s mission directly contributes toward **SDG 4 (Quality Education)**.

STRATEGIC BUSINESS UNIT

PHINMA Construction Materials



The construction materials group focused on improving its market share and this has translated to a growth in volumes



31%

Growth in volume of Light Steel Frames products versus last year



8%

Growth in volume of Insulated Panels versus last year

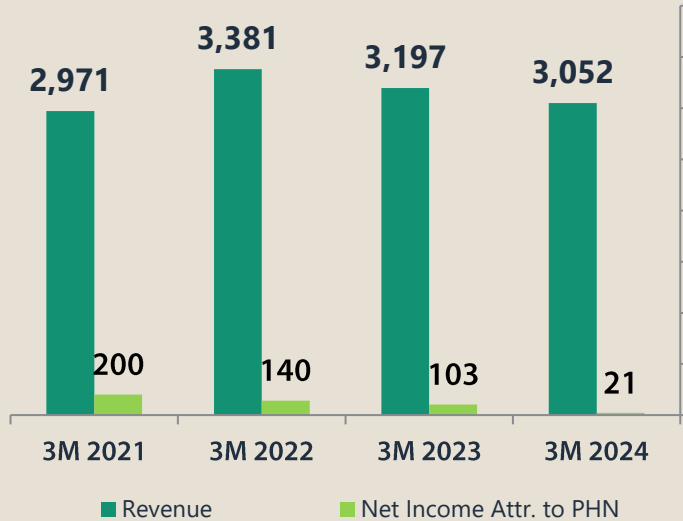


Expanding in Mindanao through the strategic Partnership with Petra Cement



Ongoing preparations for the installation of 58 projects totaling 9.39 MWp from the government's GEAP II

PHINMA CONSTRUCTION MATERIALS



Construction Materials saw a challenging first quarter but the group is expanding capacity in anticipation of recovering demand

Amounts in the chart are in PHP Mn unless otherwise stated | CAGR: compounded annual growth rate

Philcement's acquisition of Petra Cement is part of its growth strategy to provide reliable, high quality cement



Philcement Corporation signed on May 20, 2024 a Share Purchase Agreement with **Petra Cement, Inc.**

Philcement Mindanao Corporation (subsidiary of Philcement), will pay **Php 500 Million** in exchange for 100% of the outstanding shares of Petra.

The transaction is expected to be closed by **December 31, 2024.**

Follows the signing of a Manufacturing and Sale Agreement last January 12, 2024 between Philcement and Petra to enable Philcement to operate the Petra Plant, and to manufacture and produce, distribute and sell cement products.

Groundbreaking of the insulated panel manufacturing facility



Union Insulated Panel Corporation (UIPC)'s facility in Porac Pampanga can produce **1 million square meters of insulated panels annually**

The new factory will be a highly automated facility that will primarily cater to cold storage facilities to address the food security requirements of the country

It will also be providing effective thermal insulation and structurally efficient building materials that can reduce energy consumption and construction timelines

UPDATES ON
EMERGING
BUSINESS UNITS

PHINMA
**Property
Development**



PHINMA
Hospitality



PHINMA Properties has expanded its portfolio to cater to the affordable housing segment



PPHC signed an MOU with the Iloilo City LGU to provide affordable housing.

Luis Oquiñena, Chairman of Gawad Kalinga, now heads the Community Housing portfolio.



Developers are now more encouraged to build low cost housing as construction costs are more adequately covered by the increased price ceiling

Bacolod Township capitalizes on the synergy in the properties and hospitality businesses



TRYP Bacolod Hotel

150 rooms with swimming pool, restaurant, function rooms

Upper midscale urban hotel located along Bacolod Airport Access Road

15 mins from the airport, 15 mins to city center

Bacolod has a rapidly emerging mid-income market

There is a high demand for residential and commercial lots; competitive pricing with nearby developments

Bringing an accessible, inclusive, and sustainable community for affordable to mid-income Filipinos

Outlook



- UGC : Develop new product lines and expansion of client base
- PCC : Plant expansion and improvements
- Solar : Construction and operation of GEAP projects

- Building capacity in existing schools
- Expanding both within the Philippines and in other countries

- Putting focus on the township division
- Revitalizing the socialized housing segment
- Concentrate on the Tryp brand

PHINMA
Making Lives Better

Strategic Focus:

- Drive growth of each strategic business unit
- Increase the synergies among the business units through development and launch of joint products and services



Q&A

For further
information:



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[PSE: PHN](#)

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Thank you!

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