

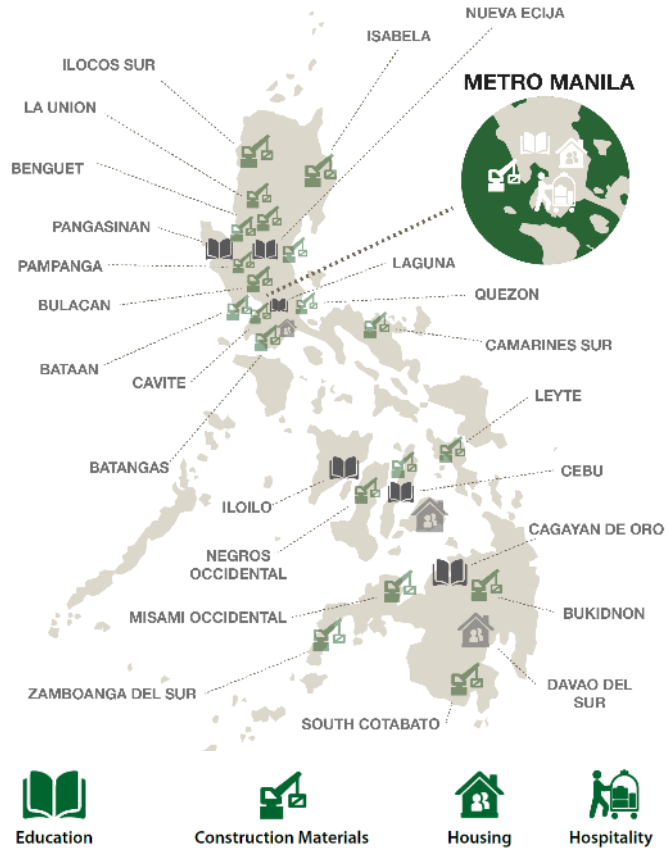


PHINMA Corporation

CY2021 Earnings Call

29 April 2022 | 4:30 PM

Scan this QR code
to download our
presentation:



The pandemic has caused us to double down on our mission, to build a better normal so that **all may have access to the essentials of a dignified life.**



* Ownership as of 31 March 2022

** PHN owns 24% of Coral Way City Hotel Corporation (CWCHC). CWCHC owns Microtel Mall of Asia and Krypton Esplanade Hotel Corporation, owner of TRYP Mall of Asia. PHN also owns 36.23% of PHINMA Hospitality Inc., the PHINMA Group's hospitality arm, through Asian Plaza, Inc.



PHINMA EDUCATION
MAKING LIVES BETTER THROUGH EDUCATION

Making lives better by educating underserved youth

LARGE TARGET MARKET

Socioeconomic classes
C (lower C), D, and E
90% of PH population

UNIQUE ACADEMIC MODEL

Accessible

Non-selective and affordable

Focus on Employability

Takes into account the
challenges of low-income families

Short Payback Period

Avg. of 7-12 months
(better than the gold standard in
Southeast Asia of 18-36 mos.)

HIGH QUALITY

73%

Avg. 2021 board passing rate
(80% in prior years)

112

Board topnotchers
from 2004 to 2021

71%

Avg. 2021 employability rate
(5-year avg. as of 2019: 82%)

STRONG TRACK RECORD



2021 Key Milestones

**Union College
of Laguna**
Acquired in 2021

95,503 students
Enrolled for S.Y. 2021-22
(33% YoY growth)

18%
17-year CAGR
of enrollment

Making lives better by educating underserved youth



PHINMA EDUCATION
MAKING LIVES BETTER THROUGH EDUCATION

2022 OUTLOOK & STRATEGY

Expansion of Older Schools

- Increase market share

Expansion of Newer Schools

- Expecting accelerated growth as newer schools are in higher-density areas

Acquisitions

- Large market
- Focus on Metro Manila & Laguna
- Establish similar networks

Regional Expansion

- Southeast Asian markets with similar a demographic

Making lives better by boosting construction and infrastructure development



'ONE-STOP SHOP' FROM FOUNDATION TO ROOF



Galvanized iron roofing and steel building products



Cement (Type I & Type IP)



Solar rooftop generation solutions

THE CMG ADVANTAGE



High **product quality and service** standards



Large and diversified **distribution network** with access via sea and land



Philcement's **strong partnerships** with suppliers and shipping partners



Operational excellence with best-in-class technology and automated facilities



Highly experienced and competent **people**

2021 Key Milestones

- CMG was operating near capacity
- Initiatives to sustain bottom line amid cost pressures
 - Cost rationalization and productivity improvement
 - Local production of cement
 - Long-term partnerships
- Phinma Solar seized potential of residential segment

Making lives better by boosting construction and infrastructure development



2022 OUTLOOK & STRATEGY



Enhance Efficiency

- Network optimization
- Operational efficiency optimization
- Further leverage synergies



Maximize Capacity

- Unmatched unloading capabilities
- Optimized use of capacity
- Equipment upgrades



Develop Growth Markets

- PHINMA Solar residential projects
- Light metal frames and insulated panels

Making lives better by creating sustainable communities



>25

Communities built

16,264

Cumulative
no. of units sold

ONGOING PROJECTS

Arezzo Place,
Davao

Maayo San Jose

Maayo Tugbok

Metrotowne

UniPlace@ SWU
Village

2022 OUTLOOK & STRATEGY

Launch of **horizontal** projects in **emerging cities**



PHINMA Maayo San Jose



PHINMA Maayo Tugbok

2021 Key Milestones

Sold Out



Arezzo Place, Pasig



Hacienda Balai, QC

Launched



Metrotowne, Las Piñas

Evaluating entry into **mixed-use developments**

Improving **sustainability efforts** through
initiatives like green architecture and EDGE
certification

Making lives better by providing safe and comfortable stays

14

Microtel by
Wyndham hotels



1

TRYP by
Wyndham hotel



2021 Key Milestones

Ensured that **health & safety protocols** were strictly implemented

Grew occupancy and sustained **positive cash generation from operations** throughout the pandemic through quarantine bookings

2022 OUTLOOK & STRATEGY

Seeing signs of **tourism recovery**

Expecting to benefit from 'revenge travel' & 'revenge spending'
May approach pre-pandemic performance by 4Q23

Evaluating **expansion projects** in areas with historically stronger performance and growing demand potential

Exploring **expansion synergies** into **new product lines** with other PHINMA companies

Consolidated Revenue

CONSOLIDATED

30%

YoY growth

12%

3-year* CAGR

EDUCATION

76%

YoY growth

8%

3-year* CAGR

CONSTRUCTION MATERIALS

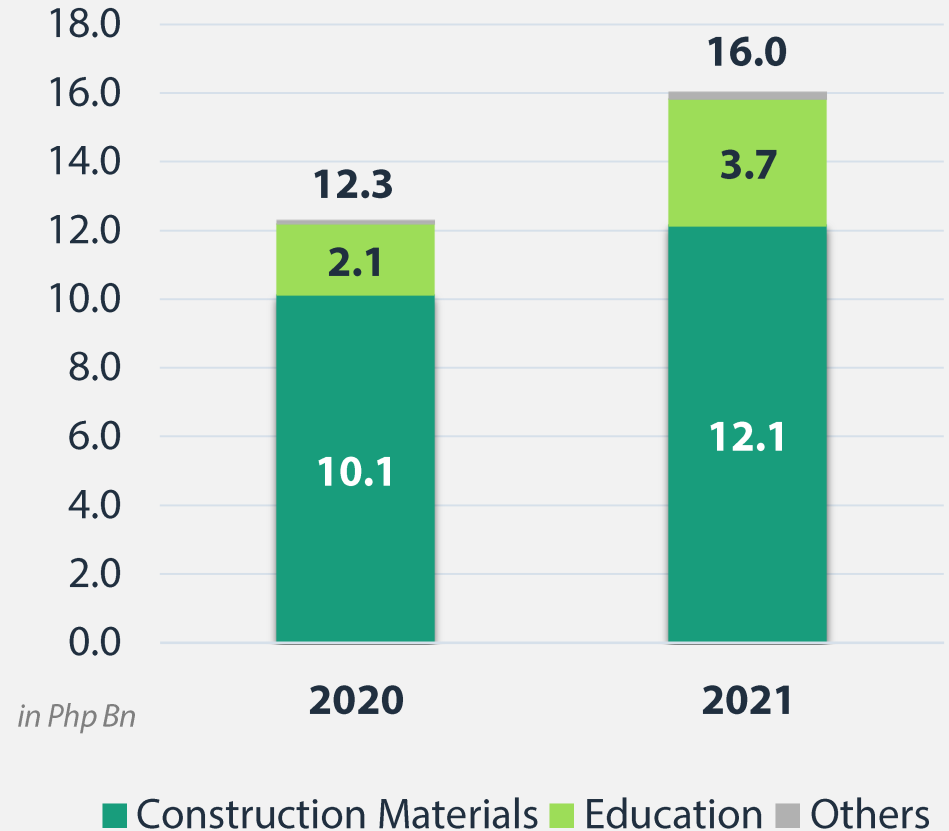
20%

YoY growth

14%

3-year* CAGR

*2019-2021



Consolidated Net Income

CONSOLIDATED

62%

3-year* CAGR
conso. NI

69%

3-year* CAGR
NI attr. to parent

EDUCATION

P 563.3 M

net income attr. to PHN

35%

3-year* CAGR

CONSTRUCTION MATERIALS

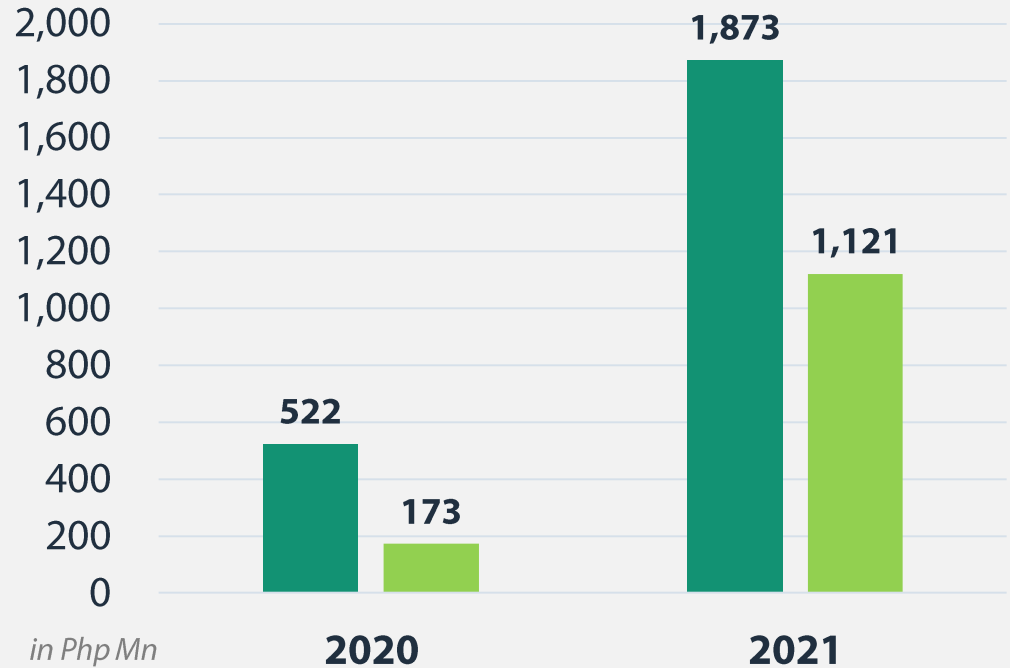
P 613.8 M

net income attr. to PHN

27%

3-year* CAGR

*2019-2021



■ Consolidated Net Income - Total ■ Attributable to Parent

Consolidated Net Income

EPS

P 4.12
2021

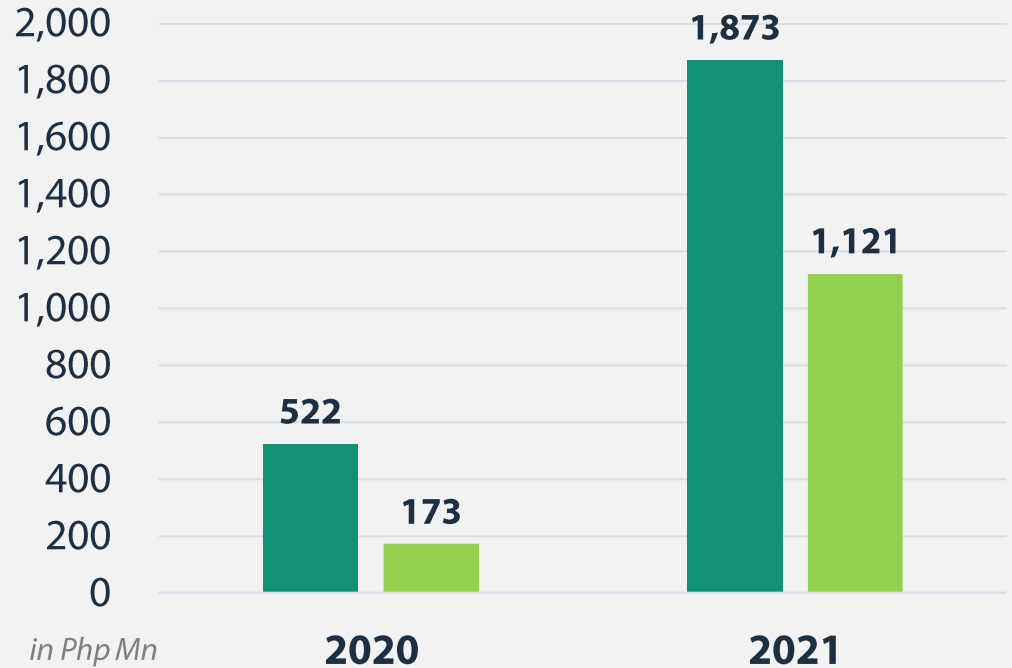
70.6%
3-year* CAGR

SHARE PRICE

P 10.00
2020 year-end
share price

P 20.15
2021 year-end
share price

*2019-2021



■ Consolidated Net Income - Total ■ Attributable to Parent

Consolidated Financial Position

GROWTH

23%

YoY growth in
Assets

14%

YoY growth in Equity
attr. to Parent

CAPEX

P 5.9 Bn

From 2018 to 2021

PER SHARE

P 27.46

2021 BVPS

P 20.15

2021 year-end
share price

	2020	2021
Total Assets	24.5	30.1
Cash and short-term investments	5.0	5.0
Current Assets	10.3	12.3
Total Liabilities	15.9	20.1
Total Equity	8.6	9.9
Total Equity attr. to Parent	6.6	7.5
Current Ratio	1.53	1.71
Debt Equity Ratio	1.86	2.03
Free Cash Flow	1.48	0.07

in Php Bn

PHINMA is well-positioned for growth and continues to invest in the growth of its various businesses

Infrastructure Development

P 2.64 Tn

Est. 2022 government construction budget (vs. P 2.47 in 2021)

5.9%

Est. 2022 infrastructure spending as a % of GDP (vs. 5.6% in 2021)

2022 Key Trends

Economic Recovery

7-9%

Gov't estimate

~6%

External estimates

Learning Crisis

33%

Tertiary education participation rate as of 2019

5.9-6.5 out of 12 yrs.

Learning-adjusted years of schooling of Filipinos as of 2021

Revenge Spending

7.5%

YoY growth in household consumption in 4Q21

21.9%

YoY growth in spending on restaurants & hotels in 4Q21

For further information:



Investor Relations

investorrelations@phinma.com.ph



www.phinma.com.ph



[PSE: PHN](#)

This presentation contains certain forward-looking statements with respect to the financial condition, results of operations and businesses of PHINMA Corporation (“PHINMA” or “PHN”). Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results or performance of PHINMA 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 PHINMA’s present and future business strategies and the political and economic environment in which PHINMA will operate in the future.

THIS PRESENTATION IS HIGHLY CONFIDENTIAL AND CONTAINS PROPRIETARY AND CONFIDENTIAL INFORMATION ABOUT PHINMA. THIS PRESENTATION MATERIAL IS BEING PRESENTED SOLELY FOR YOUR INFORMATION AND MAY NOT BE COPIED, REPRODUCED OR REDISTRIBUTED TO ANY OTHER PERSON IN ANY MANNER.