



PHINMA
Making Lives Better

PHINMA Q1 2025 Analyst Briefing

21 May 2025 | 3:30 PM

Speakers



Mr. EJ Qua Hiansen
Chief Financial Officer



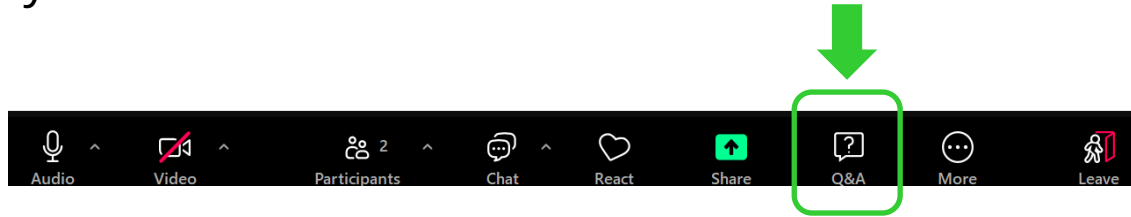
Ms. Nanette Villalobos
Treasurer



Ms. Kara Albert
Investor Relations Officer

Reminders

1. Please ensure that your microphone is on mute during the presentation proper.
2. The presentation will be followed by a Q&A session.
3. You may send your questions through the Q&A button or raise your hand.



Note: This briefing is being recorded for uploading to our website www.phinma.com.ph.

PHINMA Corporation



**PHINMA's vision
has always been
to serve the
underserved.**

The Ambisyon
Natin 2040
confirms we are in
key areas the
country needs.



IMPROVING ACCESS TO A DIGNIFIED LIFE

AMBISYON NATIN 2040 PRIORITY SECTORS



Education Services

Formal education and re-tooling services.



Housing and Urban Development

Construction, construction-related manufacturing, house development-related manufacturing, and utilities (electricity, gas, and water).



Tourism and Allied Services

Resort, rest-recreation hotels, accommodation, travel and tour cultural shows, heritage sites, etc.

We are on the right track amid the various expansion activities embarked on last year.

CMG

- UIPC Groundbreaking
- Partnerships with Anflocor and Petra Cement

PHINMA CORP.

- Strengthening the balance sheet via P1bio SRO

EDUCATION

- KKR investment
- SJC Dasmariñas acquisition

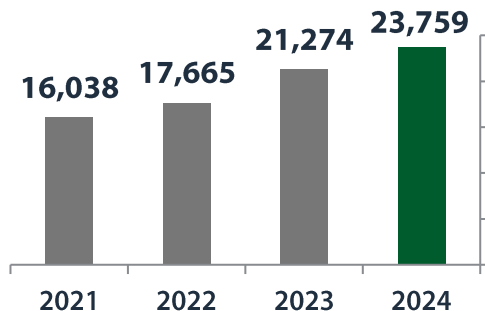
PROPERTIES AND HOSPITALITY

- Launch of Saludad Township in Bacolod



Revenues have continued to show a steady growth although margins were compressed amid a challenging external environment and efforts to grow market share

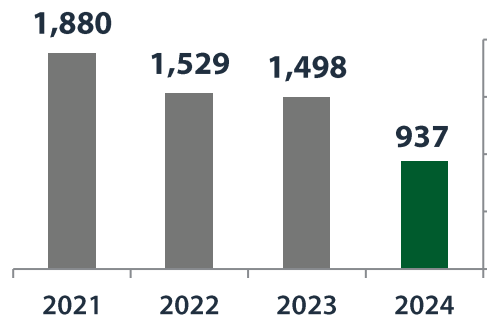
CONSOLIDATED FULL YEAR RESULTS



REVENUE

14%

3Y CAGR



NET INCOME

-21%

3Y CAGR

2024 INCOME STATEMENT HIGHLIGHTS

In PHP Mio	2024	2023	Movement (%)
Total Revenues	23,759	21,274	12%
Cost of Sales	16,510	15,060	10%
Gross Profit	7,249	6,213	17%
Operating Expense	4,858	3,499	39%
Operating Income	2,391	2,714	-12%
Interest Expense	1,606	1,005	60%
Other Gains/Losses	417	-48	-965%
Profit Before Tax	1,202	1,662	-28%
Consolidated NIAT	937	1,498	-37%
Parent NIAT	280	831	-66%
EPS	0.95	2.90	

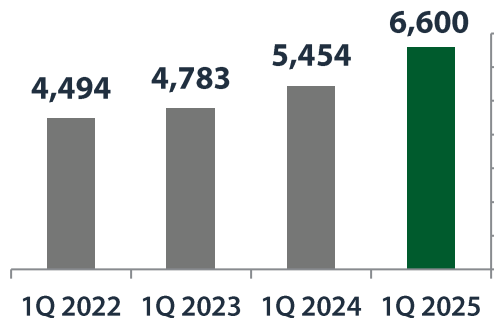
*Amounts in the chart are in PHP Mn unless otherwise stated; CAGR: compounded annual growth rate

**PHN increased its stake in the Education, Property Development and Hospitality in July 2023

*Outstanding shares increased to 336 mio shares following the P1 bio SRO on November 2024

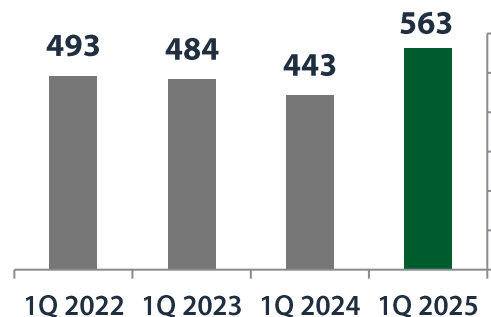
Both revenue and core attributable net income are up for the first 3 months of the year

CONSOLIDATED 1Q 2025 RESULTS



REVENUE

21%
YoY increase



NET INCOME

27%
YoY increase

1Q2025 INCOME STATEMENT HIGHLIGHTS

In PHP Mio	2024	2023	Movement (%)
Total Revenues	6,600	5,455	21%
Cost of Sales	4,503	3,678	22%
Gross Profit	2,097	1,777	18%
Operating Expense	1,024	978	5%
Operating Income	1,073	799	34%
Interest Expense	447	377	19%
Other Gains/Losses	0	65	-100%
Profit Before Tax	626	358	75%
Consolidated NIAT	563	443	27%
Parent NIAT	191	183	5%
EPS	0.57	0.64	

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**PHN increased its stake in the Education, Property Development and Hospitality in July 2023

*Outstanding shares increased to 336 mio shs following the P1 bio SRO on November 2024

The balance sheet strengthened in 2024 through the P1-billion stock rights offering listed in November and the ₱2.52-billion initial investment of leading global investment firm KKR

	CY2022	CY2023	CY2024	3M2025
Total Assets	32.0	42.8	53.9	53.6
Total Liabilities	20.9	33.1	38.0	37.3
Total Equity	11.1	9.7	15.9	16.3
<i>Amounts above are in PHP Bn</i>				
Current Ratio	1.71	1.07	0.85	0.84
Debt-to-Equity Ratio*	1.23	2.25	1.70	1.72
DSCR	2.28	4.29	1.33	1.60

*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



Topline growth was sustained while higher expenses were incurred amid expansion efforts

PHINMA Education Holdings Inc.	3M 2025	3M 2024
SBU Revenues	2,098	1,877
SBU Net Income	907	701
Net Income Attributable to Parent	516	436
PHINMA Construction Materials	3M 2025	3M 2024
SBU Revenues	3,874	3,052
SBU Net Income	(68)	(21)
Net Income Attributable to Parent	(61)	(27)
PHINMA Properties and Hospitality	3M 2025	3M 2024
SBU Revenues	548	460
SBU Net Income	(95)	(118)
Net Income Attributable to Parent	(77)	(95)

**Amounts in PHP million*

HIGHLIGHTS

Jan – Mar 2025

- **PHINMA Education's** 2nd semester enrollment stood at 137,498 students while the retention rate is at 89%
- **PHINMA Construction Materials** saw an increase in volumes due to strategic efforts to expand market share which also led to higher operational and interest costs
- **PHINMA Property Development** has been focusing on projects outside Metro Manila. Financial performance is expected to improve as construction progresses and unbooked revenues are recognized.
- **PHINMA Hospitality's** average room rates increased while still sustaining chainwide occupancy levels

STRATEGIC BUSINESS UNIT

PHINMA Construction Materials Group



PHINMA's Construction Materials Group is positioning itself to serve a greater market share as it increases its capacity and optimizes its product mix

RECENT MILESTONES:

Higher sales volumes for both UGC and Philcement in the Q1 2025 compared to Q1 2024

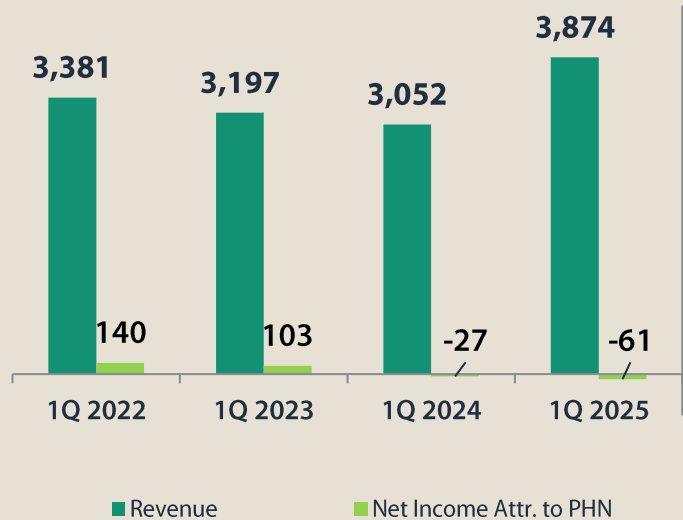
5th anniversary of Philcement

Groundbreaking of future cement facility in Panabo, Davao del Norte – strengthening the presence of Philcement Mindanao in the region

Start of construction of the UIPC manufacturing facility in Porac, Pampanga



PHINMA CONSTRUCTION MATERIALS GROUP



PHINMA CMG's revenues were driven by higher sales volumes. Expenses increased due to expansionary activities. Efforts are ongoing to improve margins.

REVENUE

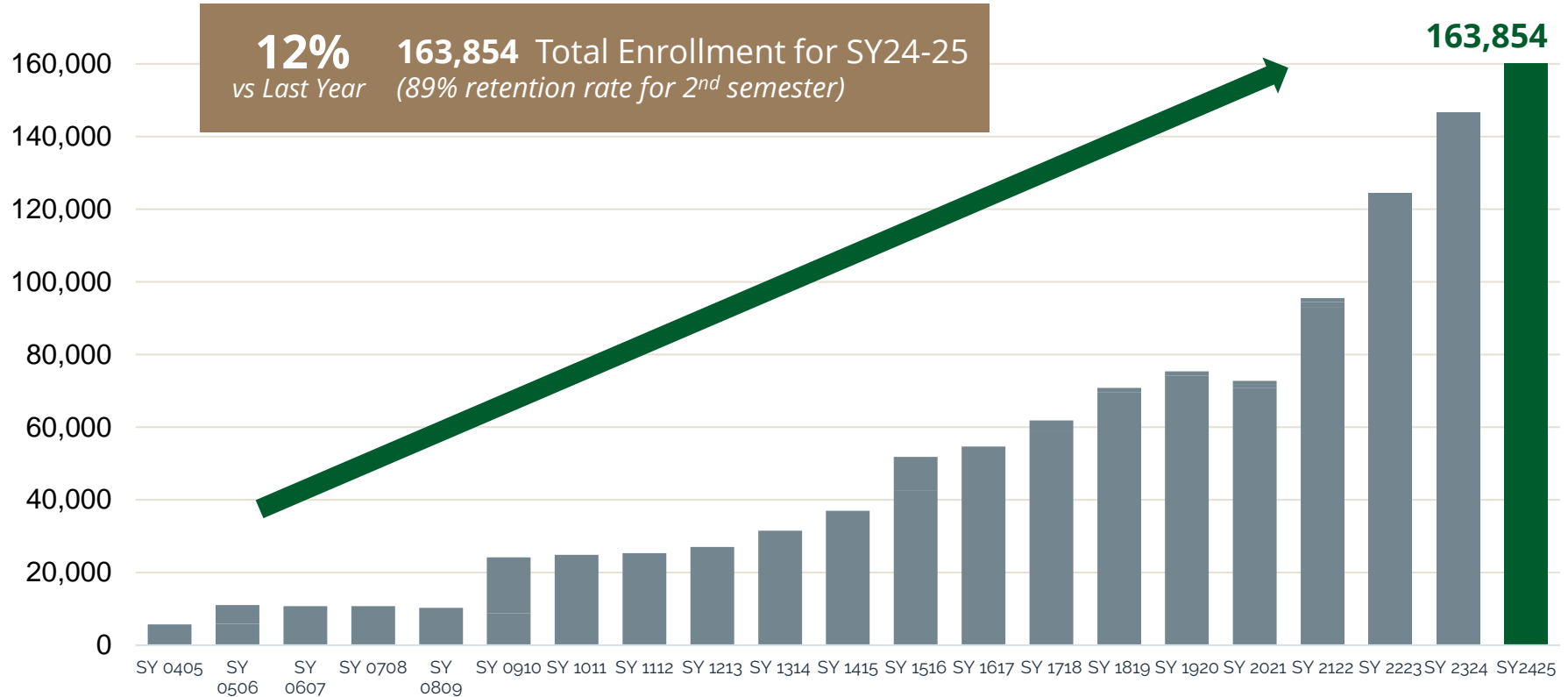
27%
YoY growth

5%
3Y CAGR

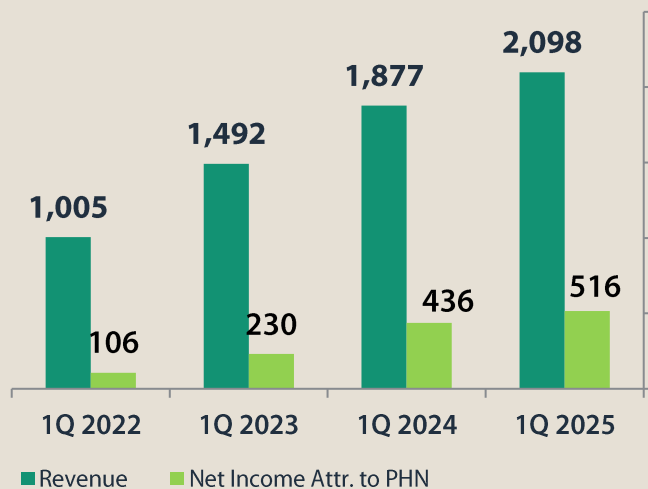
STRATEGIC BUSINESS UNIT
PHINMA Education



PHINMA Education's enrollment remains on the rise while retention rate for the second semester has improved



PHINMA EDUCATION



PHINMA Education's financial performance remains driven by enrollment, as well as higher bookstore sales and improved collection efficiency

REVENUE

12%

YoY growth

28%

3Y CAGR

NET INCOME
ATTR. TO PHN

18%

YoY growth

69%

3Y CAGR

Congratulations to PHINMA Education for a stellar performance in the May 2025 Nursing Licensure Examination!



PHINMA-University of Pangasinan
Top 1 Performing School
99.16% Passing Rate
Nine topnotchers



PHINMA-Cagayan de Oro College
Top 10 Performing School
92.06% Passing Rate



Southwestern University PHINMA
100% Passing Rate for First-time Takers



PHINMA-Saint Jude College
100% Passing Rate for First-time Takers



PHINMA-Araullo University
92.54% Passing Rate for First-time Takers
Two topnotchers



PHINMA-SJC Dasmariñas Cavite
88.46% Passing Rate for First-time Takers



PHINMA-University of Iloilo
85.71% Passing Rate for First-time Takers

**A total of 627 PHINMA Ed
nursing students passed
the May 2025 Nursing
Licensure Examinations**

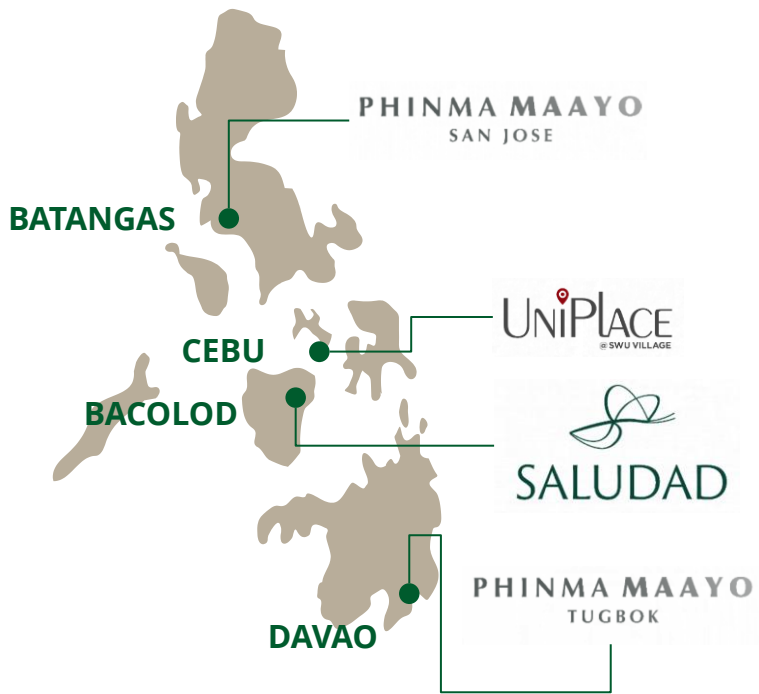
PHINMA Property Development

STRATEGIC BUSINESS UNITS

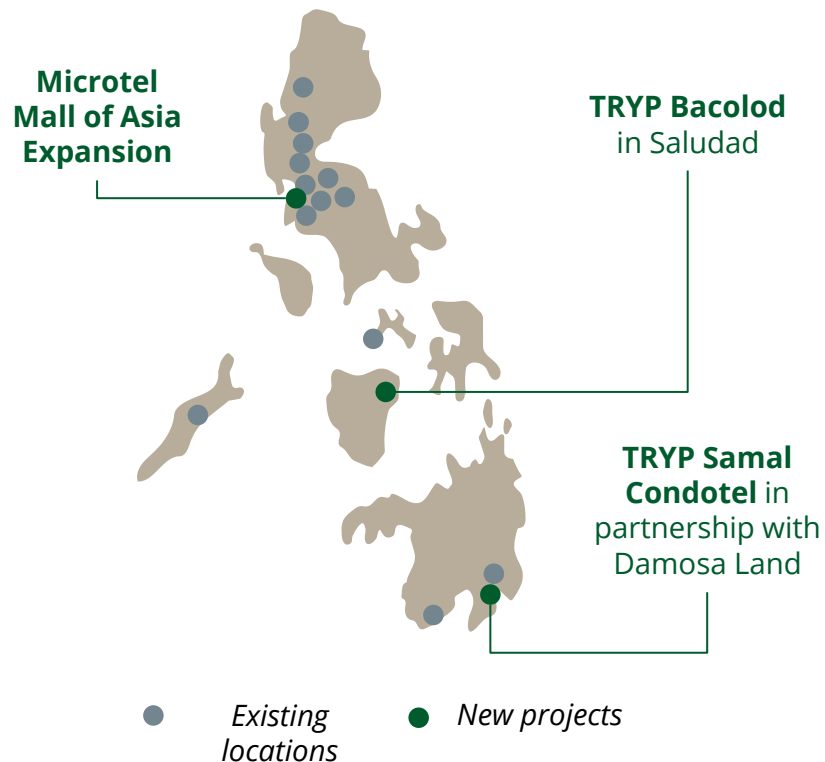
PHINMA Hospitality



PHINMA Property Development has been steering its focus towards key projects outside Metro Manila



PHINMA Hospitality also has ongoing initiatives to expand its presence



Saludad Township: Bringing Together the Best of PHINMA

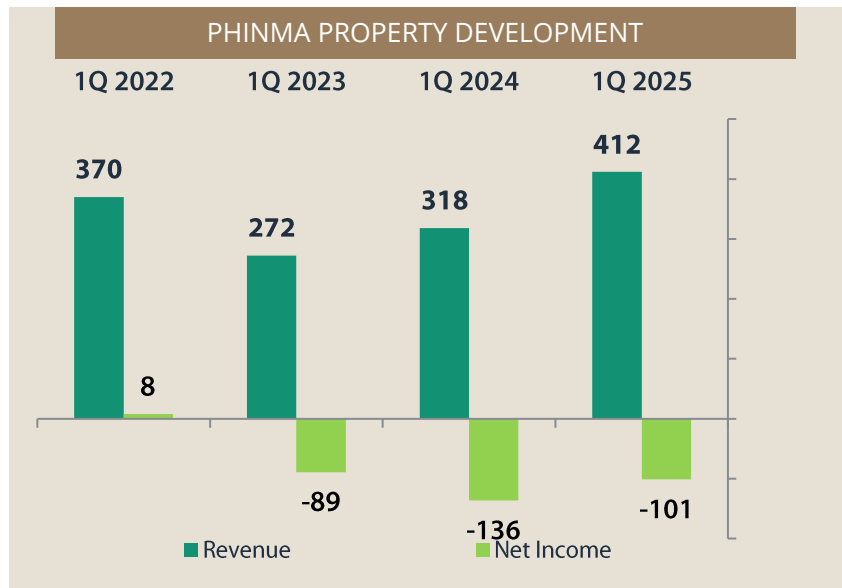


Groundbreaking Ceremony of Maayo Terraces Saludad held on April 26, 2025

- 11 Mid Rise condominiums (2,922 units)
- 60% Open Space
- P5M – P9M Price Range

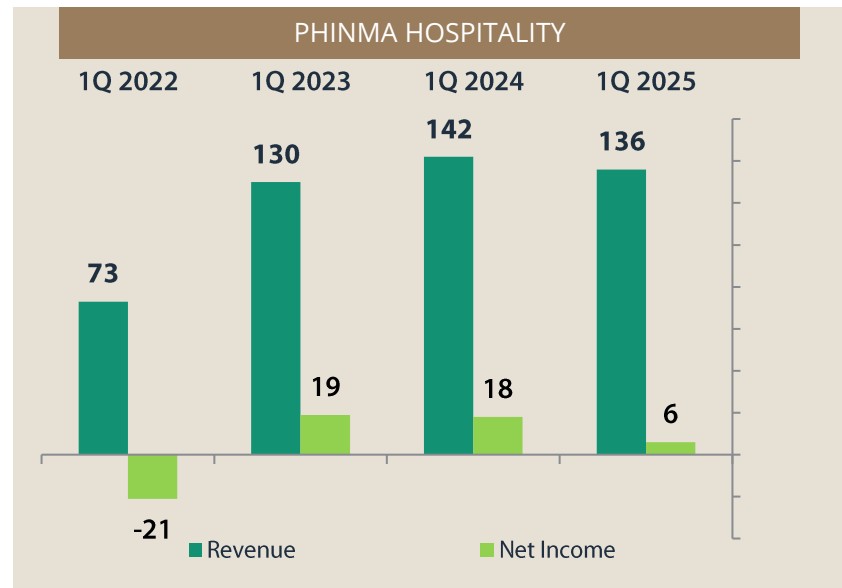
Land area for SWU and Tryp is ready for turnover





PHINMA PROPERTY DEVELOPMENT should recover as unbooked revenues are recognized as project construction progresses. Projects outside Metro Manila are expected to improve the profitability in time

REVENUE **30%** **4%**
YoY change 3Y CAGR

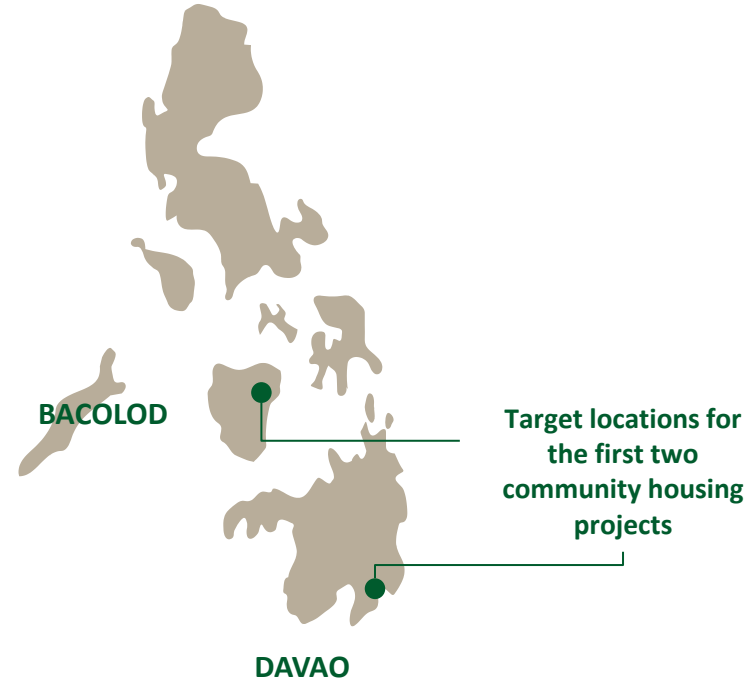


PHINMA HOSPITALITY continues to leverage on the demand from the leisure, corporate and events segments. Chainwide occupancy was sustained even as the average daily rates were increased

REVENUE **4%** **23%**
YoY decline 3Y CAGR

**Amounts in the chart are in PHP Mn unless otherwise stated | CAGR: compounded annual growth rate | Net income is total net income for the SBU for comparability with previous years*

PHINMA COHO: Affordable housing solutions that transition low-income families from rental housing to homeownership



PHN is investing up to P250M in PHINMA COHO Corp.

Outlook



- Continue to expand market presence by leveraging on the new facilities and partnerships
- Enhance the product mix and reduce operating costs in order to improve margins

- Expand network through building capacity in existing schools and acquiring new schools in the country or within the region
- Improve enrollment rate and retention rate through various programs

- Focus on the key projects outside Metro Manila
- Launch community housing projects through PHINMA CoHo
- PHINMA Hospitality to leverage on events in the Mall of Asia area and to attract domestic tourist while international market is still recovering

PHINMA
Making Lives Better

Strategic Focus:

- Leverage on the inherent synergies among the business units
- Invest in businesses or projects aligned with serving the underserved market

Q&A

For further information:



Investor Relations

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www.phinma.com.ph



[PSE: PHN](#)

Thank you!

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.

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