



PHINMA Q3 2025 Investor Briefing

18 November 2025 | 4:00 PM

Speakers



EJ Qua Hiansen Chief Financial Officer



Nanette Villalobos Treasurer



Andre Ramirez Investment Portfolio Manager

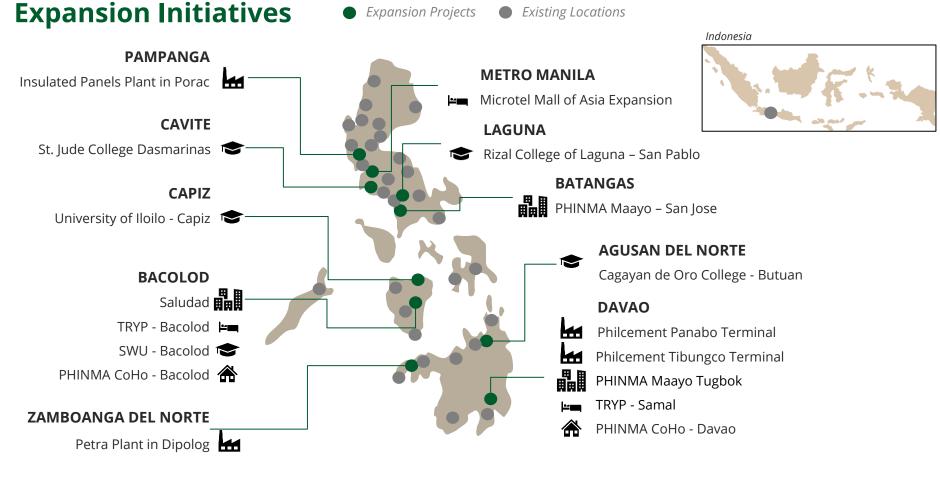


Kara Albert Investor Relations Officer

PHINMA Corporation











PHINMA Corporation



Addressing critical social needs



Challenges

 State-owned universities seen as a free alternative



- Acquiring schools in both PH and Southeast Asia
- Driving student-completion initiatives







 Slowdown in infrastructure spending

- Expanding presence in underserved markets such as Mindanao
- Emphasizing value of product quality amid recent calamities





- Oversupply in Metro Manila
- Prioritizing regional projects such as Bacolod
- Addressing significant socialized housing gap





- Decline in Foreign Tourist Arrivals
- Additional Hotel Room Supply in Metro Manila
- Exploring asset light models

Strengthening our capital base through key partnerships













Aug 13 2025 : PHINMA Education received P825 mio investment of Rise Edu Pte. Ltd., an investment vehicle of funds managed by **Kaizenvest**

2024: PHINMA Education signed an P4.5 bio investment agreement with KKR and Kaizenvest. KKR already remitted the initial P2.52 bio investment.

RECENT

Sep 16 2025 : Share Subscription Agreement between Philcement Corp. and **Sumitomo Osaka Cement Co., Ltd.**

2024: Philcement signed joint venture agreements with **ANFLOCOR** for a cement manufacturing plant in Davao Del Norte and a share purchase agreement with **Petra Cement Inc.**





2024: PPHC officially launched Saludad, the 21-hectare township in Bacolod, in partnership with **JEPP Real Estate Co.**





2024: PHINMA Microtel Hotels Inc. signed a Trademark License Agreement and Services Agreement for TRYP by Wyndhm Samal Island with **Damosa Land**

PHINMA Corporation



PHINMA Education's strong performance balanced weaker results in other segments that had incurred early expansion costs to boost operations

PHINMA Education Holdings Inc.	9M 2025	9M 2024
SBU Revenues	5,267	4,712
SBU Net Income	1,442	1,109
Net Income Attributable to Parent	1,179	898
PHINMA Construction Materials	9M 2025	9M 2024
SBU Revenues	9,470	10,501
SBU Net Income	(121)	(15)
Net Income Attributable to Parent	(121)	(15)
PHINMA Properties and Hospitality	9M 2025	9M 2024
SBU Revenues	1,310	1,440
SBU Net Income	(505)	(352)
Net Income Attributable to Parent	(505)	(352)

^{*}Amounts in PHP million

HIGHLIGHTS Jul – Sep 2025

- PHINMA Education's performance was supported by enrollment growth, student completion initiatives and costmanagement efforts
- PHINMA Construction Materials was affected by soft construction demand and expansion-related costs. This was partially offset by strict cost monitoring and strategic pricing measures
- PHINMA Property Development remained affected by the oversupply in NCR. However, regional projects are gradually gaining traction
- PHINMA Hospitality's occupancy rates saw a slowdown due to the ongoing construction works to expand Microtel Mall of Asia while other properties were affected by the decline in tourists. Although, demand from the MICE (meetings, incentives, corporate, exhibition) segment remained evident

3rd quarter performance is already starting to show a turnaround from the previous quarter

9 - MONTH INCOME STATEMENT HIGHLIGHTS

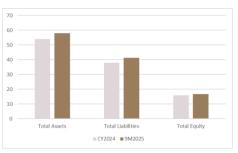
In PHP Mio	9M 2025	9M 2024	Movement (%)
Total Revenues	16,306	16,983	-4%
Cost of Sales	11,211	12,050	-7%
Gross Profit	5,095	4,932	3%
Operating Expense	3,427	3,228	6%
Operating Income	1,668	1,704	-2%
Interest Expense	1,337	1,179	13%
Other Gains/Losses	(105)	(113)	7%
Profit Before Tax	435	639	-32%
Conso Net Income (Loss)	376	436	-14%
Net Income (Loss) Attr. To Equity Holders of the Parent	(216)	(48)	-352%
Equity Holders of the Parent			
EPS	(0.64)	(0.17)	

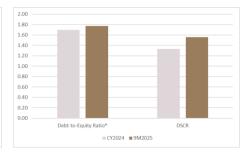
3 - MONTH INCOME STATEMENT HIGHLIGHTS

In PHP Mio	3Q 2025	2Q 2025	Movement (%)
Total Revenues	5,485	4,221	30%
Cost of Sales	3,271	3,437	-5%
Gross Profit	2,214	784	182%
Operating Expense	1,260	1,142	10%
Operating Income	953	(358)	366%
Interest Expense	472	418	13%
Other Gains/Losses	(155)	50	-409%
Profit Before Tax	636	(826)	177%
Conso Net Income (Loss)	603	(790)	176%
Net Income (Loss) Attr. To Equity Holders of the Parent	239	(646)	137%
Equity Holders of the Furence			
EPS	0.71	(1.92)	

Consolidated balance sheet remains well-positioned to support expansion initiatives

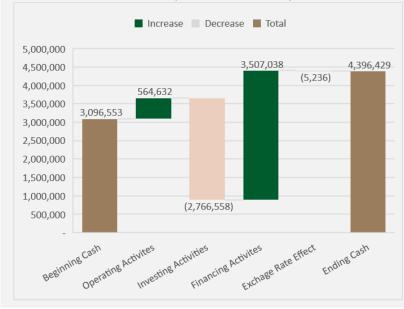
	CY2024	9M2025
Cash & Cash Equivalents	3.1	4.4
Total Assets	53.9	57.7
Total Liabilities	38.0	41.2
Total Equity	15.9	16.8
Amounts above are in PHP Bn		
Debt-to-Equity Ratio*	1.70	1.77
DSCR	1.33	1.56





Prioritized cash generation on an operational level while funding growth via debt

CONSOLIDATED CASH FLOWS (amounts in thousands)



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

PHINMA Construction
Materials Group



Given the recent calamities, heightened scrutiny on infrastructure quality, and steady demand in private construction, PHINMA CMG's expansion projects are well-positioned to deliver long-term returns

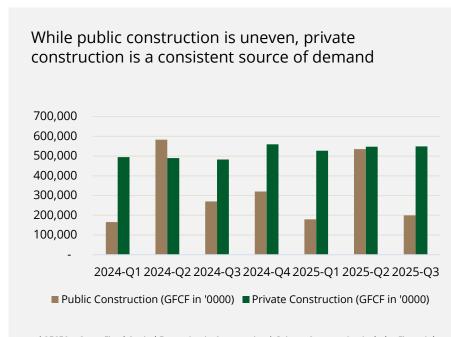
Operating Challenges

Subdued construction demand, intense market competition and rising input costs



Strategic Investments

Expansion initiatives are aimed towards enhancing its competitiveness , protecting its market share, and improving efficiency



*GFCFC – Gross Fixed Capital Formation in Construction | Private Construction includes Financial and Non-Financial Corp., Households, & Non-Profits | Data from PSA as of Nov 2025

UIPC Insulated Panel Plant





PCC Zamboanga 2500 Ton Silo Target Completion: 2025





PCC Tibungco 8-Spout Packaging System with Mixer Completed







PHINMA CMG's margins remained pressured by soft demand and higher interest costs from the debt that was availed for the expansion projects.

However, the incoming investment from Sumitomo will strengthen the capital structure.

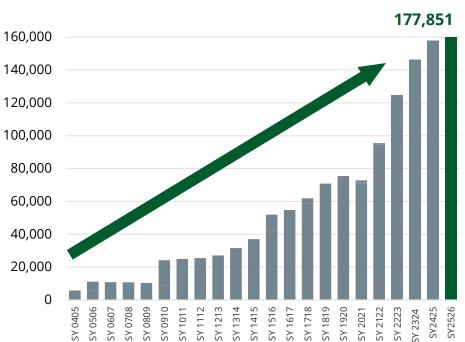
Amounts in the chart are in PHP Mn unless otherwise stated

STRATEGIC BUSINESS UNIT PHINMA Education



PHINMA Education : New School Year Opens with Solid Enrollment Numbers





Recent Board Performance Highlights

100% Passing Rate for First-Time Takers

PHINMA School	Licensure Exam		
Southwestern University	CPAOptometryVeterinary		
Cagayan de Oro College	• CPA		
University of Iloilo	 Psychometry 		
University of Pangasinan	CPAElectrical EngineeringMedical Technology		
St. Jude College - Manila	 Psychometry 		
Str. Jude College - QC	 Criminology 		
Horizon University Indonesia	D3 MidwiferyD3 Nursing		

1st Place in Licensure Exam

PHINMA School	Licensure Exam	
Araullo University	 Criminology 	



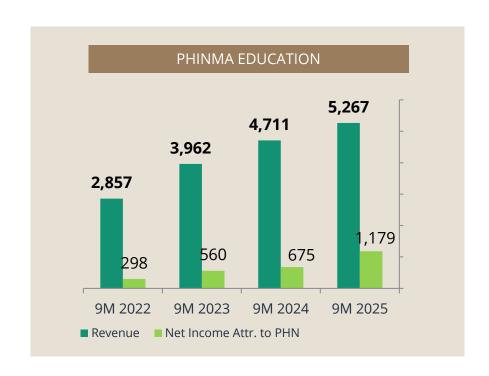






PHINMA Education stands ready to serve 7,000 more students with the inauguration of the Horizon East Building in Karawang, West Java, Indonesia

- A new 10-storey building was recently completed in Horizon University Indonesia
- This increases the total capacity of the university to nearly 10,000 students
- With the expansion, the university is planning to introduce new programs in Education and Social Sciences



PHINMA Education's expansion remains on track, backed by investments from KKR and Kaizenvest. Meanwhile, focus on completion initiatives will enhance the student journey leading to support continued growth

REVENUE	12% YoY growth	23% 3Y CAGR
NET INCOME	75%	58%
ATTR. TO PHN	YoY growth	3Y CAGR

PHINMA Property
Development



PHINMA Properties continues to prioritize its key regional projects





SALUDAD (Bacolod)

- Q3 Land Development Progress – 49%
- Generating interest through initiatives that celebrate the local identity and foster community

PHINMA Maayo Tugbok (Davao)

 First batch of unit turnovers for the Adlaw phase commenced in 3Q 2025



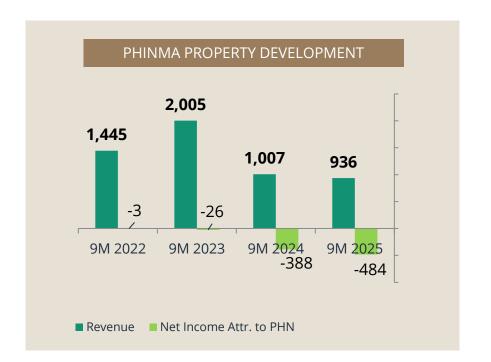












Amounts in the chart are in PHP Mn unless otherwise stated

PHINMA PROPERTY DEVELOPMENT continues to be affected by the oversupply in the Metro Manila market.

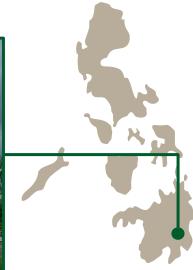
However, strategic adjustments have already been undertaken to prioritize allocation of assets to the regional projects.

PHINMA helps bridge the housing gap through PHINMA CoHo



PHINMA 2025 Policy Forum focused on socialized housing and was spearheaded by the PHINMA CoHo team





- Opportunity: It is estimated that the government housing backlog will be 6M units by 2028
- **Innovation**: Creating a community:
 - Decent & Affordable Housing
 - Cohesive & Resilient Community
 - Skills Upgrading
 - Literacy and Nutrition
 - Community-based enterprise
- Investment: PHINMA Corp. is investing P250 mio in PHINMA CoHo

STRATEGIC BUSINESS UNIT PHINMA Hospitality



PHINMA Hospitality performance reflects current market softness, with opportunities ahead as travel demand improves

Bookings were weighed down by:

- Expansion-related construction in Microtel MOA which led to an anticipated slide in occupancy
- Slowdown in tourist arrivals



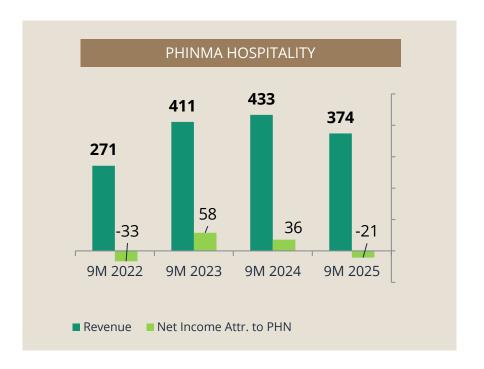
Source: Department of Tourism

Bright Spots:

- Seasonal increase in bookings in 4Q
- Impact of the construction activity in MOA is expected to be temporary
- PHINMA Hospitality has three different revenue streams:



 TRYP by Wyndham Samal received the Philippine's first-ever SEC approval for a rental pool program under the new SEC RENT framework



Amounts in the chart are in PHP Mn unless otherwise stated

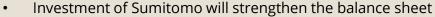
PHINMA HOSPITALITY'S

performance was primarily affected by a decline in the occupancy rates. This was driven by a drop in tourist arrivals, construction activity in Microtel MOA, and tighter competition in the area

Focused initiatives across online travel agencies, meetings, MOA events, and social media are now in place to aid occupancy pick up.

Outlook





New products such as the insulated panels will improve profitability



- Support from KKR and Kaizenvest will help further expansion plans
- Focus on student completion initiatives is expected to bolster the financial performance



• Strategic pivot to regional projects and optimization of operations will place PHINMA Property on a path to recovery



PHINMA MICROTEL HOTELS

- PHINMA CoHo on track to launch first project in Davao this 4Q
- Occupancy rates to recover in the 4Q

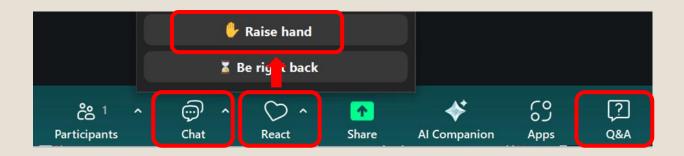


Strategic Focus:

- Leverage on the inherent synergies among the business units
- Invest in businesses or projects aligned with serving the underserved market
- Identify strategic partners for SBUs and Projects



You may send your questions through the Q&A button, chat box or raise your hand.



For further information:



Investor Relations investorrelations@phinma.com.ph



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.

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.