



# PHINMA Corporation

## 1Q 2023 Earnings Call

May 2023

# Speakers



**Mr. Ramon R. del Rosario, Jr.**

Chairman & CEO



**Dr. Chito B. Salazar**

President & COO  
Head of Education



**Mr. EJ A. Qua Hiansen**

VP - Deputy Group CFO



# Making Lives Better

Making lives better for everyone is not just a company mission. It is a business imperative. We take our mission seriously and intentionally. Our investments have always been targeted toward resolving the great inequities in these social development spaces.

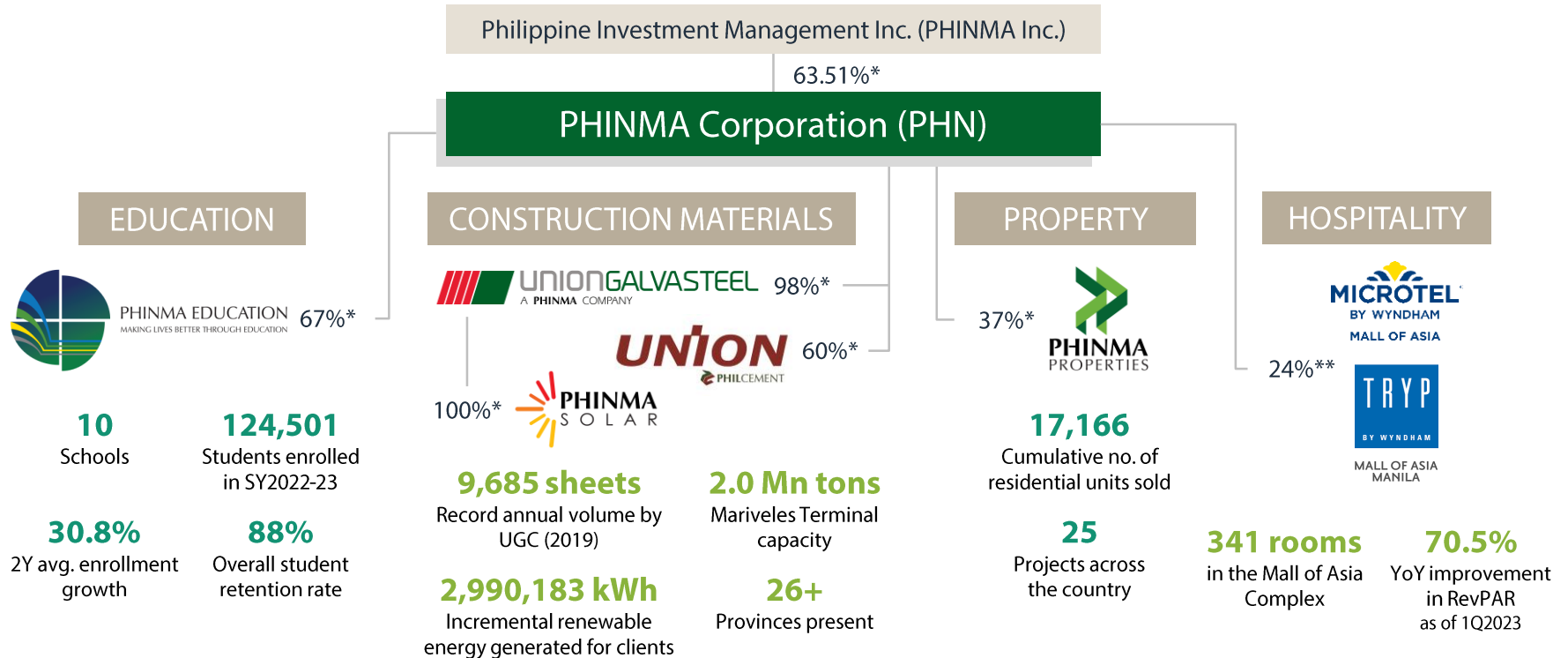
## MISSION

Our mission is to **help build our Nation** through competitive and well-managed business enterprises that enable Filipinos to attain a better quality of life. With **professional and effective management** as our distinctive edge, we aim to give communities, not only in the Philippines but wherever else we might find the need, improved access to the **essentials of a dignified life**.

## VISION

The PHINMA Group would like to demonstrate that **private business can mutually serve the needs of society and the aspirations of shareholders**.

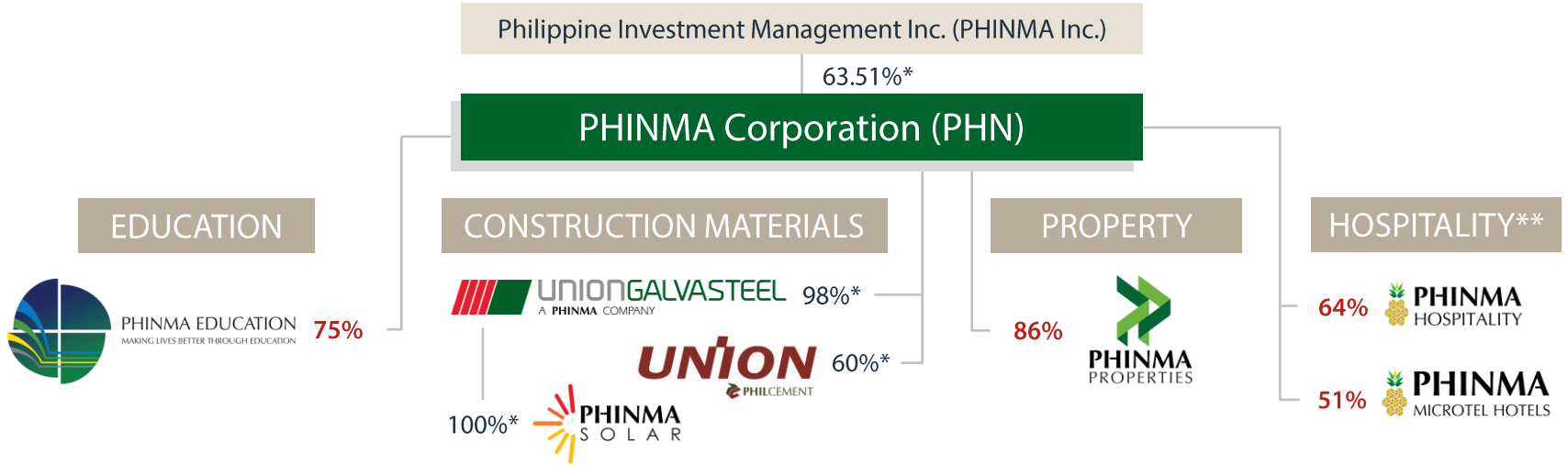
# Corporate Tree: Current



\* Ownership as of 31 March 2023

\*\* 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.

# Corporate Tree: Post Consolidation



\* Ownership as of 31 March 2023

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

# Outlook for 2023



PHINMA EDUCATION  
MAKING LIVES BETTER THROUGH EDUCATION

- Target to **sustain growth trajectory**
  - Supported by significant CAPEX in existing schools
  - Pipeline of potential acquisition targets
- Huge **growth potential in Southeast Asia** given low tertiary participation rates



## Macroeconomic Outlook

- Optimistic on both public and private construction
- Cost pressures are stabilizing
- Headwinds: high-inflation and high-interest rate environment

## Strategy

- Broaden product mix
- Increase capacity
- Improve accessibility and efficiency

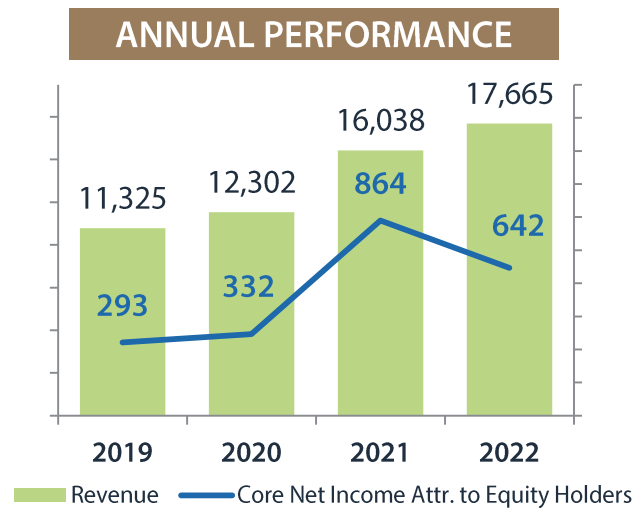


- **Underserved midmarket** in next wave and emerging cities
- **Township division** to leverage synergies across the group
- Exploring re-entry into **socialized housing**



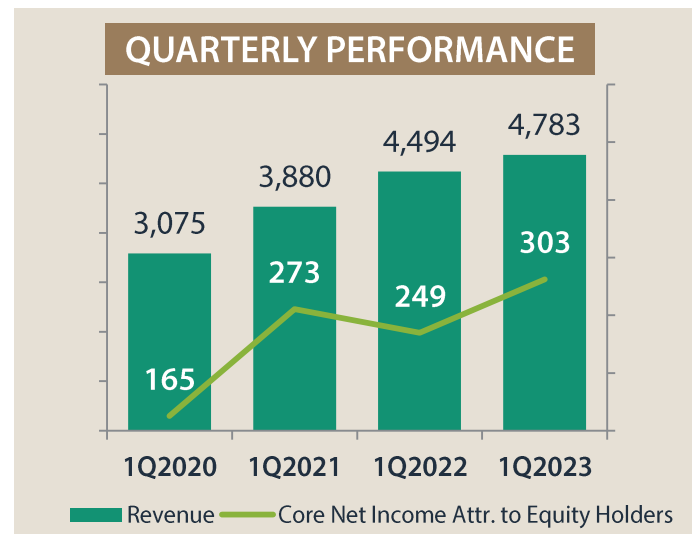
- Significant recovery driven by the **resurgence of travel and tourism**
- Exploring potential locations, brands, business models, and partners

# PHINMA Corporation



**REVENUE**      **10%**      **16%**  
 YoY growth      3Y CAGR

**CORE ATTR. NET INCOME**      **26%**      **30%**  
 YoY decline      3Y CAGR



**REVENUE**      **6%**      **16%**  
 YoY growth      3Y CAGR

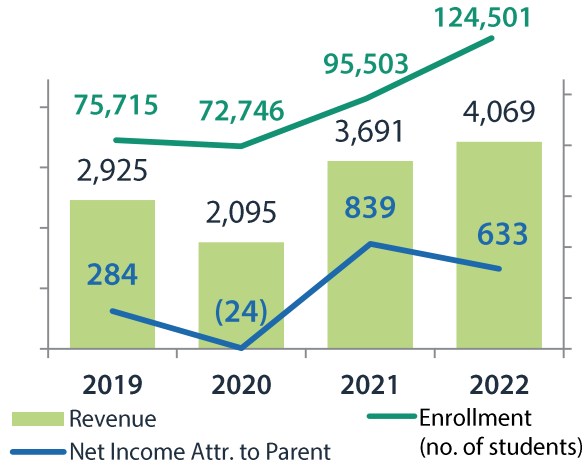
**CORE ATTR. NET INCOME**      **22%**      **22%**  
 YoY growth      3Y CAGR

Amounts in the chart are in PHP Mn unless otherwise stated  
 3Y CAGR: 3-year (2019-2022) compounded annual growth rate

# PHINMA Education

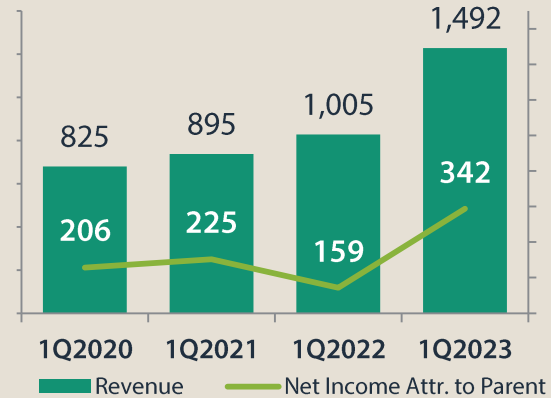


## ANNUAL PERFORMANCE



<b>REVENUE</b>	<b>10%</b> YoY growth	<b>12%</b> 3Y CAGR
<b>ATTR. NET INCOME</b>	<b>25%</b> YoY decline	<b>31%</b> 3Y CAGR
<b>ENROLLMENT</b>	<b>30%</b> YoY growth	<b>18%</b> 3Y CAGR

## QUARTERLY PERFORMANCE



<b>REVENUE</b>	<b>48%</b> YoY growth	<b>22%</b> 3Y CAGR
<b>ATTR. NET INCOME</b>	<b>115%</b> YoY growth	<b>18%</b> 3Y CAGR

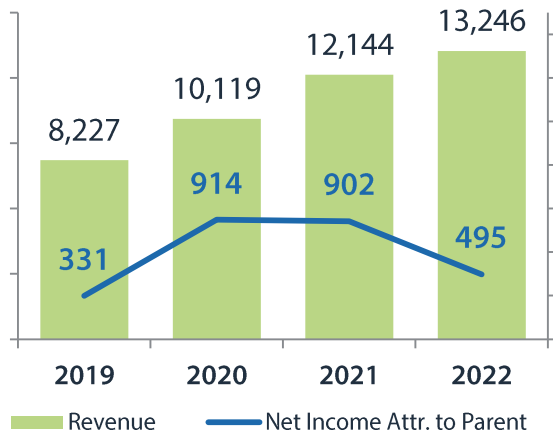
Amounts in the chart are in PHP Mn unless otherwise stated  
3Y CAGR: 3-year (2019-2022) compounded annual growth rate



# PHINMA Construction Materials Group



## ANNUAL PERFORMANCE



REVENUE

**9%**

YoY growth

**17%**

3Y CAGR

ATTR. NET INCOME

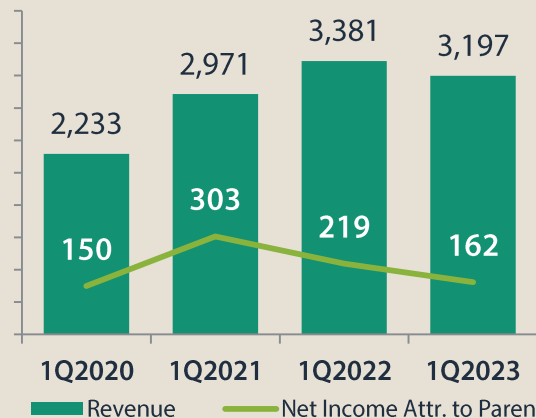
**45%**

YoY decline

**14%**

3Y CAGR

## QUARTERLY PERFORMANCE



REVENUE

**6%**

YoY decline

**13%**

3Y CAGR

ATTR. NET INCOME

**26%**

YoY decline

**3%**

3Y CAGR

Amounts in the chart are in PHP Mn unless otherwise stated  
3Y CAGR: 3-year (2019-2022) compounded annual growth rate

# Consolidated Financial Position

	<b>CY2022</b>	<b>1Q2023</b>
<b>Total Assets</b>	<b>32.0</b>	<b>32.5</b>
Cash and Cash Equivalents	3.4	3.9
Property, Plant, and Equipment	11.6	11.9
<b>Total Liabilities</b>	<b>20.9</b>	<b>21.2</b>
Long-term Debt – Current	0.7	0.8
Long-term Debt – Noncurrent	10.3	10.4
<b>Total Equity</b>	<b>11.1</b>	<b>11.4</b>
Total Equity attr. to Parent	8.4	8.4
<i>Amounts above are in PHP Bn</i>		
<b>Current Ratio</b>	<b>1.71</b>	<b>1.68</b>
<b>Debt-to-Equity Ratio</b>	<b>1.87</b>	<b>1.86</b>
Parent Debt-to-Equity Ratio	0.73	0.78



## Q&A

## For further information:



**Investor Relations**

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[www.phinma.com.ph](http://www.phinma.com.ph)



[PSE: PHN](#)

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**PHINMA**  
*Making Lives Better*