

**2nd Quarter ending 30 September 2017**  
**Financial & Operating Results**

# 2Q 2017 Financial Highlights

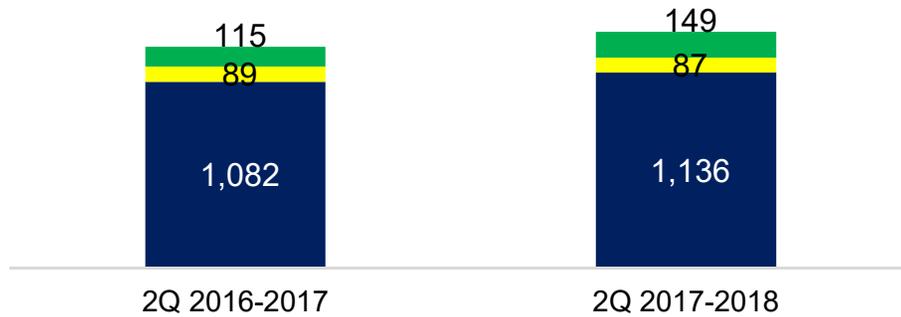
PHP millions (Except gross profit, operating and EBITDA margins)	2Q 2016-2017	2Q 2017-2018	Y-o-Y Change (%)	
	Unaudited			
<b>Revenues</b>				
Tuition & Other School Fees	₱ 1,082	₱ 1,136	5%	↑
Educational Services	82	80	(2%)	↓
Royalty Fees	7	7	-	
Others	16	26	63%	↑
Sale of educational materials & supplies	99	123	24%	↑
<b>Total Revenues</b>	<b>1,286</b>	<b>1,372</b>	<b>7%</b>	<b>↑</b>
<b>Gross Profit</b>	<b>852</b>	<b>891</b>	<b>5%</b>	<b>↑</b>
<i>Gross Profit Margin</i>	<i>66%</i>	<i>65%</i>		
<b>Operating Profit</b>	<b>340</b>	<b>341</b>	<b>-</b>	
<i>Operating Margin</i>	<i>26%</i>	<i>25%</i>		
<b>EBITDA</b>	<b>576</b>	<b>595</b>	<b>3%</b>	<b>↑</b>
<i>EBITDA Margin</i>	<i>45%</i>	<i>43%</i>		
<b>Net Income</b>	<b>543</b>	<b>(170)</b>	<b>(131%)</b>	<b>↓</b>



# Revenues, Gross Profit & EBITDA

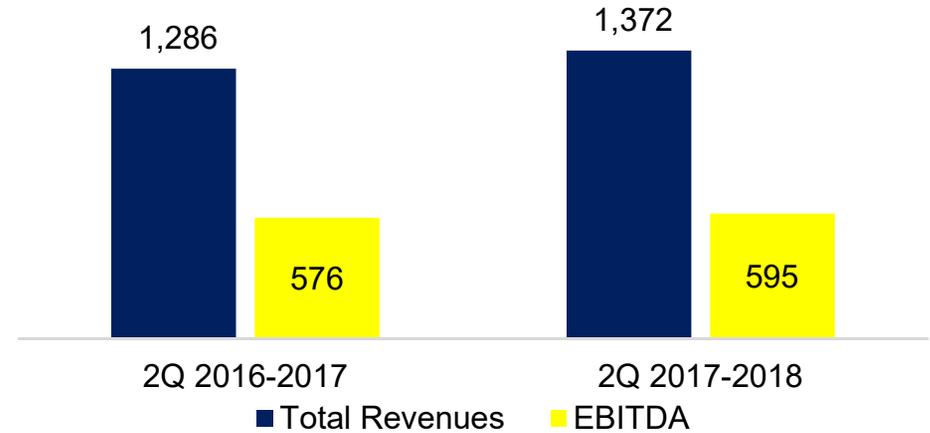
## SIX MONTHS' REVENUES

PHP millions



## SIX MONTHS' REVENUES & EBITDA

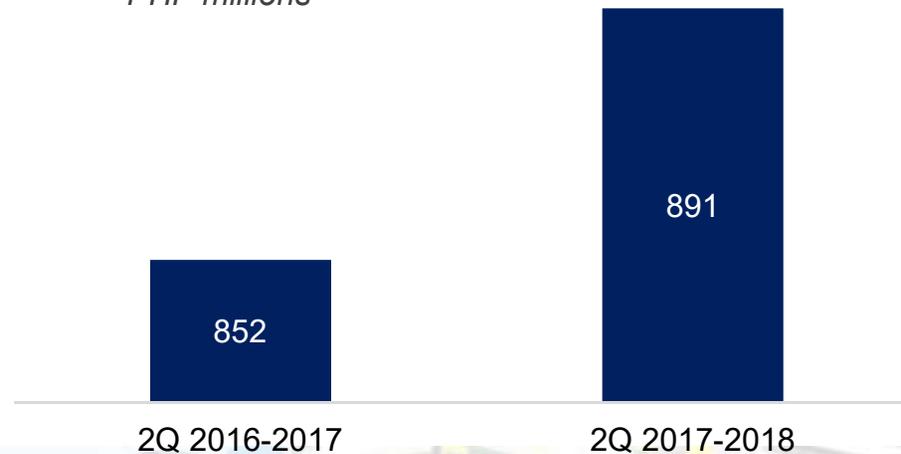
PHP millions



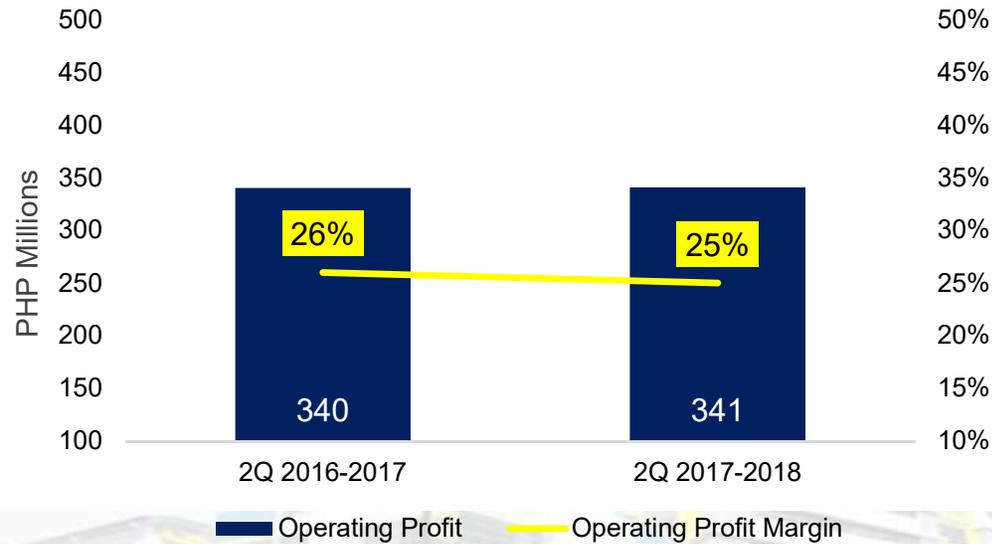
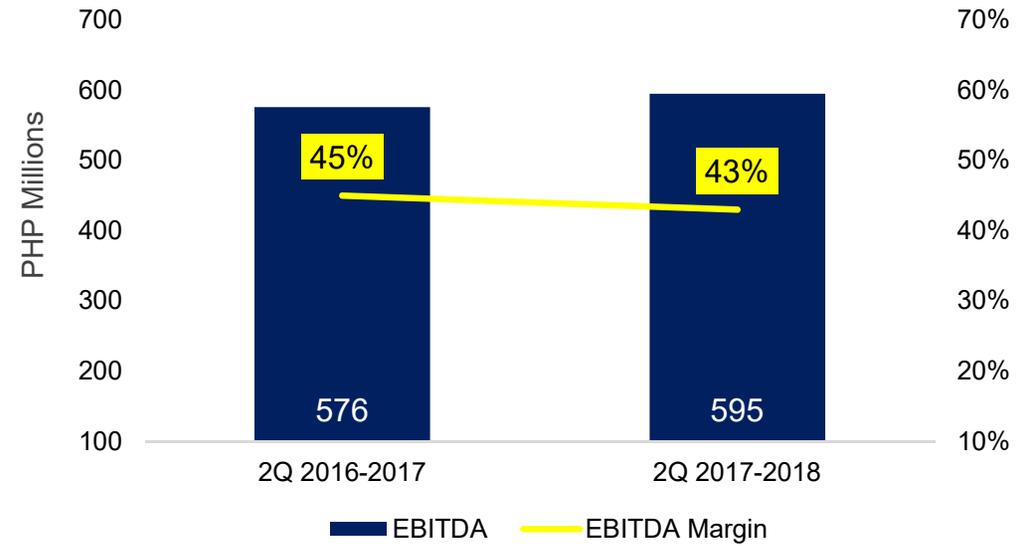
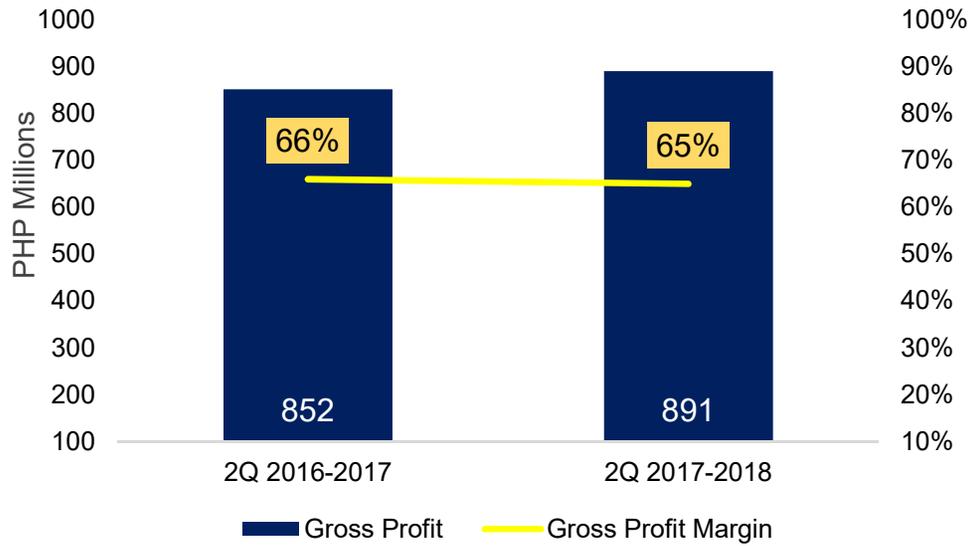
- Educational Materials & Others
- Educational Services & Royalties

## SIX MONTHS' GROSS PROFIT

PHP millions



# Operating Profit and Margin Profile





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## STI Holdings Updated Network-wide Expansion Projects



# STI ESG: School Expansion Projects

(in millions except for capacity)

Location	Project Cost		Student Capacity		
	Land	Building	Existing	New	Increment
EDSA	₱602	₱863	2,820	10,000	7,180
Altaraza	-	558	-	6,500	6,500
Sta. Mesa	-	708	980	9,000	8,020
Lipa	115	548	740	6,000	5,260
Davao	400	466	1,100	5,000	3,900
<b>Total</b>	<b>₱1,117</b>	<b>₱3,143</b>	<b>5,640</b>	<b>36,500</b>	<b>30,860</b>



# EDSA Extension, Pasay City



## STI Academic Center EDSA

- ❖ Located on Harrison Street corner EDSA Extension, Pasay City
- ❖ Lot Area: 3,911 sqm.
- ❖ Gross Floor Area: 18,847 sqm.
- ❖ Capacity for 10,000 students
- ❖ Estimated Budget: Php 1,465 Million
- ❖ Target Occupancy Date: SY 2018-2019

# San Jose del Monte, Bulacan



## STI Academic Center Altaraza

- ❖ Located in San Jose del Monte, Bulacan
- ❖ Lot Area: 4,178 sqm.
- ❖ Gross Floor Area: 11,914 sqm.
- ❖ Capacity for 6,500 students
- ❖ Estimated Budget: Php 558 Million
- ❖ Target Occupancy Date: SY 2018-2019

# Lipa City, Batangas



## STI Academic Center Lipa

- ❖ Located on MK Lina Street, Lipa City, Batangas
- ❖ Lot Area: 3,225 sqm.
- ❖ Gross Floor Area: 11,328 sqm.
- ❖ Capacity for 6,000 students
- ❖ Estimated Budget: Php 663 Million
- ❖ Target Occupancy Date: SY 2018-2019

# Sta. Mesa, Manila



## STI Academic Center Sta. Mesa

- ❖ Located on P. Sanchez Street corner Pat Antonio, Sta. Mesa, Manila
- ❖ Lot Area: 3,691 sqm.
- ❖ Gross Floor Area: 16,335 sqm.
- ❖ Capacity for 9,000 students
- ❖ Estimated Budget: Php 708 Million
- ❖ Target Occupancy Date: SY 2018-2019

# Davao City



## STI Academic Center Davao

- ❖ Located in Matina, Davao City
- ❖ Lot Area: 40,184 sqm.
- ❖ Gross Floor Area: 9,552 sqm.
- ❖ Capacity for 5,000 students
- ❖ Estimated Budget: Php 866 Million
- ❖ Target Occupancy Date: SY 2018-2019

## iACADEMY: Yakal Campus Construction

On September 20, 2016, iACADEMY had its groundbreaking ceremony in a parcel of land, with an area of 2,332.5 sqm. located in Yakal, Makati. This will be the site of its Yakal campus housing the Senior High School students. Building construction is in full swing and the floors set to be utilized for the school will be completed in December 2017. Students will start using the facility in January 2018.



# iACADEMY: Yakal Campus



## iACADEMY Yakal Campus

- ❖ Located in Yakal Street, Makati City
- ❖ Lot Area: 2,332 sqm.
- ❖ Gross Floor Area: 28,247 sqm.
- ❖ Capacity for 2,500 Senior High School students
- ❖ Estimated Budget: Php 1,100 Million
- ❖ Target Occupancy Date: SY 2017-2018



## STI ESG: Joint Venture Agreement

On April 21, 2017, STI ESG, STI College Tanauan, Inc. (STI Tanauan), Mr. Tony Tan Caktiong (TTC), Chairman and Founder of Jollibee Foods Corporation, and Injap Investments, Inc. (Injap), signed a Joint Venture Agreement which transforms STI Tanauan into a Joint Venture Company which shall operate as a farm-to-table school offering courses ranging from farm production to food services.

The ownership of the Joint Venture Company will be 60% STI ESG, 25% TTC and 15% Injap.

Under the Agreement, TTC and Injap will co-develop courses with STI such as:

1. Agro-Enterprise Management
2. Supply Chain Management for the Food Industry
3. Quick Service Restaurant Management
4. Culinary Arts
5. Agricultural Technology
6. Agribusiness and Finance



# Tanauan City, Batangas



## STI Academic Center Tanauan\*

- ❖ Located on Pres. Laurel Highway, Tanauan City, Batangas
- ❖ Lot Area: 34,784 sqm.
- ❖ Gross Floor Area: 10,674 sqm.
- ❖ Capacity for 5,000 students
- ❖ Target Construction Date: 4Q 2017

*\*a joint venture with Tony Tan Caktiong and Injap Sia*