Aboitiz Equity Ventures Inc.

President’s Report

2021 Annual Stockholders’ Meeting
Monday, April 26, 2021
The position of the logo and the attitude symbols should not be altered.

Sabin M. Aboitiz
President and CEO
Aboitiz Equity Ventures Inc.
2020 Philippines GDP

-9.6%
Aboitiz Team Members
DURING THE COVID-19 PANDEMIC
Balance Sheet
In PHP Millions

**Total Assets**

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>554,494</td>
</tr>
<tr>
<td>2019</td>
<td>588,386</td>
</tr>
<tr>
<td>2020</td>
<td>609,156</td>
</tr>
</tbody>
</table>

**Stockholders Equity**

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>174,691</td>
</tr>
<tr>
<td>2019</td>
<td>176,481</td>
</tr>
<tr>
<td>2020</td>
<td>183,062</td>
</tr>
</tbody>
</table>

**Net Debt**

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>220,983</td>
</tr>
<tr>
<td>2019</td>
<td>255,044</td>
</tr>
<tr>
<td>2020</td>
<td>254,700</td>
</tr>
</tbody>
</table>

**Net D/E Ratio**

<table>
<thead>
<tr>
<th>Year</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>1.01x</td>
</tr>
<tr>
<td>2019</td>
<td>1.17x</td>
</tr>
<tr>
<td>2020</td>
<td>1.14x</td>
</tr>
</tbody>
</table>

**Current Ratio**

<table>
<thead>
<tr>
<th>Year</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>1.80X</td>
</tr>
<tr>
<td>2019</td>
<td>1.27x</td>
</tr>
<tr>
<td>2020</td>
<td>1.60x</td>
</tr>
</tbody>
</table>
2020 Financial Highlights

Revenue
(in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (in PHP Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>186,943</td>
</tr>
<tr>
<td>2019</td>
<td>201,157</td>
</tr>
<tr>
<td>2020</td>
<td>186,797 -7%</td>
</tr>
</tbody>
</table>

Revenue decreased by 7% from 2018 to 2020.
2020 Financial Highlights

EBITDA
(in PHP Millions)

- 2018: 60,653
- 2019: 60,157
- 2020: 57,720

-4%
2020 Financial Highlights

**Net Income**
(in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>EPS</th>
<th>ROE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>3.95</td>
<td>15%</td>
</tr>
<tr>
<td>2019</td>
<td>3.91</td>
<td>13%</td>
</tr>
<tr>
<td>2020</td>
<td>2.74</td>
<td>9%</td>
</tr>
</tbody>
</table>
2020 Financial Highlights

Earnings Contribution

- POWER: 52%
- BANKING & FINANCIAL SERVICES: 32%
- INFRASTRUCTURE: 2%
- LAND: 2%
- FOOD: 12%
Dividends

Cash Dividend
(in PHP per share)

<table>
<thead>
<tr>
<th>Year</th>
<th>Value</th>
<th>Dividend Payout Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2019</td>
<td>1.32</td>
<td>2.3%</td>
</tr>
<tr>
<td>2020</td>
<td>1.30</td>
<td>2.9%</td>
</tr>
<tr>
<td>2021</td>
<td>0.91</td>
<td>2.1%</td>
</tr>
</tbody>
</table>

Dividend yield (yields are computed by dividing DPS by the closing price on declaration date)

Dividend per share (in pesos/share)

DIVIDEND PAYOUT RATIO

1/3

OF PREVIOUS YEAR’S NET INCOME
Total Shareholder Return (TSR) is computed by combining share price appreciation and dividends paid to show TSR expressed as a compounded annual growth rate (CAGR).
Operating Results: Power

**Income Contribution**
(in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Income Contribution (in PHP Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>16,692</td>
</tr>
<tr>
<td>2019</td>
<td>13,335</td>
</tr>
<tr>
<td>2020</td>
<td>9,685</td>
</tr>
</tbody>
</table>

-27% decrease from 2018 to 2019.
Operating Results:
Power Generation and Retail Electric Supply

Income Contribution
(in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Income Contribution (in PHP Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>15,347</td>
</tr>
<tr>
<td>2019</td>
<td>11,751</td>
</tr>
<tr>
<td>2020</td>
<td>9,158</td>
</tr>
</tbody>
</table>

-22%
Operating Results: Power Distribution

Income Contribution (in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Income Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>3,116</td>
</tr>
<tr>
<td>2019</td>
<td>3,159</td>
</tr>
<tr>
<td>2020</td>
<td>2,715</td>
</tr>
</tbody>
</table>

-14% decrease
By 2030, our energy mix

50:50

Clean energy  Thermal capacities

Power Outlook
Operating Results:
Banking and Financial Services

Income Contribution
(in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>ROAE</th>
<th>ROAA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>8.8%</td>
<td>1.1%</td>
</tr>
<tr>
<td>2019</td>
<td>15.3%</td>
<td>1.9%</td>
</tr>
<tr>
<td>2020</td>
<td>11.5%</td>
<td>1.5%</td>
</tr>
</tbody>
</table>
Operating Results: Banking and Financial Services

Total Deposits and Total Loans & Other Receivables - Net
(in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Deposits</th>
<th>Total Loans and Other Receivables - Net</th>
<th>NPL Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>325,513</td>
<td>420,703</td>
<td>2.3%</td>
</tr>
<tr>
<td>2019</td>
<td>392,564</td>
<td>484,336</td>
<td>1.8%</td>
</tr>
<tr>
<td>2020</td>
<td>339,537</td>
<td>527,785</td>
<td>3.2%</td>
</tr>
</tbody>
</table>
Operating Results:
Sustained Increase in Digital Adoption

No. of UnionBank Online App Users

- 25% or 517K from digital account opening (DAO)
- 2.1 Mn
- 578K

No. of The Portal Users

- 16.4K
- 6.1K

Digital vs. Physical Channels (Monthly Txn Count)

- Digital Txns (App + Portal): ↑ 3.6x YoY Growth
- Branch + ATM: ↑ 3.8x YoY Growth
- 5.7 Mn
- 2.3 Mn
- 1.7 Mn

Operating Results:
Sustained Increase in Digital Adoption

Digital Txns: Fund Transfer, Bills Payment, Load Purchase, Mobile Check Deposits, and Remittance from UB Online App and The Portal.
Branch Txns: Fund Transfer, Bills Payment, Cash Deposit, Check Deposit, Cash Withdrawal, Encashment, Remittance
ATM Txns: Fund Transfer, Bills Payment, Cash Withdrawal
The position of the logo and the attitude symbols should not be altered.
Operating Results: Food

Income Contribution
(in PHP Millions)

- **2018**
  - Pilmico International: 1,323
  - Pilmico Philippines: 234
  - Total: 1,557

- **2019**
  - Pilmico International: 822
  - Pilmico Philippines: 760
  - Total: 1,582

- **2020**
  - Pilmico International: 1,200
  - Pilmico Philippines: 978
  - Total: 2,178

38% increase from 2018 to 2020.
The position of the logo and the attitude symbols should not be altered.
Operating Results: Land

Income Contribution
(in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Income Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>645</td>
</tr>
<tr>
<td>2019</td>
<td>943</td>
</tr>
<tr>
<td>2020</td>
<td>338</td>
</tr>
</tbody>
</table>

-64%
The position of the logo and the attitude symbols should not be altered.
Operating Results:
Republic Cement

**Income Contribution**
(in PHP Millions)

<table>
<thead>
<tr>
<th>Year</th>
<th>Income Contribution (in PHP Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>213</td>
</tr>
<tr>
<td>2019</td>
<td>612</td>
</tr>
<tr>
<td>2020</td>
<td>590</td>
</tr>
</tbody>
</table>

-4%
The position of the logo and the attitude symbols should not be altered.
Risk Management

- Aboitiz Standard Colors
  - Black 100%
  - Black 75%
  - Black 50%
  - Black 25%
- #AA1A14
- #66CEf5

- AboitizPower Colors
  - #00AEEF
  - #0083B3
  - #2E3192
  - #23256E
- #FFA333

- UnionBank Colors
  - #FF8C00
  - #F15A22
  - #233E99
  - #0E0059
- #3E337A

- Pilmico Colors
  - #00AEEF
  - #0083B3
  - #D8D9D9
  - #B0B1B2
- #140958

- AboitizLand Colors
  - #00C0F3
  - #B0ADCB
  - #EF5BA1
  - #CF128C
- #702C91

- Infrastructure Colors
  - #00AEEF
  - #0083B3
  - #002F78
  - #00235A

**Apply page numbers accordingly. The page numbers may vary depending on the presentation’s number of slides.**

**The position of the logo and the attitude symbols should not be altered.**

**The chart colors can only be edited manually. The color guide for the preset colors are found below.**

To insert a chart

1) Click Insert > Chart, then choose the type of chart you want to use.

2) A custom google chart shows up on your working slide.

To edit the values in the chart

1) Click on the chart, then an icon shows up at the upper right corner of the chart. Click on the icon, then a Google Sheets tab opens.

2) Edit the values on the Google Sheets tab.

To edit font and colors of the chart

1) On your Google Sheets tab, right click on any area within the chart, then select Chart Style. An option on the right side pops up.

2) Click on the shape representation of the item/value you want to customize, then change the color based on the preset colors found below. You may also put the Hex Color values under Custom...
**The position of the logo and the attitude symbols should not be altered.**

### #OneAboitiz in Action

**COVID-19 efforts from the Aboitiz Group**

**PHP2.2 billion**
Total amount of COVID-19 related efforts as of March 2021

- **PHP82.3 million**
  Donations from Aboitiz Foundation
  PPEs, thermal scanners, alcohol, folding beds, tents, food packs

- **PHP2.4 million**
  Donations from KINDer
  Various donations with partners

- **PHP100 million**
  Donation to PDRF Project Ugnayan

- **PHP272.1 million**
  Donations from the Ramon Aboitiz Foundation Inc. (the Aboitiz family-based foundation), including personal donations in Cebu

- **PHP900 million**
  Financial Assistance for Team Members

- **PHP19.45 million**
  Offline donations via UnionBank transfers
  PPEs, thermal scanners, alcohol, folding beds, tents, food packs

- **PHP799 million**
  ER1-94 Funds
  **PHP674 million** of which has been remitted to host LGUs
Leadership towards a Sustainable Future

ENVIRONMENT
SOCIAL
GOVERNANCE

ESG data can be accessed in the aboitiz website

https://aboitiz.com/sustainability/sustainability-at-aboitiz/
The position of the logo and the attitude symbols should not be altered.
Capital Expenditure
(with partners)

<table>
<thead>
<tr>
<th>Year</th>
<th>Power</th>
<th>Non-Power</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2021</td>
<td>56%</td>
<td>44%</td>
<td>PHP48 bn$^1$</td>
</tr>
<tr>
<td>2020</td>
<td>65%</td>
<td>35%</td>
<td>PHP29 bn$^2$</td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
<td>PHP53 bn$^2$</td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td>PHP49 bn$^2$</td>
</tr>
</tbody>
</table>

*Includes 100% of Subsidiaries and Affiliates  1-Budgeted figures  2-Actual figure*
#OneAboitiz