Aboitiz Equity Ventures

Full Year 2019
Financial & Operating Results
11 March 2020
Review of Business Units

- Outlook
- Power
- Financial Services
- Food
- Infrastructure
- Land
- AEV Financials
- Q & A
Presenters

Sabin Aboitiz
President & CEO
Aboitiz Group

Manny Rubio
President & CEO
AboitizPower

Toto Hilado
CFO
UnionBank

Tristan Aboitiz
President & CEO
Pilmico Philippines

Cosette Canilao
President & CEO
Aboitiz InfraCapital

Dave Rafael
President & CEO
AboitizLand

Dmi Lozano
CFO
Aboitiz Equity Ventures
Outlook
Covid-19 Cases: 113,000+
Deaths: 4,000+
Affected Countries: 109

Source: WHO
“The biggest fortune I have is my word and reputation. Money can be lost and can be recovered but once your name and reputation is lost, one’s word is worthless and one is truly finished.”

—Don Ramon Aboitiz

“Palabra de honor”
WORD OF HONOR
We will lead the Aboitiz team into the next decade.
We will continue to invest in capacities to advance business and communities.

Capital Expenditure
(with partners)

2020: POWER 56% - NON-POWER 44% - P73 bn

2019: POWER 65% - NON-POWER 35% - P53 bn

2018: P49 bn

2017: P35 bn

*Includes 100% of Subsidiaries and Affiliates 1- Budgeted figures 2-Actual figure
100 YEARS OF ADVANCING BUSINESS AND COMMUNITIES
Despite these difficulties, we are not contemplating a reduction in our expenditures. Our Build, Build, Build will go full blast, so will other programs of the government.
We will achieve our 10-year EBITDA target by managing our ESG risks and finding opportunities in the world’s Sustainable Development Goals.
We will balance our business portfolio by the end of the decade

~50% POWER

~50% Non - POWER

~10% from overseas
~50% renewable in energy mix
advance business and communities.
Review of Business Units

- Outlook
- **Power**
- Financial Services
- Food
- Infrastructure
- Land
- AEV Financials
- Q & A
-12% decline, mainly of which...

-7% due to higher purchased power cost
-3% due to lower availability from coal facility
-2% due to lower revenues from spot sales

FY 2019 Beneficial EBITDA
### FY 2019 Core Income

<table>
<thead>
<tr>
<th>Description</th>
<th>FY2018</th>
<th>FY2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>48,645</td>
<td>43,032</td>
<td>-12%</td>
</tr>
<tr>
<td>Less: Interest Expense</td>
<td>11,479</td>
<td>12,950</td>
<td>13%</td>
</tr>
<tr>
<td>Depcn. &amp; Amort.</td>
<td>8,761</td>
<td>10,047</td>
<td>15%</td>
</tr>
<tr>
<td>Tax &amp; Others</td>
<td>4,622</td>
<td>3,414</td>
<td>-26%</td>
</tr>
<tr>
<td>Core Income</td>
<td>23,783</td>
<td>16,621</td>
<td>-30%</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>3.23</td>
<td>2.26</td>
<td></td>
</tr>
</tbody>
</table>
FY 2019 Net Income

<table>
<thead>
<tr>
<th>Php mn</th>
<th>FY2018</th>
<th>FY2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Net Income</td>
<td>23,783</td>
<td>16,621</td>
<td>-30%</td>
</tr>
<tr>
<td>Non-recurring Income/(Loss)</td>
<td>(2,075)</td>
<td>702</td>
<td>134%</td>
</tr>
<tr>
<td>Forex &amp; derivative gain/(loss)</td>
<td>(1,523)</td>
<td>330</td>
<td>122%</td>
</tr>
<tr>
<td>Impairment costs</td>
<td>(554)</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>ASEAGAS related</td>
<td></td>
<td>372</td>
<td>N/A</td>
</tr>
<tr>
<td>Net Income</td>
<td>21,708</td>
<td>17,323</td>
<td>-20%</td>
</tr>
<tr>
<td>EPS</td>
<td>2.95</td>
<td>2.35</td>
<td></td>
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</tbody>
</table>
# Balance Sheet Highlights

<table>
<thead>
<tr>
<th></th>
<th>CONSOLIDATED</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>YE2018</td>
<td>YE2019</td>
</tr>
<tr>
<td>Cash and Cash Equivalents</td>
<td>46,343</td>
<td>37,434</td>
</tr>
<tr>
<td>Investments and advances</td>
<td>34,334</td>
<td>60,879</td>
</tr>
<tr>
<td>Total Assets</td>
<td>389,662</td>
<td>410,469</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>253,086</td>
<td>276,826</td>
</tr>
<tr>
<td>Total Equity</td>
<td>136,577</td>
<td>133,643</td>
</tr>
<tr>
<td>Total Interest Bearing Debt</td>
<td>216,499</td>
<td>233,097</td>
</tr>
<tr>
<td>Net Debt</td>
<td>164,866</td>
<td>186,541</td>
</tr>
<tr>
<td>Net Debt to Equity</td>
<td>1.2X</td>
<td>1.4x</td>
</tr>
<tr>
<td>Debt to Equity*</td>
<td>1.6X</td>
<td>1.7x</td>
</tr>
</tbody>
</table>

*Total Interest Bearing Debt / Total Equity*
Operating Highlights: Capacity Sales

- **Bilateral Contract Quantity (BCQ)**
- Figures in MW
Operating Highlights: Revenue and Energy Sold

For FY2019 compared to FY2018:

- Revenue in PHP MN: 92,646 vs. 90,890 (2% decrease)
  - BCQ: 6,955 vs. 5,875 (19% decrease)
  - Spot: 4,066 vs. 5,875 (46% increase)
  - Ancillary Services: 4,259 vs. 6,955 (63% increase)

- Energy Sold in GWh: 23,525 vs. 22,942 (2% decrease)
  - BCQ: 19,711 (84%)
  - Spot: 2,362 (10%)
  - Ancillary Services: 1,451 (6%)

Bilateral Contract Quantity (BCQ)
Operating Highlights: Gross Margin

In Php MN

- Revenue: FY2018 92,646, FY2019 90,890 (2% decrease)
- Generation Cost: FY2018 40,468, FY2019 40,927 (1% increase)
- Purchased Power: FY2018 8,131, FY2019 11,587 (43% increase)
- Gross Margin: FY2018 44,047, FY2019 38,376 (13% decrease)

In GWh

- Energy Generated: FY2018 15,749, FY2019 15,519 (1% decrease)
- Purchased Power: FY2018 2,221, FY2019 2,596 (17% increase)

Quarterly Breakdown

- Gross Margin
  - In Php MN: Q1 7,988, Q2 10,184, Q3 11,254, Q4 8,950 (-20%)
  - In GWh: Q1 1,383, Q2 4,064, Q3 4,159, Q4 3,913 (-6%)

- Energy Generated
  - In GWh: Q1 661, Q2 535, Q3 659, Q4 741 (+12%)

- Purchased Power
Operating Highlights: Average Selling Price (P/kWh)

- BCQ:
  - FY2018: 4.45
  - FY2019: 4.37
  - Change: -2%

- Spot:
  - FY2018: 3.25
  - FY2019: 4.66
  - Change: 43%

- Total Ave Price:
  - FY2018: 4.19
  - FY2019: 4.14
  - Change: -1%
Operating Highlights: FY 2019 Availability

NERC – North American Electric Reliability Corporation
Operating Highlights: WESM

FY2019 Average LWAP: P4.96 (P/kWh)
FY2018 Average LWAP: P3.53 (P/kWh)
Operating Highlights: Water Level

Magat’s Water Level vs Rule Curve (in MASL)
Operating Highlights: Distribution

Strong growth in distribution sales

Beneficial Power Sales (GWh)

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>3,322</td>
<td>3,606</td>
<td>3,727</td>
<td>3,934</td>
<td>4,076</td>
<td>4,480</td>
<td>4,759</td>
<td>5,105</td>
<td>5,288</td>
<td>5,540</td>
<td>5,851</td>
</tr>
</tbody>
</table>

Beneficial Power Sales By Customer Type (GWh)

- Residential: 1,415 (FY2018), 1,515 (FY2019)
- Commercial & Industrial: 4,125 (FY2018), 4,335 (FY2019)
- Total Power Sales: 5,540 (FY2018), 5,851 (FY2019)

Peak Demand in (MW)

- Davao Light: 421 (FY2018), 547 (FY2019)
- Visayan Electric: 601 (FY2018), 601 (FY2019)
- Cotabato Light: 31 (FY2018), 31 (FY2019)
- SPCLAPCO: 140 (FY2018), 62 (FY2019)
- Subic Enerzone: 100 (FY2018), 100 (FY2019)
- Mactan Enerzone: 22 (FY2018), 22 (FY2019)
- Balamban Enerzone: 27 (FY2018), 44 (FY2019)
- Lima Enerzone: 39 (FY2018), 0.06 (FY2019)
- Malvar Enerzone: 1,382 (FY2018), 1,320 (FY2019)

+6% growth in FY2019
Operating Highlights: Distribution

Gross Margin / kWh


1.44 1.60 1.77 1.71 1.61 1.59 1.73 1.75 1.63

Feeder Loss

<table>
<thead>
<tr>
<th>Facility</th>
<th>FY2019</th>
<th>FY2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cotabato Light</td>
<td>7.36%</td>
<td>7.44%</td>
</tr>
<tr>
<td>Visayan Electric</td>
<td>4.20%</td>
<td>4.98%</td>
</tr>
<tr>
<td>Davao Light</td>
<td>4.28%</td>
<td>4.61%</td>
</tr>
<tr>
<td>SFELAPCO</td>
<td>3.34%</td>
<td>3.48%</td>
</tr>
<tr>
<td>Subic Enerzone</td>
<td>2.82%</td>
<td>2.50%</td>
</tr>
<tr>
<td>Balamban Enerzon</td>
<td>0.16%</td>
<td>0.16%</td>
</tr>
<tr>
<td>Mactan Enerzone</td>
<td>0.42%</td>
<td>0.42%</td>
</tr>
<tr>
<td>Lima Enerzone</td>
<td>0.68%</td>
<td>0.45%</td>
</tr>
</tbody>
</table>

Gov't Cap: 6.25%
## Project Update

We will reach our capacity target of 4,000 MW by 2020

<table>
<thead>
<tr>
<th>Grid</th>
<th>Project</th>
<th>Capacity (Net)</th>
<th>% Ownership</th>
<th>Attributable Net Sellable Capacity</th>
<th>Estimated Commercial Operation Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Luzon</td>
<td>Dinginin Unit 1 (Coal – GNPD)</td>
<td>668 MW</td>
<td>70%</td>
<td>468 MW</td>
<td>Q4 2020</td>
</tr>
<tr>
<td></td>
<td>Dinginin Unit 2 (Coal – GNPD)</td>
<td>668 MW</td>
<td>70%</td>
<td>468 MW</td>
<td>Q2 2021</td>
</tr>
<tr>
<td>Visayas</td>
<td>Naga Power Plant Complex</td>
<td>42 MW</td>
<td>100%</td>
<td>42 MW</td>
<td>Q3 2020</td>
</tr>
<tr>
<td>Vietnam</td>
<td>Dam Nai (Wind – Mekong Wind)</td>
<td>39 MW</td>
<td>100%</td>
<td>39 MW</td>
<td>Q1 2020</td>
</tr>
</tbody>
</table>

### Total

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Luzon Dinginin</td>
<td></td>
</tr>
<tr>
<td>Visayas Naga</td>
<td></td>
</tr>
<tr>
<td>Vietnam Dam</td>
<td></td>
</tr>
</tbody>
</table>

### Attributable net sellable capacity as of FY2019: 3,455 MW
Project Update

Dinginin - 2 x 668 MW of Coal Power (GN Power Dinginin)
Project Update

Mekong Wind – 39 MW
Project Update

Naga Power Plant Complex – 42 MW
Capital Expenditure (with partners)

- **2020**: Php 41bn¹
- **2019**: Php 35bn²
- **2018**: Php 34bn²
- **2017**: Php 30bn²

*Includes 100% of Subsidiaries and Affiliates

1 - Budgeted figure
2 - Actual figure
Dividend Payment

Payout Ratio: 1/2 of previous year's consolidated net income
2020 Dividend Yield: Computed based on March 06, 2020 closing price
Review of Business Units

- Outlook
- Power
- Financial Services
- Food
- Infrastructure
- Land
- AEV Financials
- Q & A
2019 Net Income doubled to P14.0 Bn

- UBP posted a record high net income of P14.0 Bn driven by:
  - Solid loan growth of consumer & SME
  - Increase in margins in 2019
  - Strong non-interest income growth

- Profitability ratios way above previous year and surpassed industry average

*Attributable to Parent Bank’s Stockholders
Note: Industry ratios based on latest BSP data
Net Interest Income grew double-digit from robust growth of earning assets; margins improved 70+bps.
Earning Assets driven by high yielding Consumer & SME loans

Credit Portfolio
(ADB, in Php Bn)

- Retail
- Commercial
- Corporate
- Mass Market Loans

<table>
<thead>
<tr>
<th></th>
<th>Dec 2018</th>
<th>Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>291</td>
<td>317</td>
</tr>
<tr>
<td>Commercial</td>
<td>61</td>
<td>54</td>
</tr>
<tr>
<td>Corporate</td>
<td>136</td>
<td>146</td>
</tr>
<tr>
<td>Mass Market Loans</td>
<td>53</td>
<td>63</td>
</tr>
</tbody>
</table>

Commercial Loans
(ADB, in Php Bn)

<table>
<thead>
<tr>
<th></th>
<th>Dec 2018</th>
<th>Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>47.0</td>
<td>54.7</td>
</tr>
<tr>
<td>Commercial</td>
<td>16%</td>
<td>+31%</td>
</tr>
<tr>
<td>Corporate</td>
<td>35%</td>
<td>31%</td>
</tr>
<tr>
<td>Mass Market Loans</td>
<td>-10%</td>
<td>5.7</td>
</tr>
</tbody>
</table>

Businessline
(ADB, in Php Bn)

<table>
<thead>
<tr>
<th></th>
<th>Dec 2018</th>
<th>Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>35.3</td>
<td>46.1</td>
</tr>
<tr>
<td>Commercial</td>
<td>31%</td>
<td>40%</td>
</tr>
<tr>
<td>Corporate</td>
<td>8.3</td>
<td></td>
</tr>
</tbody>
</table>

Credit Cards
(ADB, in Php Bn)

<table>
<thead>
<tr>
<th></th>
<th>Dec 2018</th>
<th>Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>6.1</td>
<td>8.3</td>
</tr>
<tr>
<td>Commercial</td>
<td>35%</td>
<td>+31%</td>
</tr>
<tr>
<td>Corporate</td>
<td>8.3</td>
<td></td>
</tr>
</tbody>
</table>

Consumer Loans
(ADB, in Php Bn)

<table>
<thead>
<tr>
<th></th>
<th>Dec 2018</th>
<th>Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>35.3</td>
<td>46.1</td>
</tr>
<tr>
<td>Commercial</td>
<td>31%</td>
<td>40%</td>
</tr>
<tr>
<td>Corporate</td>
<td>8.3</td>
<td></td>
</tr>
</tbody>
</table>
Higher CASA ratio YoY; Managed high-cost deposits by shifting to cost-efficient liabilities
Non-Interest Income more than doubled from strong growth of key revenue streams

<table>
<thead>
<tr>
<th>in Php Bn</th>
<th>Dec 2018</th>
<th>Dec 2019</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Misc. Income</strong></td>
<td>2.4</td>
<td>3.0</td>
<td>26%</td>
</tr>
<tr>
<td><strong>Foreign exchange gains</strong></td>
<td>0.6</td>
<td>0.7</td>
<td>17%</td>
</tr>
<tr>
<td><strong>Others</strong></td>
<td>1.8</td>
<td>2.3</td>
<td>29%</td>
</tr>
<tr>
<td><strong>Total Ser. Charges &amp; Fees</strong></td>
<td>1.6</td>
<td>2.0</td>
<td>24%</td>
</tr>
<tr>
<td><strong>Parent</strong></td>
<td>1.3</td>
<td>1.5</td>
<td>11%</td>
</tr>
<tr>
<td><strong>Subsidiaries</strong></td>
<td>0.3</td>
<td>0.5</td>
<td>86%</td>
</tr>
</tbody>
</table>
Opex higher than expected due to acquisitions in CSB

Operating Expenses (in Php Bn)
- Core Opex
- Non-Core Opex

<table>
<thead>
<tr>
<th></th>
<th>Dec 2018</th>
<th>Dec 2019</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Core Opex</td>
<td>15.7</td>
<td>17.9</td>
<td>14%</td>
</tr>
<tr>
<td>Recurring</td>
<td>11.7</td>
<td>13.4</td>
<td>14%</td>
</tr>
<tr>
<td>Volume-Related</td>
<td>4.0</td>
<td>4.5</td>
<td>13%</td>
</tr>
</tbody>
</table>

In Php Bn
- Total Core Opex: +14%
- Recurring: +2.4x
- Volume-Related: 22%
Higher capital ratios as earnings outpace growth of risk assets

<table>
<thead>
<tr>
<th></th>
<th>Dec 2018</th>
<th></th>
<th>Dec 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capital Adequacy Ratio</td>
<td>15.2%</td>
<td>CET1/Tier 1 Capital Ratio</td>
<td>15.3%</td>
</tr>
<tr>
<td>CET1 Regulatory Minimum</td>
<td>12.7%</td>
<td>CET1 Regulatory Minimum</td>
<td>13.2%</td>
</tr>
<tr>
<td>CAR Regulatory Minimum</td>
<td>-</td>
<td>CAR Regulatory Minimum</td>
<td>10.0%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>8.5%</td>
</tr>
</tbody>
</table>
• Record net income
• Robust consumer & SME lending
• Substantial margin improvement within the year
• Strong non-interest income growth
Outlook

- Further cuts on policy rate and RRR shall further improve margins
- Robust expansion of retail & SME loans
- CSB to be driven by salary & motorcycle loan growth
- Accelerate customer acquisition via digital channels
Review of Business Units

- Outlook
- Power
- Financial Services
- **Food**
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- AEV Financials
- Q & A
<table>
<thead>
<tr>
<th>Metric</th>
<th>FY 2019</th>
<th>FY 2018</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>74,724</td>
<td></td>
<td>+16%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>5,363</td>
<td></td>
<td>+29%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>7%</td>
<td></td>
<td>+100bps</td>
</tr>
<tr>
<td>NIAT</td>
<td>2,105</td>
<td></td>
<td>+12%</td>
</tr>
</tbody>
</table>
FY 2019 Financial Highlights: Revenue

- **FARMS**: FY18: P3.5B, FY19: P2.7B, 24% decrease
- **GOLD COIN FEEDS**: FY18: P32.2B, FY19: P42.4B, 32% increase
- **PILMICO FEEDS**: FY18: P20.9B, FY19: P21.3B, 2% increase
- **PH & VN**: FY18: P7.7B, FY19: P8.4B, 9% increase

Revenue breakdown:
- **FY18**: P64B
- **FY19**: P75B
FY 2019 Financial Highlights: EBITDA

- **FARMS**
  - FY19: 50
  - FY18: 1,068
  - Increase: 95%

- **GOLD COIN FEEDS**
  - FY19: 2,507
  - FY18: 1,273
  - Increase: 97%

- **PILMICO FEEDS**
  - FY19: 1,472
  - FY18: 1,175
  - Increase: 25%

- **PH & VN FLOUR**
  - FY19: 1,252
  - FY18: 625
  - Increase: 100%
FY 2019 Financial Highlights: Net Income

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>FARMS</td>
<td>P1.9B</td>
<td>P2.1B</td>
</tr>
<tr>
<td>GOLD COIN FEEDS</td>
<td>30%</td>
<td>46%</td>
</tr>
<tr>
<td>PILMICO FEEDS PH &amp; VN</td>
<td>27%</td>
<td>34%</td>
</tr>
<tr>
<td>FLOUR</td>
<td>27%</td>
<td>34%</td>
</tr>
<tr>
<td>PH &amp; VN</td>
<td>16%</td>
<td>-13%</td>
</tr>
</tbody>
</table>

- FARMS: P564M (150%)  
- PILMICO FEEDS PH & VN: P513M (88%)  
- FLOUR: P709M (40%)  
- GOLD COIN FEEDS: P965M (138%)  

Net Income Growth:
- PILMICO FEEDS PH & VN: +138%
- GOLD COIN FEEDS: +88%
- FLOUR: +40%
- FARMS: +150%

Yearly Comparison:
- FY18: P281M
- FY19: P711M (138% growth)
ONE FOOD GROUP
Leadership Team

HUBERT DE ROQUEFEUIL
PRESIDENT & CEO
FOOD GROUP

TRISTAN ROBERTO ABOITIZ
PRESIDENT & CEO
PILMICO FOODS CORPORATION
2020 Project Pipeline
Jan 2020

Indonesia Depot

Depot in Bangka Island, Indonesia
Completion rate: 100%
Floating Fish Line
+5TPH in Dongguan, China
Completion rate: 60%

Fish Feed Line
+5TPH in Ha Nam, Vietnam
Completion rate: 85%
May 2020

Iligan Feedmill Expansion
- 20 TPH project to support VisMin Region
Completion rate: 77%

Meats Fabrication Plant
- Forward integration of farmers' business
Completion rate: 94%
Dec 2020

Growfin Farm XII
Last farm of the Phase 2 expansion
Completion rate: 37%

Layer House Expansion
Addt’l 260K Hens in Armenia, Tarlac
Planning Stage
Review of Business Units

- Outlook
- Power
- Financial Services
- Food
- **Infrastructure**
- Land
- AEV Financials
- Q & A
Highlights of Operations: Water
4% improvement in operating margins

10% increase in water production

99.8% facility uptime

92% customer satisfaction rating
PhP 3 Bn CAPEX spent for FY19

Construction of intake facilities in Tamugan River is in full swing

Laying of conveyance pipelines in ongoing

Pouring of concrete on foundations of the HEPP and process trains have been completed
Project Updates
Bohol-Panglao International Airport

Approved by the NEDA Board last November 29, 2019

We are working with the Government on final steps before commencing Swiss Challenge
Laguindingan Airport

Approved by the NEDA ICC-Cabinet Committee last December 20, 2019

The next step is to get NEDA Board Approval
Unsolicited Proposal submitted on September 18, 2019

35 year concession with optimization
Continuing active engagement with the MNOs, particularly on site acquisition and selection

2,000 towers in 5 years

MOU with 3 telcos (Globe, DITO, and PLDT-Smart)
Improved operational performance in a challenging environment

• Modest growth in cement demand as contraction in infrastructure was offset by growth in residential and non-residential segments
• Market prices stable while production costs under control
• Debottlenecking projects completed safely, within budget, and now delivering results
• New mills nearing completion
• Contribution to AEV at PhP604M in 2019, higher by PhP470M versus 2018
Review of Business Units

- Outlook
- Power
- Financial Services
- Food
- Infrastructure
- Land
- AEV Financials
- Q & A
## FY 2019 Financial Performance

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2019</th>
<th>vs FY 2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>4,196M</td>
<td>▲ 5%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>1,485M</td>
<td>▼ 17%</td>
</tr>
<tr>
<td>Net Operating Profit</td>
<td>549M</td>
<td>▼ 43%</td>
</tr>
<tr>
<td>NIAT</td>
<td>943M</td>
<td>▲ 46%</td>
</tr>
<tr>
<td>Residential Sales</td>
<td>2,196M</td>
<td>▼ 6%</td>
</tr>
</tbody>
</table>
## FY 2019 Revenues

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2018</th>
<th>FY 2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>1,346</td>
<td>1,587</td>
<td>+18%</td>
</tr>
<tr>
<td>Commercial</td>
<td>2,475</td>
<td>2,368</td>
<td>-4%</td>
</tr>
<tr>
<td>Industrial &amp; Others</td>
<td>181</td>
<td>241</td>
<td>+33%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 2018</th>
<th>FY 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Residential</td>
<td>1,346</td>
<td></td>
</tr>
<tr>
<td>Commercial</td>
<td>2,475</td>
<td></td>
</tr>
<tr>
<td>Industrial &amp; Others</td>
<td>181</td>
<td></td>
</tr>
</tbody>
</table>

*FY 2019 revenues compared to FY 2018.*
FY 2019 Gross Profit & Net Operating Profit

**Gross Profit**
- FY 2018: 1,790
- FY 2019: 1,485 (down 17%)

**Net Operating Profit**
- FY 2018: 959
- FY 2019: 549 (down 43%)
In December we opened Lima Exchange, the latest commercial addition to our New Industry City in Lima. It houses a Robinsons supermarket, a public transport terminal, and more establishments that cater to the community’s basic needs.
Our communities and elegantly designed homes caught the attention of award-giving bodies

The Outlook 2019: Philippine Buyers’ Choice Property Awards (organized by Lamudi Philippines)

<table>
<thead>
<tr>
<th>Category</th>
<th>Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Winner</td>
<td>Best House in VisMin (Amoa)</td>
</tr>
<tr>
<td>Best Developer in Luzon</td>
<td></td>
</tr>
<tr>
<td>Best Developer in Vismin</td>
<td></td>
</tr>
<tr>
<td>Best Premium House (Seafront Residences)</td>
<td></td>
</tr>
</tbody>
</table>
In 2019, AboitizLand partnered with Cebu Landmasters to deliver housing solutions to the Cebuano market. The JV’s first project is a three-tower condominium in Mandaue City, Cebu.
We also teamed up with Point Blue, a pioneer in the integrated micro-studio market.

Point Blue currently has 4 buildings in operation covering a total of 657 units, and plans to build 20 more apartment buildings over the next two years.
Review of Business Units

- Outlook
- Power
- Financial Services
- Food
- Infrastructure
- Land
- AEV Financials
- Q & A
 FY 2019 Financial Performance

**Revenues**
- **₱48.7 bn | ₱201.2 bn**
  - vs 4Q2018: -6%
  - vs FY2018: +8%

**Conso EBITDA**
- **₱15.3 bn | ₱60.2 bn**
  - vs 4Q2018: +1%
  - vs FY2018: -1%

**Core Net Income**
- **₱5.6 bn | ₱21.5 bn**
  - vs 4Q2018: +4%
  - vs FY2018: -7%

**Net Income**
- **₱6.3 bn | ₱22.0 bn**
  - vs 4Q2018: +28%
  - vs FY2018: -1%
FY 2019 Beneficial EBITDA
(in Php mn)

+4% vs FY 2018, of which
• +13% from outperformance of non-power business units
• -9% from Power due to higher purchased power cost, lower availability of coal facility and lower spot sales
FY 2019 Consolidated EBITDA
(in Php mn)
FY 2019 Core Net Income
(in Php mn)

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Conso EBITDA</td>
<td>60,653</td>
<td>60,157</td>
<td>-1%</td>
</tr>
<tr>
<td>Less: Interest Expense</td>
<td>13,162</td>
<td>15,474</td>
<td>18%</td>
</tr>
<tr>
<td></td>
<td>9,818</td>
<td>11,537</td>
<td>18%</td>
</tr>
<tr>
<td>Tax &amp; Others</td>
<td>4,799</td>
<td>4,572</td>
<td>-5%</td>
</tr>
<tr>
<td>Non-controlling Interest</td>
<td>9,749</td>
<td>7,054</td>
<td>-28%</td>
</tr>
<tr>
<td>Core Net Income</td>
<td>23,124</td>
<td>21,521</td>
<td>-7%</td>
</tr>
<tr>
<td>EPS</td>
<td>4.10</td>
<td>3.82</td>
<td></td>
</tr>
</tbody>
</table>
FY 2019 Net Income
(in Php mn)

<table>
<thead>
<tr>
<th></th>
<th>FY2018</th>
<th>FY2019</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Core Net Income</td>
<td>23,124</td>
<td>21,521</td>
<td>-7%</td>
</tr>
<tr>
<td>Non-recurring gains/(losses)</td>
<td>(891)</td>
<td>516</td>
<td>158%</td>
</tr>
<tr>
<td>Net Income</td>
<td>22,233</td>
<td>22,036</td>
<td>-1%</td>
</tr>
<tr>
<td><strong>EPS</strong></td>
<td>3.95</td>
<td>3.91</td>
<td></td>
</tr>
</tbody>
</table>

FX rate:
31 Dec 2019: 50.64
31 Dec 2018: 52.58

31 Dec 2019: 50.64
31 Dec 2018: 52.58
## Balance Sheet Highlights

*(in Php mn, except ratios)*

### Parent Net Debt

<table>
<thead>
<tr>
<th></th>
<th>YE2018</th>
<th>YE2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>ND/E</td>
<td>0.14x</td>
<td>0.19x</td>
</tr>
</tbody>
</table>

### Consolidated Balance Sheet/Key Ratios

<table>
<thead>
<tr>
<th></th>
<th>YE2018</th>
<th>YE2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>59,033</td>
<td>46,425</td>
</tr>
<tr>
<td>Total Assets</td>
<td>554,494</td>
<td>588,386</td>
</tr>
<tr>
<td>Total Liabilities</td>
<td>336,016</td>
<td>371,191</td>
</tr>
<tr>
<td>Total Equity</td>
<td>218,478</td>
<td>217,195</td>
</tr>
<tr>
<td>Equity Attributable to Parent</td>
<td>174,691</td>
<td>176,481</td>
</tr>
<tr>
<td>Book Value Per Share</td>
<td>31.01</td>
<td>31.33</td>
</tr>
<tr>
<td>Current Ratio</td>
<td>1.8x</td>
<td>1.3x</td>
</tr>
<tr>
<td>Debt to Equity</td>
<td>1.5x</td>
<td>1.7x</td>
</tr>
<tr>
<td>Net Debt to Equity</td>
<td>1.0x</td>
<td>1.2x</td>
</tr>
</tbody>
</table>
Dividend Payment

Payout Ratio: 1/3 of previous year’s consolidated net income

2020 Dividend Yield: Computed based on March 06, 2020 closing price
Review of Business Units

- Outlook
- Power
- Banking
- Food
- Infrastructure
- Land
- AEV Financials
- Q & A
100 YEARS OF ADVANCING BUSINESS AND COMMUNITIES