

ABOITIZ POWER CORPORATION

Fourth Quarter/Full Year 2011 Financial & Operating Results

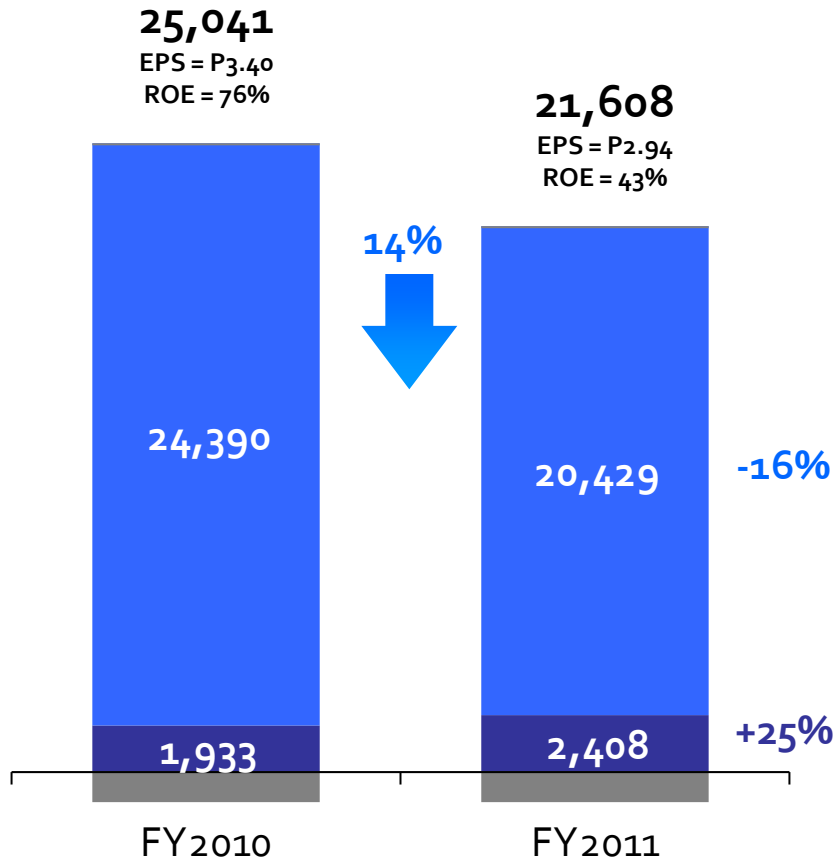
2 March 2012



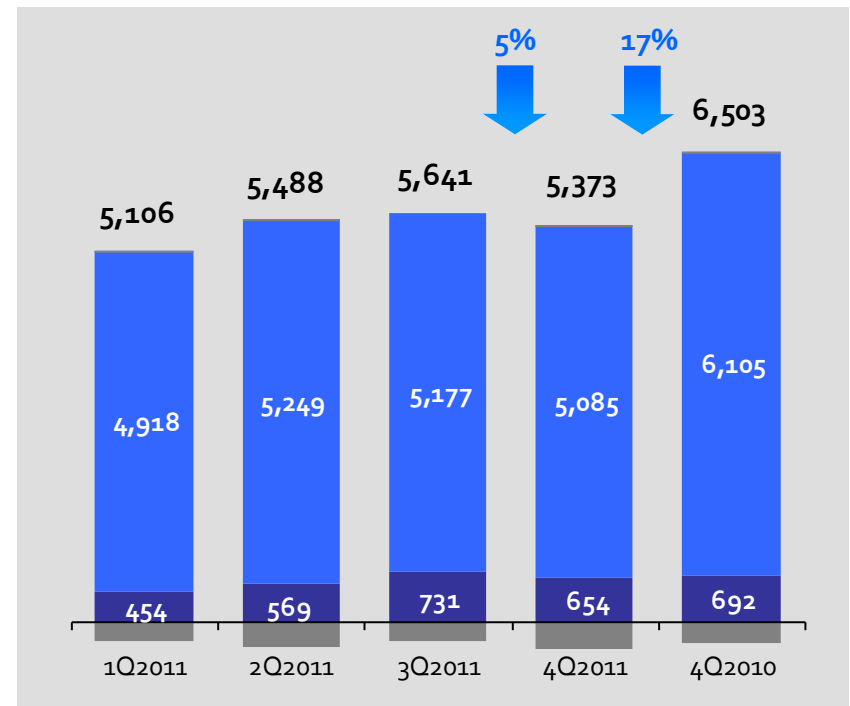
www.aboitizpower.com.ph



NET INCOME (in million pesos)



QUARTERLY BREAKDOWN



■ Distribution
 ■ Generation
 ■ AP Parent

CORE NET INCOME (in million pesos)

Non-Recurring Items

	FY2010	FY2011
FX gains/(loss)	1,006	(160)
Reversal of NPC charges	5	-
STEAG refinancing cost	(398)	-
TMI Revenue Adjustment	-	348
STEAG NPC reimbursement	-	214
TLI Cost Reversal	-	194
Debt prepayment cost	-	(93)
	<u>613</u>	<u>502</u>

Non-Recurring Items

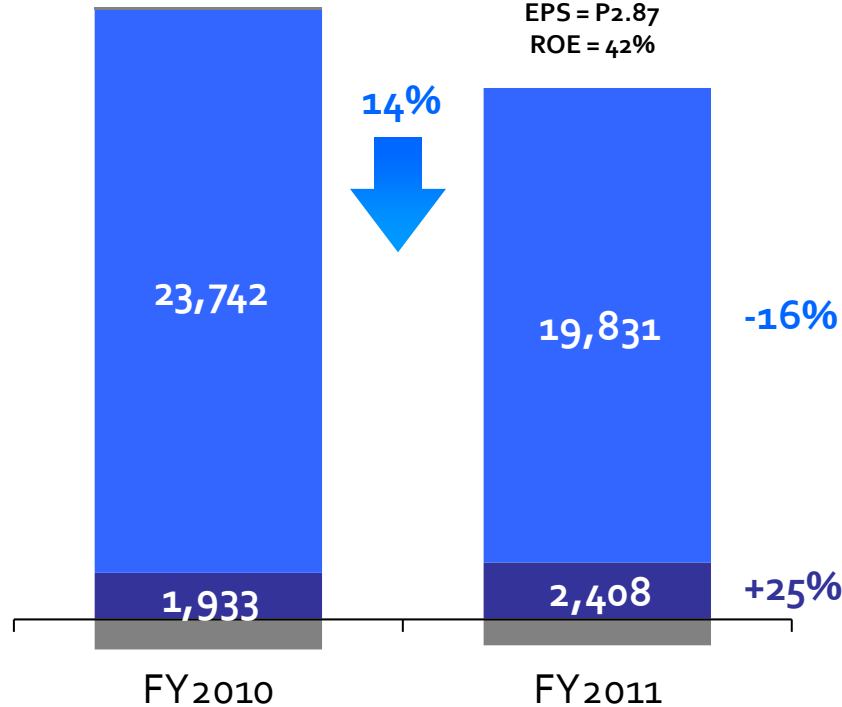
	1Q2011	2Q2011	3Q2011	4Q2011	4Q2010
FX gains/(loss)	107	36	(180)	(124)	73
Reversal of NCP charges	-	-	-	-	5
STEAG refinancing cost	-	-	-	-	-
TMI Revenue Adjustment	348	-	-	-	-
STEAG NPC Reimbursement	-	179	-	35	-
TLI Cost Reversal	-	-	194	-	-
Debt prepayment cost	-	-	-	(93)	-
	<u>455</u>	<u>215</u>	<u>14</u>	<u>(182)</u>	<u>78</u>

24,428

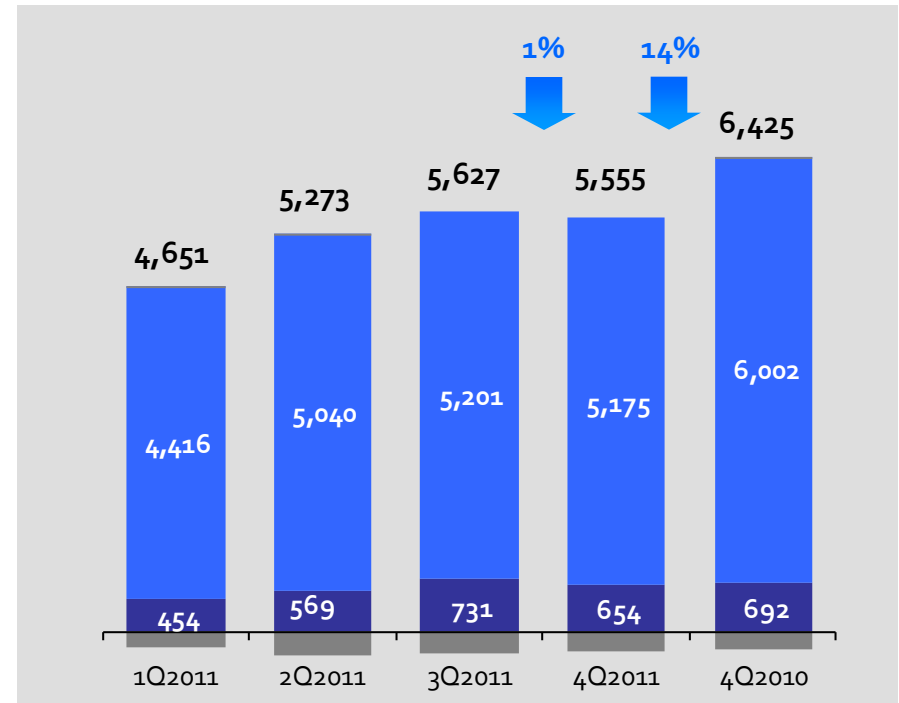
EPS = P3.32
ROE = 74%

21,106

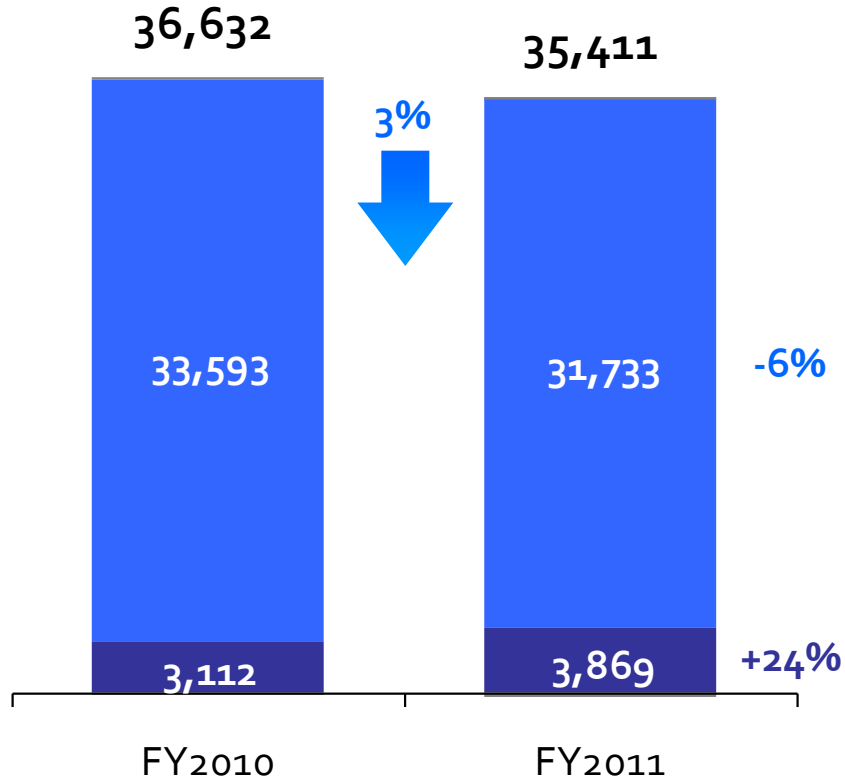
EPS = P2.87
ROE = 42%



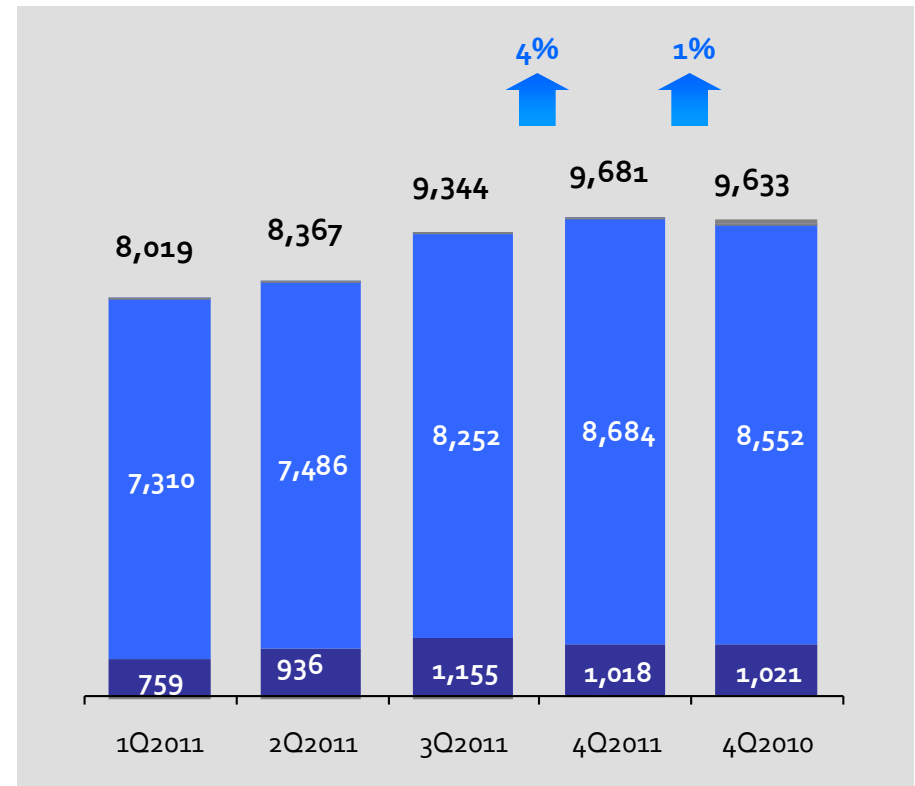
QUARTERLY BREAKDOWN



PROFORMA EBITDA (in million pesos)



QUARTERLY BREAKDOWN



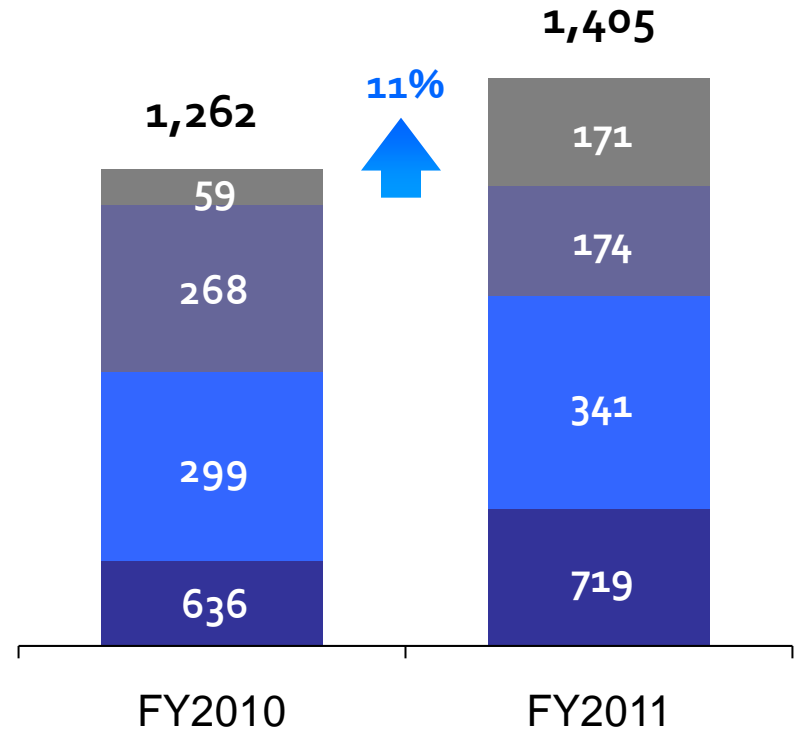
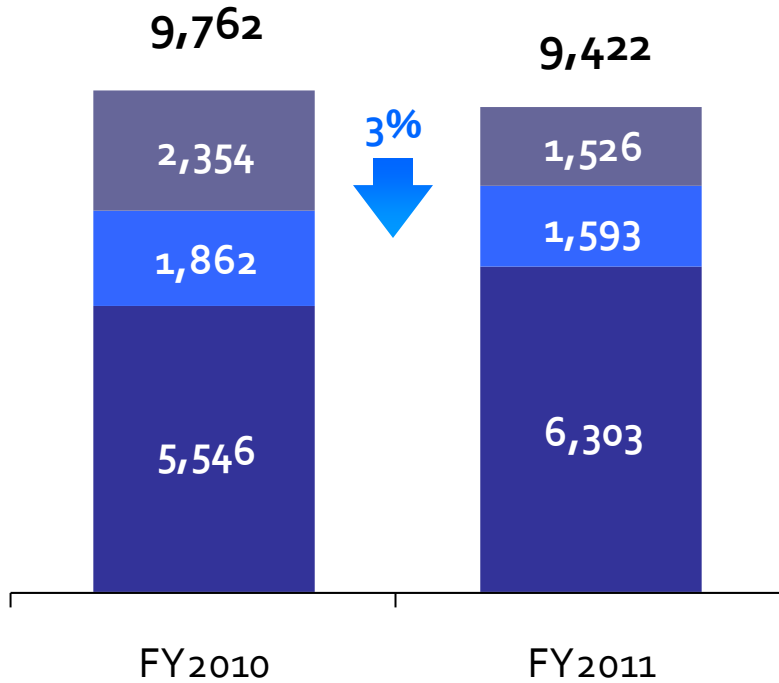
Distribution
 Generation
 AP Parent

OPERATING HIGHLIGHTS: GENERATION



ENERGY SALES BREAKDOWN (GWh)

CAPACITY SALES BREAKDOWN (MW)



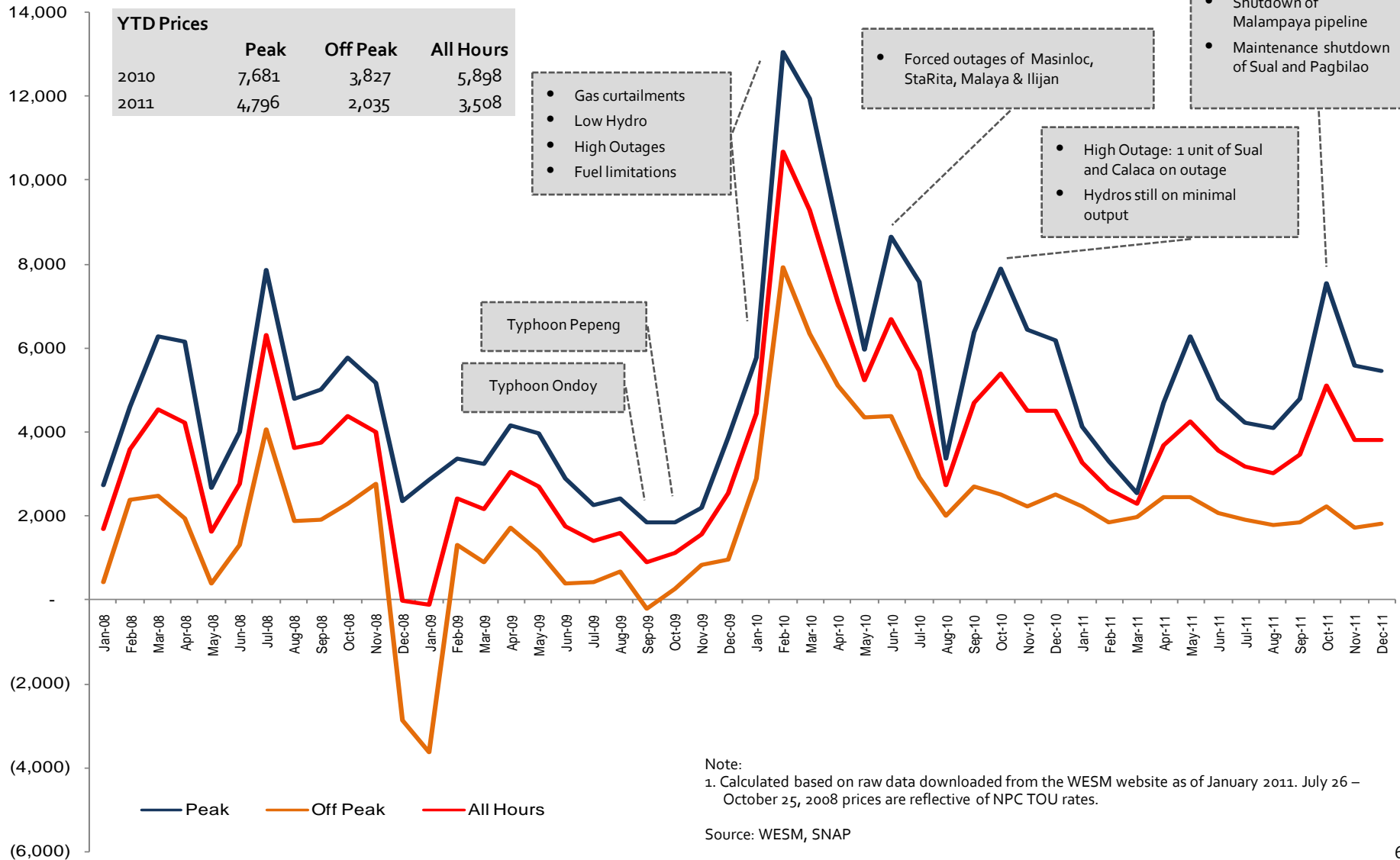
■ Energy contracts ■ Capacity contracts ■ Spot market

■ Energy contracts ■ Capacity contracts
■ Spot market ■ Ancillary

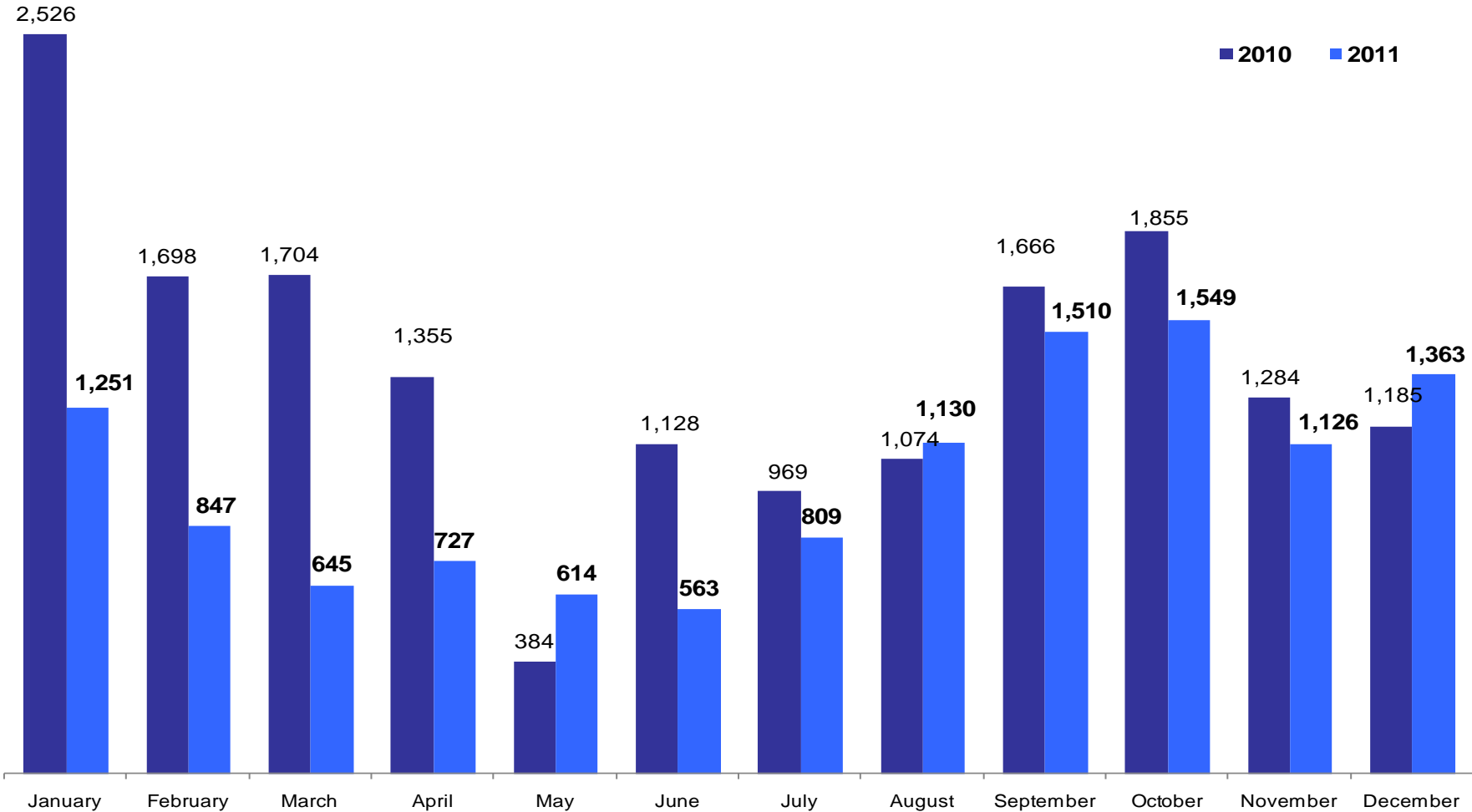
P/kWh	FY 2010	FY 2011
Bilateral	4.96	5.29
Spot Market	7.11	4.16

OPERATING HIGHLIGHTS: 2011 WESM HIGHLIGHTS

WESM AVERAGE PRICES (P/MWh)



AVERAGE CAPACITY ON OUTAGE (in MW)

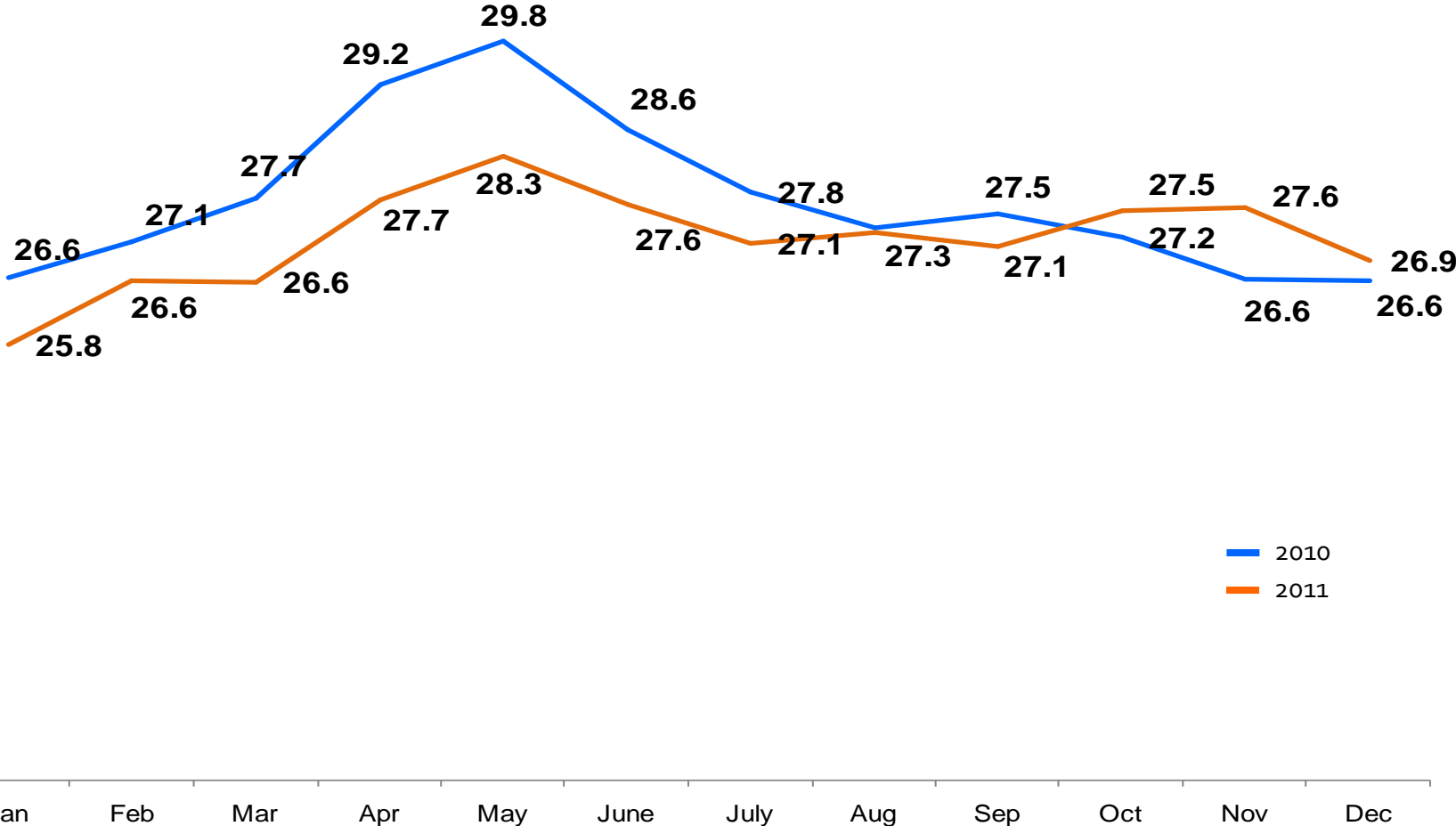


Source: WESM, SNAP

OPERATING HIGHLIGHTS: 2011 WESM HIGHLIGHTS



AVERAGE TEMPERATURE (in °C)

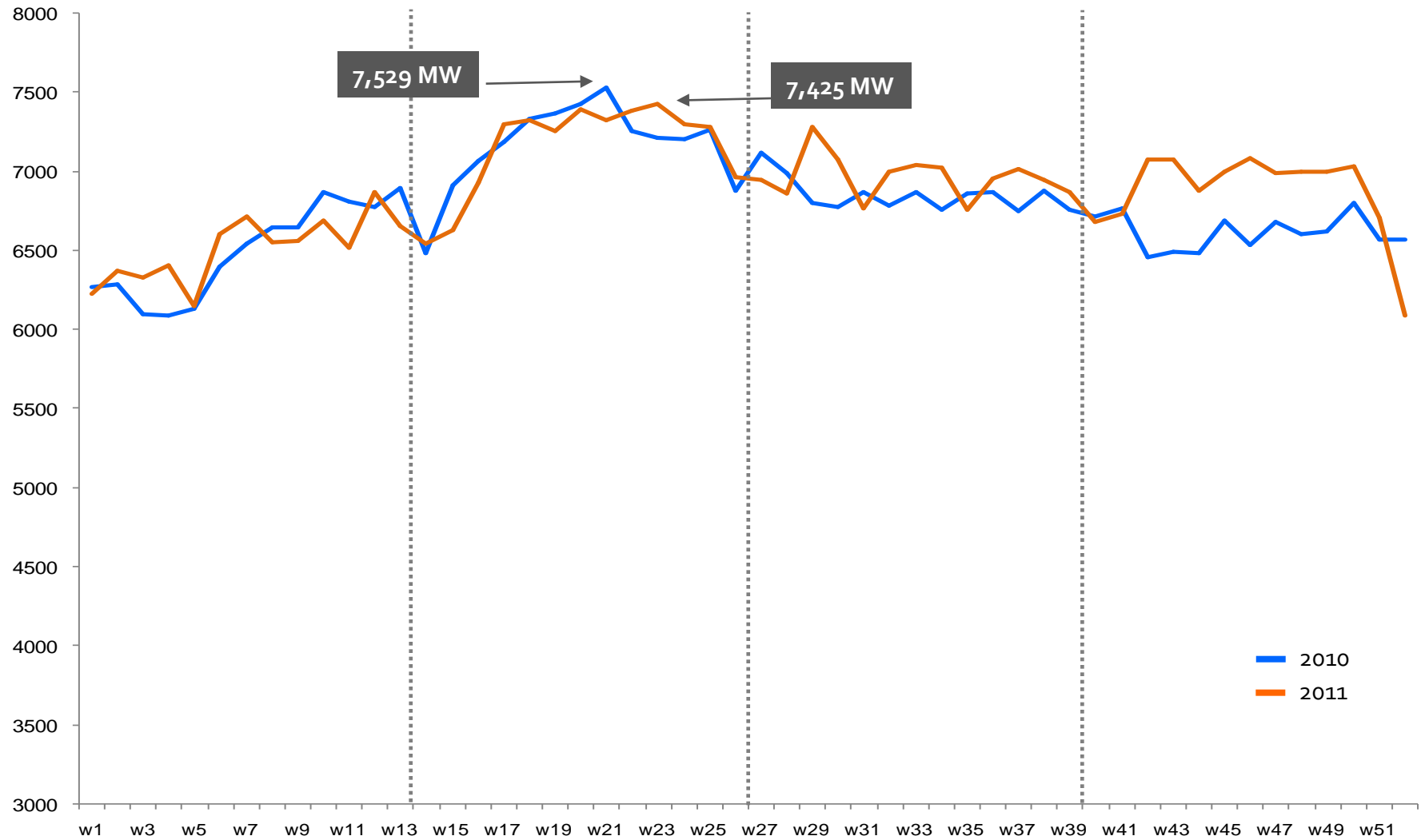


Source: www.accuweather.com

OPERATING HIGHLIGHTS: 2011 WESM HIGHLIGHTS



WEEKLY SYSTEM PEAK DEMAND (in MW)

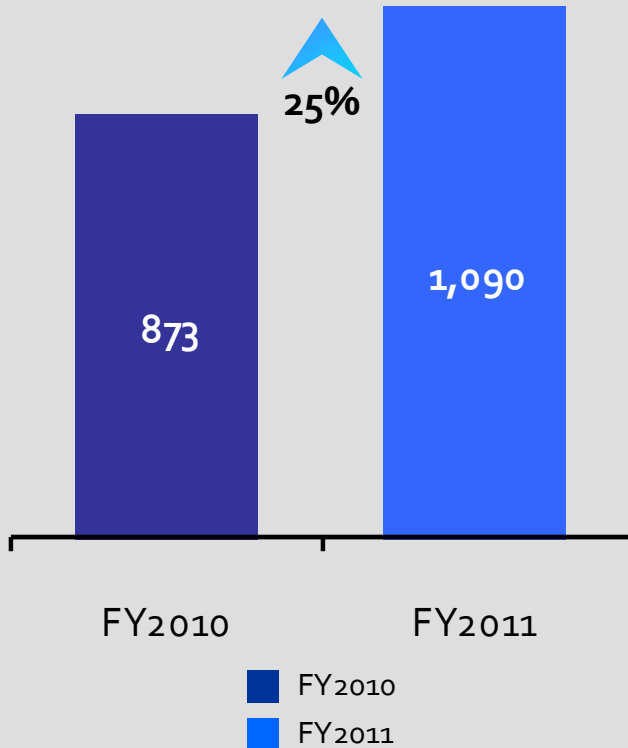


Source: WESM

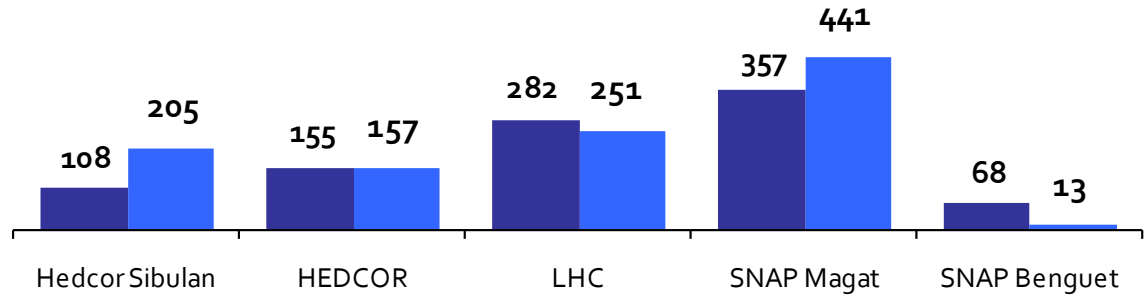
OPERATING HIGHLIGHTS: HYDRO



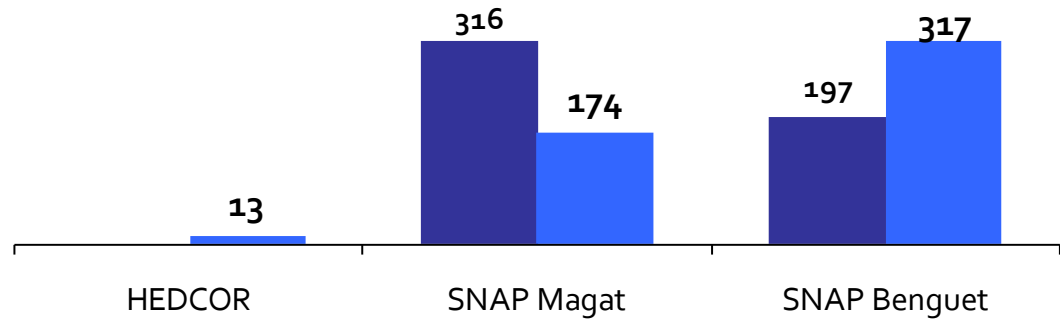
ATTRIBUTABLE ENERGY SALES (GWh)



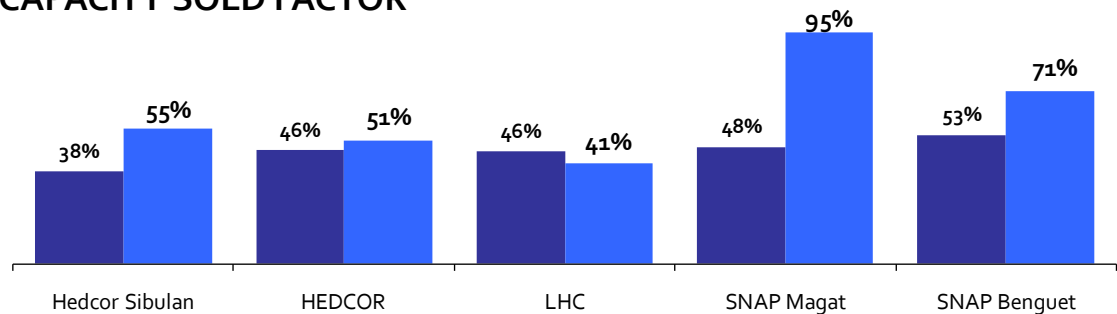
CONTRACTED ENERGY (GWh), at 100%



SPOT MARKET (GWh), at 100%

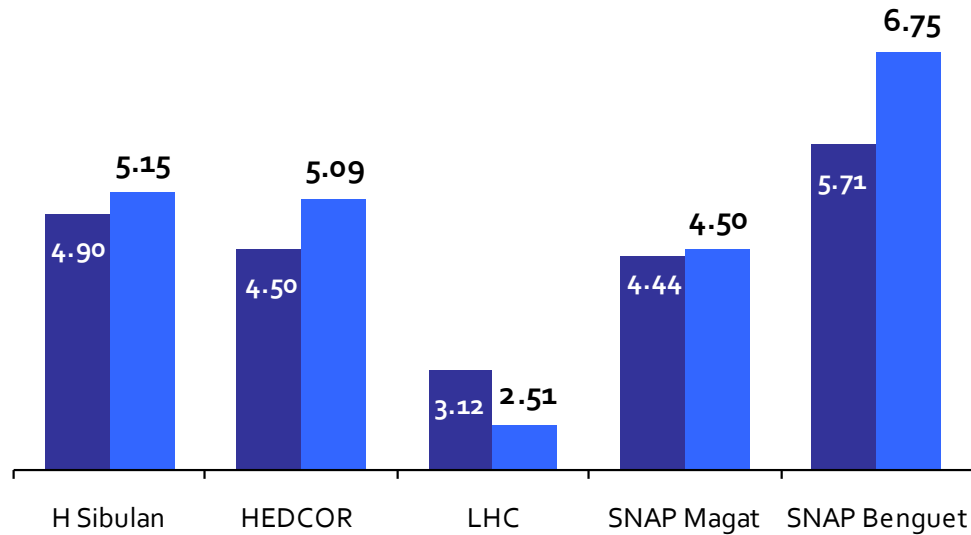


CAPACITY SOLD FACTOR

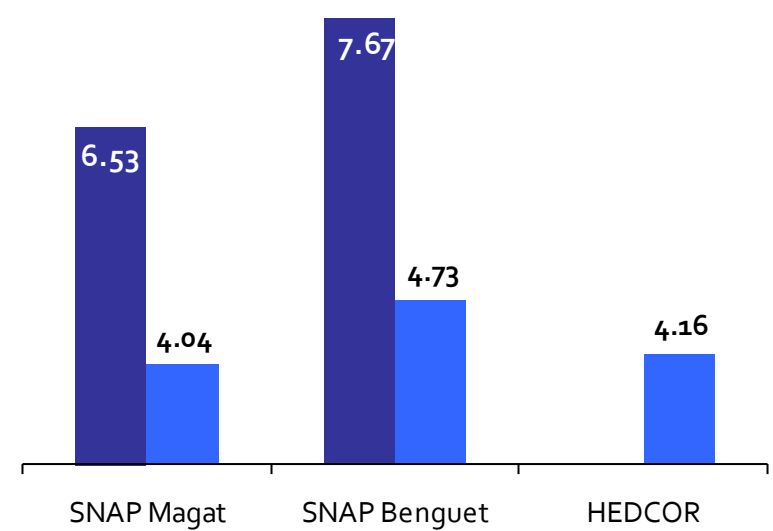


AVERAGE SELLING PRICE (in P/kWh)

CONTRACTED ENERGY

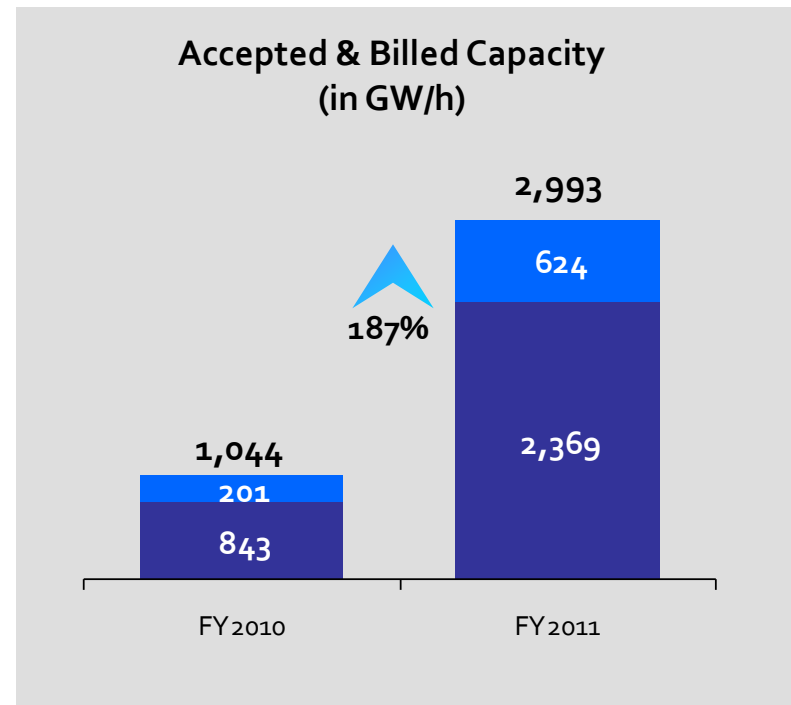
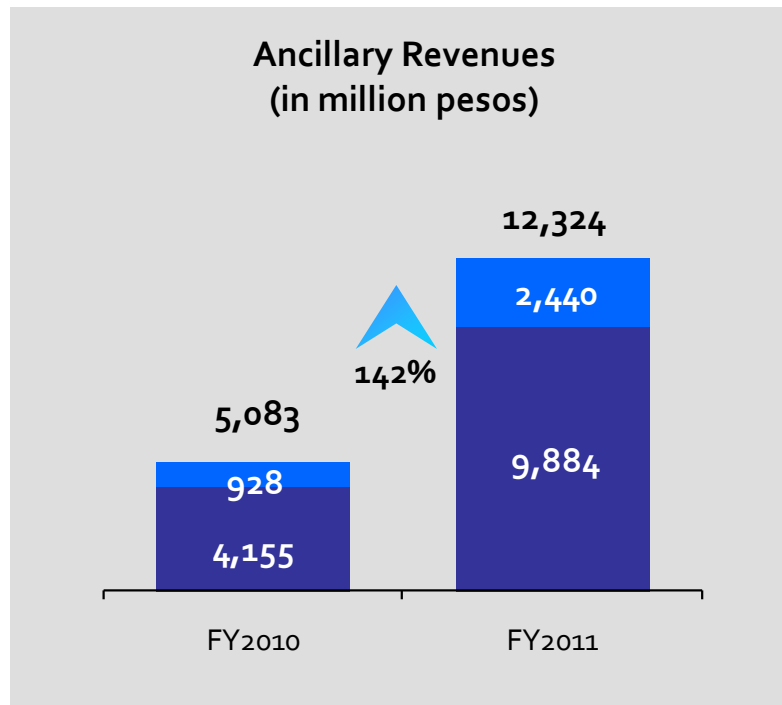


SPOT MARKET



■ FY2010
■ FY2011

ANCILLARY SERVICES (at 100%)

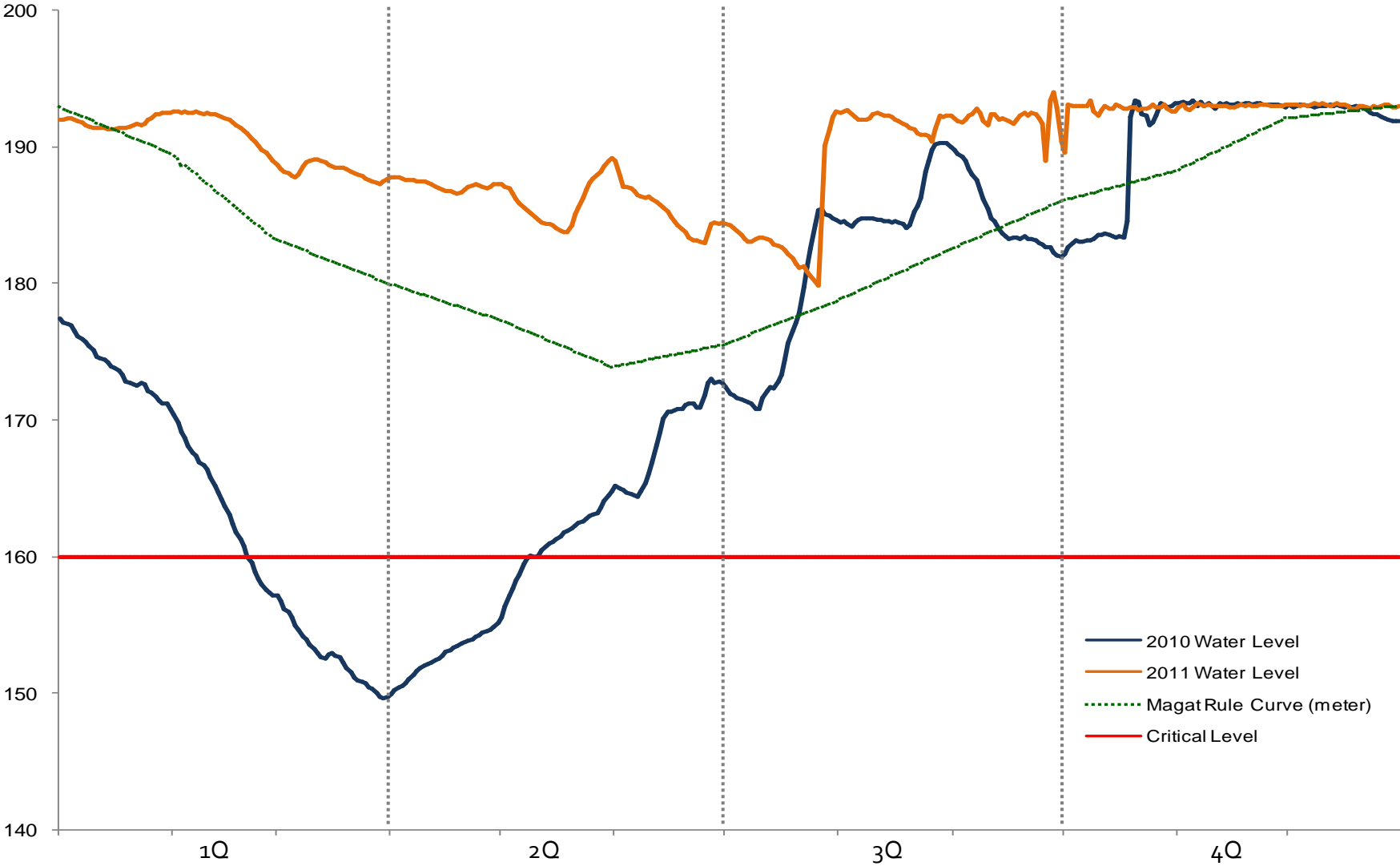


■ SNAP Magat
■ SNAP Benguet

OPERATING HIGHLIGHTS: HYDRO

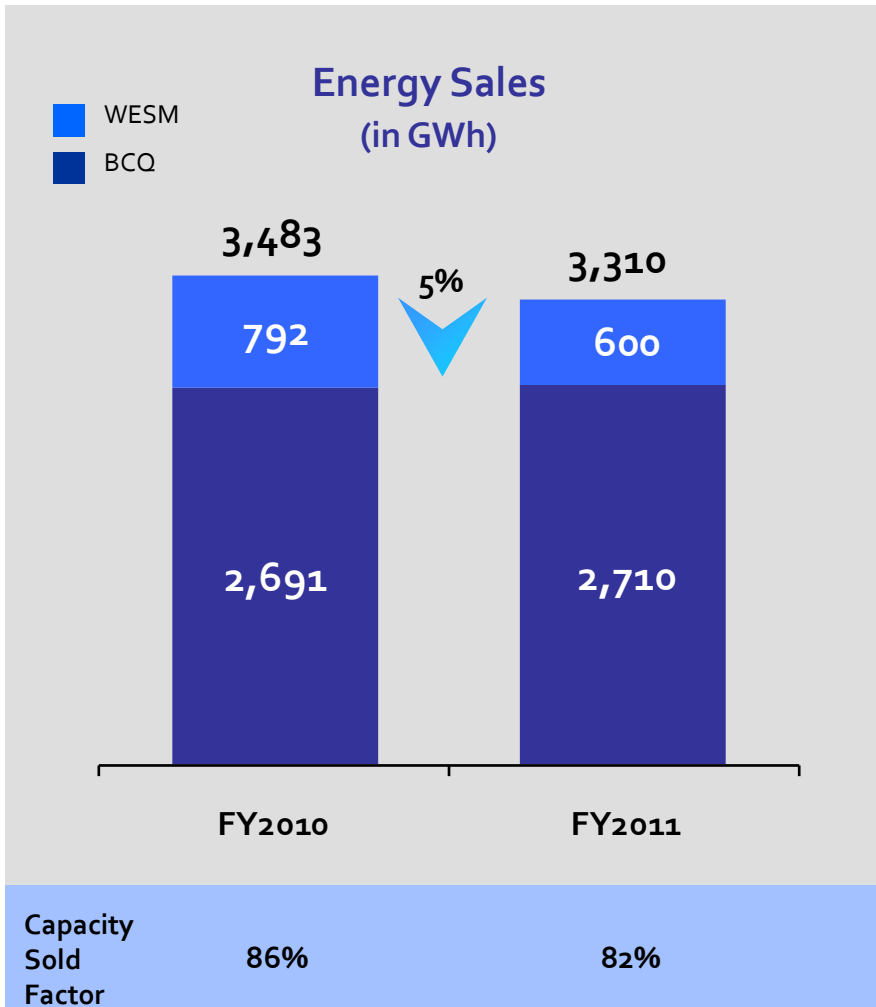


MAGAT'S WATER LEVEL VS. RULE CURVE (in MASL)

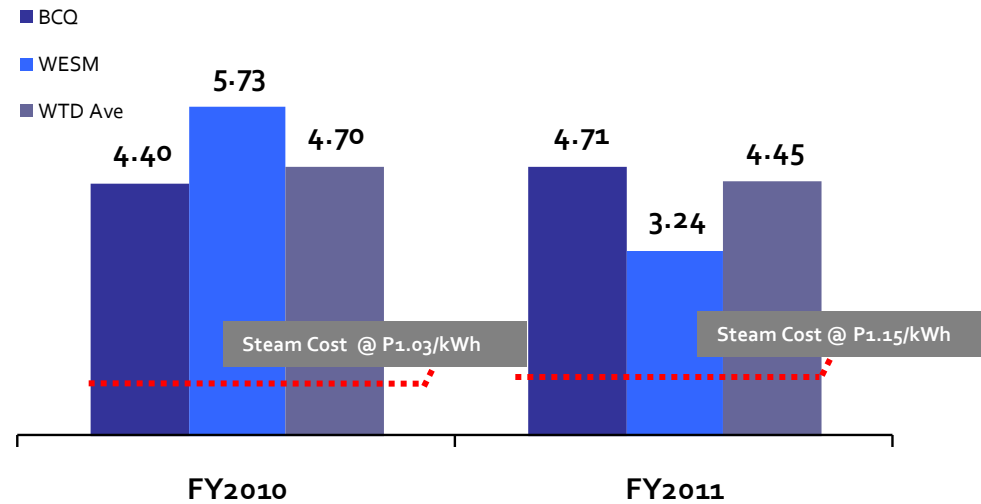


Source: SNAP

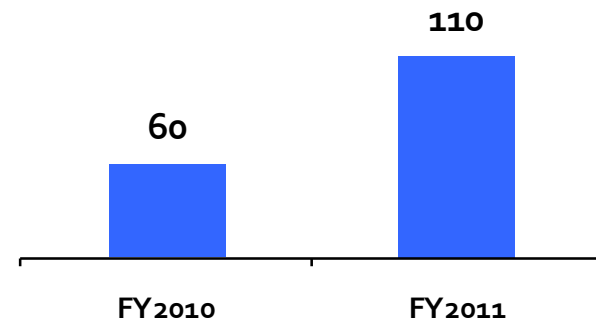
AP RENEWABLES (Tiwi-Makban)



Average Selling Prices (P/kWh)



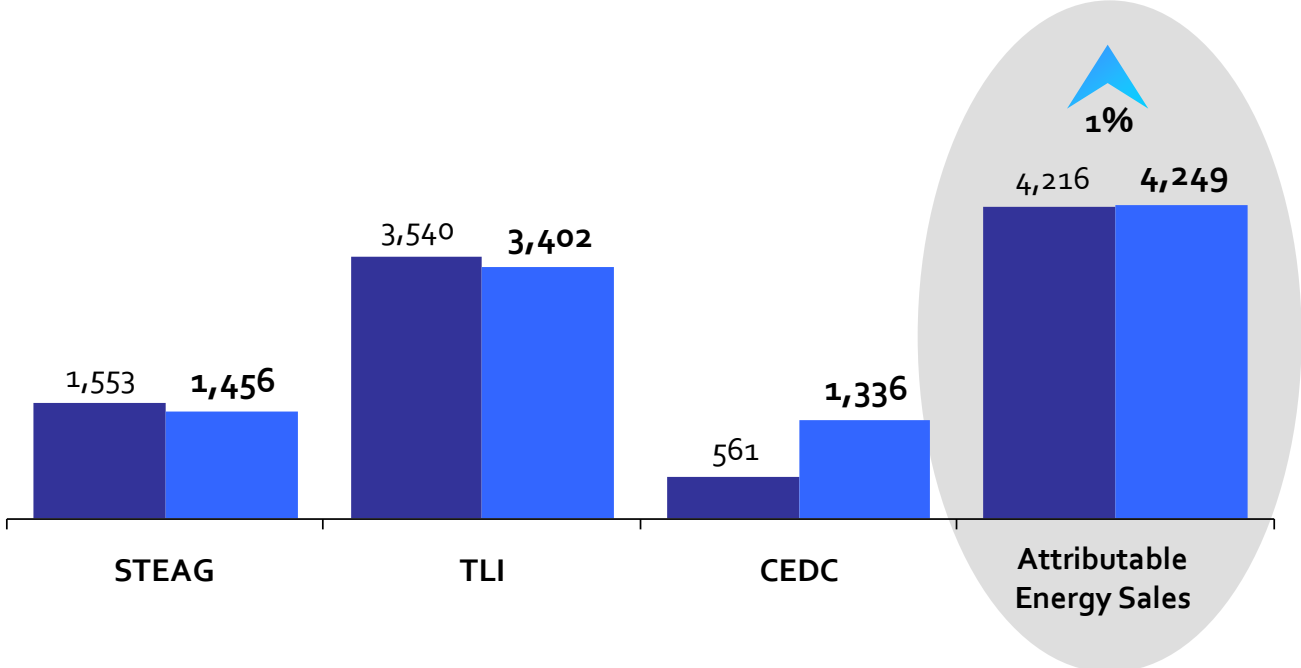
Steam Vented (GWh)



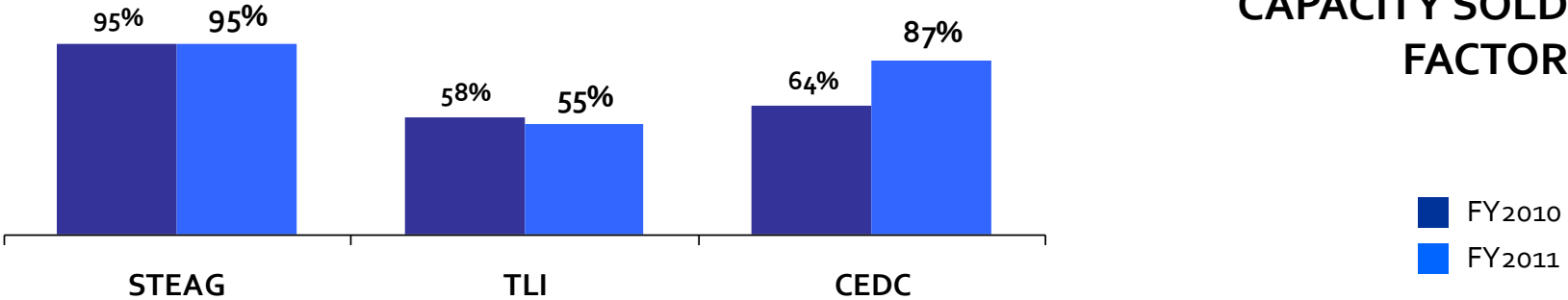
OPERATING HIGHLIGHTS: COAL



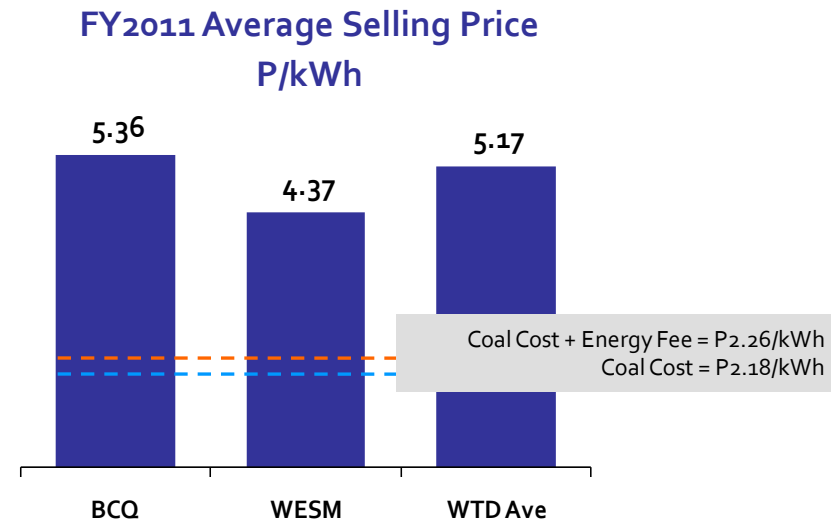
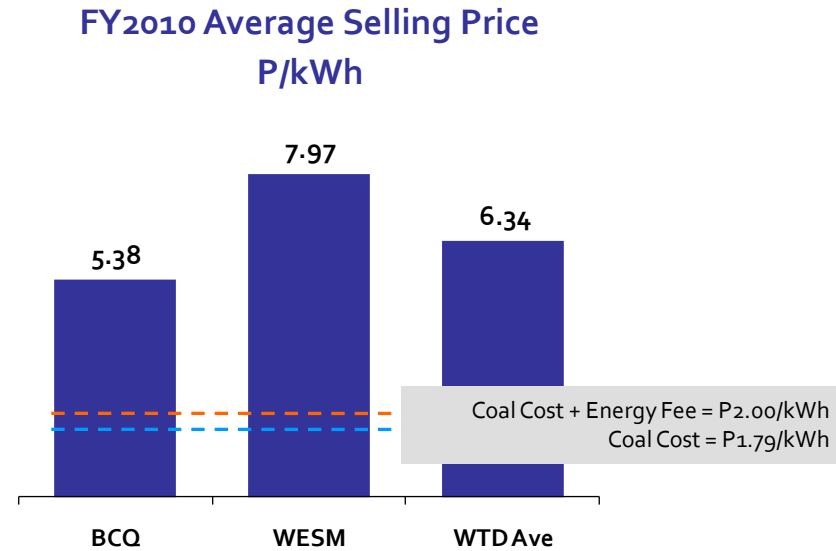
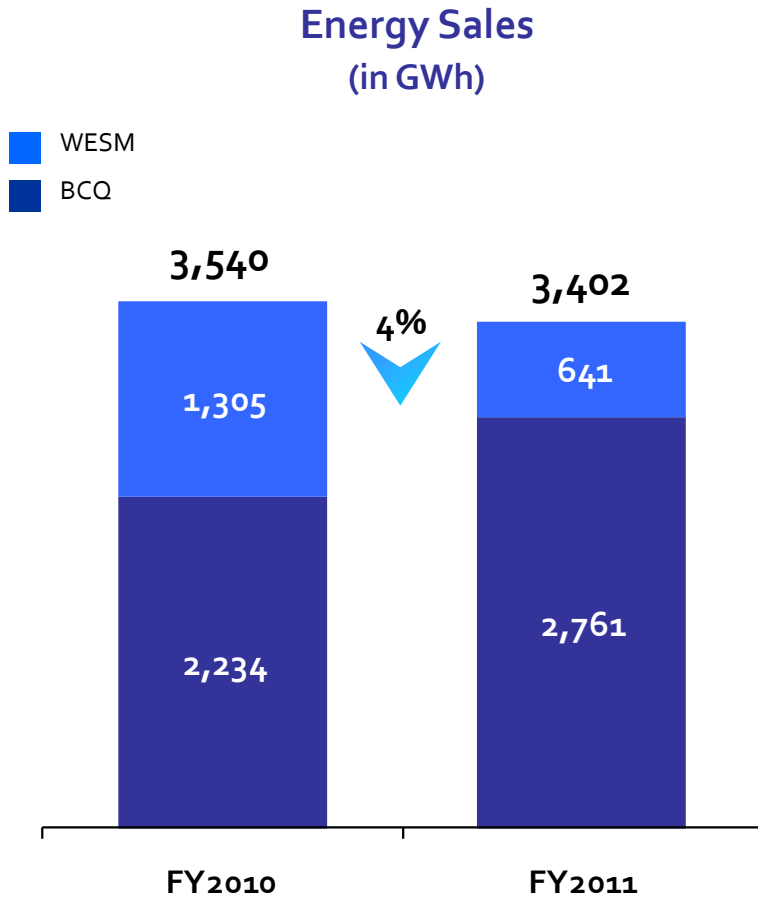
ENERGY SALES (GWh)



CAPACITY SOLD FACTOR



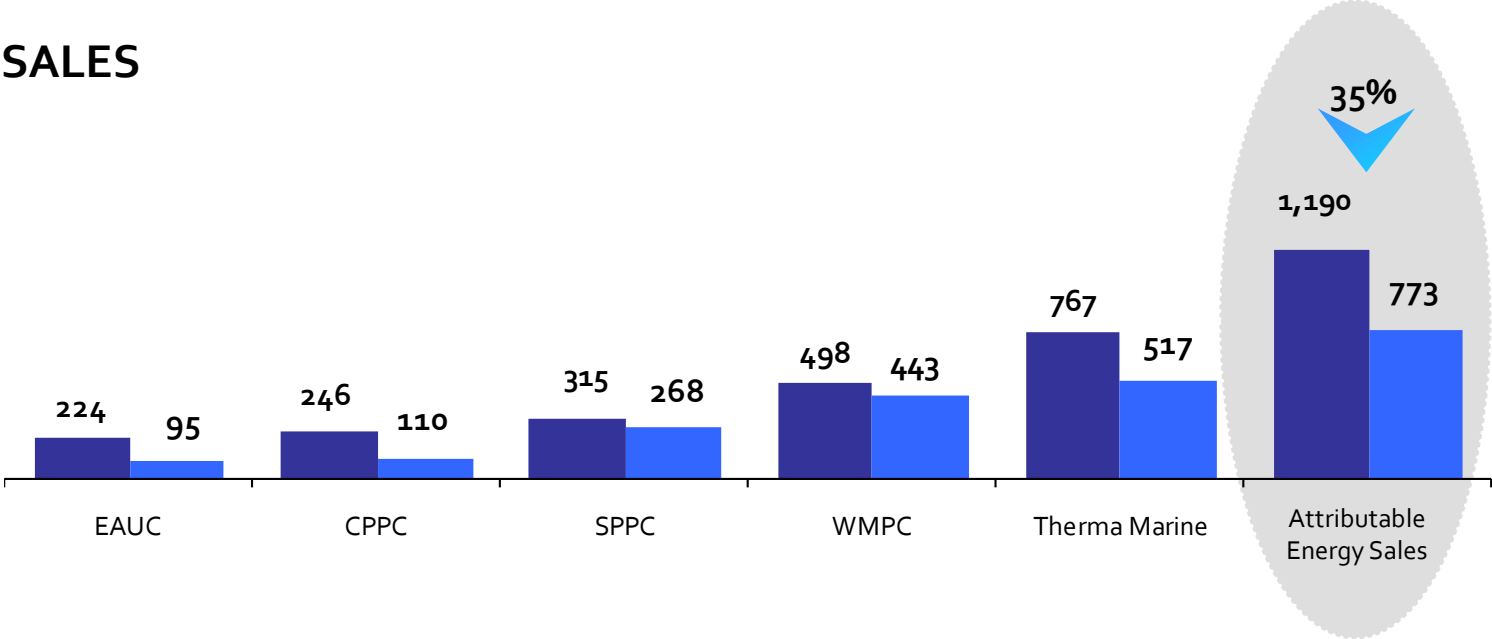
THERMA LUZON (Pagbilao)



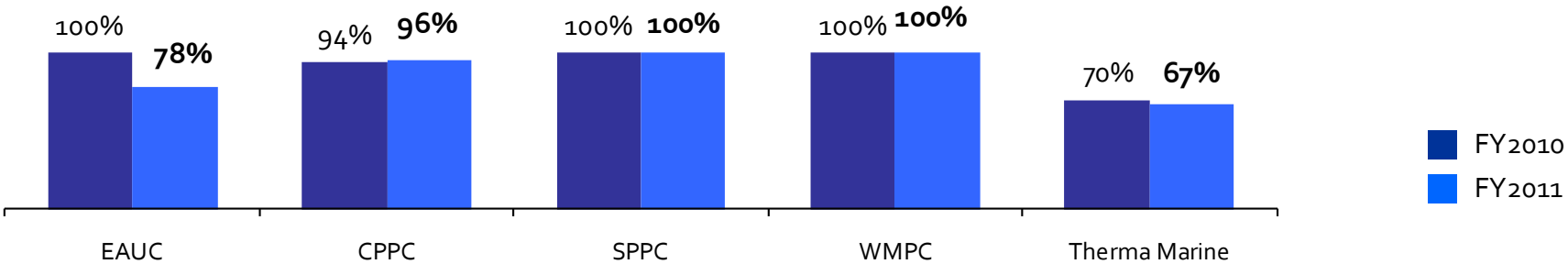
OPERATING HIGHLIGHTS: OIL



ENERGY SALES (GWh)



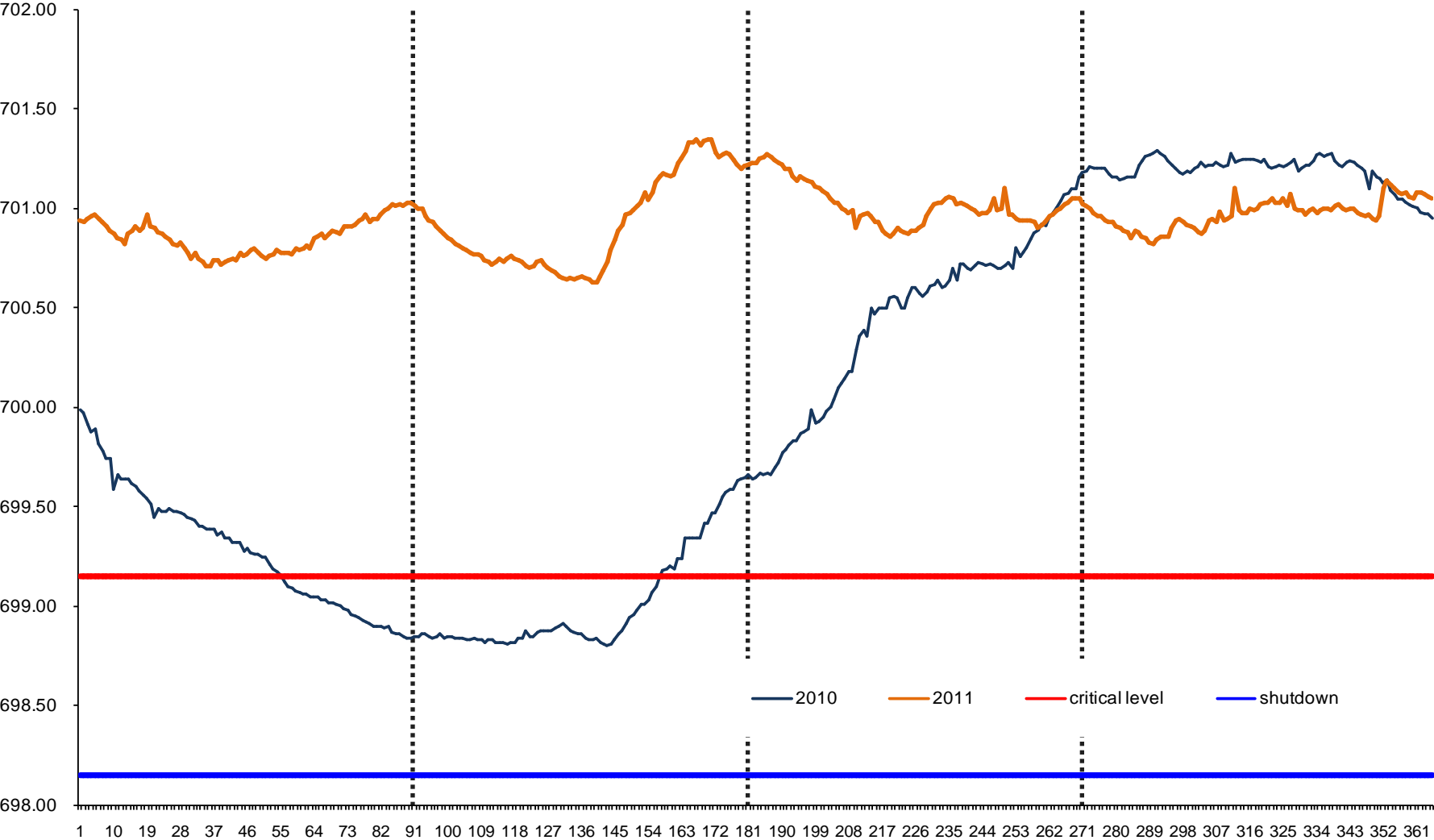
CAPACITY SOLD FACTOR



OPERATING HIGHLIGHTS: OIL

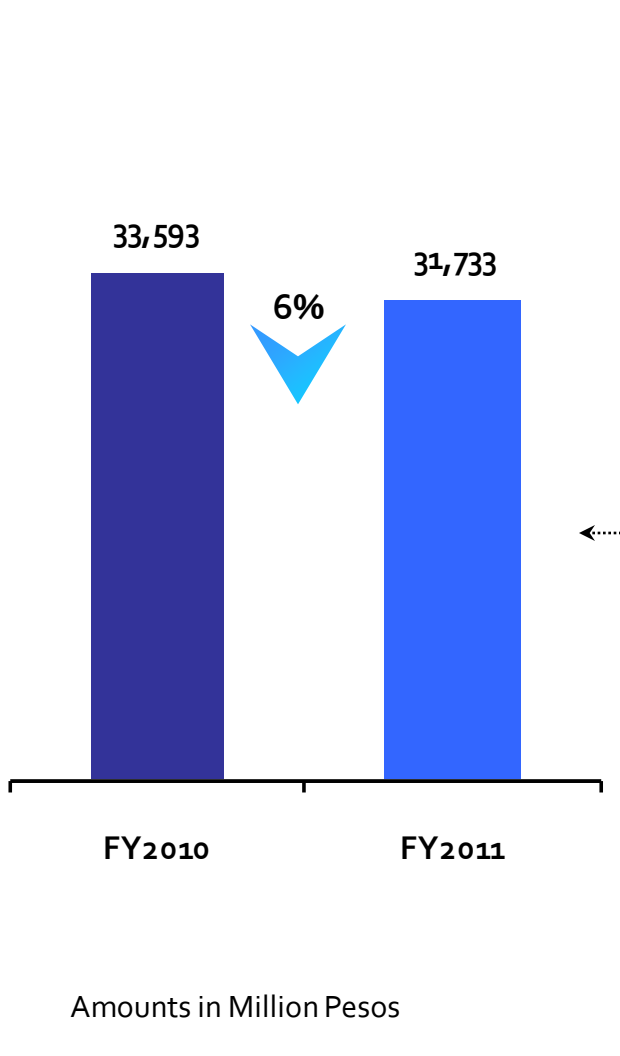


LAKE LANAO WATER LEVEL (in MASL)

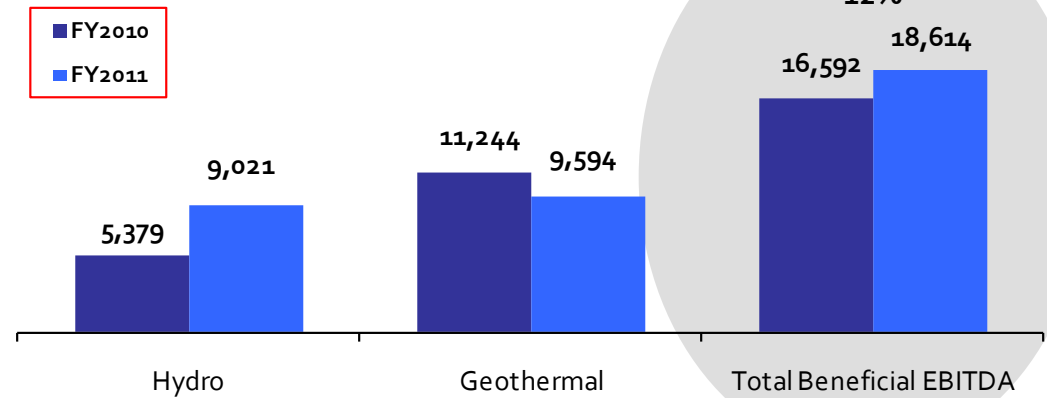


OPERATING HIGHLIGHTS: GENERATION

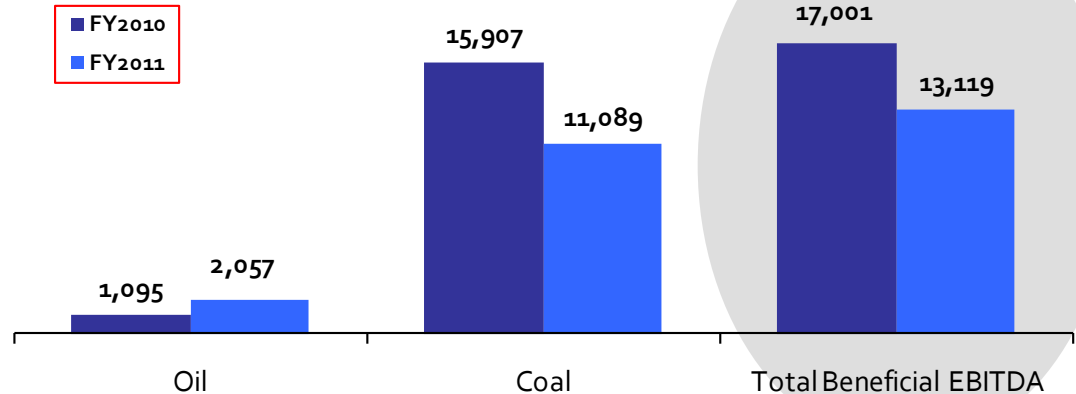
PF BENEFICIAL EBITDA



RENEWABLE PLANTS

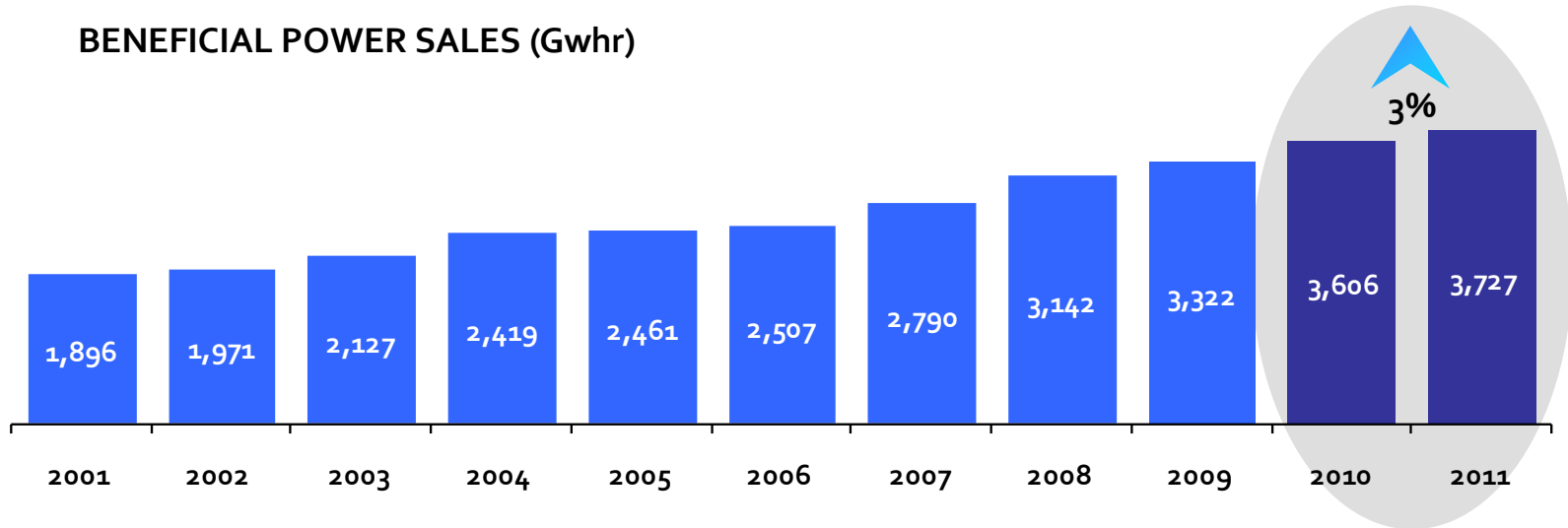


THERMAL PLANTS

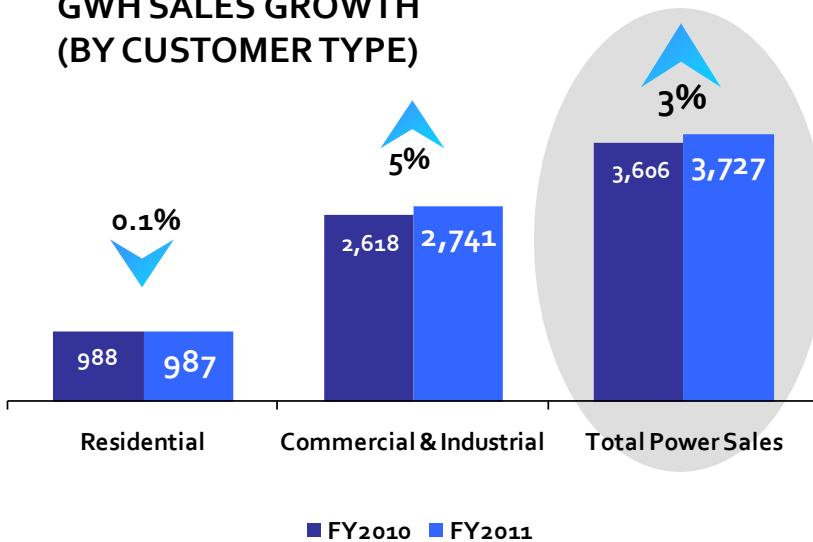


OPERATING HIGHLIGHTS: DISTRIBUTION

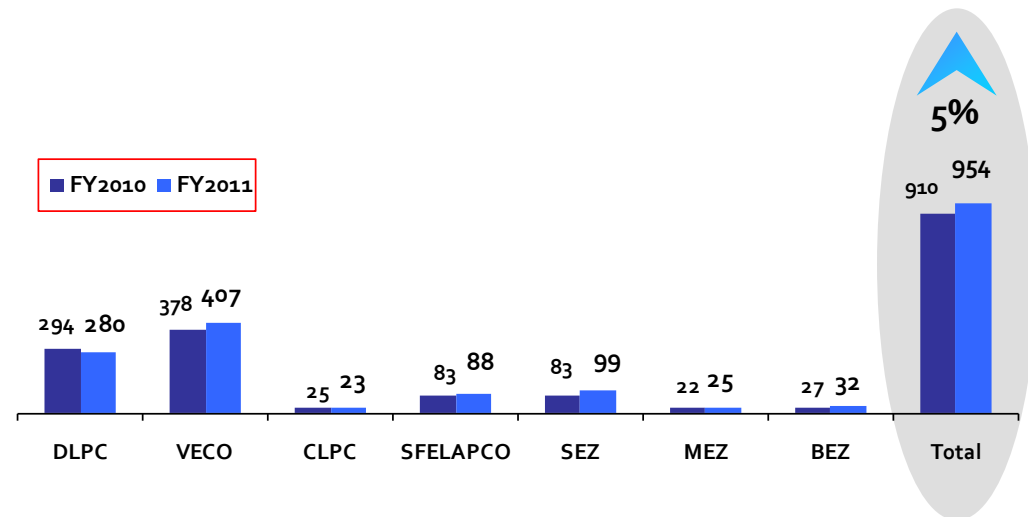
BENEFICIAL POWER SALES (Gwhr)



BENEFICIAL GWH SALES GROWTH (BY CUSTOMER TYPE)



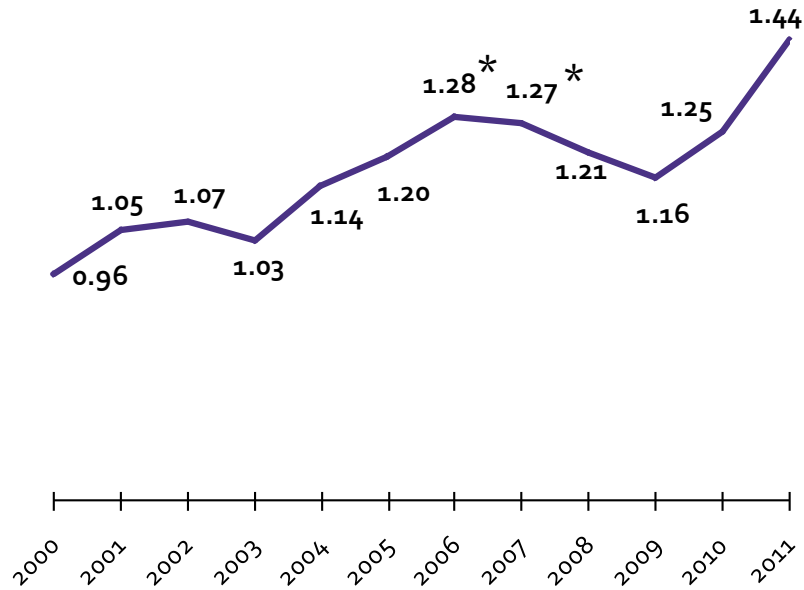
PEAK DEMAND (MW)



OPERATING HIGHLIGHTS: DISTRIBUTION

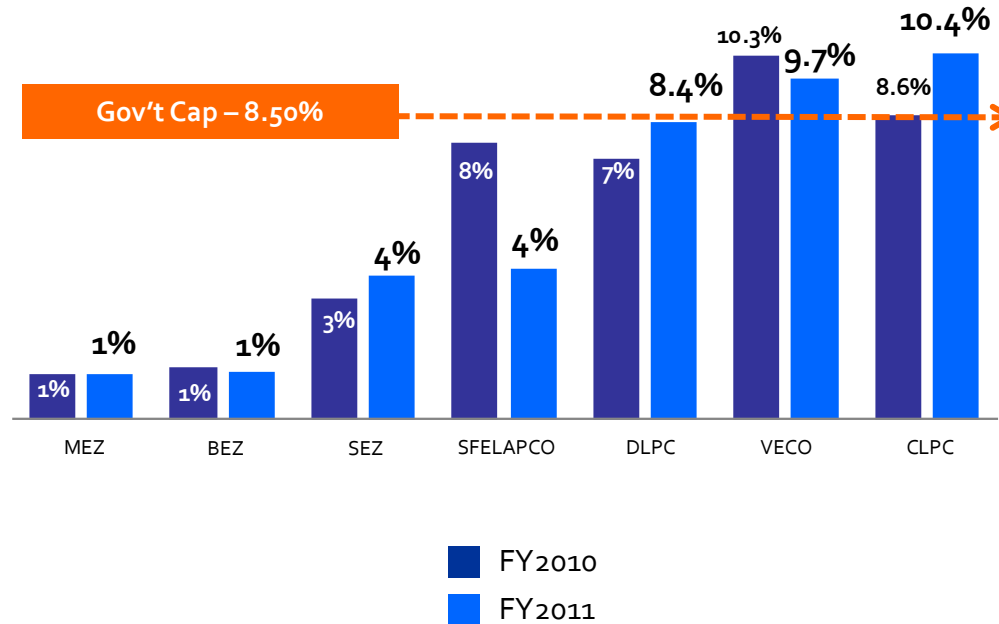


GROSS MARGIN / KWH SALE



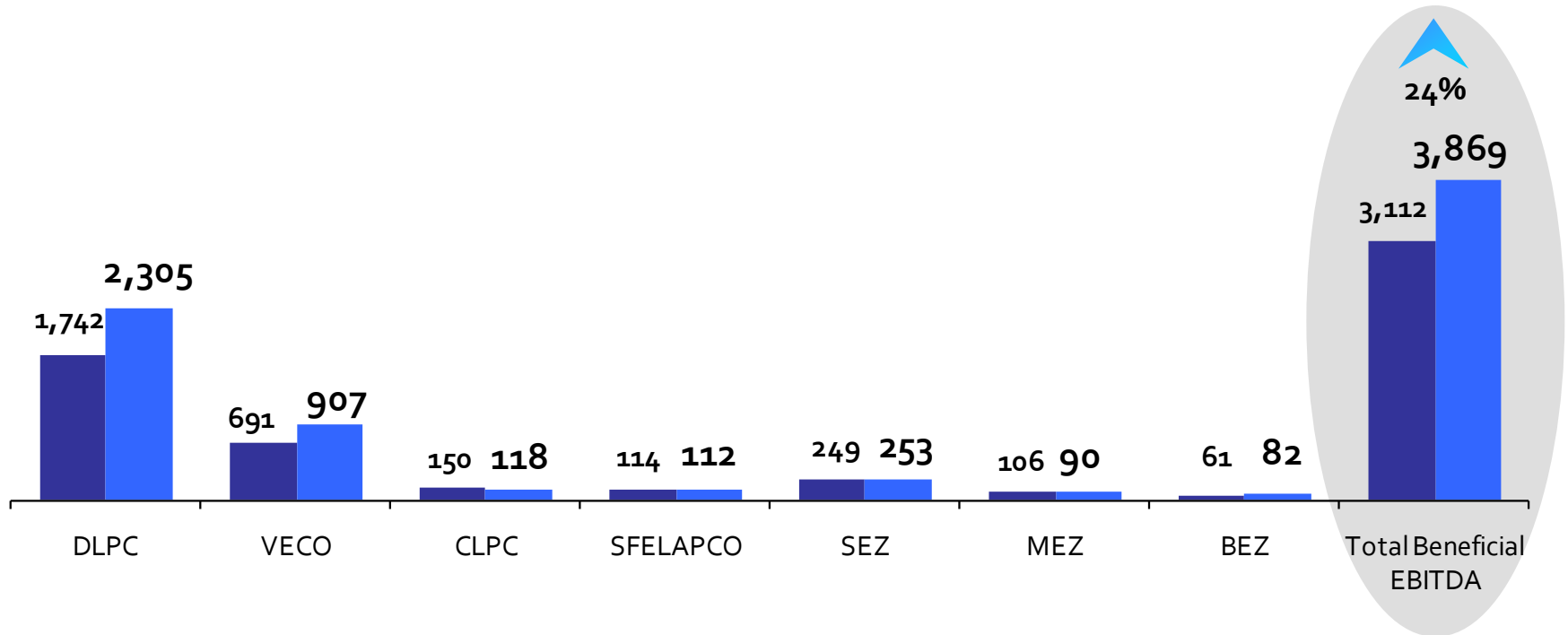
* Adjusted for timing of transmission charge recovery

SYSTEMS LOSS





OPERATING HIGHLIGHTS: DISTRIBUTION

PF BENEFICIAL EBITDA



Amounts in
Million Pesos

FY2010 
FY2011 

FINANCIAL CONDITION

BALANCE SHEET (In million Pesos)	PARENT		CONSOLIDATED	
	YE2010*	YE2011	YE2010	YE2011
Cash and Equivalents	11,082	7,900	18,302	23,379
Investments and Advances	28,763	56,990	28,799	29,491
Total Assets	40,487	65,499	134,557	154,234
Total Interest Bearing Debt	13,073	13,457	67,065	73,198
Total Liabilities	16,427	13,692	76,823	83,673
Net Debt	1,991	5,557	48,763	49,818
Total Equity	24,060	51,807	57,734	70,561
Current Ratio	4.7X	8.8X	2.6X	3.4X
Net Debt to Equity	0.1X	0.1X	0.8X	0.7X

*restated

BALANCE SHEET (In million Pesos)	BENEFICIAL	
	YE2010	YE2011
Total Interest Bearing Debt	86,953	93,043
Cash	24,032	31,300
Net Debt	62,922	61,743
Equity*	57,330	68,928
Net Debt to Equity	1.10	0.90
Net Debt to EBITDA	1.72	1.74

*Equity Attributable to Parent

BROWN/GREENFIELD

LUZON GRID

- Binga Hydro 15 MW
- Subic Coal 600 MW
- Sabangan Hydro 13 MW
- Magat Hydro 90-115 MW
- Pagbilao Coal 380-400 MW

MINDANAO GRID

- Davao Hydro 27.5 MW
- Davao Coal 300 MW

PRIVATIZATION

- Unified Leyte Geothermal plants (EDC) 550 MW, Visayas Grid
- IPPA: Caliraya-Botokan-Kalayaan Hydro (J Power) 728 MW, Luzon Grid
- IPPA: Casecnan Hydro, 150 MW, Luzon Grid
- Asset Sale: Agus Hydro 727 MW & Pulangi Hydro 255 MW, Mindanao Grid

Annex A: EARNINGS BREAKDOWN

(in million pesos)	YEAR - TO - DATE		FOR THE QUARTER	
	ACTUAL 2011	ACTUAL 2010	ACTUAL 2011	ACTUAL 2010
Parent & Others	(1,229)	(1,282)	(367)	(294)
Power Generation Group:				
HEDCOR INC	115	103	11	72
HEDCOR SIBULAN	381	124	117	(41)
LUZON HYDRO	118	170	(31)	52
SNAP MAGAT	4,880	2,249	1,701	1,287
SNAP BENGUET	972	987	441	498
SPPC	50	47	9	12
WMPC	166	177	48	43
CPPC	242	183	60	41
EAUC	186	175	52	49
THERMA MOBILE	(16)	6	(11)	0
THERMA MARINE	989	129	241	(275)
STEAG	1,080	430	104	192
ABOVANT HOLDINGS (CEDC)	310	(14)	57	(70)
RP ENERGY	(6)	(5)	(5)	1
THERMA LUZON	2,423	9,547	(95)	1,596
AP RENEWABLES	8,542	10,181	2,429	2,757
OTHERS	(2)	(99)	(42)	(108)
Sub-Total Power Generation	20,429	24,390	5,085	6,105
Power Distribution Group:				
COTABATO LIGHT & POWER	54	78	18	24
DAVAO LIGHT & POWER	1,489	1,095	401	445
VISAYAN ELECTRIC CO.	522	405	139	119
SFELAPCO	62	67	14	29
SUBIC ENERZONE	134	144	45	40
MACTAN ENERZONE	79	95	20	23
BALAMBAN ENERZONE	69	50	17	12
Sub-Total Power Distribution	2,408	1,933	654	692
TOTAL NET INCOME	21,608	25,041	5,373	6,503

NET INCOME TO COMMON	21,608	25,041	5,373	6,503
% increase (decrease)		-14%		-17%
CORE NET INCOME	21,106	24,428	5,555	6,425
% increase (decrease)		-14%		-14%
CORE NET INCOME, bef Pagbilao	26,582	29,519	6,972	7,725
% increase (decrease)		-10%		-10%

Annex B: CORE NET INCOME, Ex Pagbilao (in million pesos)

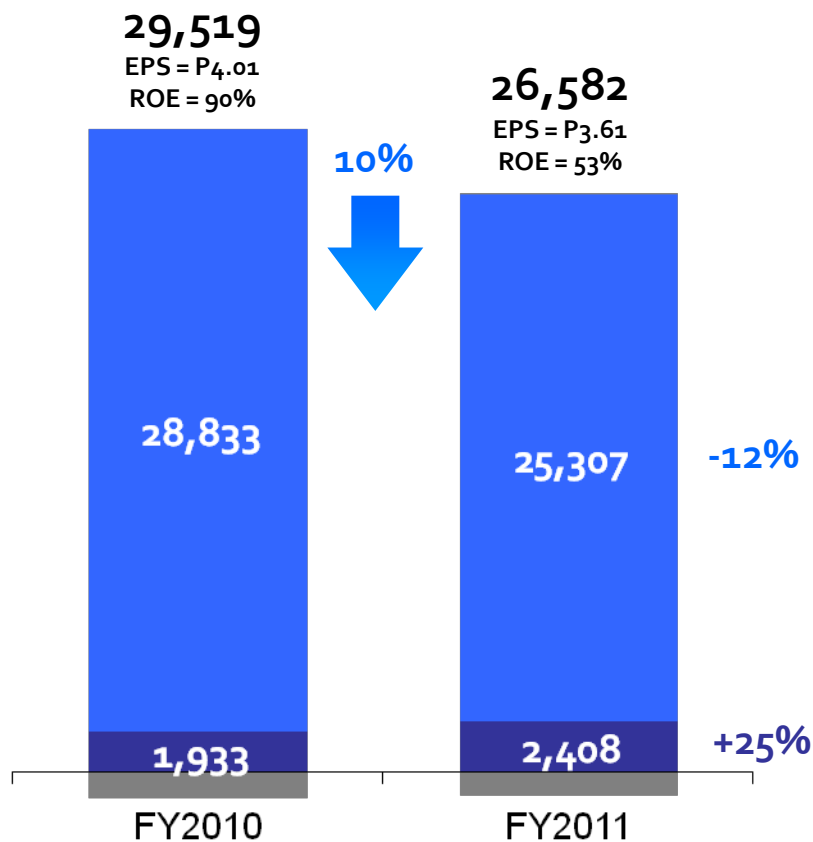


Pagbilao Finance Lease Effect

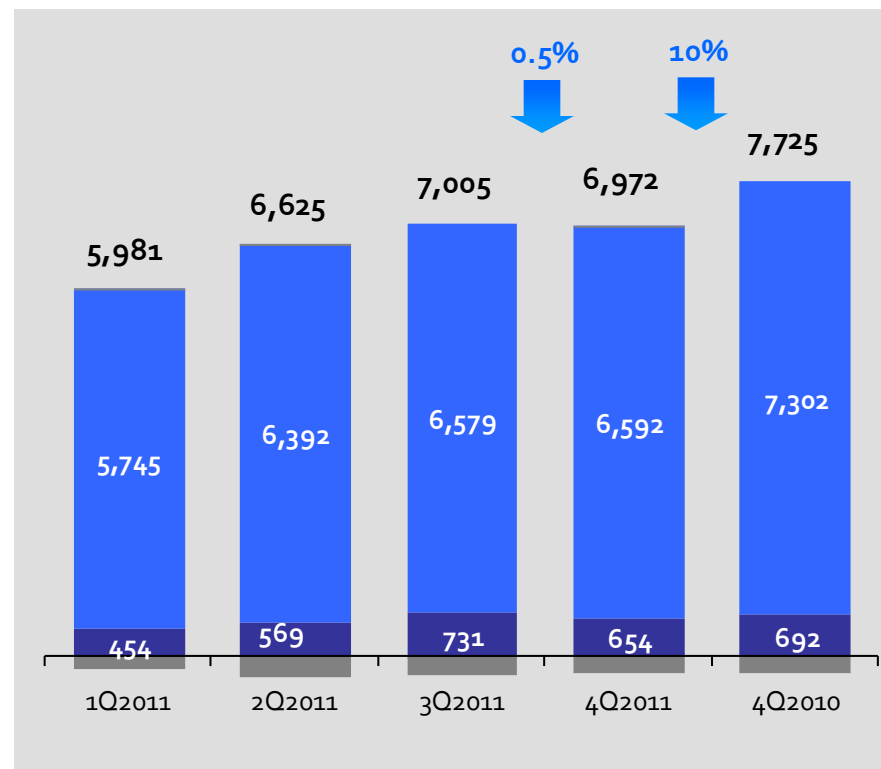
	FY2010	FY2011
Accreted Interest Expense	5,116	5,477
Depreciation	1,095	1,095
PSALM Monthly Payments	(1,119)	(1,095)
	<u>5,091</u>	<u>5,476</u>

Pagbilao Finance Lease Effect

	1Q2011	2Q2011	3Q2011	4Q2011	4Q2010
Accreted Interest Expense	1,331	1,352	1,376	1,417	1,301
Depreciation	274	274	274	274	274
PSALM Monthly Payments	(276)	(274)	(272)	(274)	(275)
	<u>1,330</u>	<u>1,352</u>	<u>1,378</u>	<u>1,417</u>	<u>1,300</u>



QUARTERLY BREAKDOWN

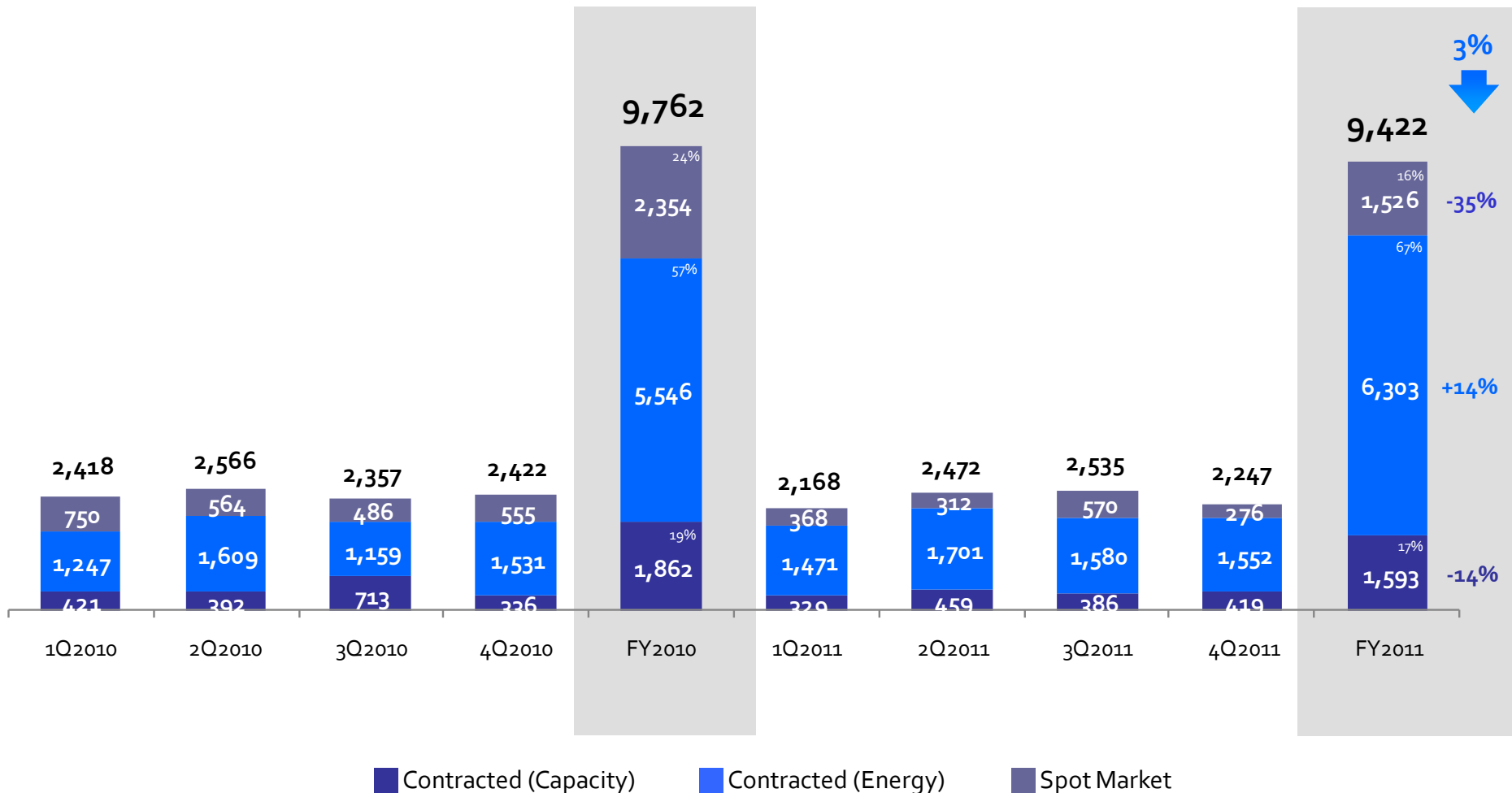


■ Distribution ■ Generation ■ AP Parent

Annex C: OPERATING HIGHLIGHTS: GENERATION

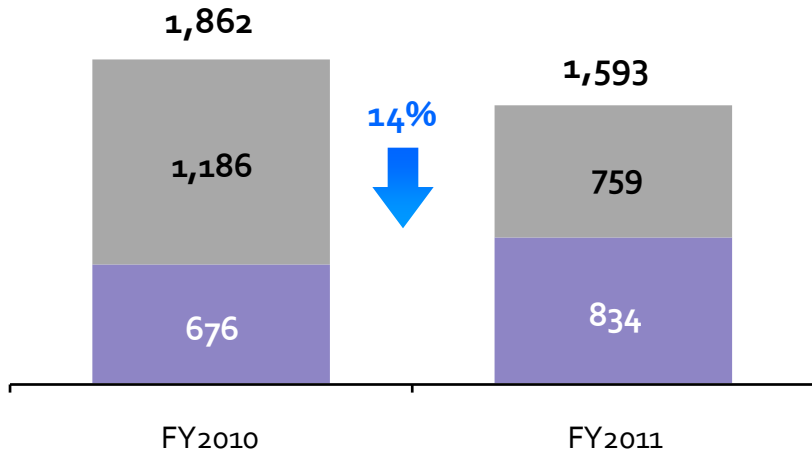


ENERGY SALES BREAKDOWN (GWh)

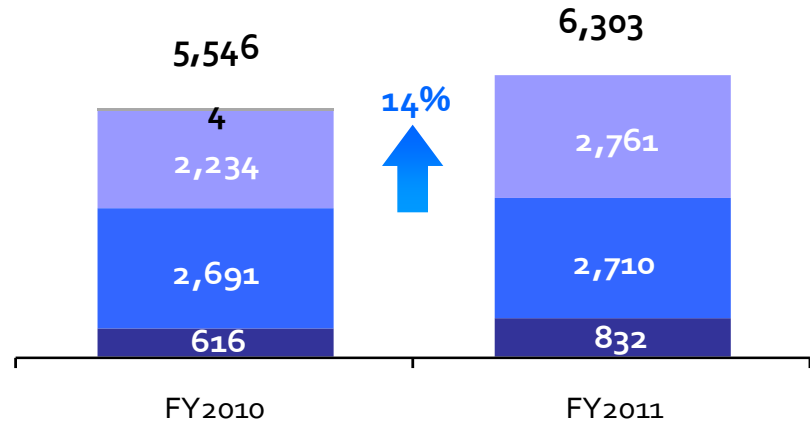


Annex D: OPERATING HIGHLIGHTS – GENERATION

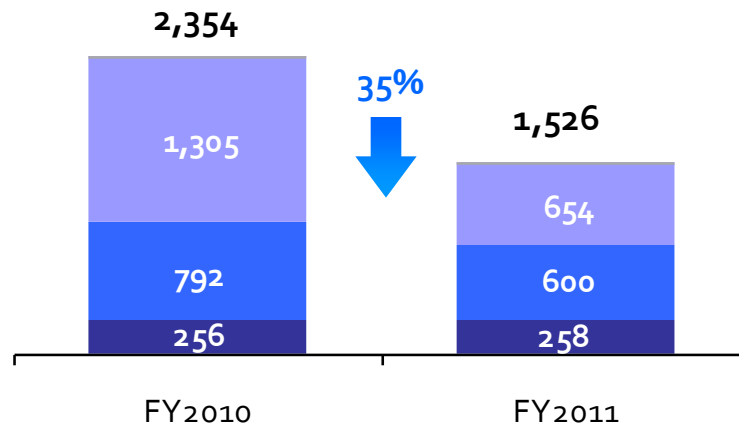
CONTRACTED (CAPACITY)



CONTRACTED (ENERGY)



SPOT MARKET



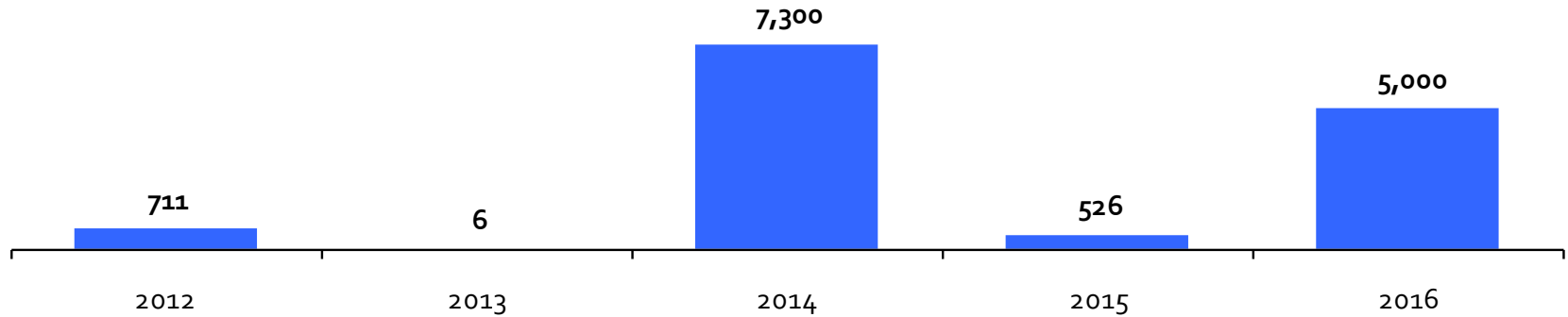
*Figures are in GWh

Annex E: DEBT PROFILE – AP PARENT



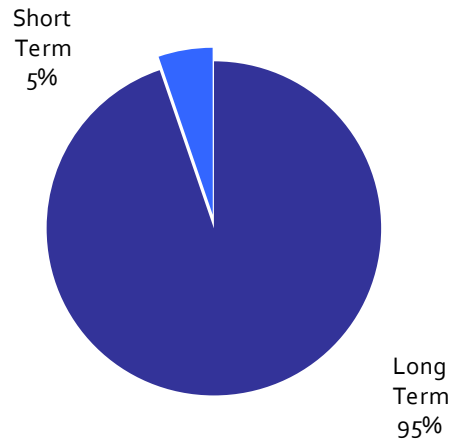
Maturity Profile - PhPM

(As of YE 2011)



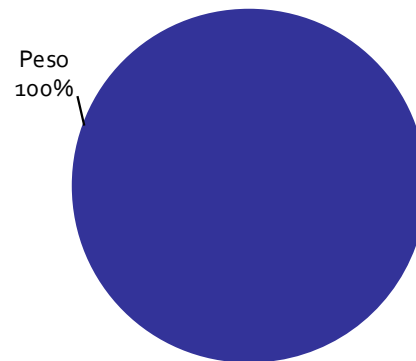
Breakdown by Tenor

(As of YE 2011)



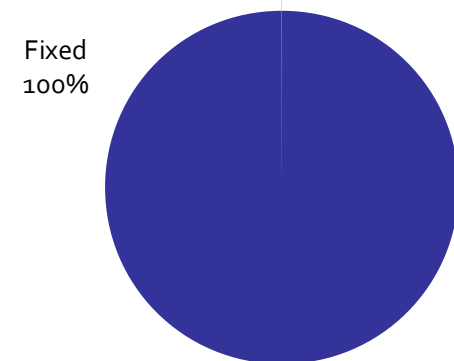
Breakdown by Currency

(As of YE 2011)



Breakdown by Interest Rate

(As of YE 2011)

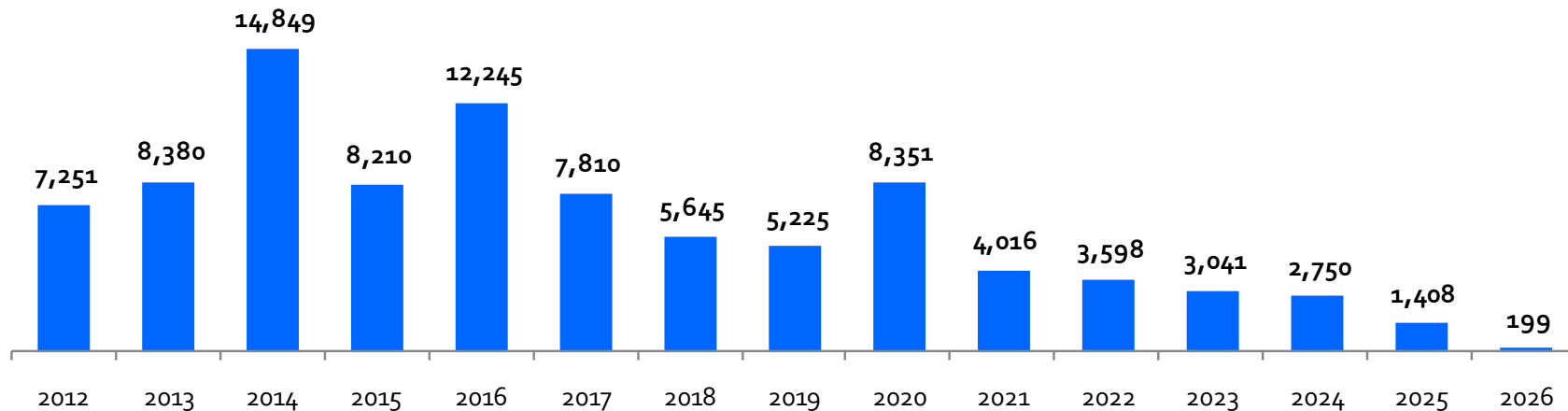


Annex F: DEBT PROFILE – AP BENEFICIAL



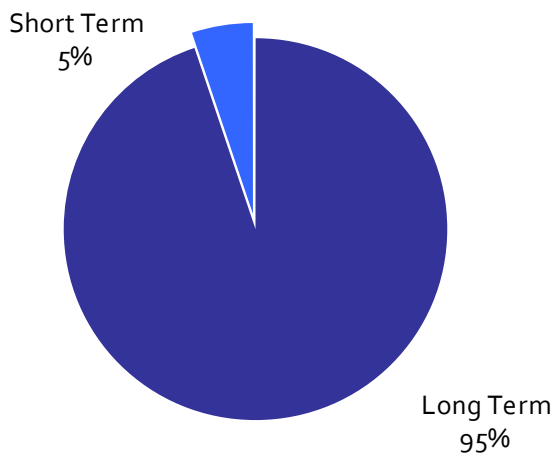
Maturity Profile - PhPM

(As of YE 2011)



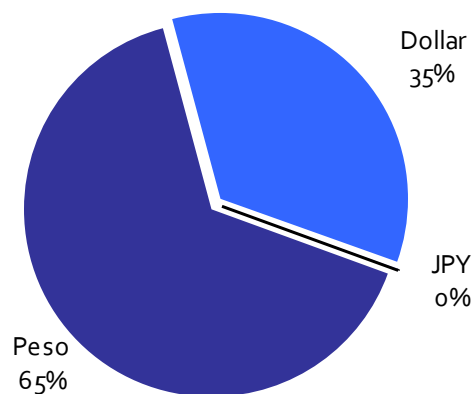
Breakdown by Tenor

(As of YE 2011)



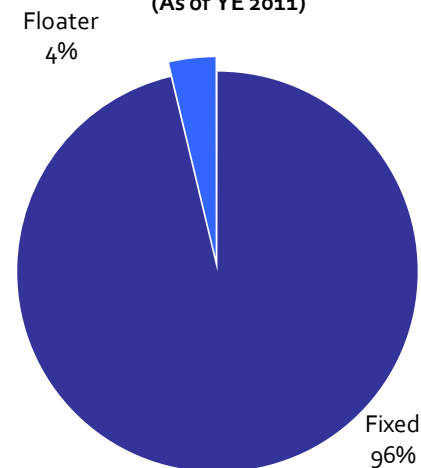
Breakdown by Currency

(As of YE 2011)



Breakdown by Interest Rate

(As of YE 2011)



AMBUKLAO-BINGA REHABILITATION

- Total combined project cost of \$280 million
 - \$189 million for 75 MW Ambuklao + \$10 million for new headrace tunnel
 - \$81 million for 100 MW Binga
- Target completion dates for Ambuklao
 - All three units done by 3Q2011
 - Rated capacity now at 105 MW
- Target completion dates for Binga
 - Unit 1: done in December 2011
 - Unit 2: 2012
 - Unit 3: 2013
 - Unit 4: 2014
 - To increase capacity to 120 MW
- Capex spent as of end-2011 at \$259 million



TIWI-MAKBAN REHABILITATION

- At Makban
 - Completion rate at 91% as of end-2011
 - Estimated completion date within 1Q2013
- At Tiwi
 - Completion rate at 79% as of end-2011
 - Estimated completion date within 3Q2012
- As of end-2011, total actual capex spent at P3.7 billion (roughly \$86 million)
- Enhancements in the plants' availability rate are expected following the completion of the refurbishment, rehabilitation and resource improvements



Makban Plant A



Tiwi Rehab Activity

242 MW NAVOTAS POWER BARGES

- To undergo rehabilitation, which involves:
 - Overhaul of engines
 - Repair of barge super-structure and deck
 - Possible dry docking
 - Construction of new transmission line
- Total rehab cost estimated at ~\$30 million
- Estimated rehab timeline
 - 4Q2011: 123 MW
 - 2Q2012: 67 MW including switchyard
 - 3Q2012: 52 MW
- Off-take
 - Merchant
 - Possible contracts for peaking capacity



Pre-Acquisition



Post-Acquisition

Thank you



www.aboitizpower.com.ph

