

# Analysts' Briefing

15 March 2024  
4:00 PM PHT



Together we are building the PH's first **techglomerate**

# DISCLAIMER

*This presentation and the information contained herein (this "Presentation") are the sole and exclusive property of Aboitiz Power Corporation ("AboitizPower") and shall only be used for the purpose intended herein and may not be used, published or redistributed without the prior written consent of AboitizPower. None of the information contained in this Presentation constitutes a solicitation, offer, opinion, or recommendation by AboitizPower to buy or to sell any securities or financial instrument or to provide any investment service or investment advice. AboitizPower gives no undertaking and is under no obligation to provide the recipient with access to any additional information or to update this Presentation or to correct any inaccuracies in it which may become apparent. Further, it reserves the right, without any reason whatsoever, at any time and in any respect, to amend the information provided herein. The opinions expressed herein are made in good faith and while every care has been taken in preparing this Presentation, no representation or warranty is given by AboitizPower as to its accuracy or completeness. All statements in this Presentation, other than statements of historical facts, that address activities, events, or developments that AboitizPower expects or anticipates will or may occur in the future (including, but not limited to, projections, targets, estimates and business plans) are forward-looking statements based upon what AboitizPower believes are reasonable assumptions and expectations in light of currently available information as of the date of this Presentation. As such, AboitizPower's actual results or developments may differ materially from those which are expressed or implied in these forward-looking statements as a result of various factors and uncertainties, including, but not limited to, price fluctuations, actual demand, exchange rate fluctuations, market shares, competition, changes in legal, financial, and regulatory frameworks, international economic and financial market conditions, political risks, cost estimates, and other risks and factors beyond AboitizPower's control. Your use of, or reliance on, this Presentation and any conclusion you may form from this Presentation shall be at your sole risk. AboitizPower shall not, directly or indirectly, be liable, in any way, for any inaccuracies, errors, or omissions in this Presentation, including, but not limited to, any quotes or financial data contained therein, nor for any damages resulting therefrom. Any opinion/data/forward-looking statements herein reflected may be subject to change by AboitizPower without notice.*



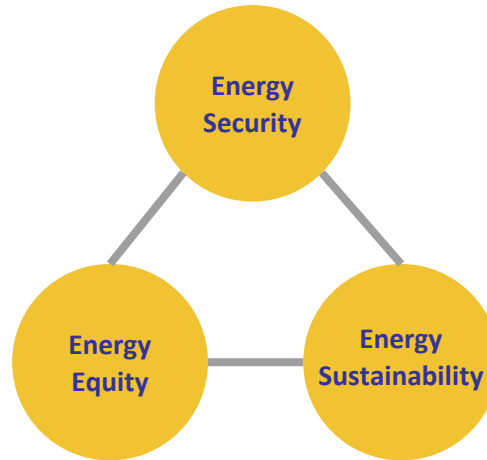


# AboitizPower navigates the energy transition with a strong purpose

## External Forces

- 1 Decarbonization
- 2 Digitalization
- 3 Decentralization
- 4 Development

## Energy Trilemma



## Our Purpose





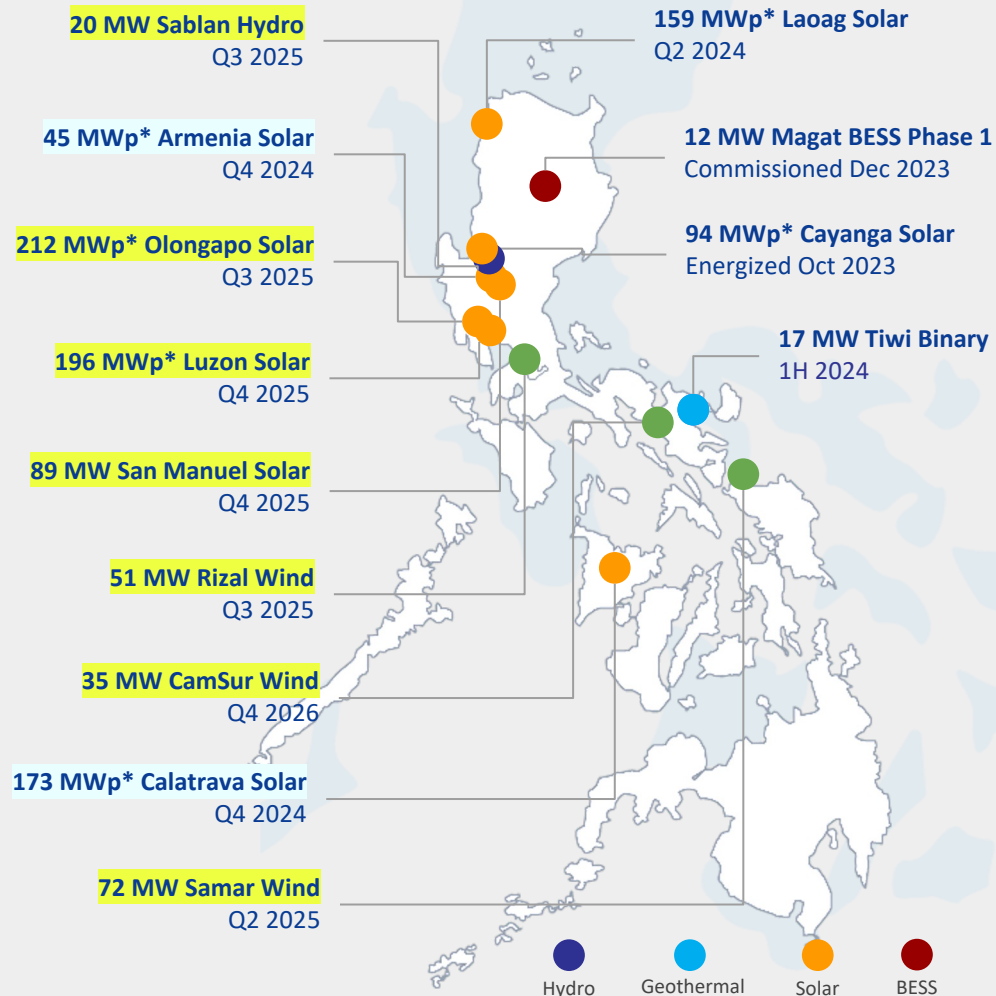
# The First 1,200 MW

**106 MW** energized in 2023

**176 MW** to come online in early 2024

**218 MW** started construction

**675 MW** shovel ready in 2024



Project capacities used are attributable capacities. Dates in the map are Energization dates.

\*Megawatts-peak - measure of the maximum potential output of power



# Our 94 MWp Cayanga Solar Power will operate by Q2 2024







**Our 159 MWp Laoag Solar Power Project will be fully energized by Q2 2024**



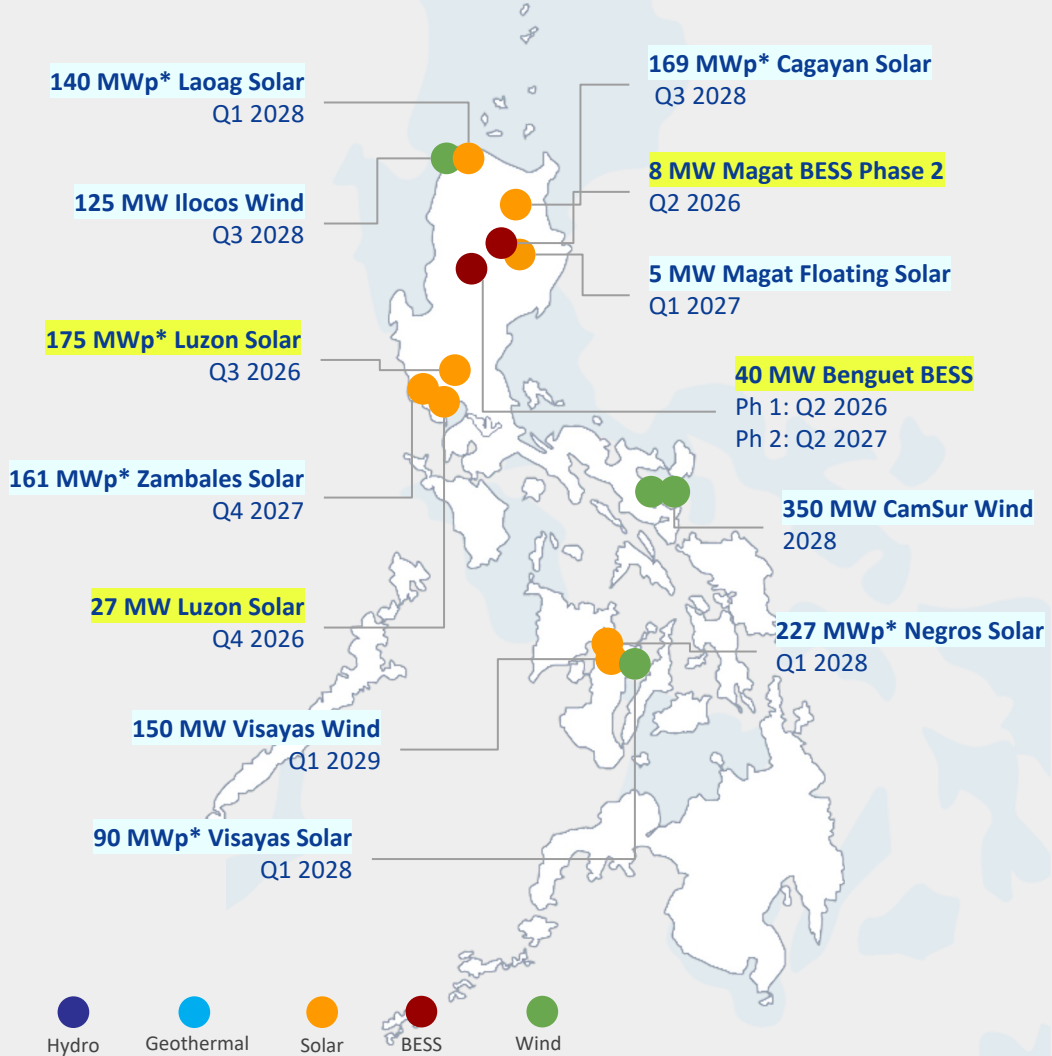


**Our 24 MW Magat Battery Energy Storage System started its operations on 26 Jan 2024**



# Target energization of our 17 MW Binary Geothermal Power Project is within 1H24





# The Next 1,700 MW

**230 MW**  
under construction

**1,437 MW**  
heading to construction

**2,036 MW**  
cumulative operating capacity  
by end of 2025

**3.7 GW live projects**  
on the way to 4.6 GW target

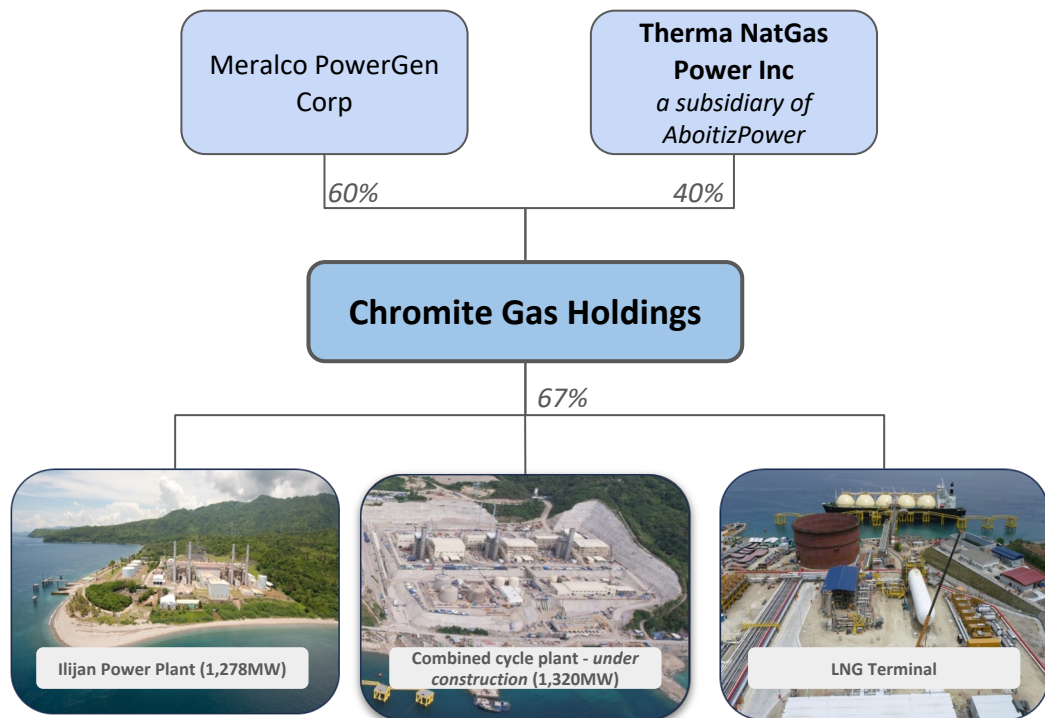
*Projects are indicative and may change.*

*Project capacities used are attributable capacities. Dates in the map are Energization dates.*

*\*Megawatts-peak - measure of the maximum potential output of power*



# AP forays into LNG

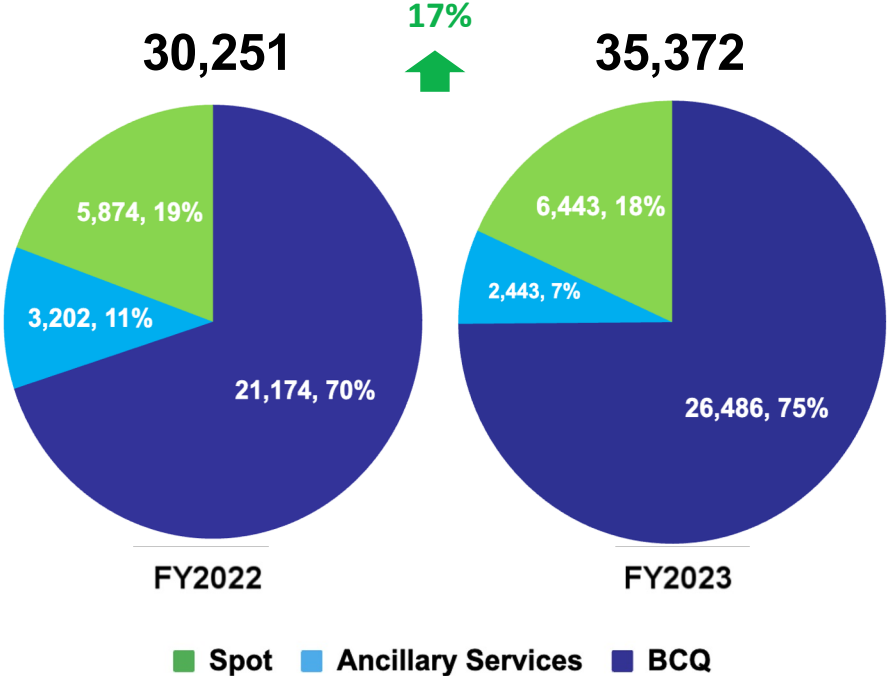


- The assets are cumulatively **valued at \$3.3b**. TNGP will fund its portion of the investment through a mix of internally generated cash and debt.
- Upon completion of the transaction, **AboitizPower, through TNGP, will effectively own 26.8% of the relevant assets.**
- This investment **has no impact AboitizPower's RE pipeline nor its ongoing efforts in the LNG space.**

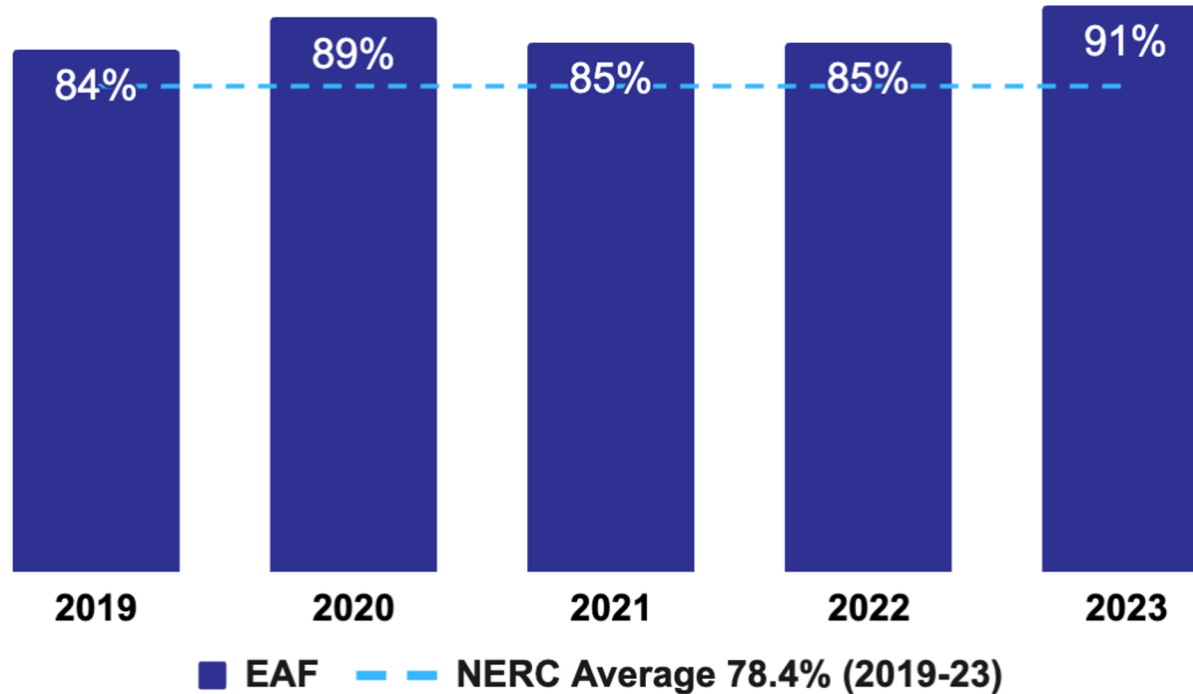
*The completion of this investment will be contingent on securing the necessary regulatory approvals.*

# Energy sold increased by 17% YoY in 2023

Energy Sold  
in GWh

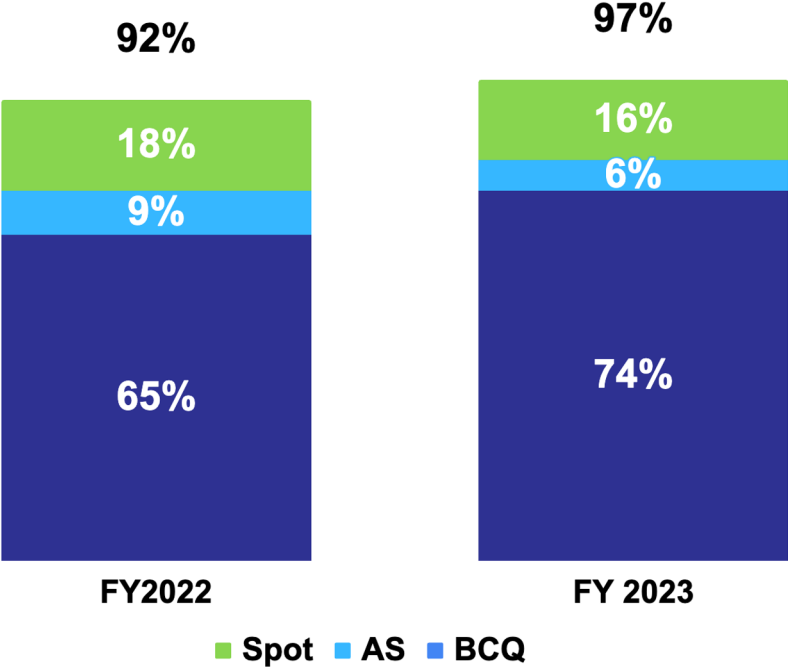


# AP's availability factor has improved significantly



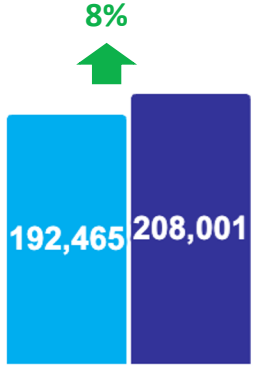


# Capacity utilization increased YoY

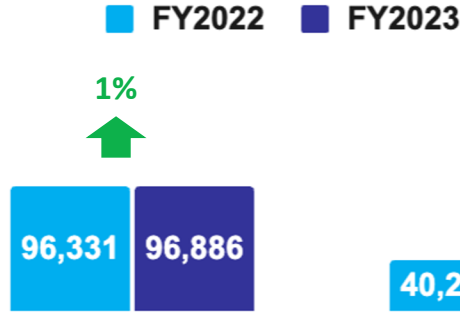


# Gross margin increased by 16% YoY

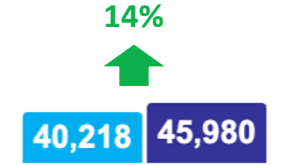
in Php m



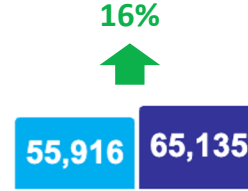
Revenue



Generation Cost

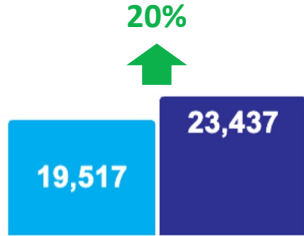


Purchased Power

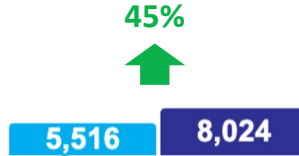


Gross Margin

in GWh

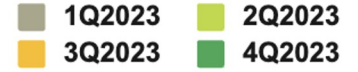


Energy Generated

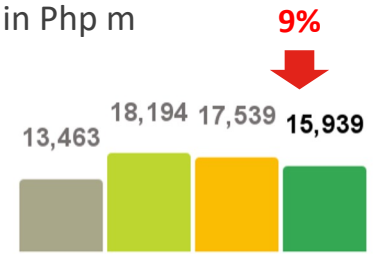


Purchased Power

## Quarterly Breakdown

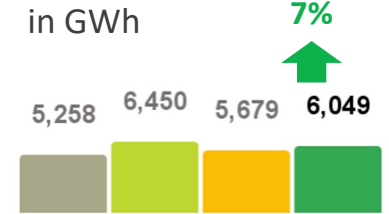


in Php m

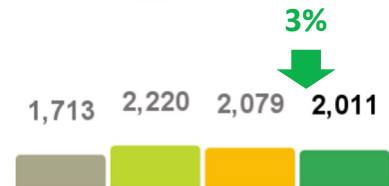


Gross Margin

in GWh

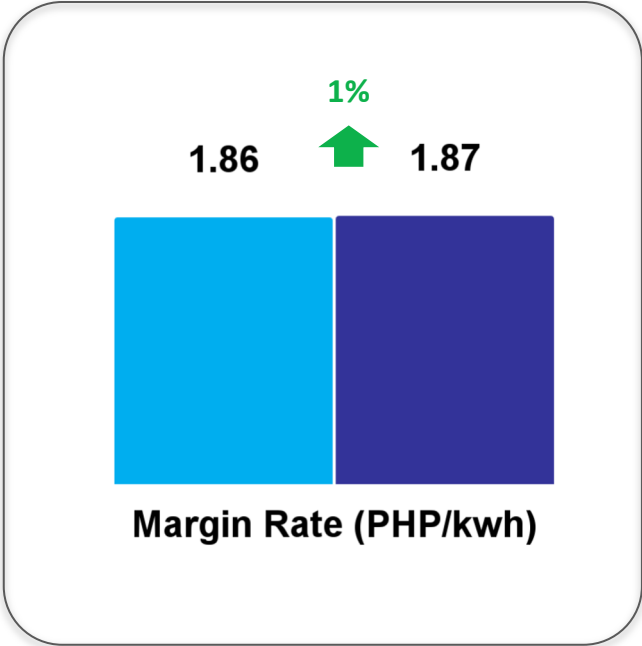
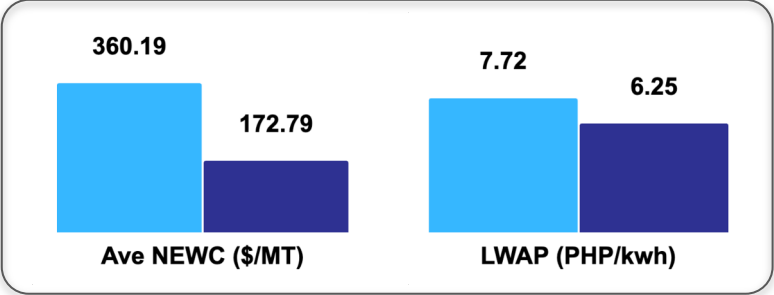
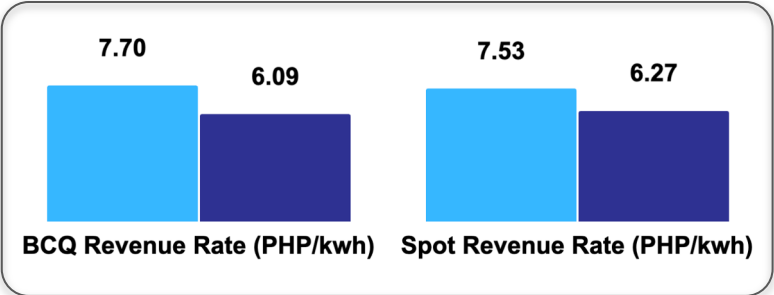


Energy Generated



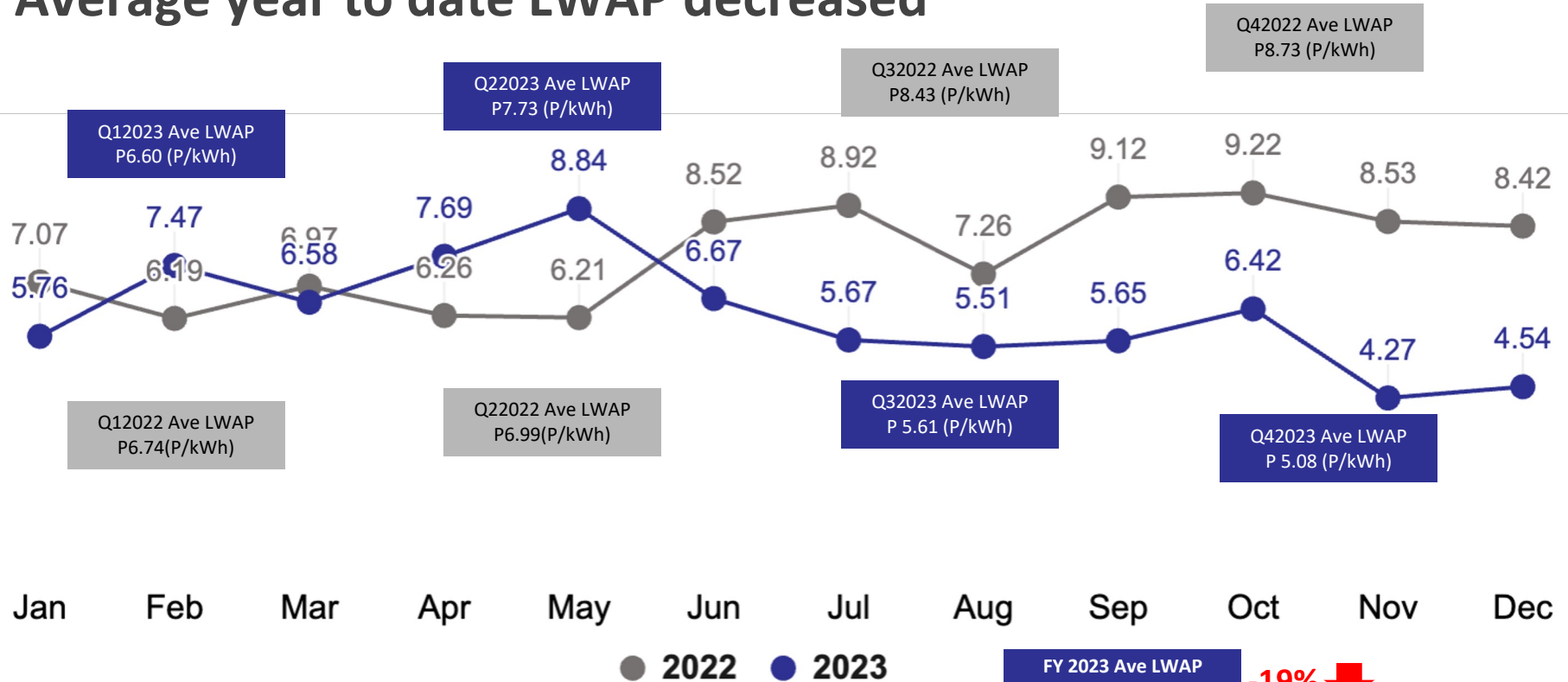
Purchased Power

# Margin rate in 2023 was flat YoY despite lower revenue rates





# Average year to date LWAP decreased



Q12023 Ave LWAP  
P6.60 (P/kWh)

Q22023 Ave LWAP  
P7.73 (P/kWh)

Q32022 Ave LWAP  
P8.43 (P/kWh)

Q42022 Ave LWAP  
P8.73 (P/kWh)

Q12022 Ave LWAP  
P6.74(P/kWh)

Q22022 Ave LWAP  
P6.99(P/kWh)

Q32023 Ave LWAP  
P 5.61 (P/kWh)

Q42023 Ave LWAP  
P 5.08 (P/kWh)

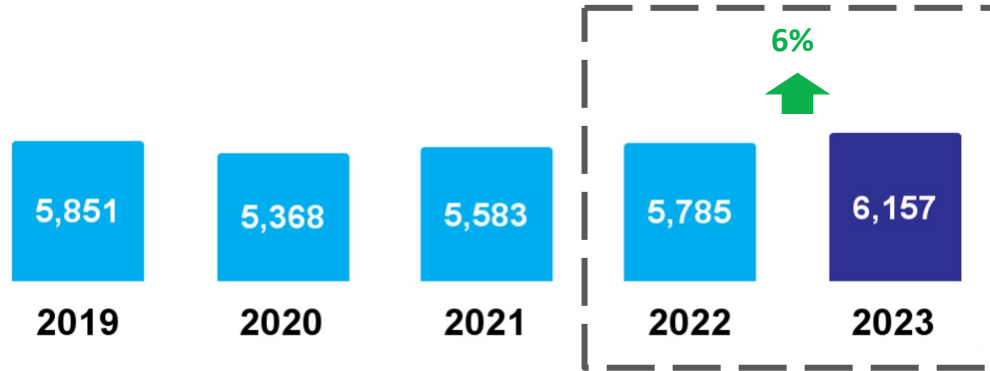
FY 2023 Ave LWAP  
P6.25(P/kWh)

FY 2022 Ave LWAP  
P7.72 (P/kWh)

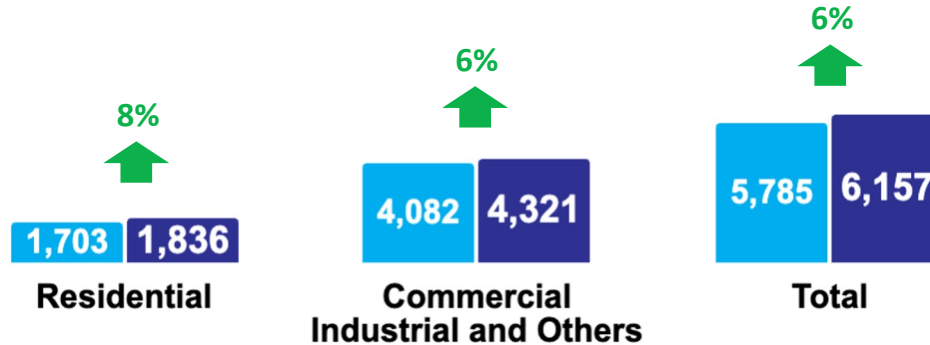
**-19%** ↓

# Beneficial power sales from the DU rose by 6% YoY

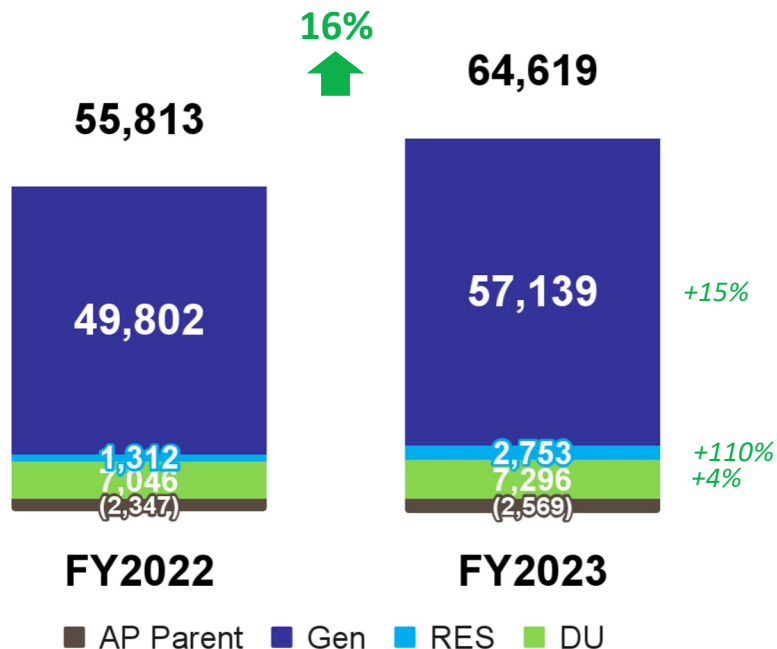
Beneficial Power Sales  
in GWh



Customer Type  
in GWh



# Beneficial EBITDA was up by 16% YoY

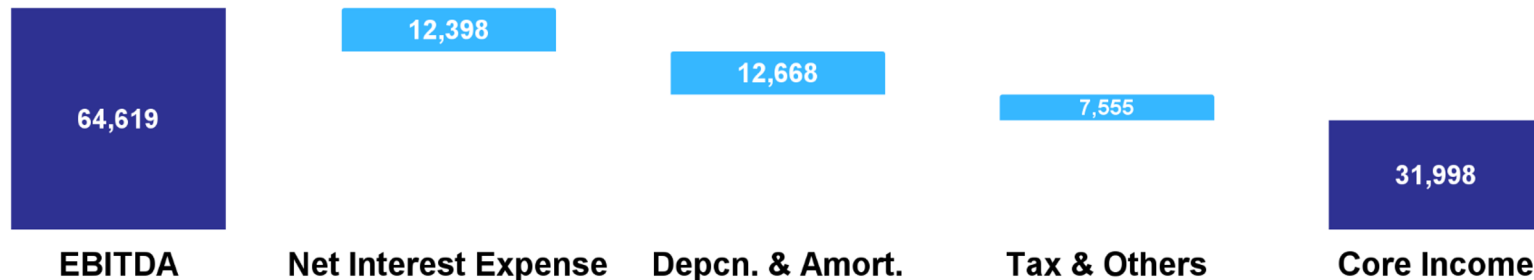


The 16% YoY increase in beneficial EBITDA is mainly attributable to the power generation segment, which was driven by the higher availability of our coal plants and full-year contributions from GPND.

4Q23 EBITDA was 13% lower QoQ and flat YoY due to the outages of GMEC and GNPD in Dec 2023.

	Q1	Q2	Q3	Q4
Gen	13,416	16,614	14,636	12,473
RES	(423)	374	1,379	1,423
DU	2,394	2,645	946	1,311
AP Parent	(502)	(886)	(363)	(818)
<b>Total</b>	<b>14,885</b>	<b>18,747</b>	<b>16,598</b>	<b>14,389</b>

# Core income increased by 29% YoY



Item	FY2022	FY2023	Change
EBITDA	55,813	64,619	16%
Less: Net Interest Expense	12,859	12,398	-4%
Depcn. & Amort.	11,853	12,668	7%
Tax & Others*	6,305	7,555	20%
<b>Core Income</b>	<b>24,796</b>	<b>31,998</b>	<b>29%</b>
<b>Net Income</b>	<b>25,998</b>	<b>33,102</b>	<b>27%</b>
EPS	3.53	4.54	
ROE	19%	21%	

\*Includes non-recurring items



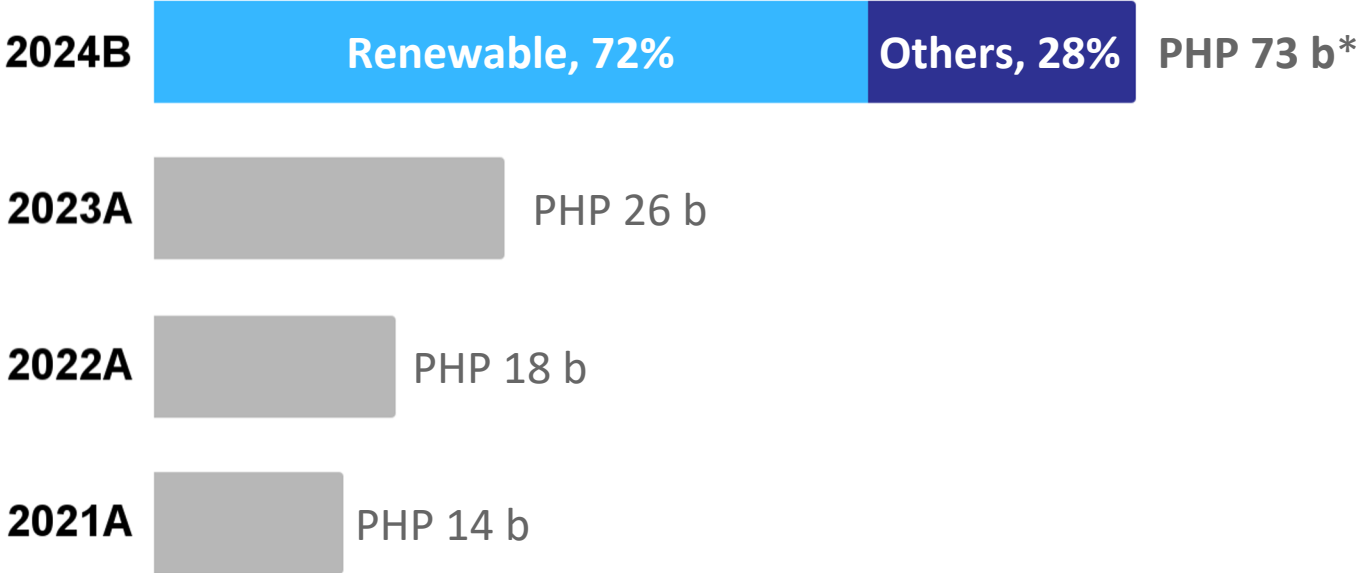
## Balance sheet remains strong

(Php m)	CONSOLIDATED	
	December 31, 2022	December 31, 2023
Cash and Cash Equivalents	64,764	54,539
Investments and advances	77,928	91,641
Property, Plant and Equipment	206,858	209,727
<b>Total Assets</b>	<b>477,376</b>	<b>487,023</b>
<b>Total Liabilities</b>	<b>299,243</b>	<b>293,049</b>
<b>Total Equity</b>	<b>178,133</b>	<b>193,974</b>
<b>Total Interest Bearing Debt</b>	<b>248,397</b>	<b>237,145</b>
<b>Net Debt</b>	<b>177,610</b>	<b>177,870</b>
<b>Net Debt to Equity</b>	<b>1.0x</b>	<b>0.9x</b>
<b>Debt to Equity</b>	<b>1.7x</b>	<b>1.5x</b>

The 18% increase in investments and advances was primarily due to higher earnings from GNPD.

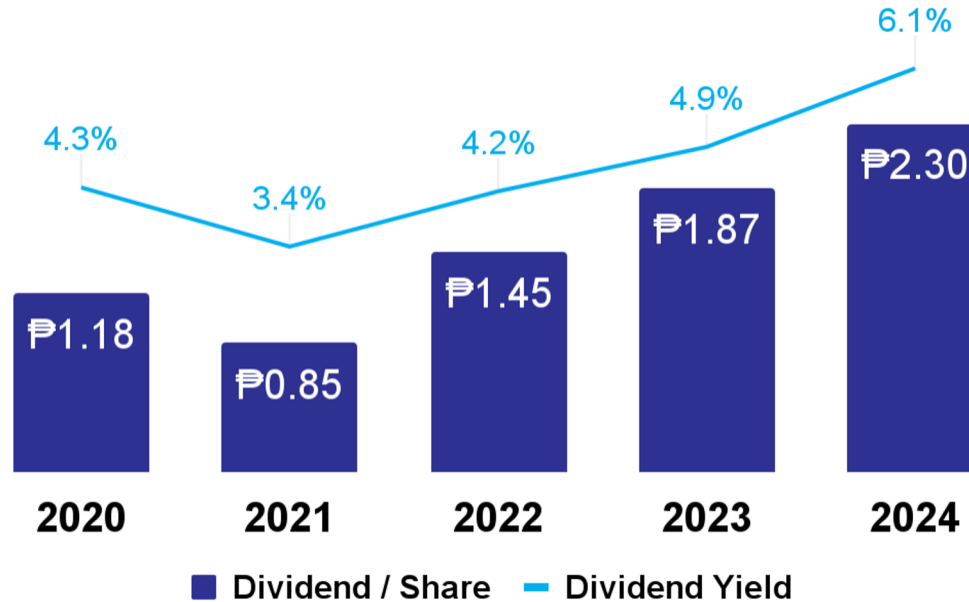
Lower finance lease liabilities from older coal plants

# Majority of our PHP73 billion CAPEX budget in 2024 is for RE



*\*Translates to beneficial figure of PHP 56 b  
Others - Thermal, DU, AP Parent, RES*

# We are paying out the highest dividend per share in AP history





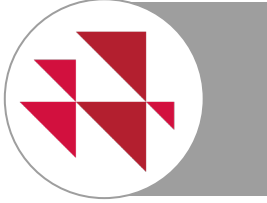
*Payout Ratio: 1/2 of previous year's consolidated net income*

*2024 Dividend Yield: Computed based on March 5, 2024 closing price (P37.80)*

# Key Takeaways

- AboitizPower is doing well, but our focus is bigger than profits.
- We have a clear plan to transform energy for a better world.
- Our partnerships help us achieve our goals.

# We are among the top-performing power companies in terms of Sustainability and ESG in the Philippines

	Score Reference	2023
	0 (lowest) - 100 (highest) The higher the better	51 ↑ 76th percentile
	0 (negligible) - 40+ (severe) The lower the better	28.7 Medium Risk
	D - (lowest) - A (highest) The higher the better	[2022] Climate: C ↑ Forest: B ↑ Water: D



**GT2025**<sup>∞</sup>  
THE GREAT TRANSFORMATION BEGINS WITH YOU AND ME