



**Full Year 2021  
Financial & Operating Results**  
Wednesday, March 9, 2022





## Review of Business Units

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



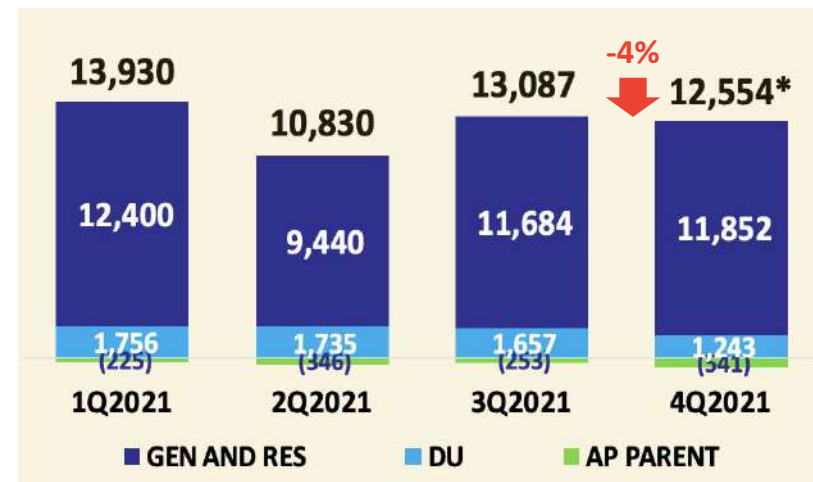
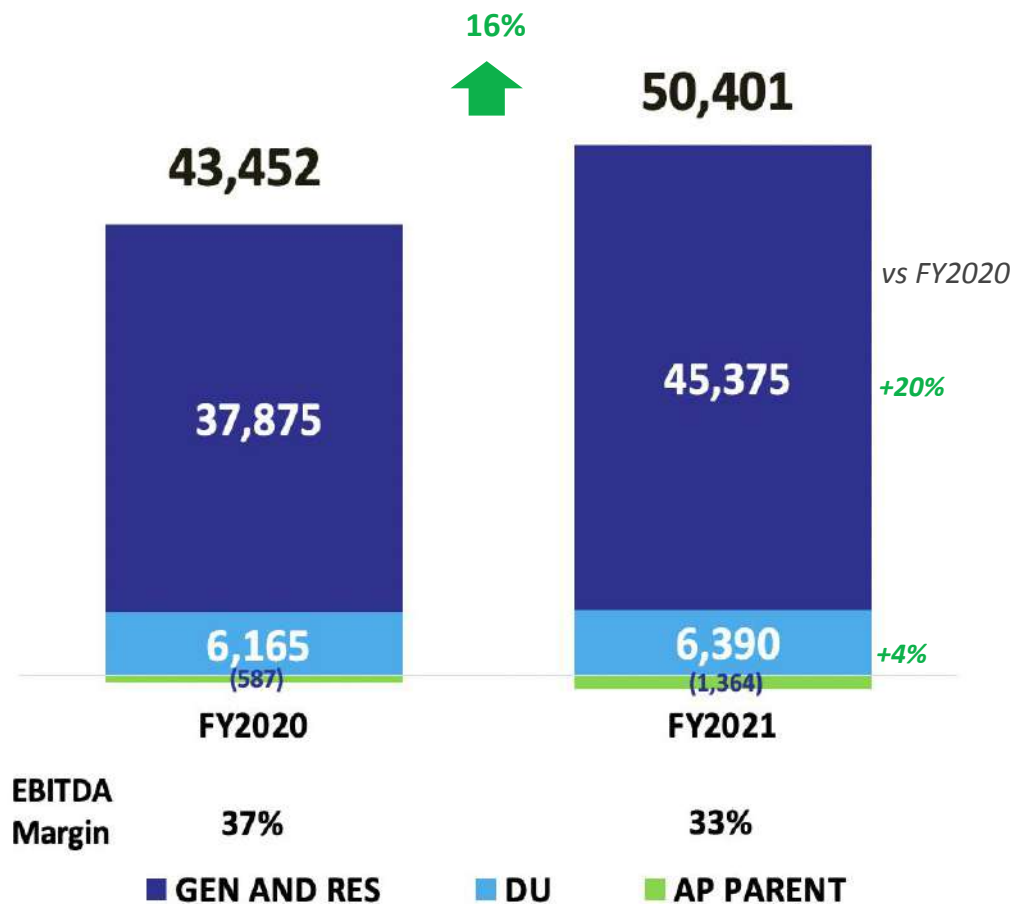
2021: a year of resiliency and recovery for AboitizPower





# Beneficial EBITDA up by 16%

in PHP millions



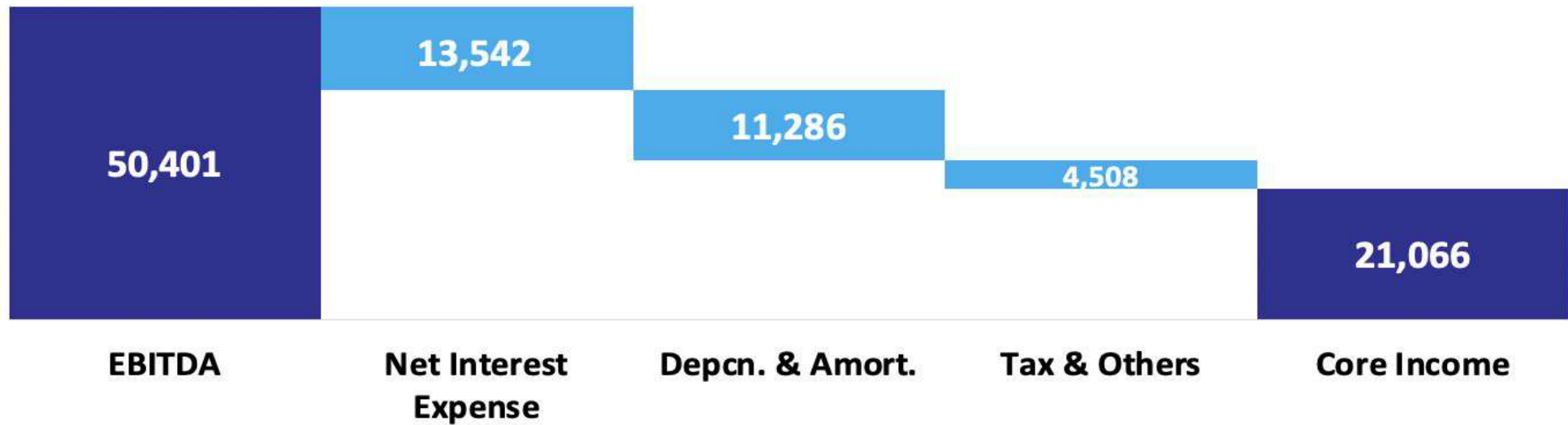
\*-11% vs 4Q2020

+16% vs LY:

- +9% higher WESM dispatch
- +8% higher availability of TSI, TVI, TLI facilities
- -8% GMEC outage
- +5% GNPD commissioning revenue
- +2% higher water inflows
- +1% other income



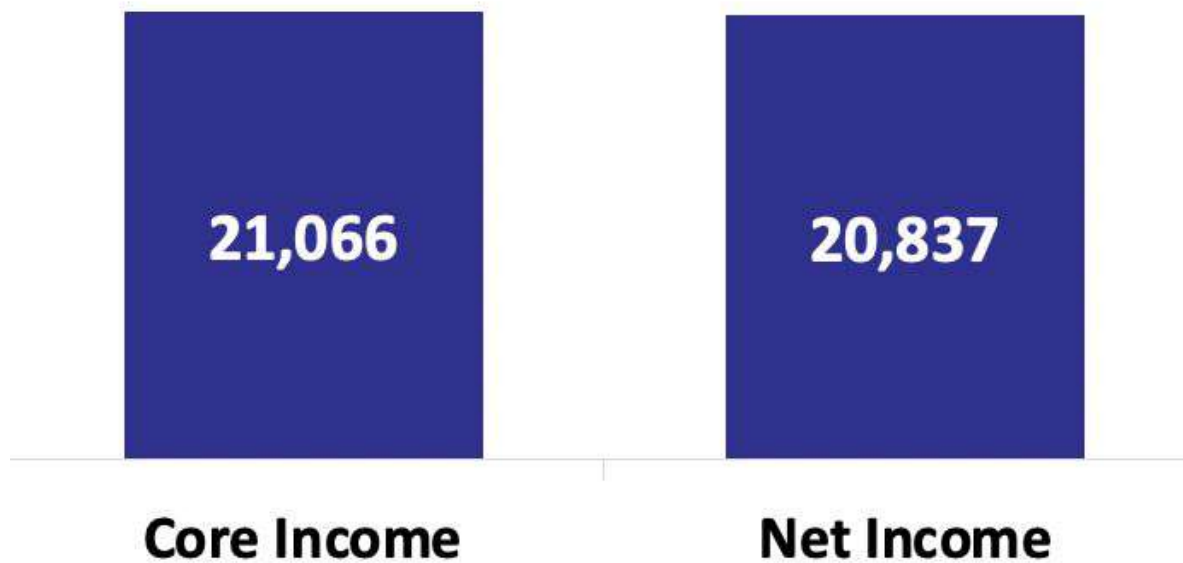
## Core income up by 68%



Php mn	FY2020	FY2021	Change
<b>EBITDA</b>	43,452	50,401	16%
Less: Net Interest Expense	13,765	13,542	-2%
Depcn. & Amort.	11,026	11,286	2%
Tax & Others	6,129	4,508	-26%
<b>Core Income</b>	12,532	21,066	68%
<i>EPS</i>	1.70	2.86	



## Net income up by 66%



Php mn

**Core Income**

**Net Income**

*EPS*

	<b>FY2020</b>	<b>FY2021</b>	<b>Change</b>
	12,532	21,066	68%
	12,578	20,837	66%
	1.71	2.83	



## Balance sheet remains strong

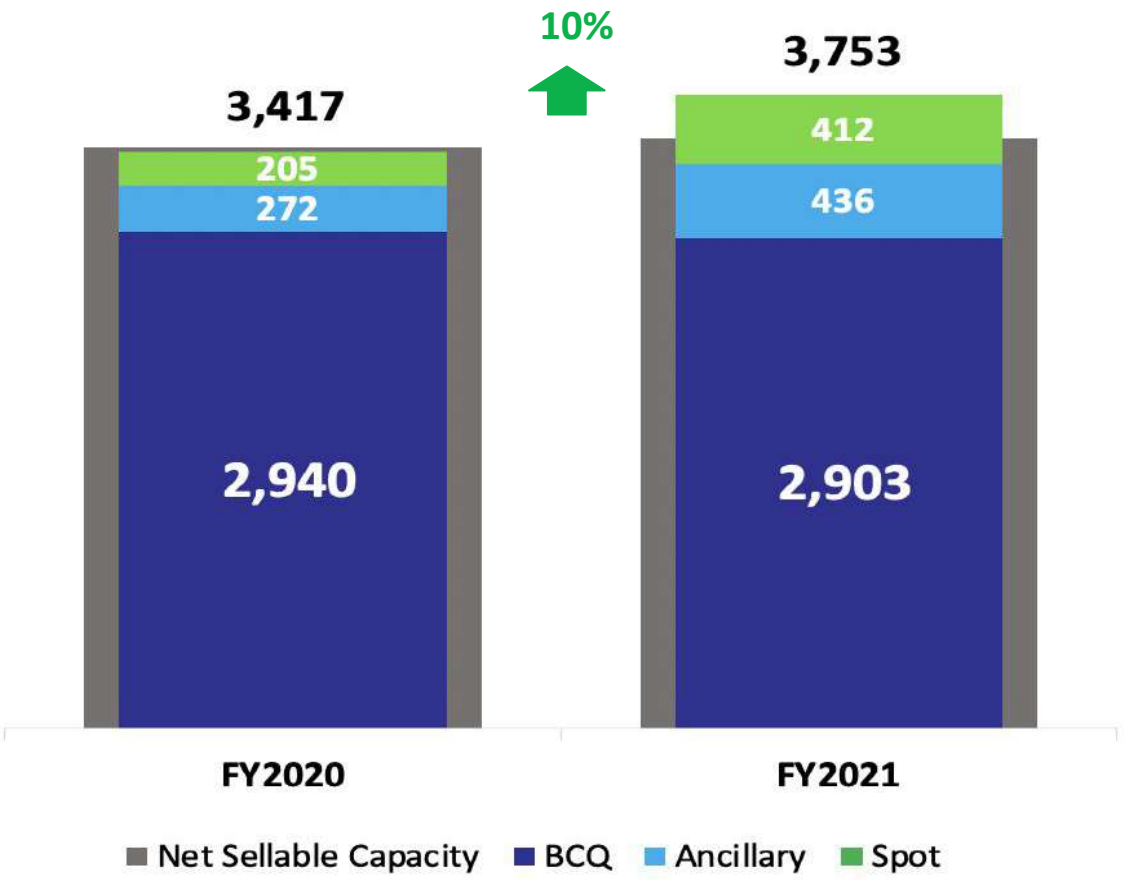
(Php mn)	CONSOLIDATED	
	As of Dec 31, 2020	As of Dec 31, 2021
<b>Cash and Cash Equivalents</b>	38,700	57,130
<b>Investments and advances</b>	61,829	64,953
<b>Property, Plant and Equipment</b>	203,451	203,383
<b>Total Assets</b>	397,925	427,416
<b>Total Liabilities</b>	263,340	271,835
<b>Total Equity</b>	134,585	155,581
<b>Total Interest Bearing Debt</b>	228,328	234,437
<b>Net Debt</b>	182,194	173,234
<b>Net Debt to Equity</b>	1.4x	1.1x
<b>Debt to Equity*</b>	1.7x	1.5x

*\*Total Interest Bearing Debt / Total Equity*



# Capacity sales grew by 10%

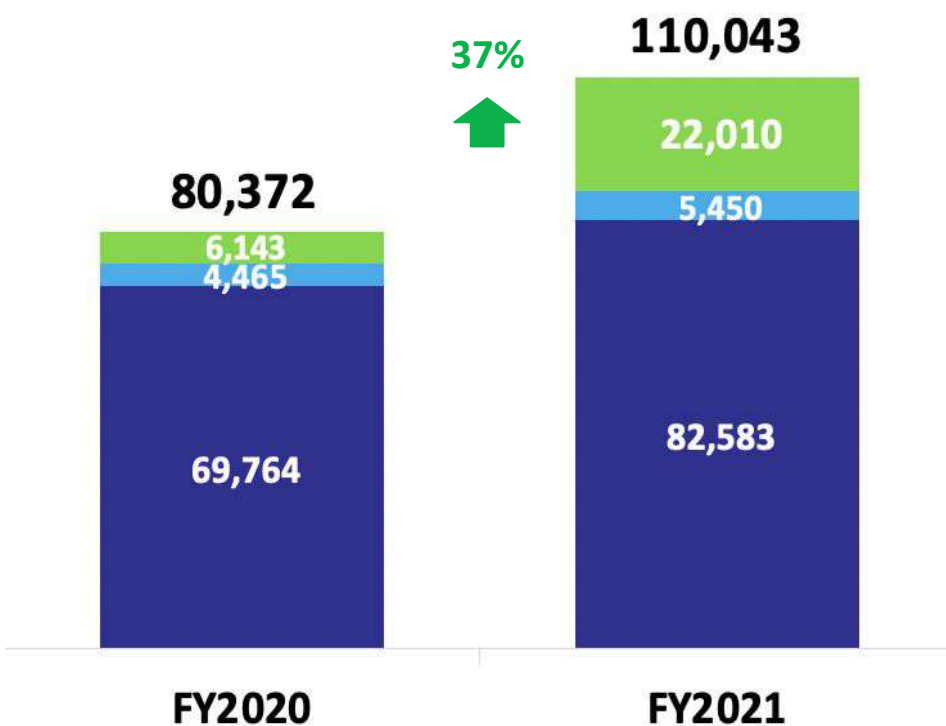
Capacity Sales  
in MW



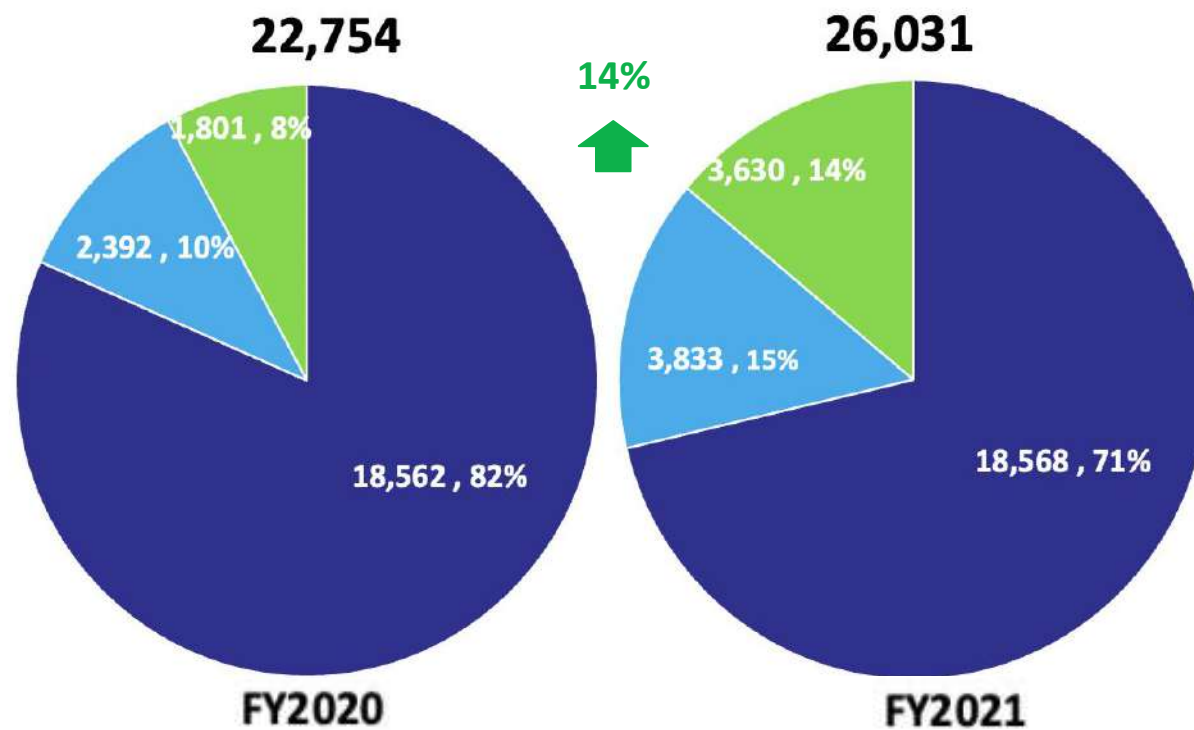


## Revenue and energy sold increased

Revenue  
in PHP millions



Energy Sold  
in GWh

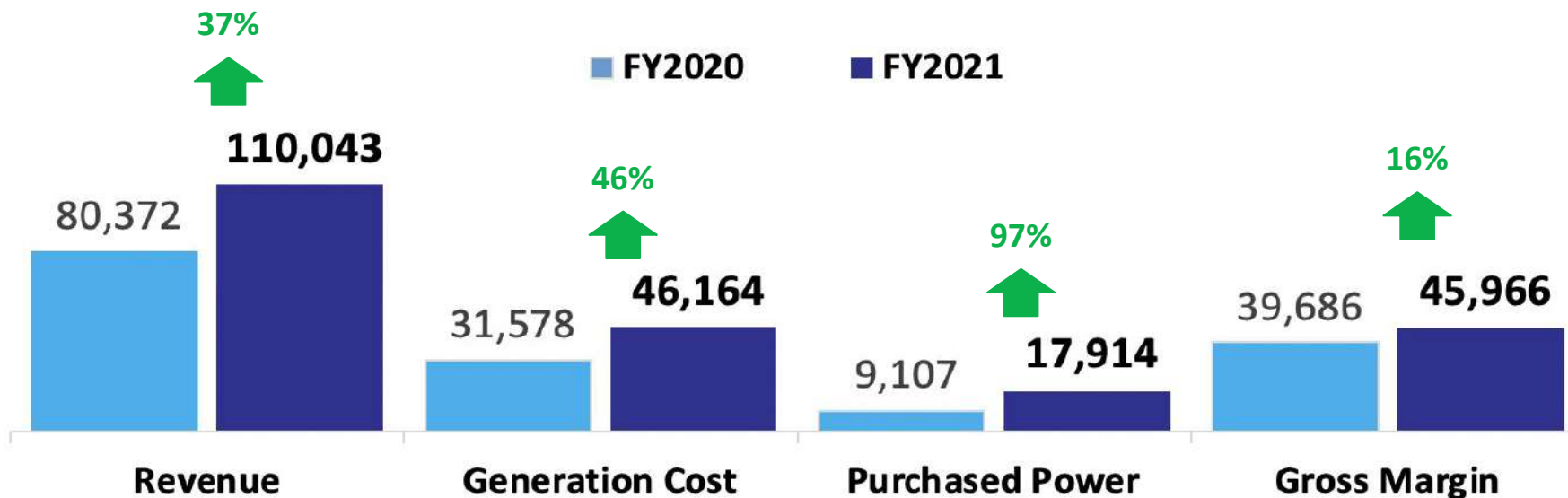


■ BCQ ■ Ancillary Services ■ Spot



# Gross margin increased by 16%

in PHP millions

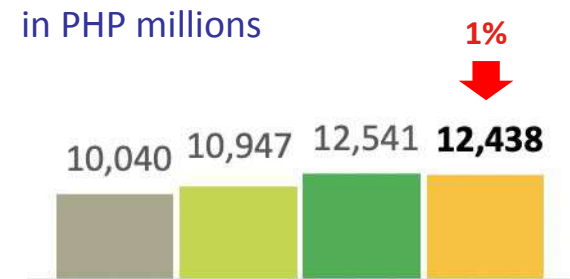


in GWh

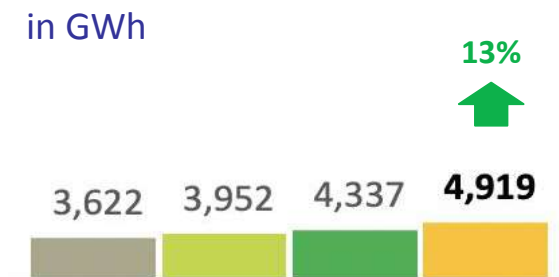


## Quarterly Breakdown

in PHP millions



### Gross Margin



### Energy Generated

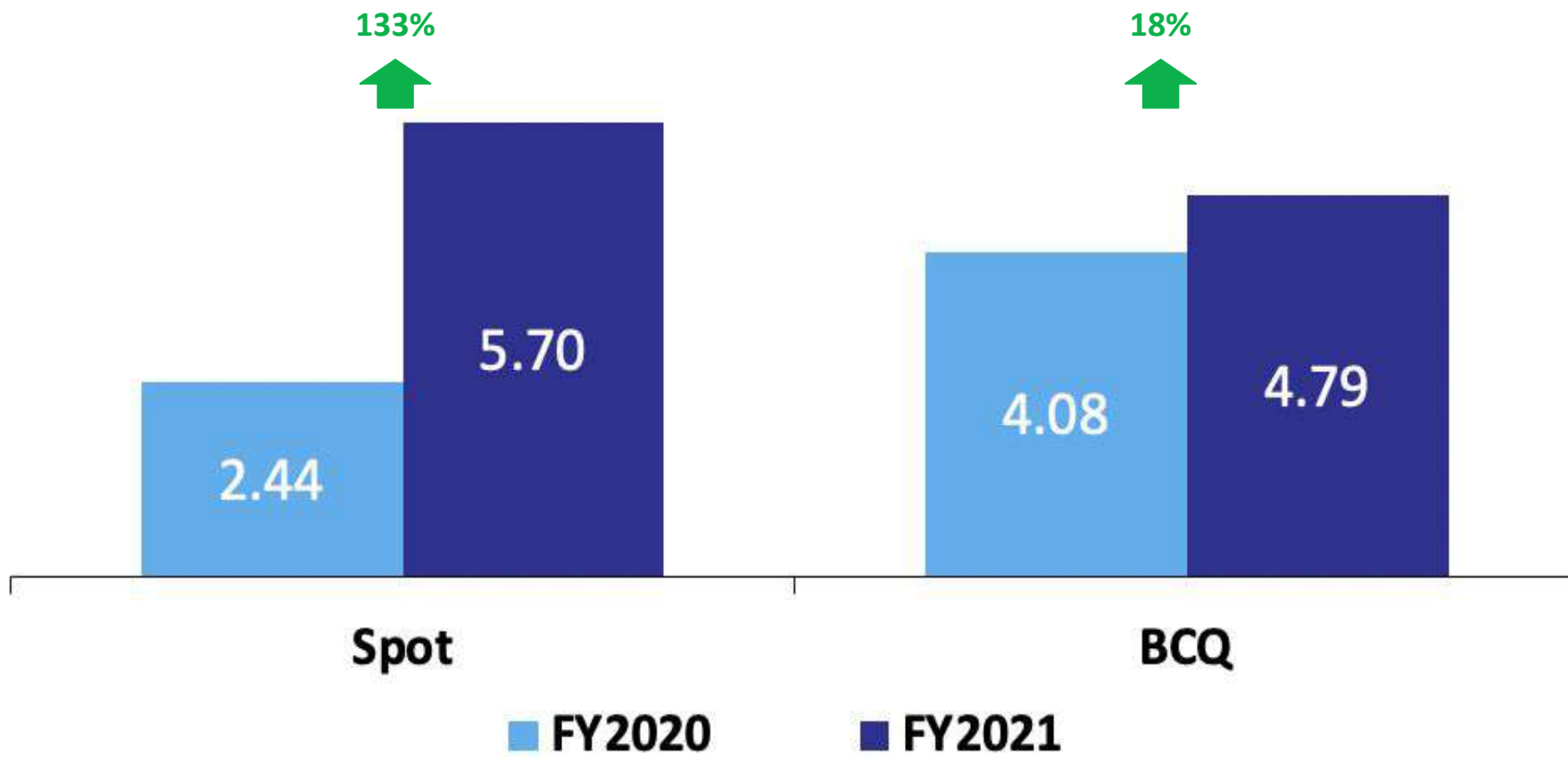


### Purchased Power



## Spot and BCQ selling prices increased

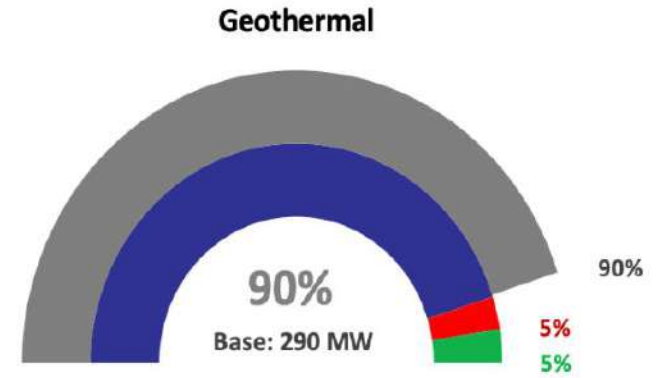
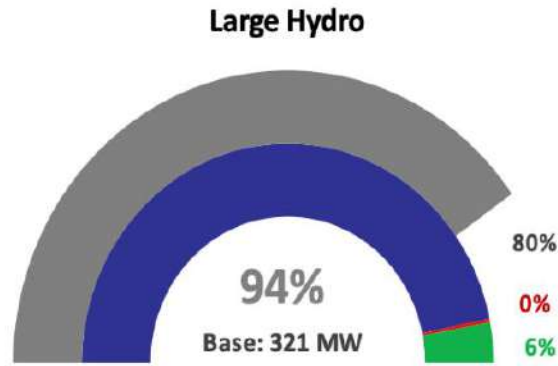
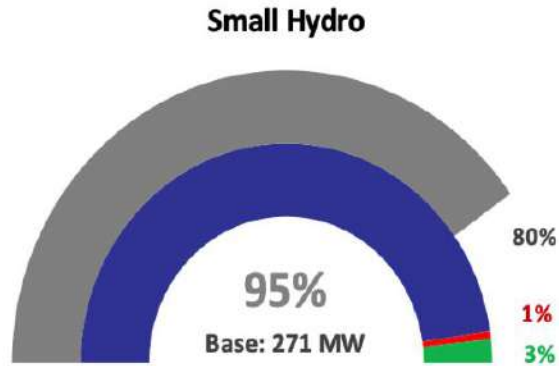
in (P/kWh)



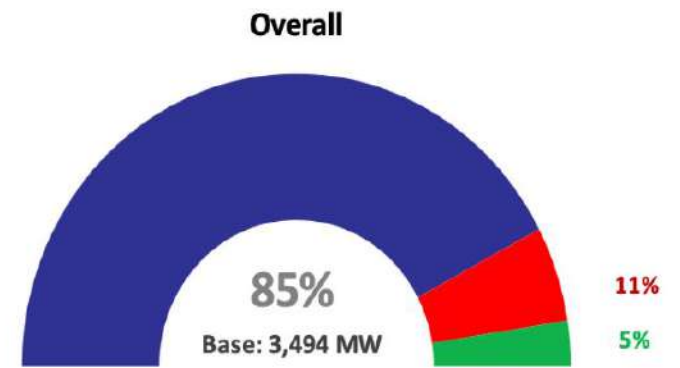
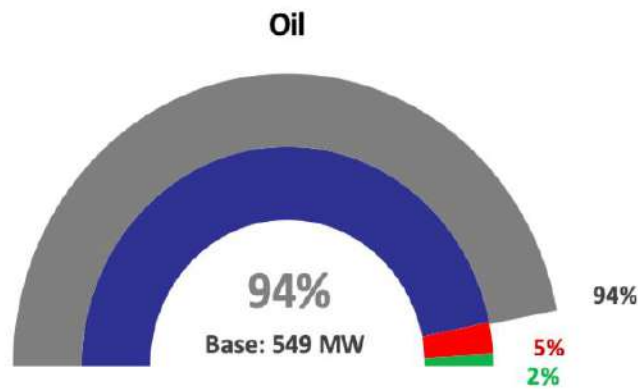
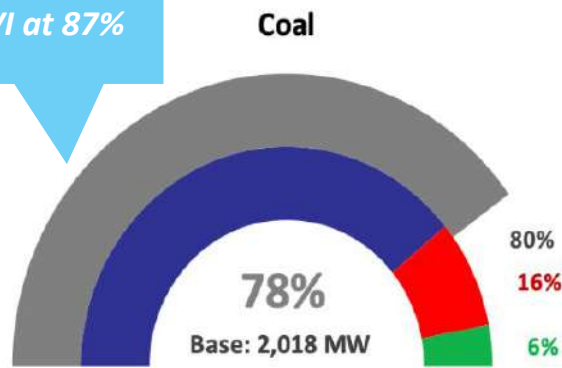
Ave NEWC \$137/MT in FY2021 vs \$60/MT in FY2020



# Availability of TLI, TSI and TVI is at 87%



TLI, TSI, TVI at 87%

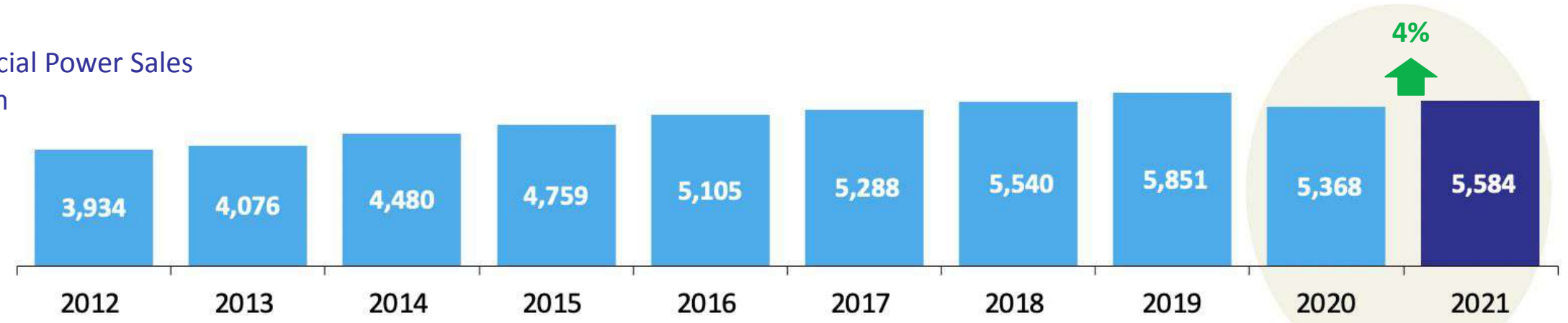


**MECHANICAL AVAILABILITY FACTOR**    **UNPLANNED OUTAGE FACTOR**    **PLANNED OUTAGE FACTOR**    **NERC BENCHMARK AVAILABILITY FACTOR**

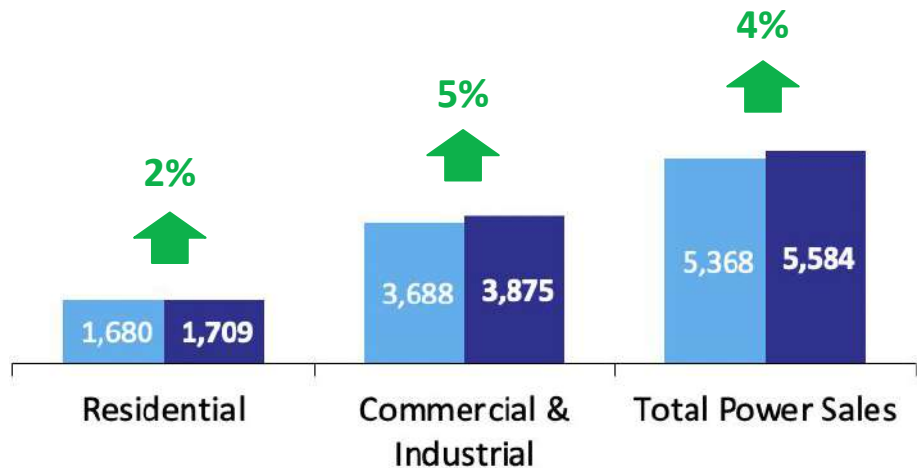


# Beneficial power sales recovered

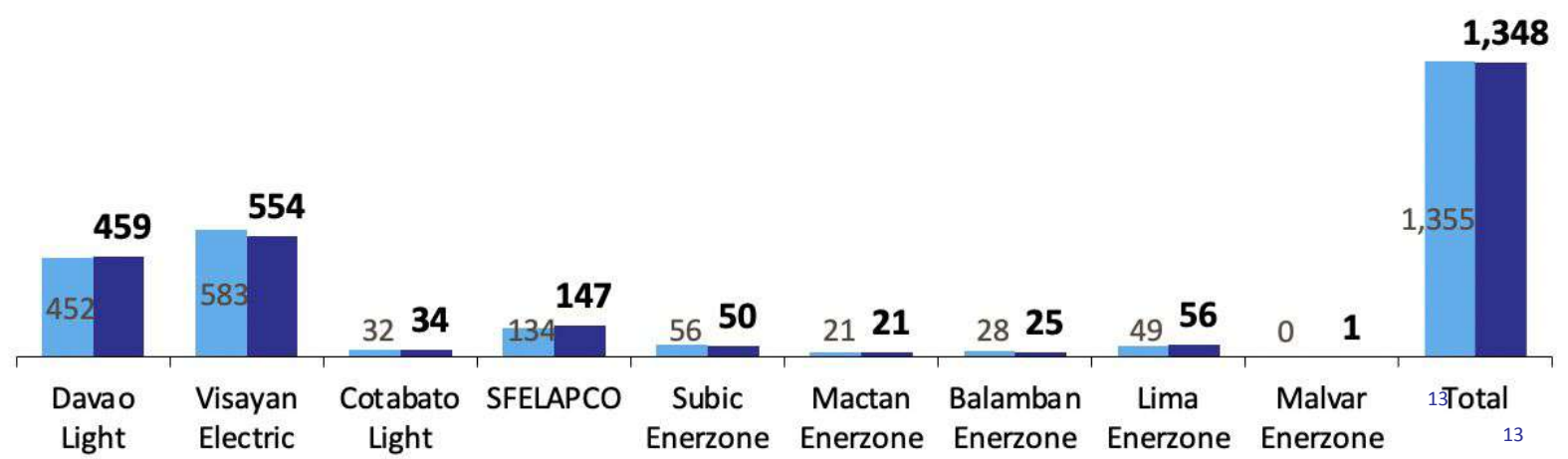
Beneficial Power Sales in GWh



Customer Type in GWh



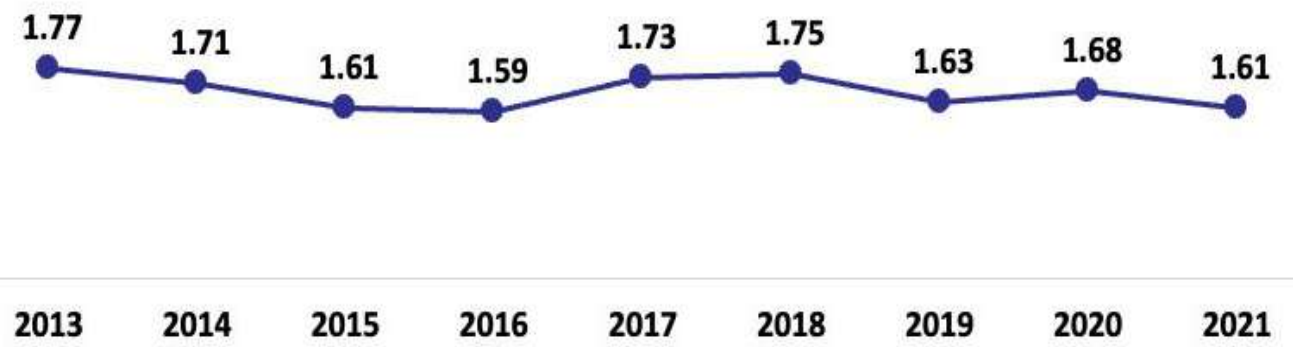
Peak Demand in MW



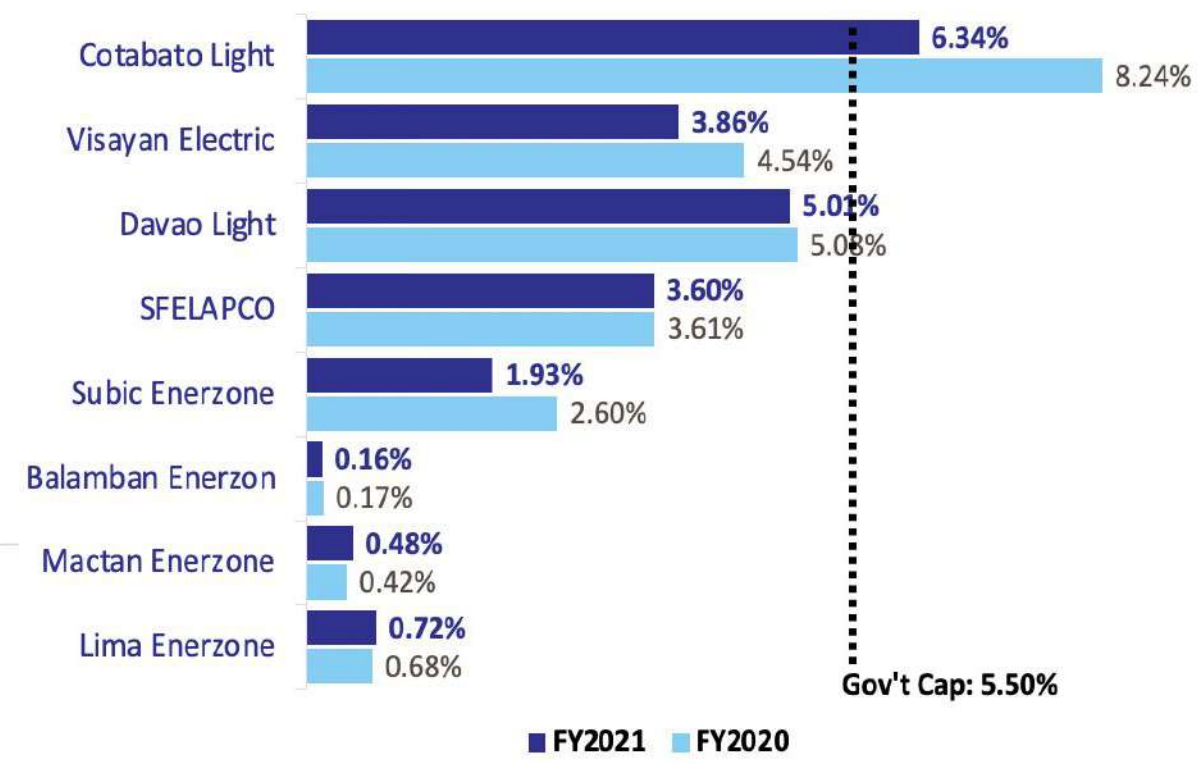


# Average gross margin slightly declined

Gross Margin / kWh

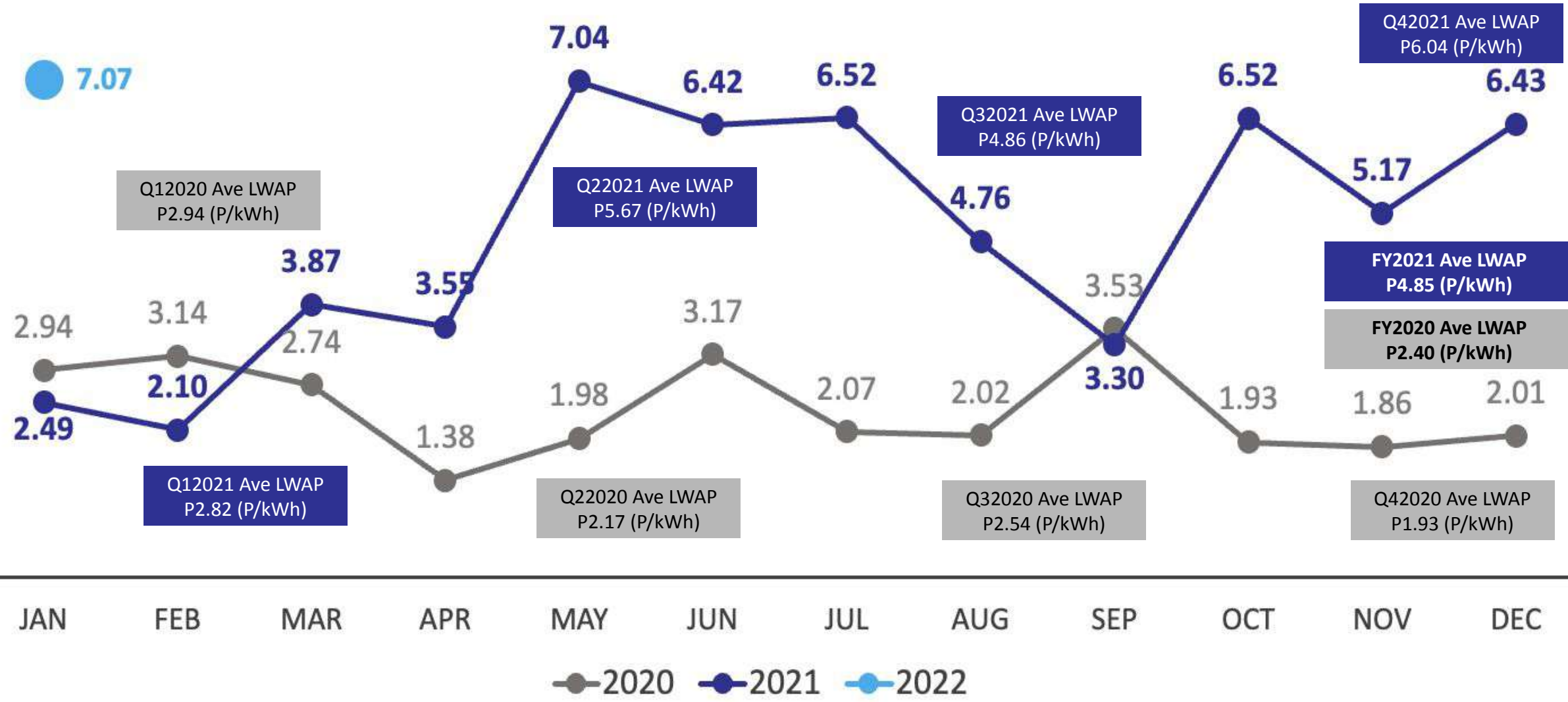


Feeder Loss



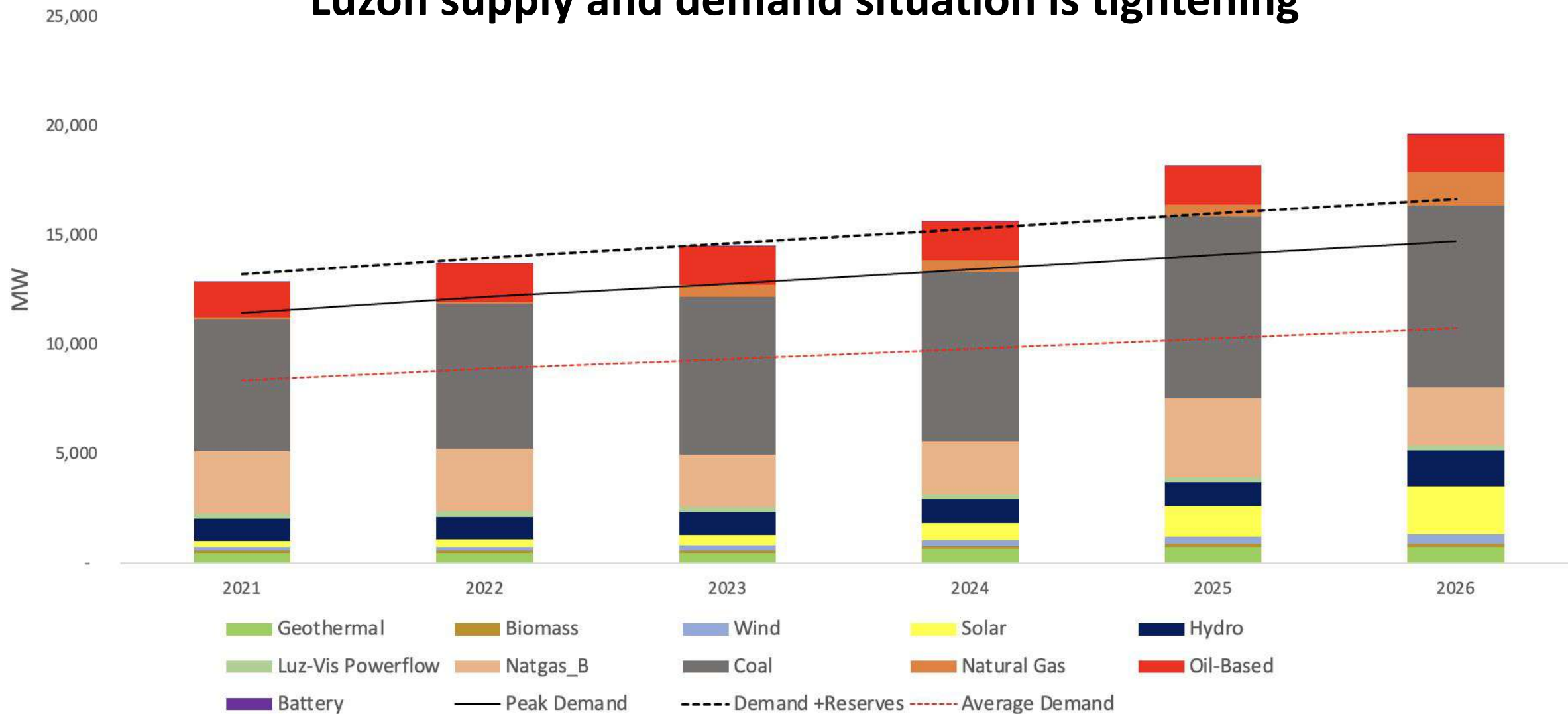


# Average YTD LWAP increased





# Luzon supply and demand situation is tightening





## We are working on 1,960 MW of disclosed projects\*

### Under construction

Grid	Project	Capacity (Net)	% Ownership	Attributable Net Sellable Capacity	Estimated Commercial Operation Date
Luzon	Dingin Unit 1	668 MW	70%	468 MW	COD January 26, 2022
	Dingin Unit 2	668 MW	70%	468 MW	Commissioning
	Cayanga Solar	94 MWp*	100%	94 MWp*	Q4 2022
Mindanao	Maco Battery	49 MW	100%	49 MW	May 2022
<b>Subtotal</b>		<b>1,479 MW</b>		<b>1,079 MW</b>	

### For 2022 Notice To Proceed

Grid	Project	Capacity (Net)	% Ownership	Attributable Net Sellable Capacity	Estimated Commercial Operation Date
Luzon	Laoag Solar	160 MWp*	100%	160 MWp*	Q3 2023
<b>Subtotal</b>		<b>160 MW</b>		<b>160 MW</b>	

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



## We are working on 1,960 MW of disclosed projects\*

### Priority Development

Grid	Project	Capacity (Net)	% Ownership	Attributable Net Sellable Capacity	Estimated Commercial Operation Date
Luzon	Magat Battery	20 MW	50%	10 MW	1H 2024
	San Manuel Solar	84 MWp*	100%	84 MWp*	Q4 2024
	Tarlac Solar	44 MWp*	100%	44 MWp*	Q3 2024
	Kibungan Hydro	40 MW	100%	40 MW	Q2 2025
	Olongapo Solar	212 MWp*	100%	212 MWp*	Q3 2025
	Ramon Solar	56 MWp*	100%	56 MWp*	Q3 2025
	Gamu Solar	50 MWp*	100%	50 MWp*	Q3 2025
	Magat Floating Solar	150 MWp*	50%	75 MWp*	2025
Visayas	Calatrava Solar	150 MWp*	100%	150 MWp*	Q4 2024
<b>Subtotal</b>		<b>806 MW</b>		<b>721 MW</b>	

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



Our 2 x 668 MW Dinginin coal power plants are in the final stages of construction



*Road grading at PV plant site*



*Grading works at the substation area*



**Our 94 MWp Cayanga Solar Power project will operate by year end**

*Establishment of foundations for temporary office*



*Temporary office pedestal installation*



**Our 20 MW Magat  
Battery Energy  
Storage System is  
being developed**



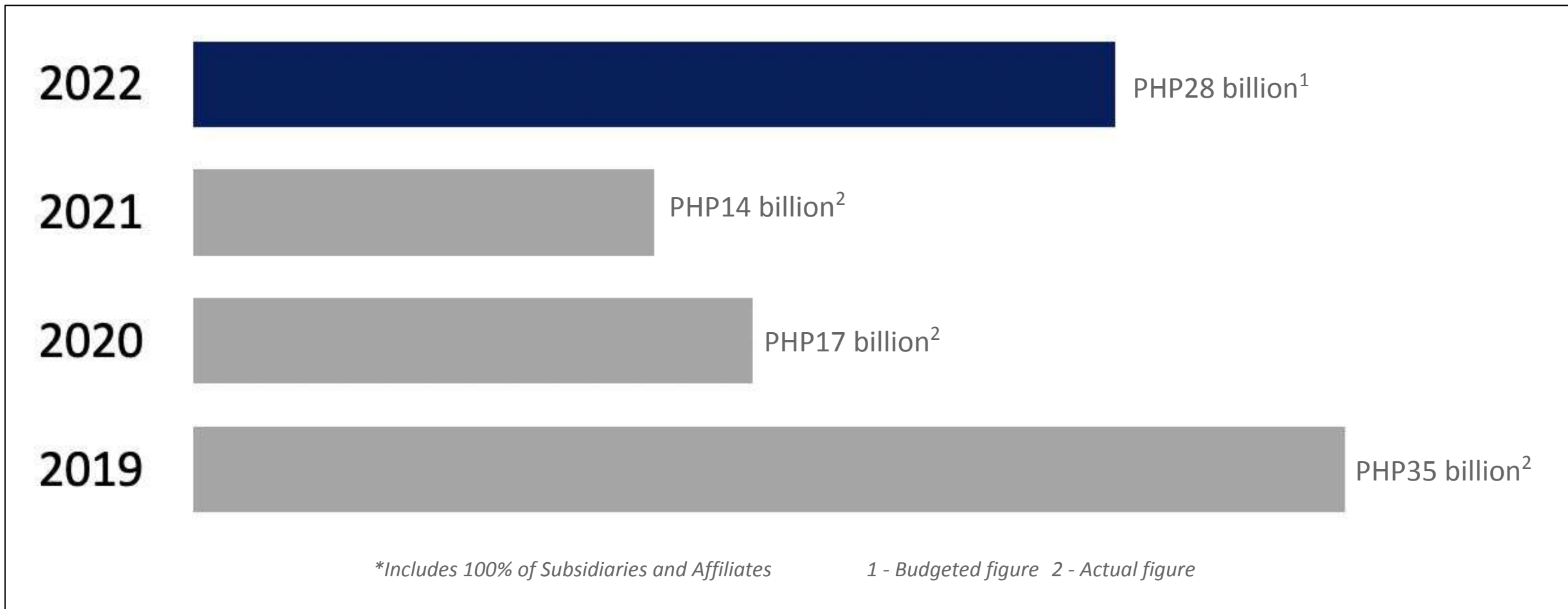
**MakBan and Tiwi Capacity  
Optimization Projects are ongoing**

**Our 49 MW Maco Hybrid  
Battery Energy Storage  
System will be running  
by May this year**



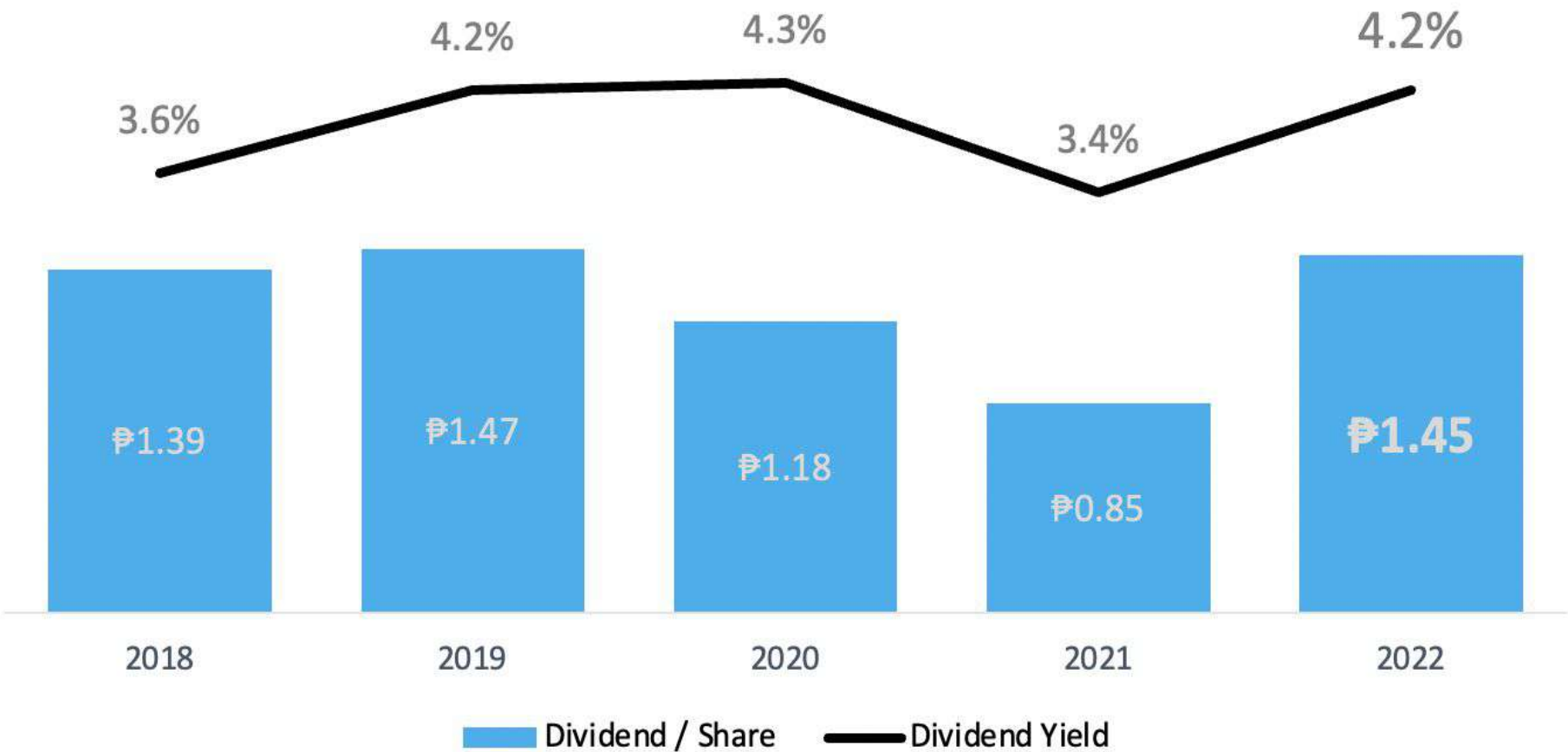


## We have allocated P28 billion for CapEx this year





# Dividend yield increased to 4.2%



*Payout Ratio: 1/2 of previous year's consolidated net income  
2022 Dividend Yield: Computed based on March 4, 2022 closing price (P34.25)*



Driving the **Aboitiz Great Transformation**  
through sustainable energy transition



50:50 **Balanced**  
Mix Portfolio



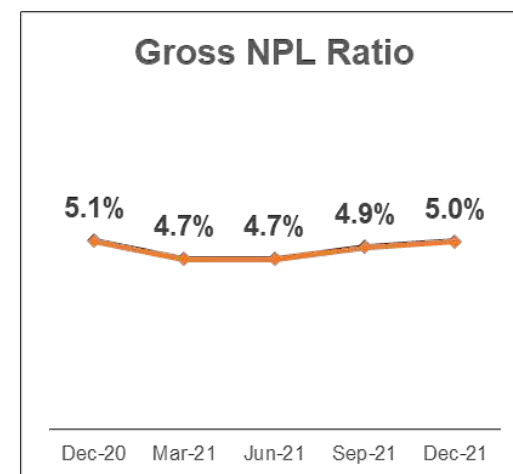
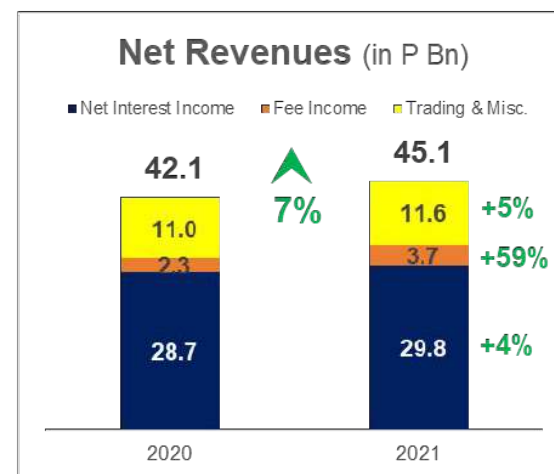
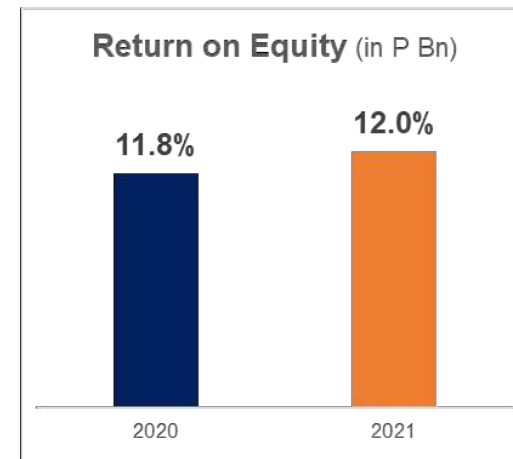
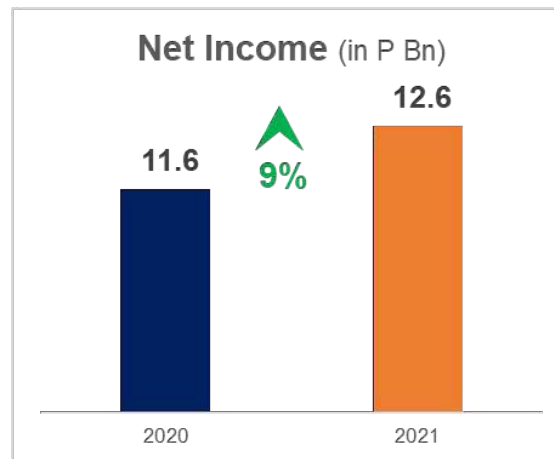
## Review of Business Units

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



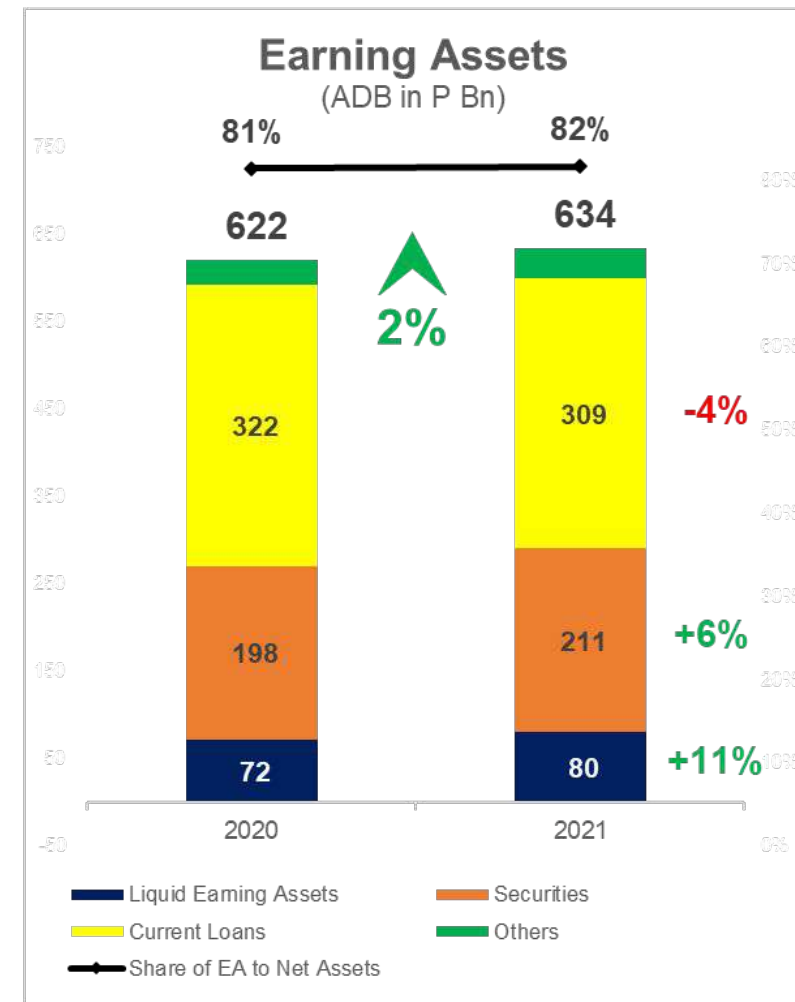
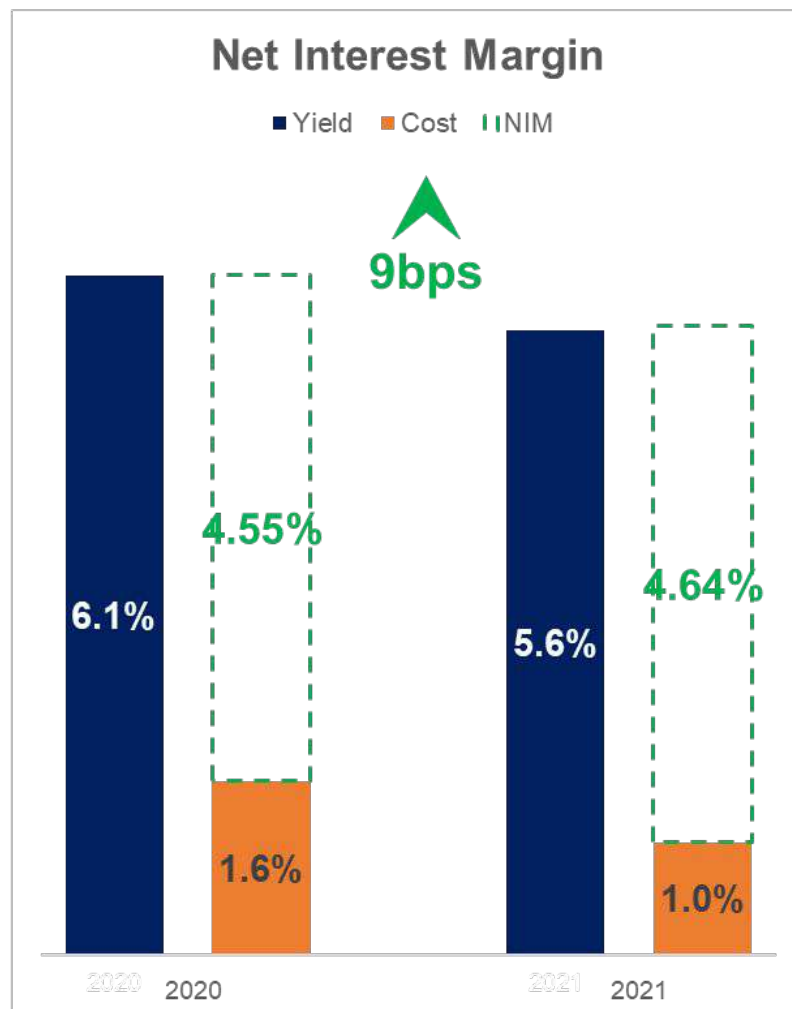
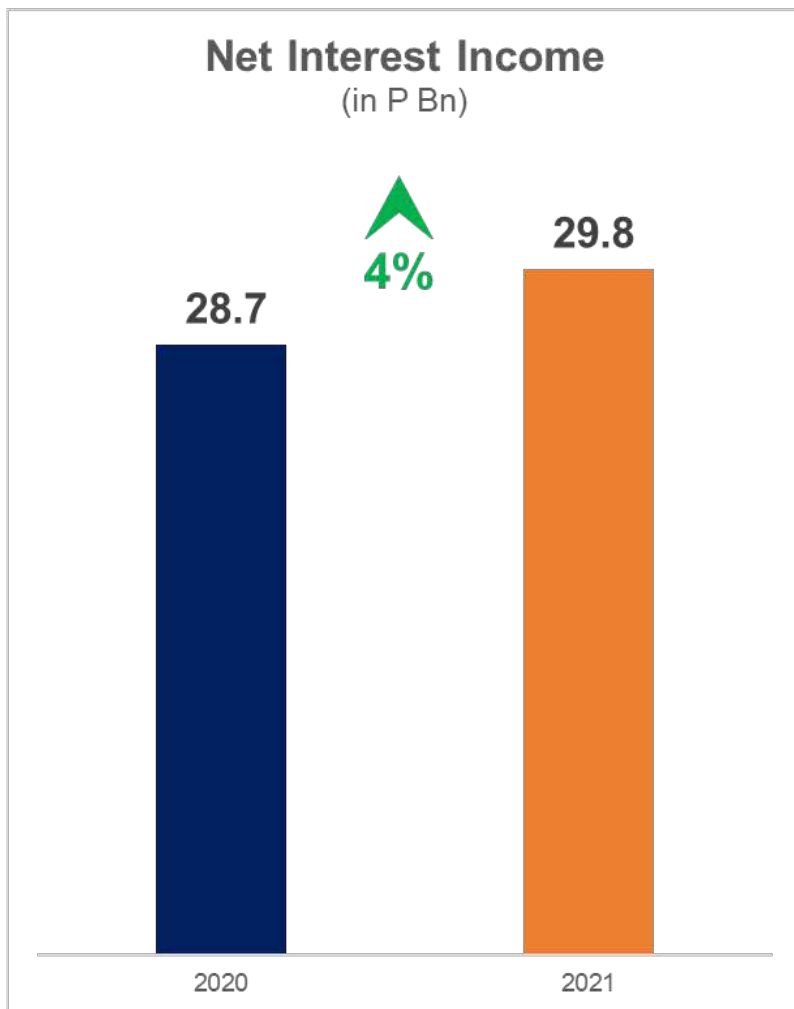
## Net income up 9% YoY to P12.6 Bn

- Sustained ROE at 12.0%
- New high in revenues at P45.1 Bn due to:
  - Higher margins from record CASA growth and lower funding cost
  - Robust growth in fee income
  - Higher forex sales
  - Trading income contribution
- Lower credit reserves with NPLs stabilizing.  
Group's NPL ratio was at 5.0% vs. 5.1% in 2020



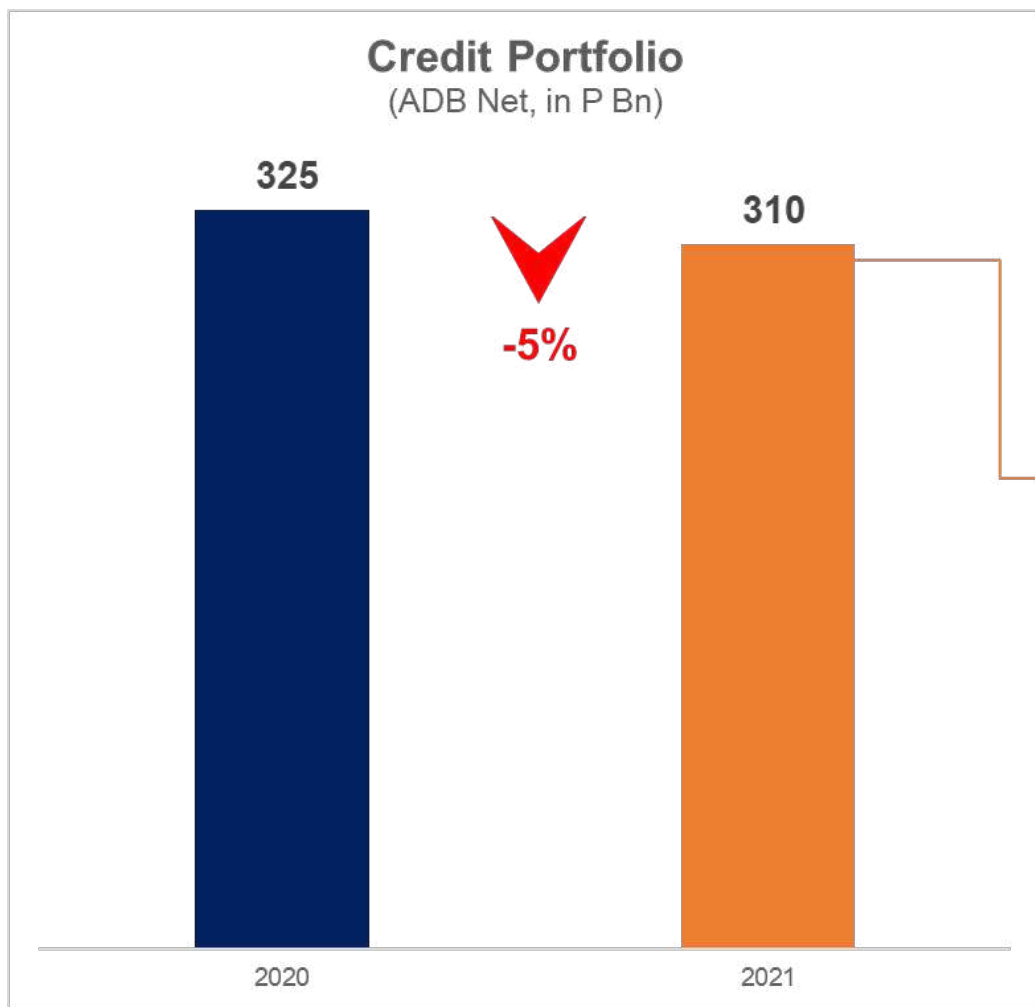


# Net interest income up 4% YoY with margins higher by 9bps





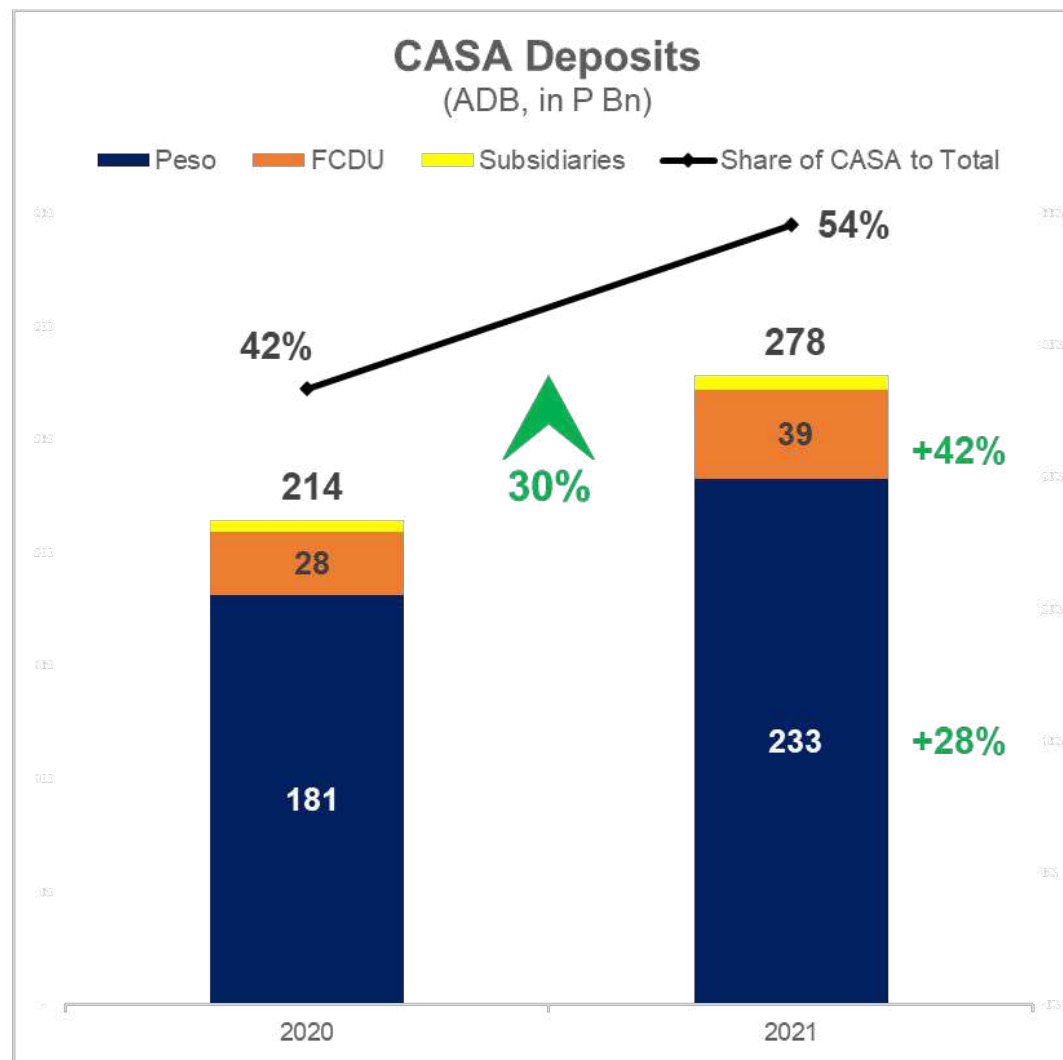
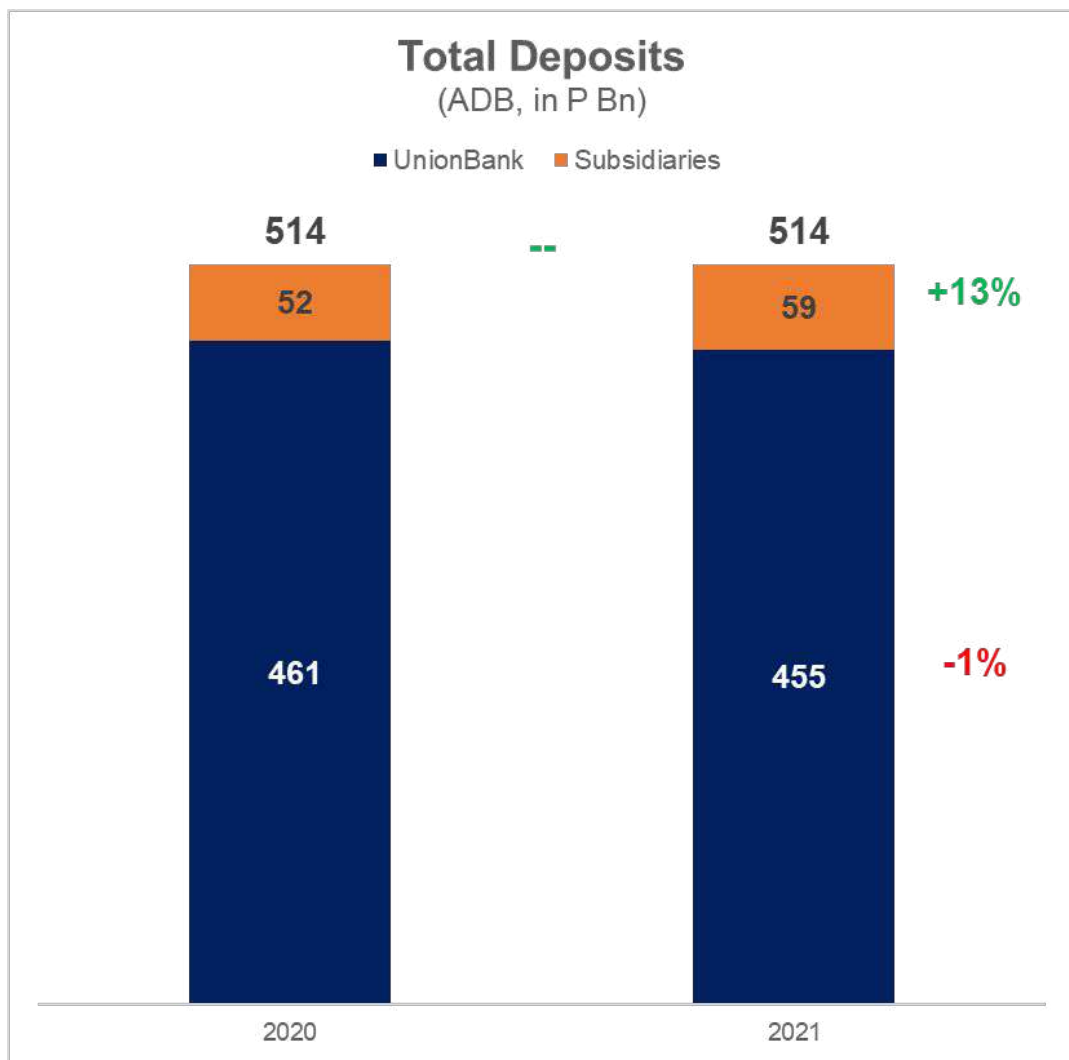
## ADB Loans lower on subdued wholesale credit growth



In P Bn	2020	2021	Growth
<b>Corporate</b>	<b>134.9</b>	<b>118.4</b>	<b>-12%</b>
<b>Commercial &amp; MSME</b>	<b>74.5</b>	<b>71.5</b>	<b>-4%</b>
<b>Retail (Parent Bank)</b>	<b>63.5</b>	<b>64.4</b>	<b>1%</b>
Home Loans	52.9	54.5	3%
Credit Cards	8.0	7.4	-8%
Others (Auto, etc.)	2.6	2.5	-4%
<b>Mass Market Loans</b>	<b>52.3</b>	<b>55.9</b>	<b>7%</b>
<b>Total Loans</b>	<b>325.2</b>	<b>310.2</b>	<b>-5%</b>

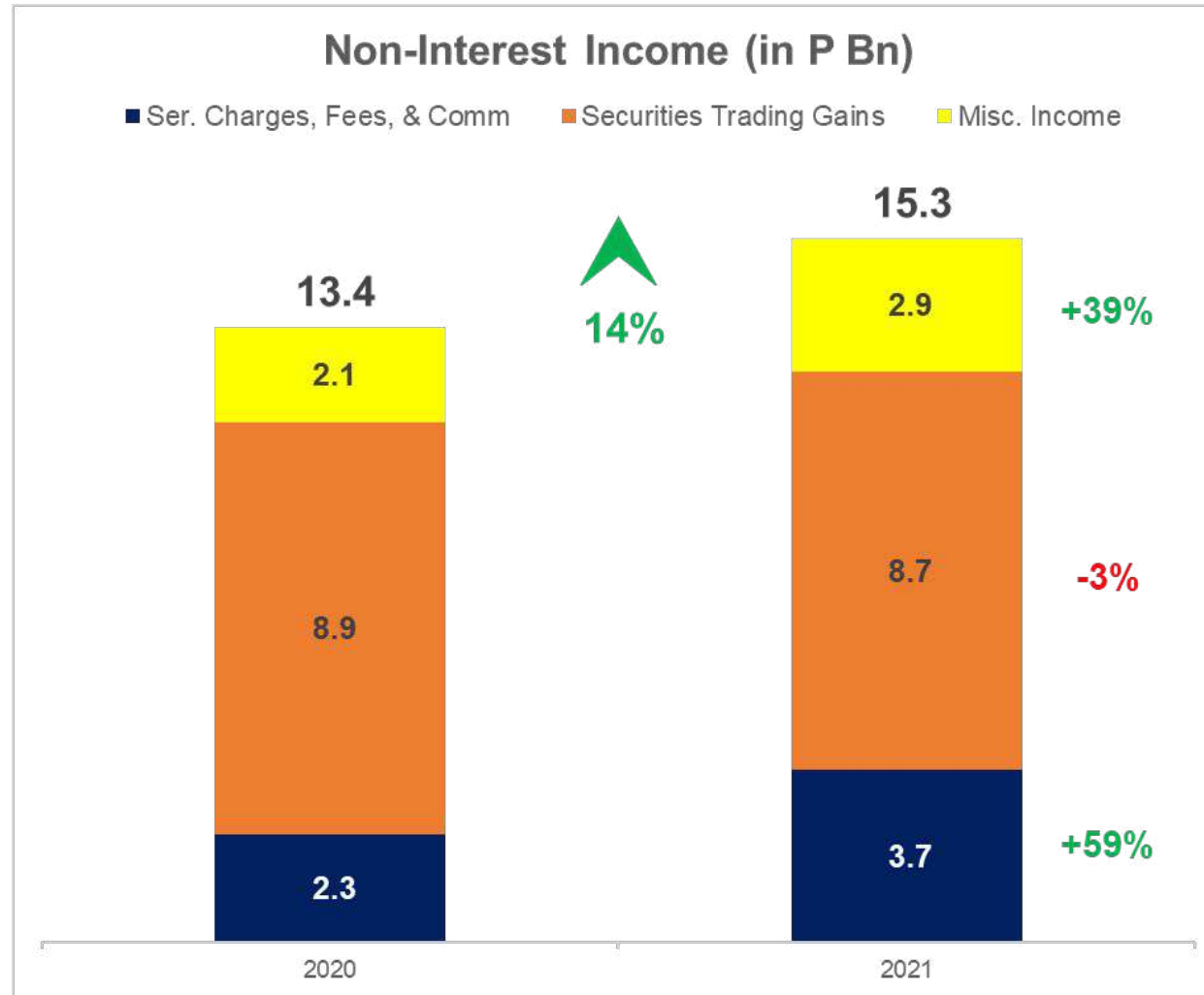


# CASA growth at another record high of 30%



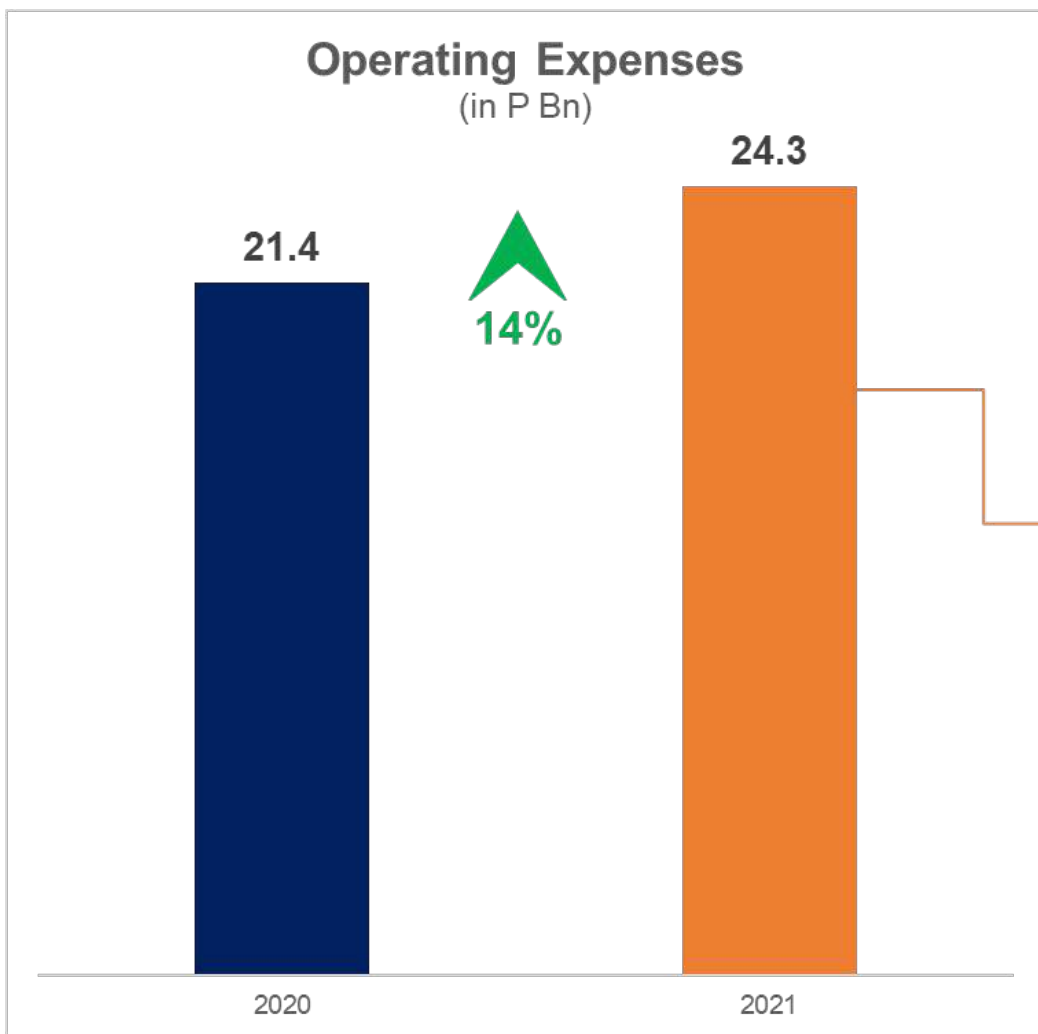


## Non-interest income up on higher fees, forex income





## Opex higher on one-time expenses & volume-related costs



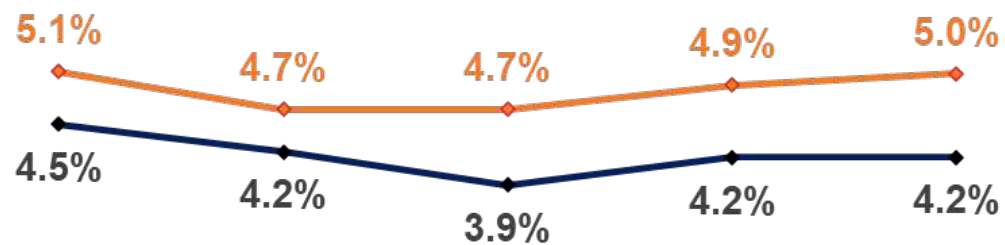
In P Bn	2020	2021	Growth
<b>Total Operating Expenses</b>	<b>21.4</b>	<b>24.3</b>	<b>14%</b>
One-Time Expenses	-	0.53	100%
Volume-Related Expenses	6.2	7.0	13%
Controllable Expenses	15.2	16.8	11%



## Stable NPL ratio; Higher coverage ratio

### Gross NPL Ratio

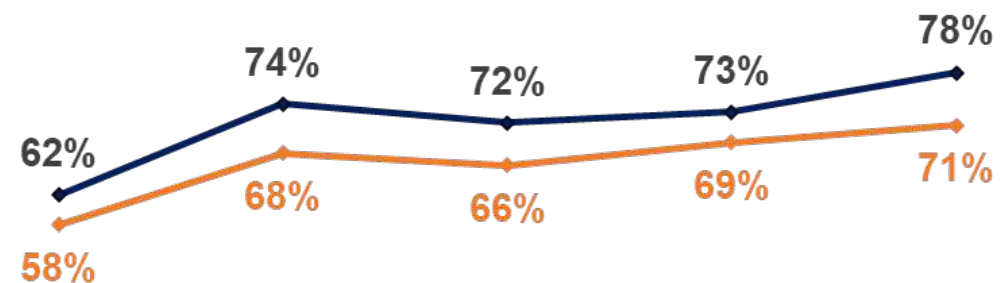
Group Parent



Dec-20 Mar-21 Jun-21 Sep-21 Dec-21

### NPL Cover

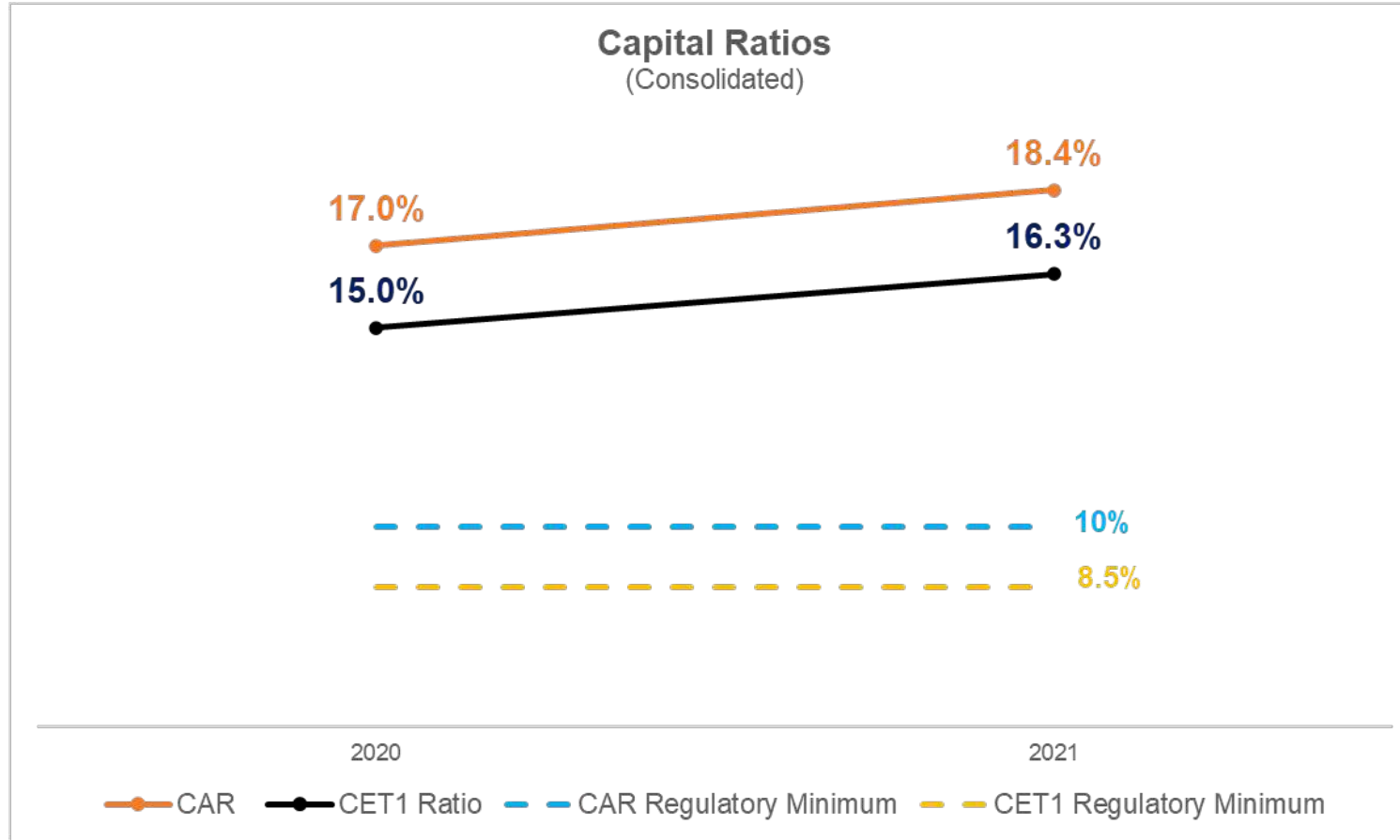
Group Parent



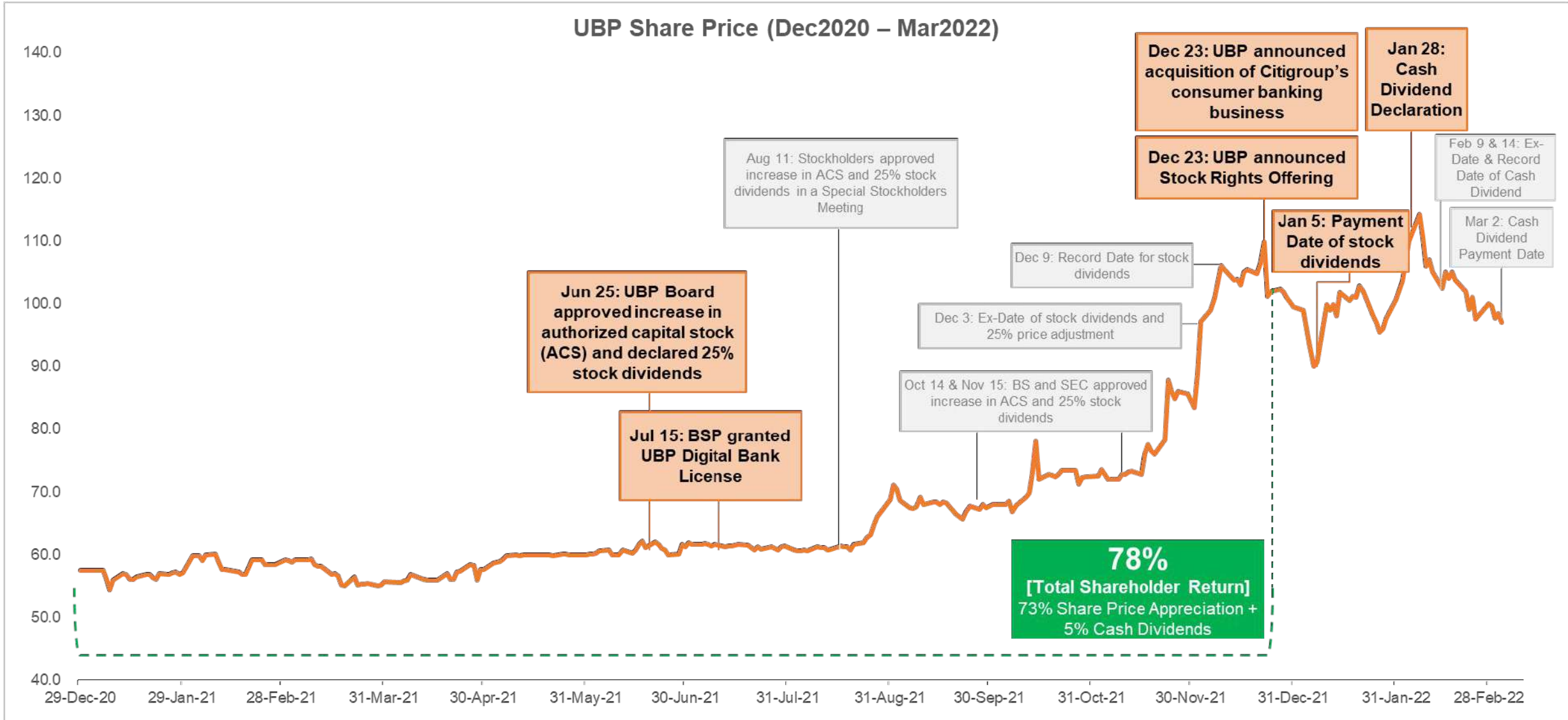
Dec-20 Mar-21 Jun-21 Sep-21 Dec-21



# Higher capital ratios YoY



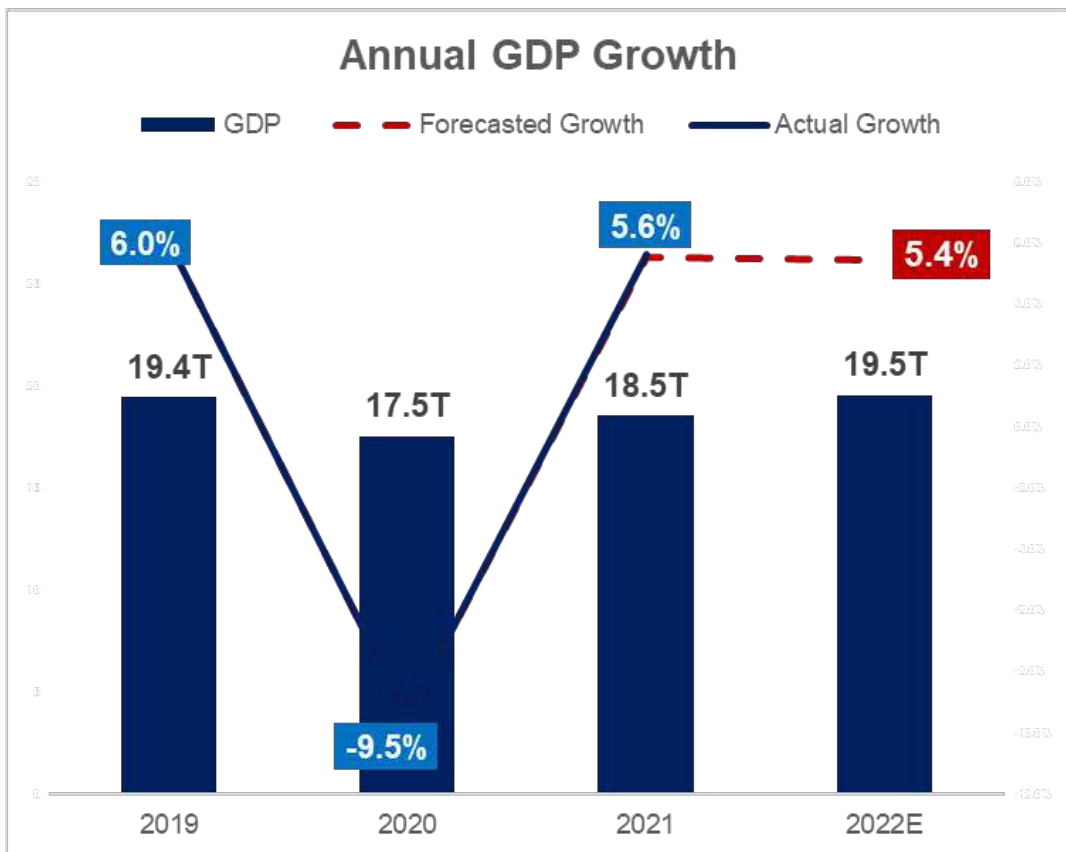
# 2021 Capital/Share Price Highlights



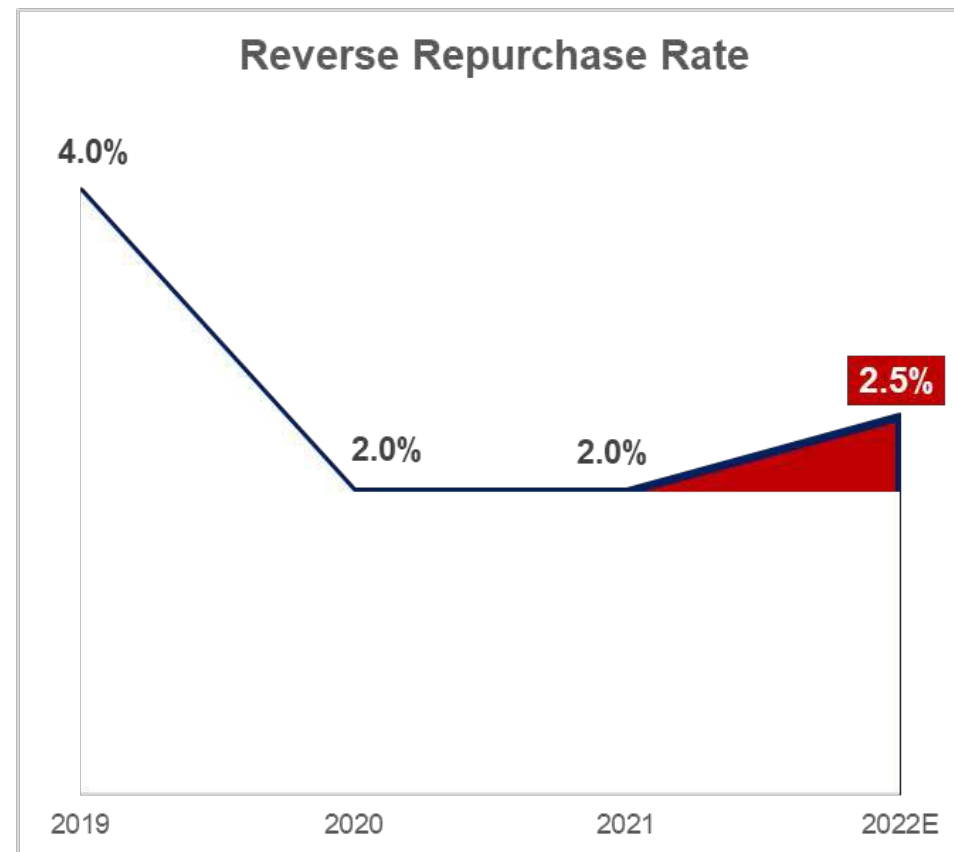


# 2022 Economic/Industry Outlook

**Slower economic growth from downside risks of the Ukraine crisis**



**Possible +50bps rate hike within the year**





# Strategic Updates

## Strengthening Today



[Plan A]

[Plan C]

## Creating Tomorrow



[Plan B]

[Plan D]



# Plan A (UBP): Continued traction in digital onboarding and engagement in Phase 3 of Transformation

## Phase 1 Build the Core

## Phase 2 Launch Digital Channels

## Phase 3 Rollout and Commercialization

### Infrastructure & Technology

- Enterprise Architecture
- Business Process Automation
- Robotics Process Automation
- Open API Strategy
- Integrated Operations Center
- Triangulation of Data Center
- Cloud Migration



Branch Transformation



The Portal for corporates

UnionBank Online App for retail

Online Banking Apps & Platforms

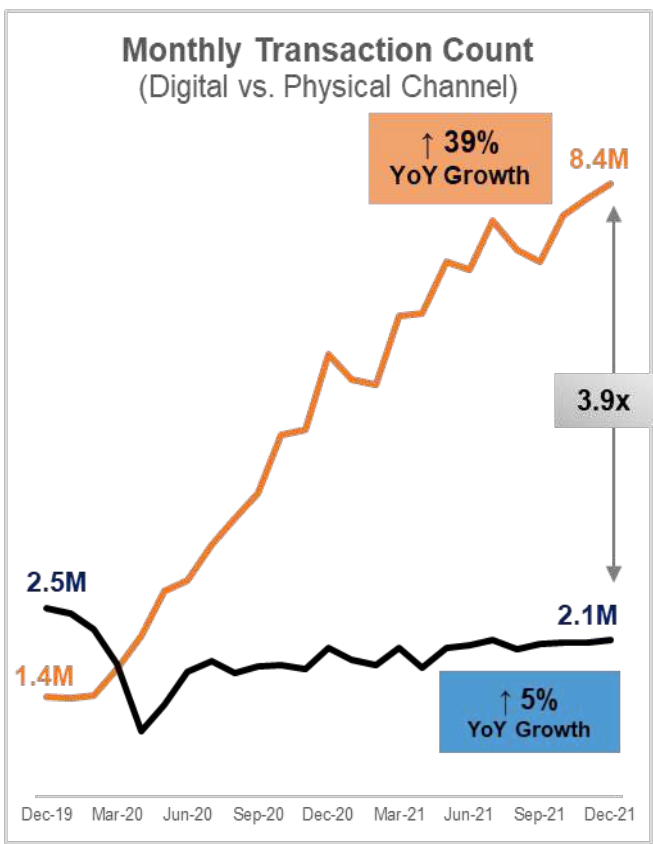
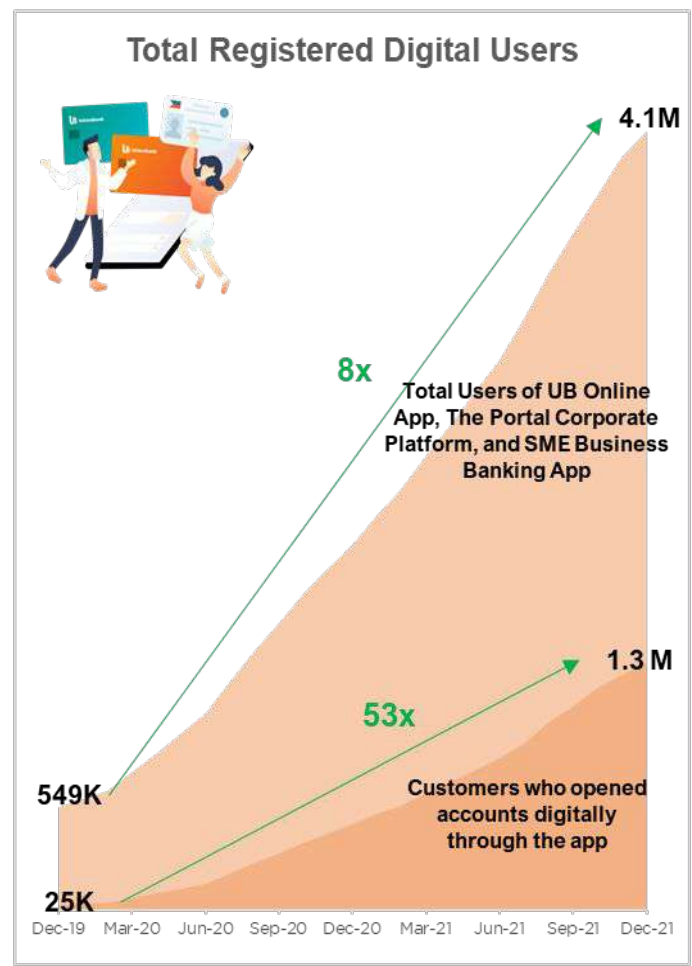


MAX 5.0 Digital RM Tool

### People & Organization



- Formed new groups; Hired industry experts
- Added new roles
- Adopted agile ways of working
- Upskilled employees with on-demand learning tools

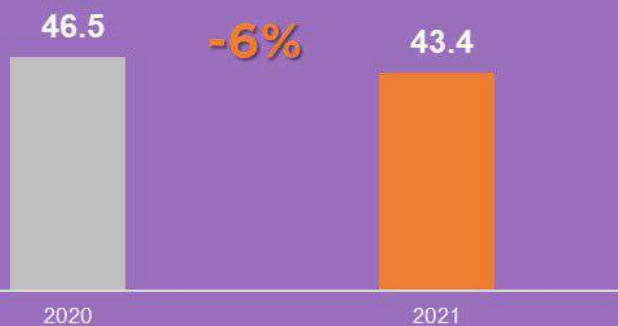


Digital Txns: Fund Transfer, Bills Payment, Load Purchase, Mobile Check Deposits, FX, Remittance, FSC, and Checkwriter from UB Online App, The Portal, and MSME Business Banking -- Branch Txns: Fund Transfer, Bills Payment, Cash Deposit, Check Deposit, Cash Withdrawal, Check Encashment, Remittance, MC/DD Nego/Application, Time Deposit Renewal, Bank Cert, TD Closing, etc. -- ATM Txns: Fund Transfer, Bills Payment, Cash Withdrawal

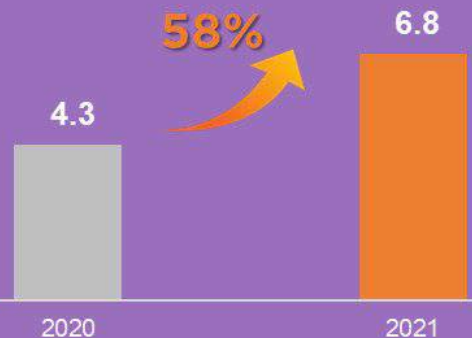


# Plan A (CSB): No longer a one-product bank

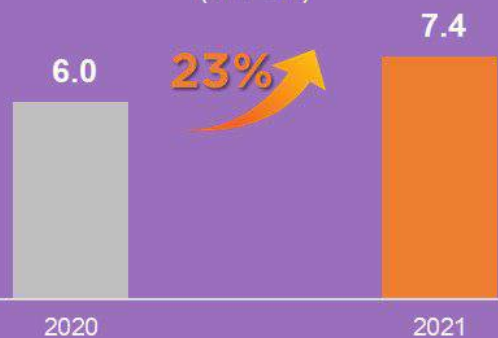
DepEd Loans (in P Bn)



Motorcycle Loans (in P Bn)



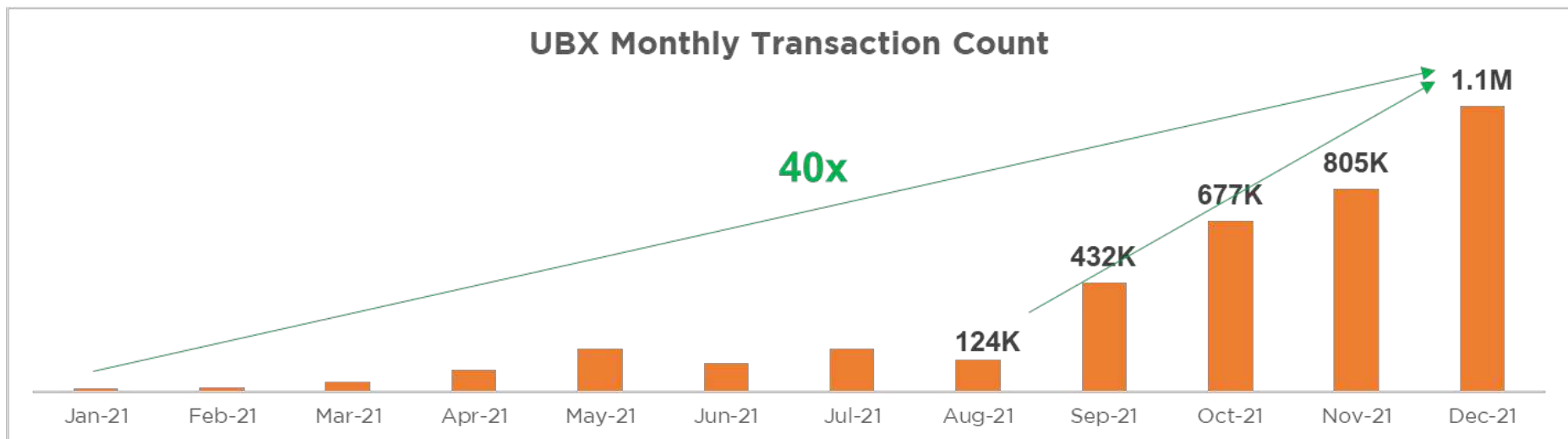
Pension & Beyond DepEd Loans (in P Bn)



CitySavings



## Plan B: UBX transactions and sign-ups grew exponentially



Financial Network and Agency Banking Platform

**259** ↑ 51% YoY

Financial Institution Signups

**2,376** ↑ 33x YoY

Mobile ATM Agents



All-in-One Payment and Delivery Platform

**105K** ↑ 12% YoY

Signups



MSME Lending Marketplace, open to other lenders

**44K** ↑ 2x YoY

Signups

**P500M** ↑ 7x YoY

Disbursed Loans



Free online shop builder with integrated payment gateway

**35K** ↑ 26% YoY

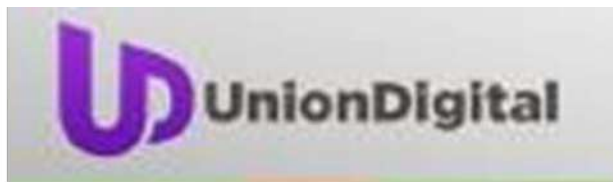
Signups

**4.3K** ↑ 1.6x YoY

Stores Published

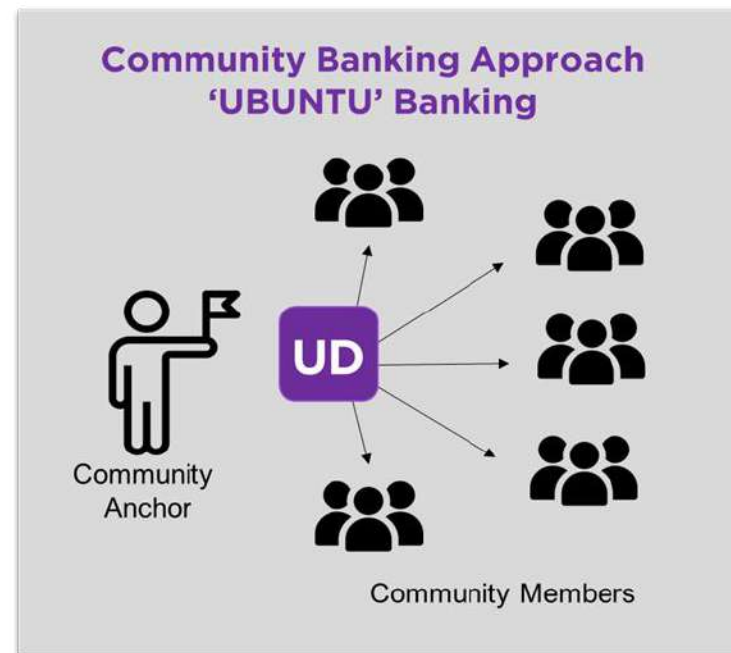
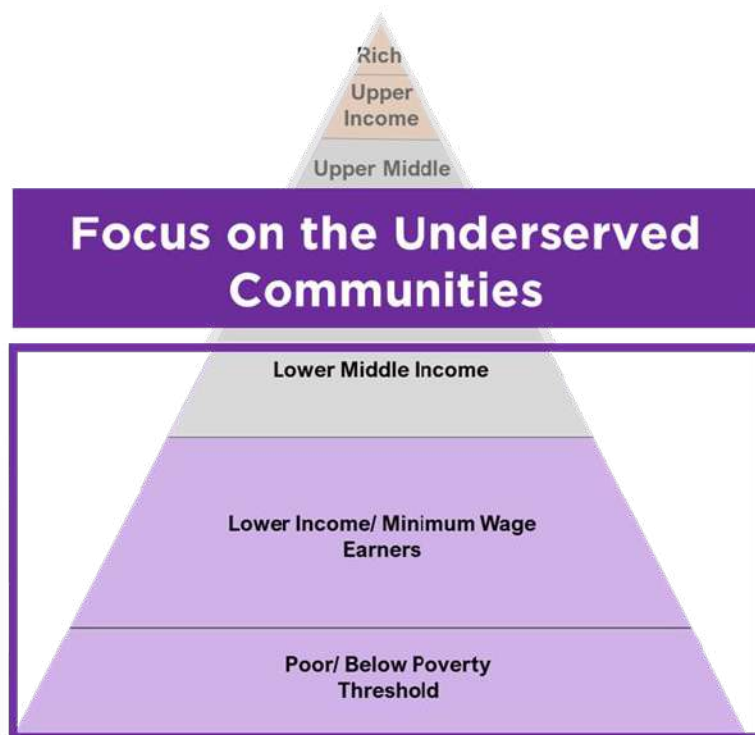
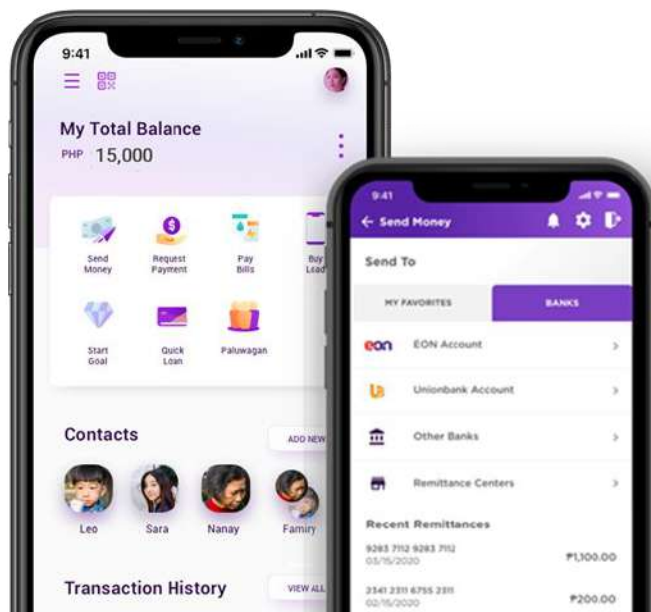


# Plan D: UnionDigital on-track for launch by mid-year 2022



## Community-Based Offerings for the Unbanked and Underserved Filipinos

UnionDigital is among the 6 digital bank licensees granted by the BSP





## Plan C: UBP acquires Citi's Consumer Business in PH

- On December 23, 2021, UnionBank entered into a Share and Business Transfer Agreement with various subsidiaries of Citigroup Inc. (Citi) to acquire Citi's consumer banking business in the Philippines
- Key Transaction Data (as of June 30, 2021):
  - Php89.5 Bn in total assets
  - Php59.7 Bn in gross loans (P51.9 Bn in credit cards, P7.8 Bn in personal loans)
  - Php67.8 Bn in deposits
  - Php95.0 Bn in AUM
  - Customers of close to 1 Mn
  - Real estate interests in relation to Citibank Square in Eastwood, 3 full-service branches, 5 wealth centers
  - ~,1750 Employees
- The transaction will be financed via combination of internal resources and an SRO (up to Php 40 billion). Our key shareholders are fully committed to the stock rights offering.
- The transaction is expected to be completed in the second half of 2022 after regulatory approvals have been obtained

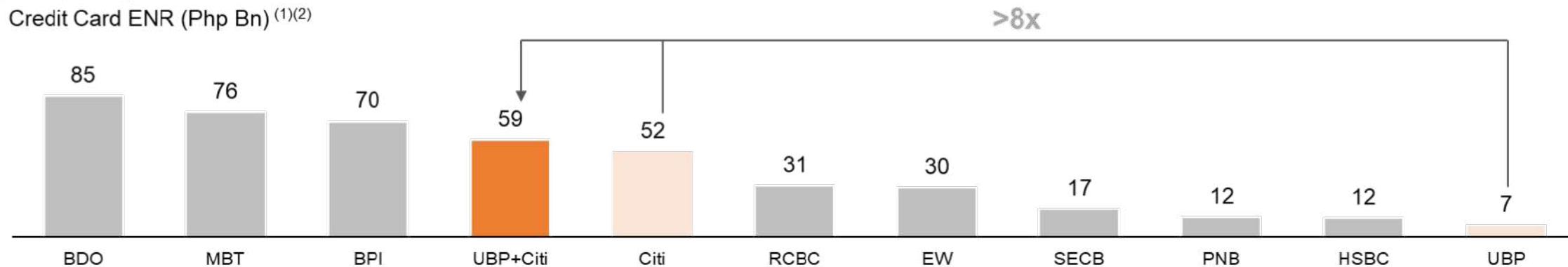




# The acquisition accelerates UBP's *Great Retail Bank* goal

## a) Leapfrogs UBP's Credit Card Business to #4 from #10

Credit Card ENR (Php Bn) <sup>(1)(2)</sup>

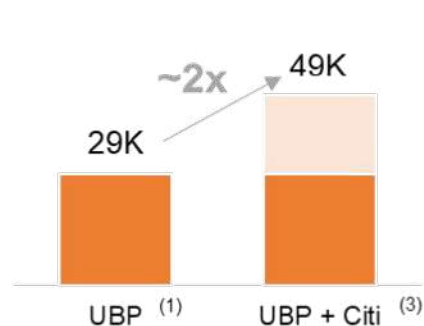


## b) Boosts Credit Card Accounts to >1MM; Doubles Wealth Management Customers

Credit Card Customers <sup>(1)</sup>

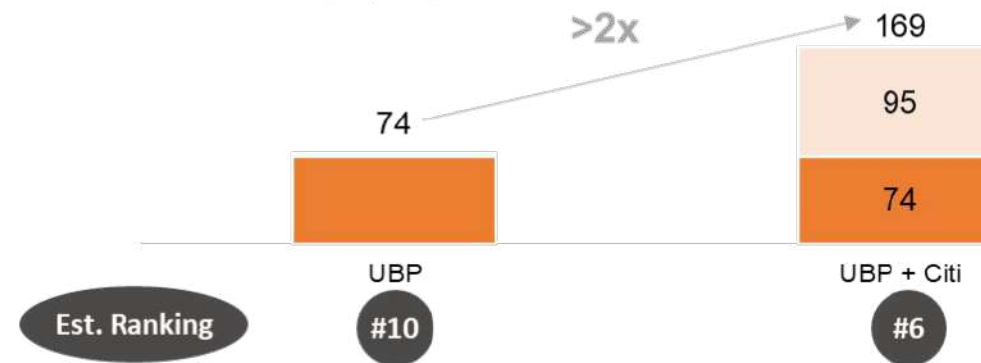


Wealth Management Customers



## c) Doubles Wealth Management AUM

Investment AUM (Php Bn) <sup>(1)</sup>



Notes:  
 1.As of 30 June 2021  
 2.Source: UBP Research & Estimates  
 3.Citi wealth management customers as of 31 December 2020; includes Citipriority and Citigold customers only

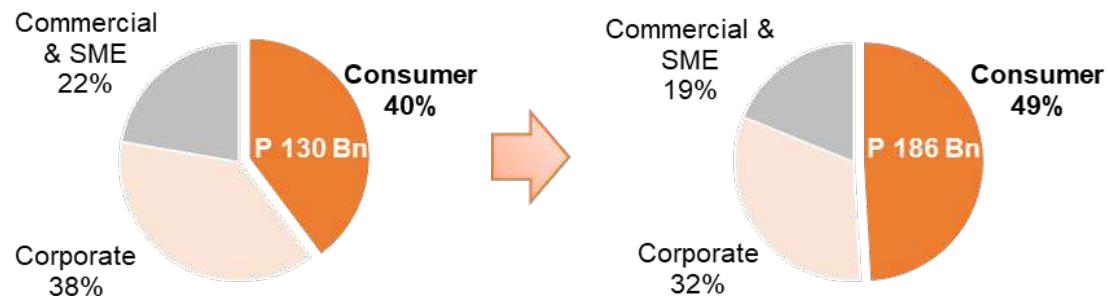


# The acquisition accelerates UBP's *Great Retail Bank* goal

## d) Consumer to Grow to ~50% of Loans and Net Revenues

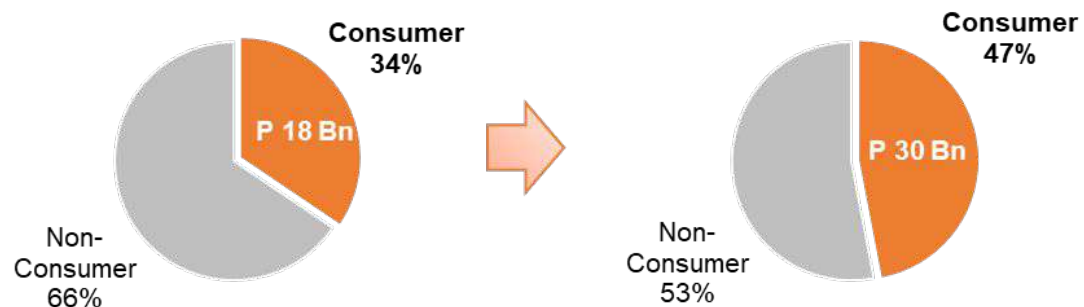
### Loans by Segment

As of 30 June 2021



### Net Revenue by Segment

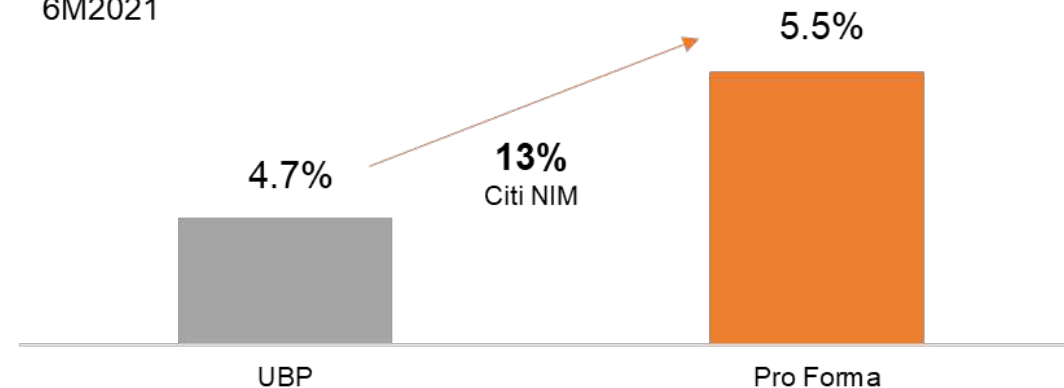
Annualized 6M2021



## e) Higher NIMs and Revenues from Higher Retail Mix

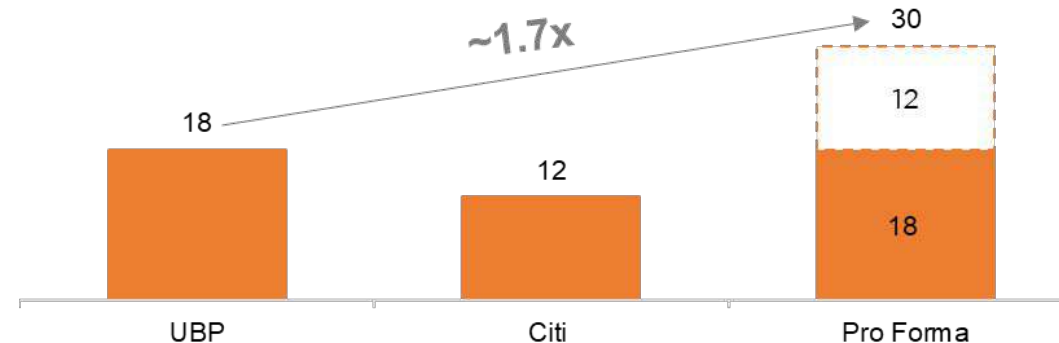
### Pro Forma NIM

6M2021



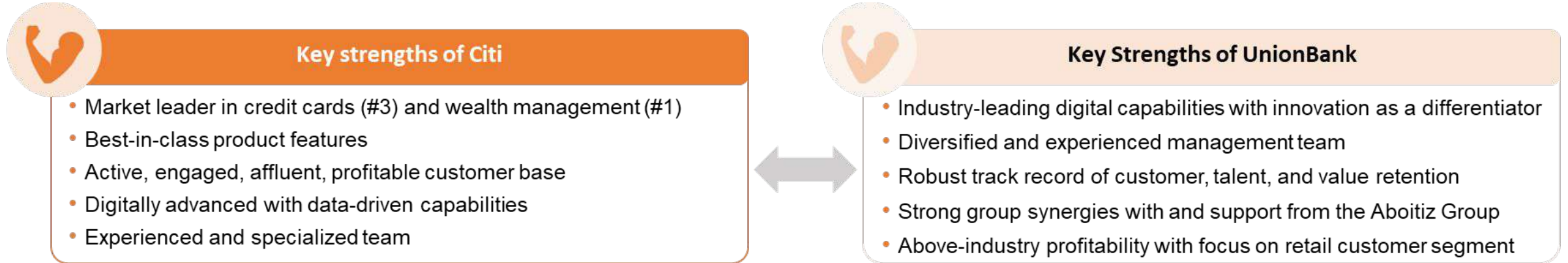
### Pro Forma Consumer Banking Net Revenue

Annualized 6M2021 (Php Bn)

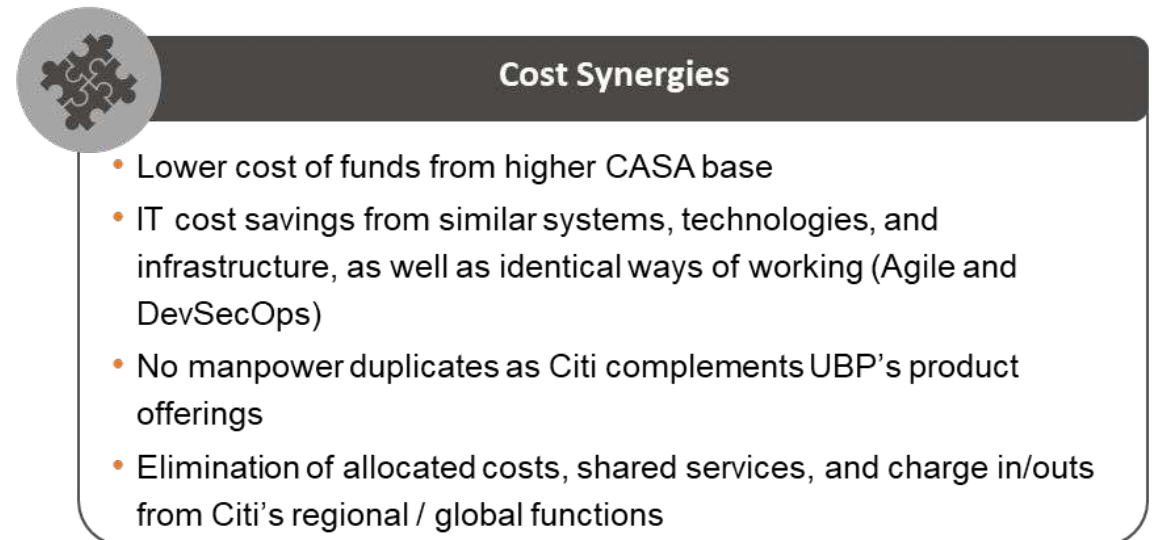
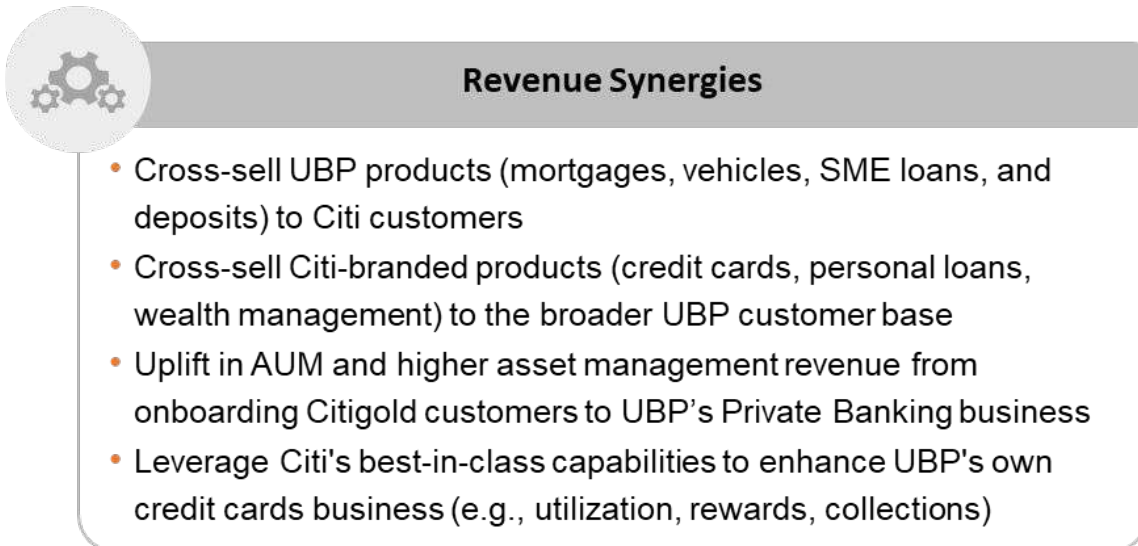




# The transaction is earnings accretive from significant synergies



Net present value of synergies of approximately Php 15 Bn





# Summary

## 2021 Financial Highlights

- 9% net income growth to P12.6 Bn
- 12% ROE -- 1.6% ROA -- 54% Cost-to-Income Ratio
- Revenues at all-time high of P45.1 Bn
  - Sustained margin growth (up 9bps to 4.6%)
  - Strong growth in fee income (+39%) and other income (+59%) driven by forex sales
- 30% CASA growth at an all-time high (2<sup>nd</sup> consecutive year)
- NPL ratio stable at 5.0%
- Capita ratios way above regulatory minimum
- 78% shareholder return in 2021 alone (73% from stock price appreciation; 5% cash dividend yield)

## 2021 Strategic Highlights

- Digital strategy gaining traction - 8x growth in digital users to 4.1 Mn vs. pre-pandemic. Robust growth of electronic fund transfers pushing fee revenues
- CSB diversifying into motorcycle & pension/non-DepEd loans
- UBX ramping up on signups and transactions, fueling recurring revenues
- UnionDigital on-track for commercial launch
- Citi acquisition accelerates *Great Retail Bank* goal:
  - UBP as 3<sup>rd</sup>/4<sup>th</sup> largest credit card franchise from 10<sup>th</sup>
  - Higher margins from 50% share of consumer-to-total loans. Most diversified consumer portfolio – 1/3 share each for mortgage, salary loans, and credit cards.
  - Earnings accretive from revenue & cost synergies

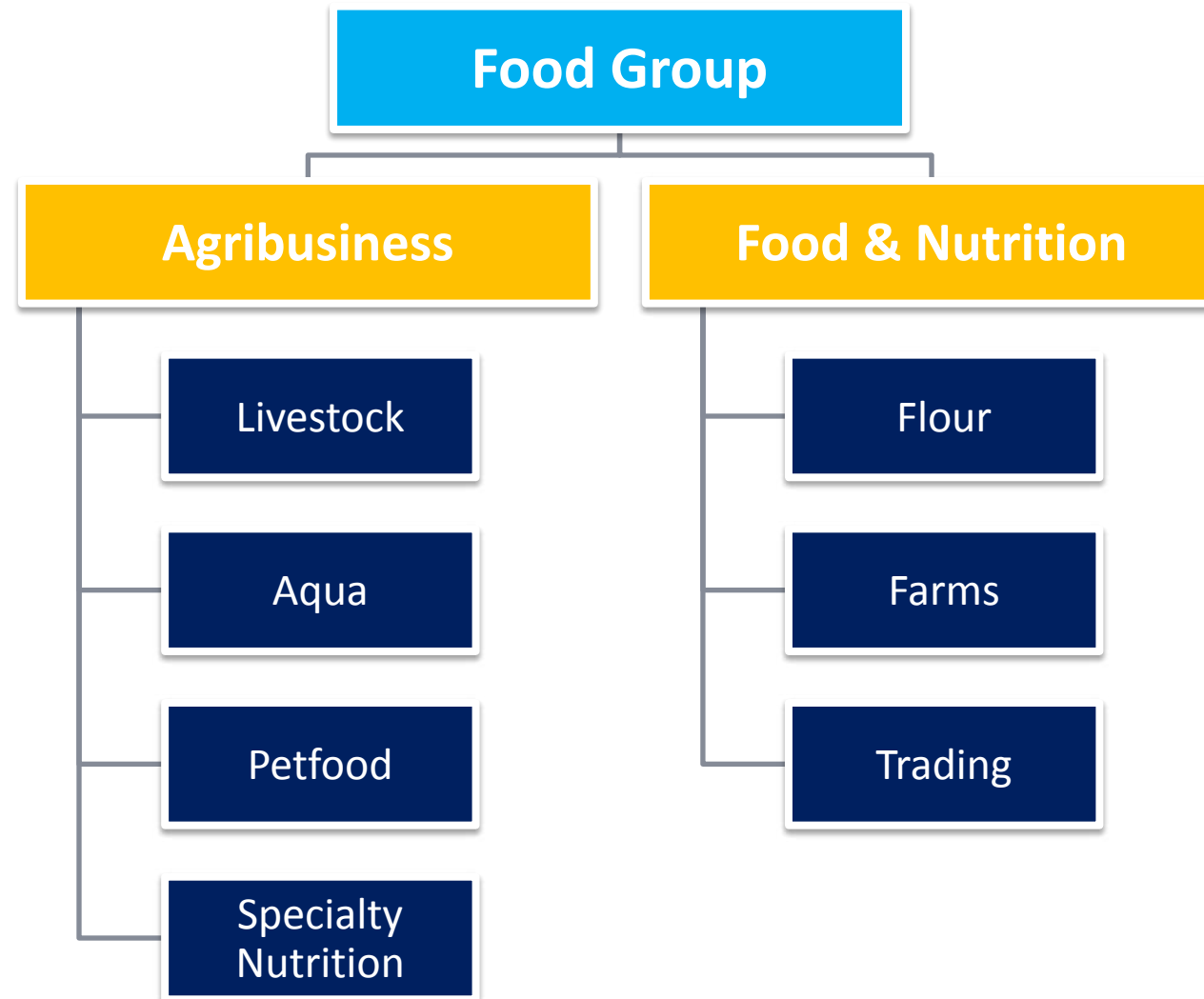


## Review of Business Units

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



# One Food Group Reorganization





Net income and EBITDA lagged behind last year by 11% and 17%, respectively

	FY2021	vs. FY2020
REVENUE	PHP <b>87.2 Bn</b> USD <b>1.8 Bn</b>	+14.6 Bn +295 Mn <b>+20%</b> 
EBITDA	PHP <b>5.0 Bn</b> USD <b>101 Mn</b>	-1.0 Bn -21 Mn <b>-17%</b> 
NIAT	PHP <b>2.2 Bn</b> USD <b>45 Mn</b>	-269 Mn -5 Mn <b>-11%</b> 
EBITDA MARGIN	<b>6%</b>	<b>-258 BPS</b>

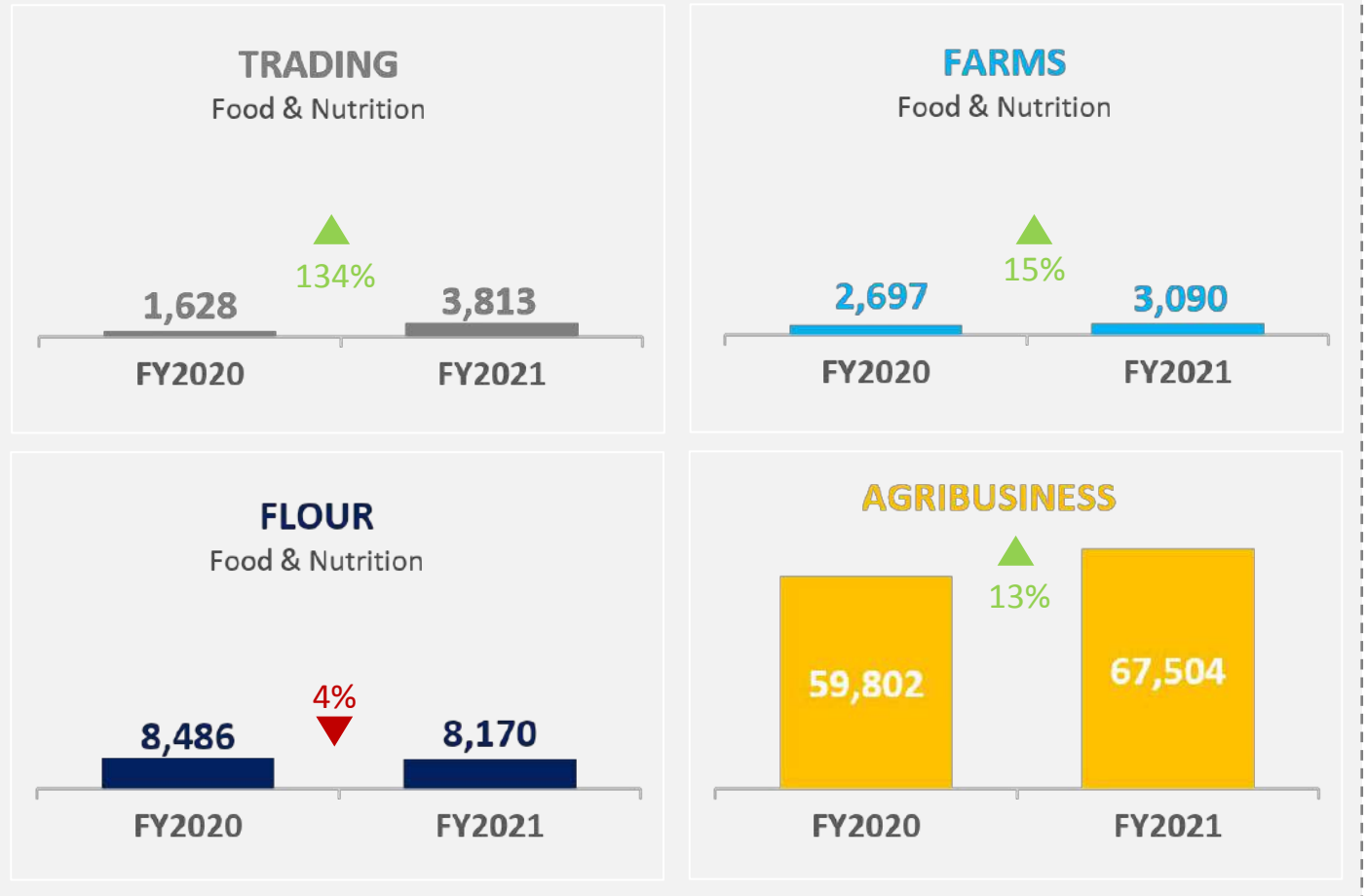
# REVENUE: Grew 20% YoY to Php 87Bn; Agribusiness and Food & Nutrition increased by 13% and 18%, respectively

Revenue growth versus last year was buoyed by increases in selling prices of Agribusiness and Trading divisions to catch up with the rise in commodity prices. This was further boosted by the 15% higher revenue from Farms division driven by 2.2x spike in Farms' SP on the scarcity in supply of pork in the market.

■ Agribusiness
 ■ Food & Nutrition
 ■ ABAQA-Others\*



\*Coal trading with Therma Luzon

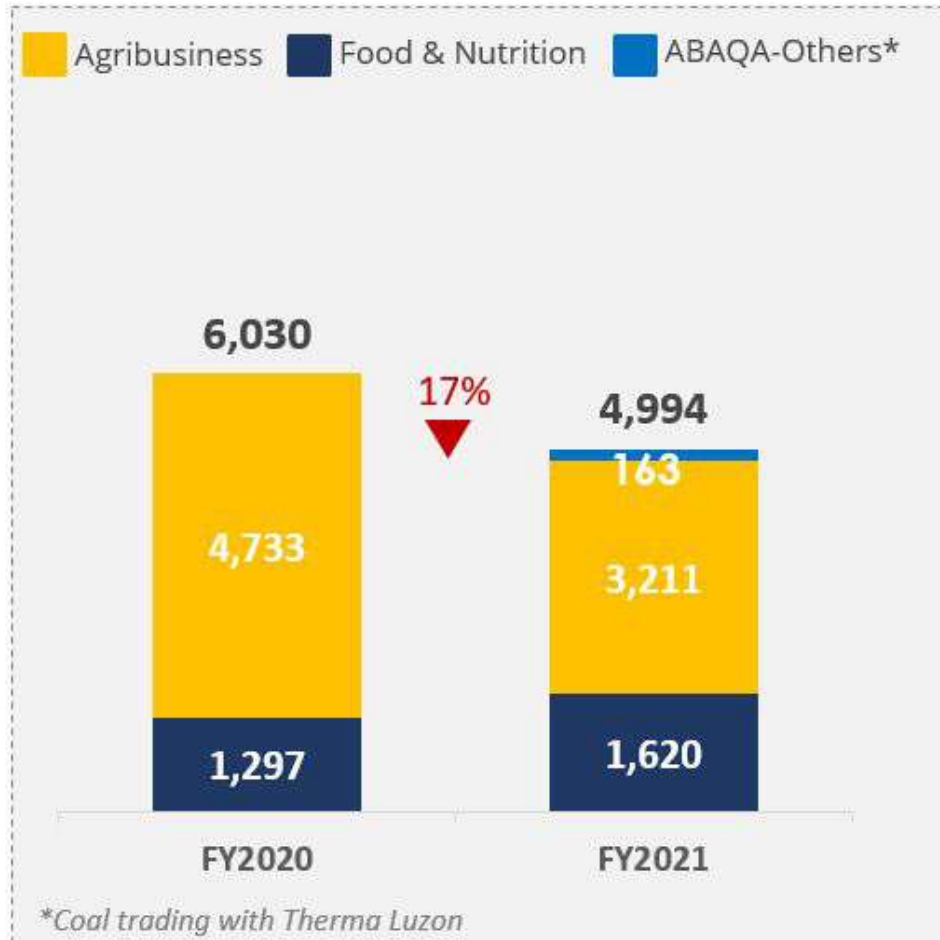


Amounts in Php Million



## EBITDA: Fell 17% YoY to Php 5Bn despite Farms recovery

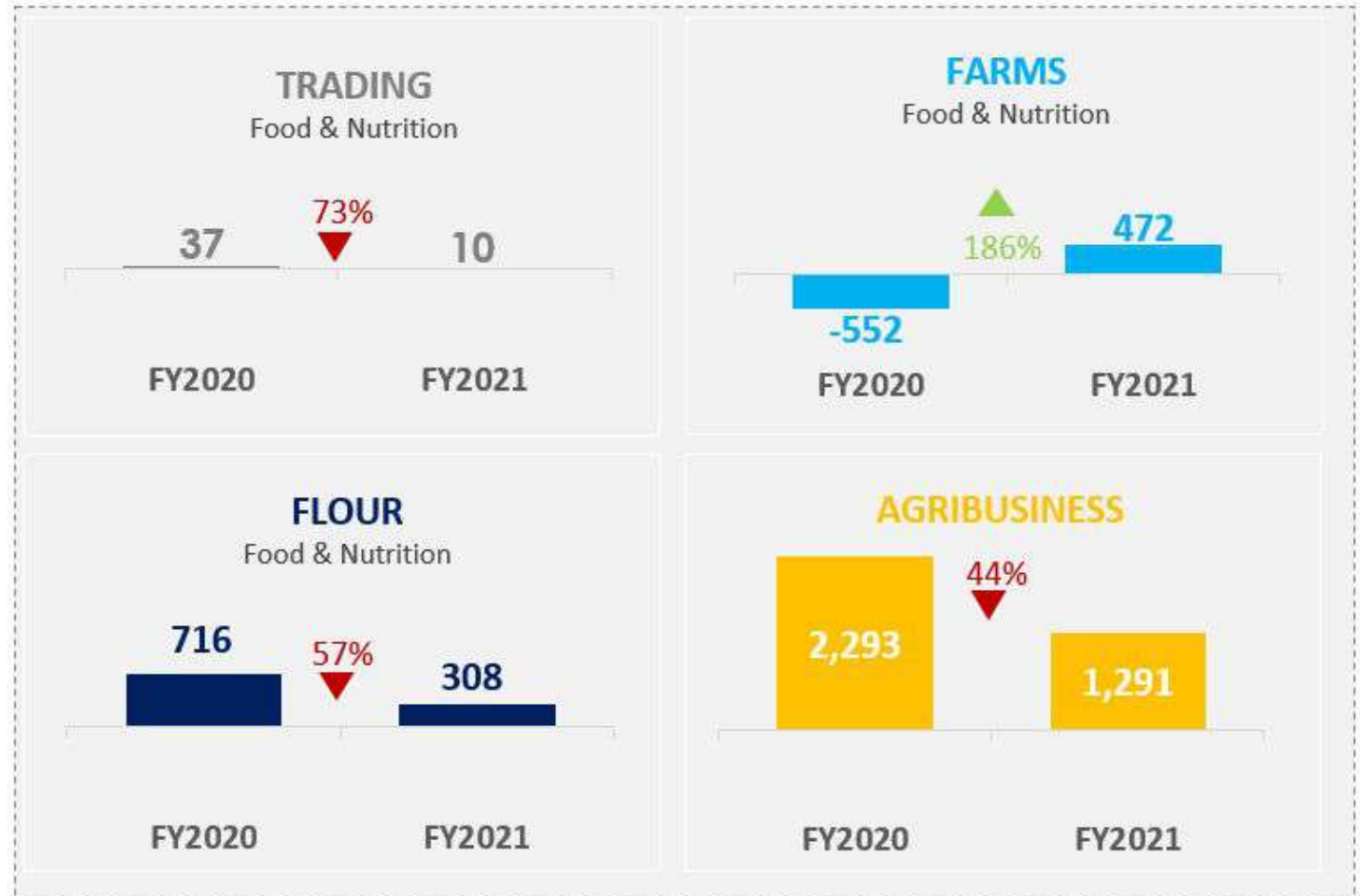
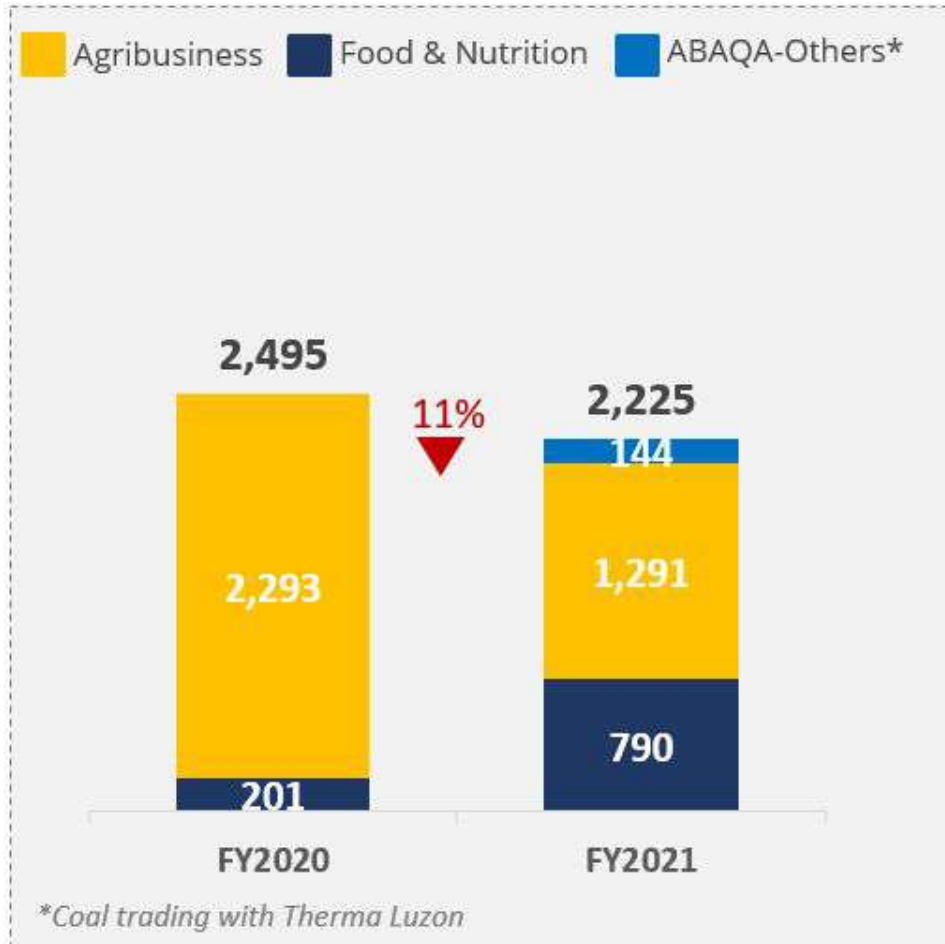
Food Group EBITDA was dragged down by the slump in Agribusiness and Flour divisions but was tempered by the recovery of the Farms division





## NIAT: Down 11% YoY to Php 2.2Bn, dragged down by Agribusiness

Food Group NIAT slipped by 11% YoY following the drop in EBITDA but cushioned by the lower financing cost and favorable taxes brought by the CREATE Bill in PH





## 2022 - 2031 Outlook

### BALANCE

- Diversifying and growing Feeds while maximizing cross selling
- Selectively integrate downstream into farm / processing

### OPTIMIZE

- Improving Operational Efficiency
- Protecting market share and margins as we continue to be a standalone flour player

### DEVELOP

- Developing new businesses by capturing growth in Aqua and investing in high margin segments like Pet Food and Specialty Nutrition.





## FY2021 PROJECT MILESTONE

LOCATION	PROJECT	CAPACITY	COMPLETION
Vietnam	Fish Feed Line	5 TPH	February 2021
China	Pea Cleaning & Pigeon Feed Mixing System	N/A	March 2021
China	Guang Xi Mill (Leased)	15TPH	March 2021
Malaysia	Fish Feed Line	5 TPH	April 2021
Philippines	The Good Meat Stores (70 concessionaire stores)	2K MT   Day	December 2021 (with 2022 continuation)
Indonesia	Raw Material Warehouse	3K MT	December 2021





## FY2022 PROJECT PIPELINE

LOCATION	PROJECT	CAPACITY	COMPLETION
Philippines	The Good Meat Stores (70 concessionaire stores)	2K MT   Day	March 2022 (2022 continuation)
Philippines	Breeder Farm III	2500 SL	July 2022
China	Yunnan Mill	30TPH	June 2023
Vietnam	Long An Mill	30TPH	December 2023





## FOOD & NUTRITION: THE GOOD MEAT EXPANSION



COMPLETION RATE: **85%**

ESTIMATED COMPLETION  
DATE: **MARCH 2022**



“ Expanding presence in 20 more stores to a total of 80 store presence in 2022 ”

The  
**GOOD  
MEAT**  
RETAIL • WHOLESALE • SOLUTIONS



## FOOD & NUTRITION: BREEDER FARM 3



COMPLETION RATE: **49%**

ESTIMATED COMPLETION  
DATE: **JULY 2022**



*“ 2,500 Sow Level  
Increase in the Swine  
Business Capacity ”*

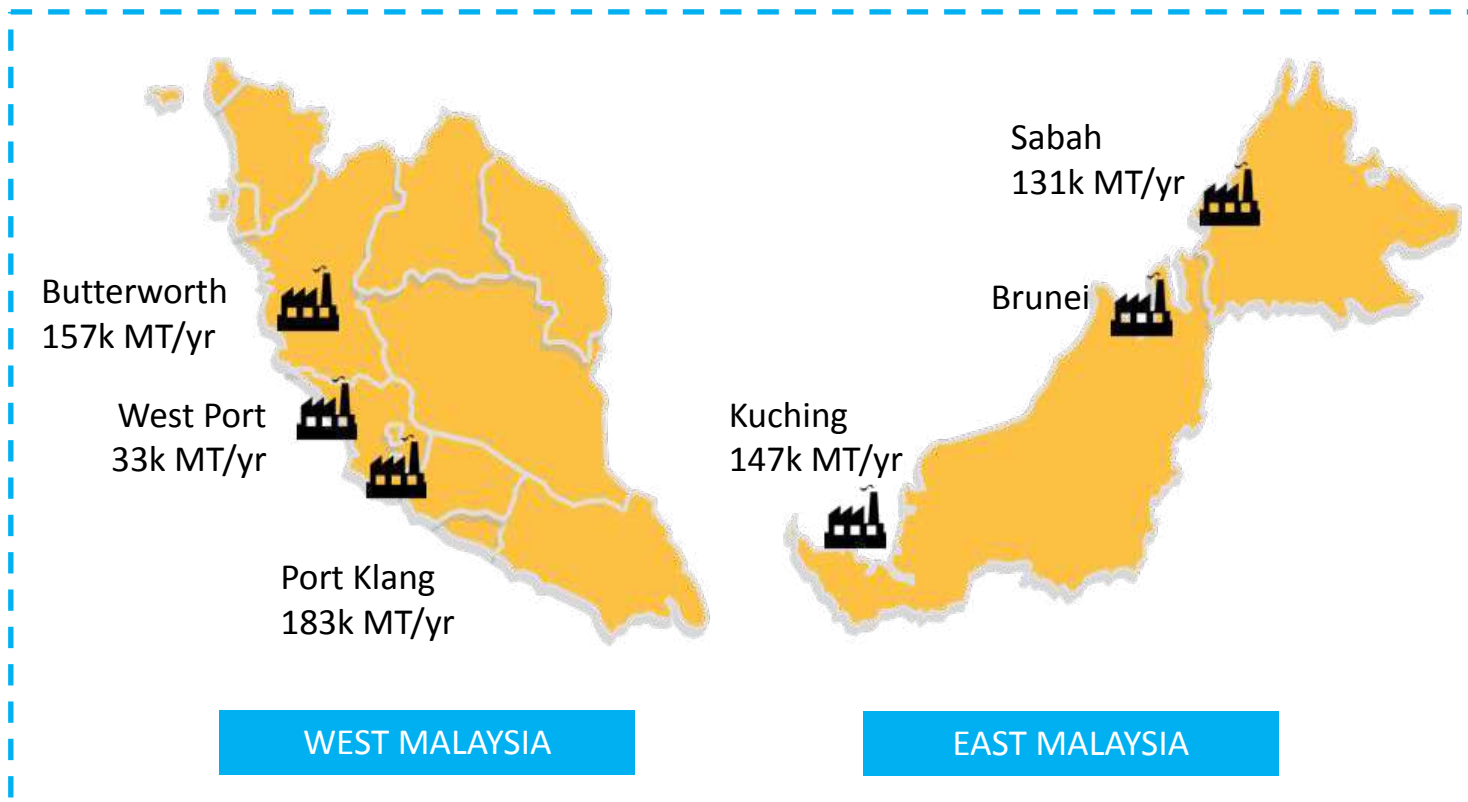


# Increase in Malaysia Holdings from 70% to 100% completed December 2021

Opportunity to capture full benefits of future strategic initiatives.

## Deal Highlights

<b>Seller (Minority Partner)</b>	Koperasi Permodalan FELDA Malaysia
<b>Buyer</b>	Gold Coin Management Holdings
<b>Increase in Ownership</b>	Gold Coin Malaysia Group (70% to 100%) Gold Coin Specialities Sdn. Bhd (70% to 100%)
<b>Price Consideration</b>	USD 18 Million





## Review of Business Units

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

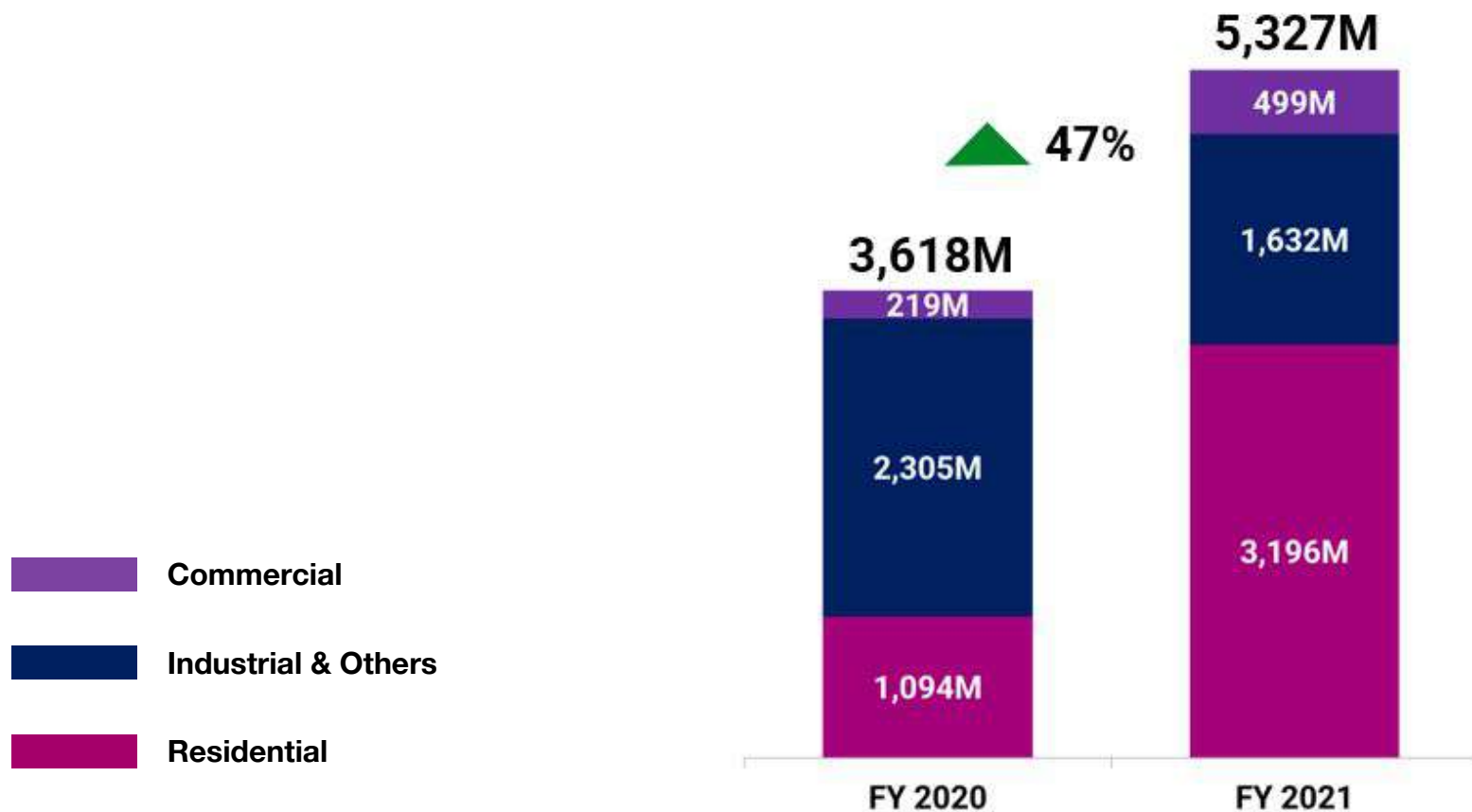


## AboitizLand exceeded most financial and operational metrics in 2021 while showing significant improvements year on year

	<u>FY 2021</u>	vs. <u>FY 2020</u>
Revenues	5,327M	 47%
Gross Profit	2,516M	 71%
NIAT	2,368M	 601%
<i>Residential Sales</i>	4,504M	 54%



The residential business unit had the largest contribution (60%) to AboitizLand's total revenue, increasing 3x from 2020

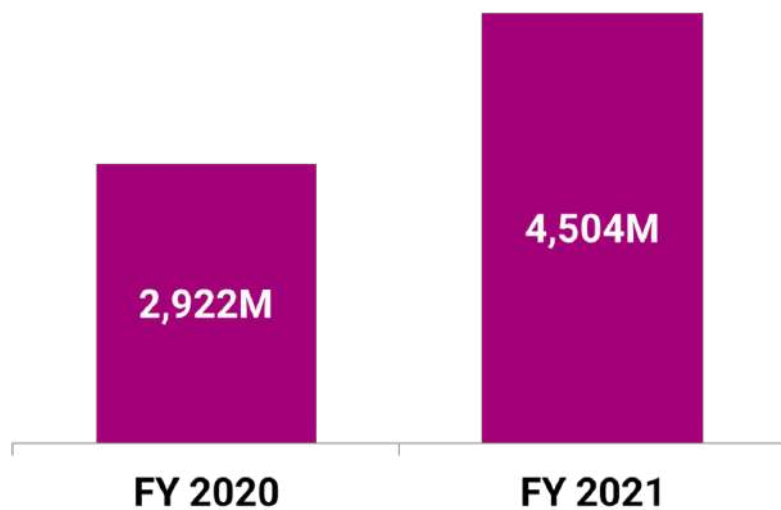




# AboitizLand had a record-breaking year in residential sales, capping the company's strongest sales performance yet



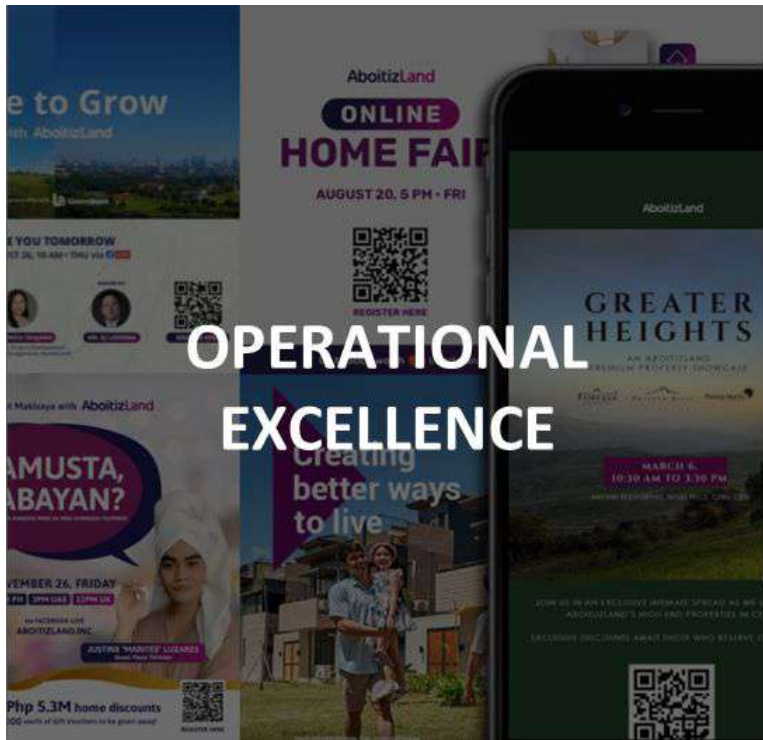
**Sales**  
by 54% vs 2020



*Residential Brands recognized as among the best in the country*

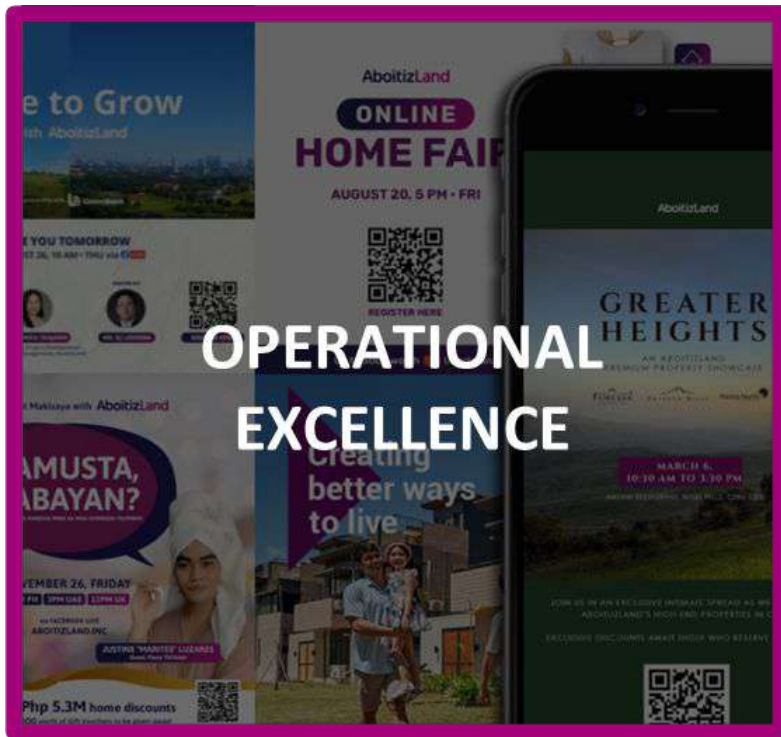


# AboitizLand's story in 2021 is all about how it began its journey towards transformation





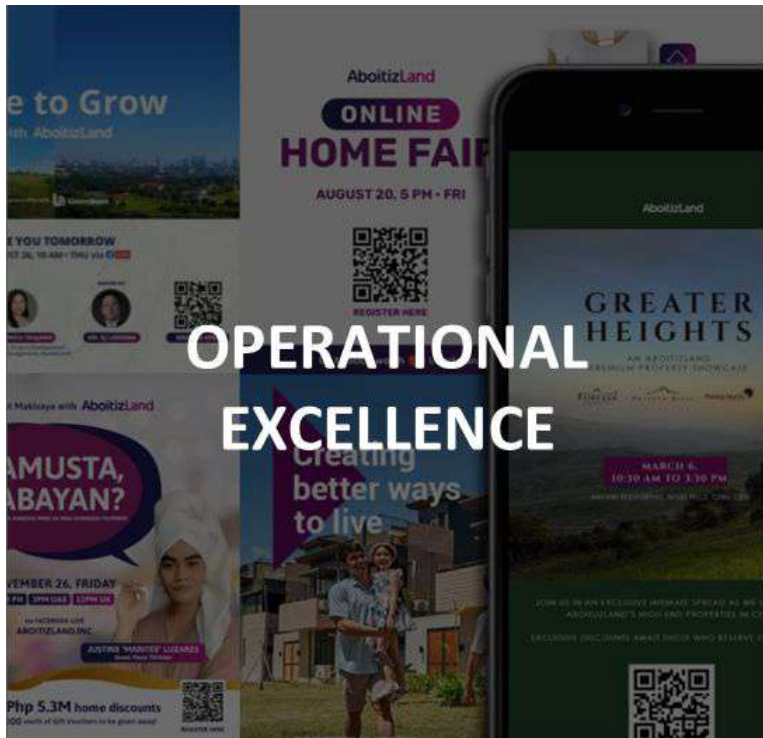
## 2021: Laying the foundation for operational excellence and seizing opportunities that presented themselves



- Hybrid sales and marketing approaches
- Marketing campaigns and activations
- Competitive pricing and payment terms
- Improved capabilities in construction & project mgt



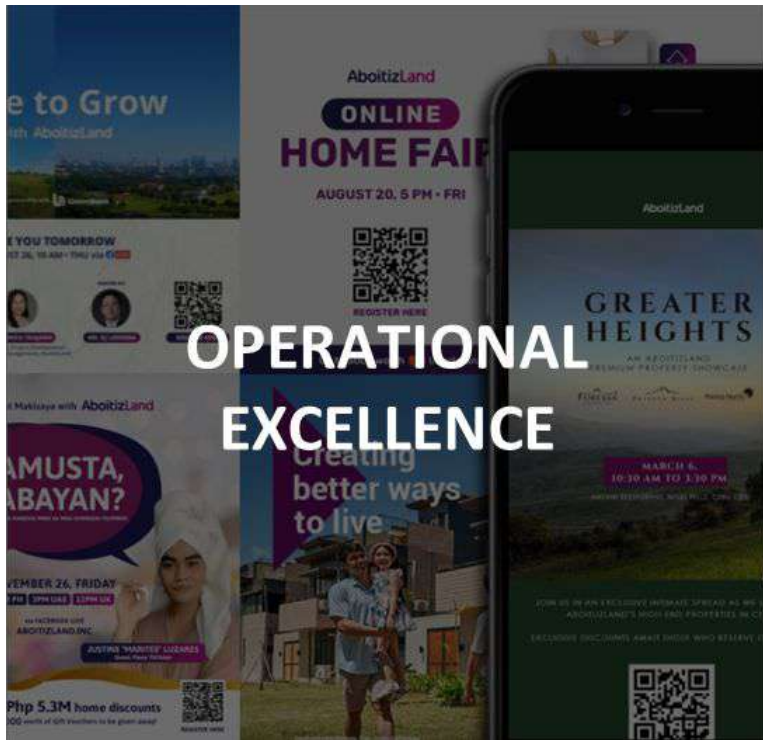
## 2021: Digitalization of our entire operational backbone



- Contactless home buying service + Vecino app
- 3D modelling for design & construction mgt
- New construction technology: Connovate



## 2021: Forging strategic partnerships to streamline back-end operations and provide clients with more flexible options



- Partnerships with innovative companies like Nook to streamline back-end operations



## A bullish outlook for 2022



### BULLISH ABOUT THE PROPERTY SECTOR

- Stronger preference for bigger, better living spaces
- Infra developments easing move outside the metro
- Online modes of work, study, and business



### BULLISH ABOUT ABOITIZLAND

- Harnessing results of digitization strategy
- Expanding sales channels to tap OFWs
- Renewed customer focus



### LAUNCH OF NEW PHASES

- New phases to be launched in Foressa, The Villages at Lipa, and Amoa



## Review of Business Units


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



# In 2021, AIC built foundations for growth


2.2x capex  
deployed  
+7% YoY  
EBITDA  
increase

AIC



Apo Agua significant  
construction progress  
98% of concrete poured  
94% of pipes laid and welded


LWC increased  
EBITDA by 54% YoY



WATER

Launched Unity in mid-2021

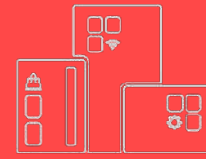
Deployed 350+ small cell  
sites



DIGITAL INFRA

Hit Php1B NIAT (+18% vs PY)  
Lima 9-1 at 80% completion

Expansion plans at full speed



ECONOMIC  
ESTATES (EE)

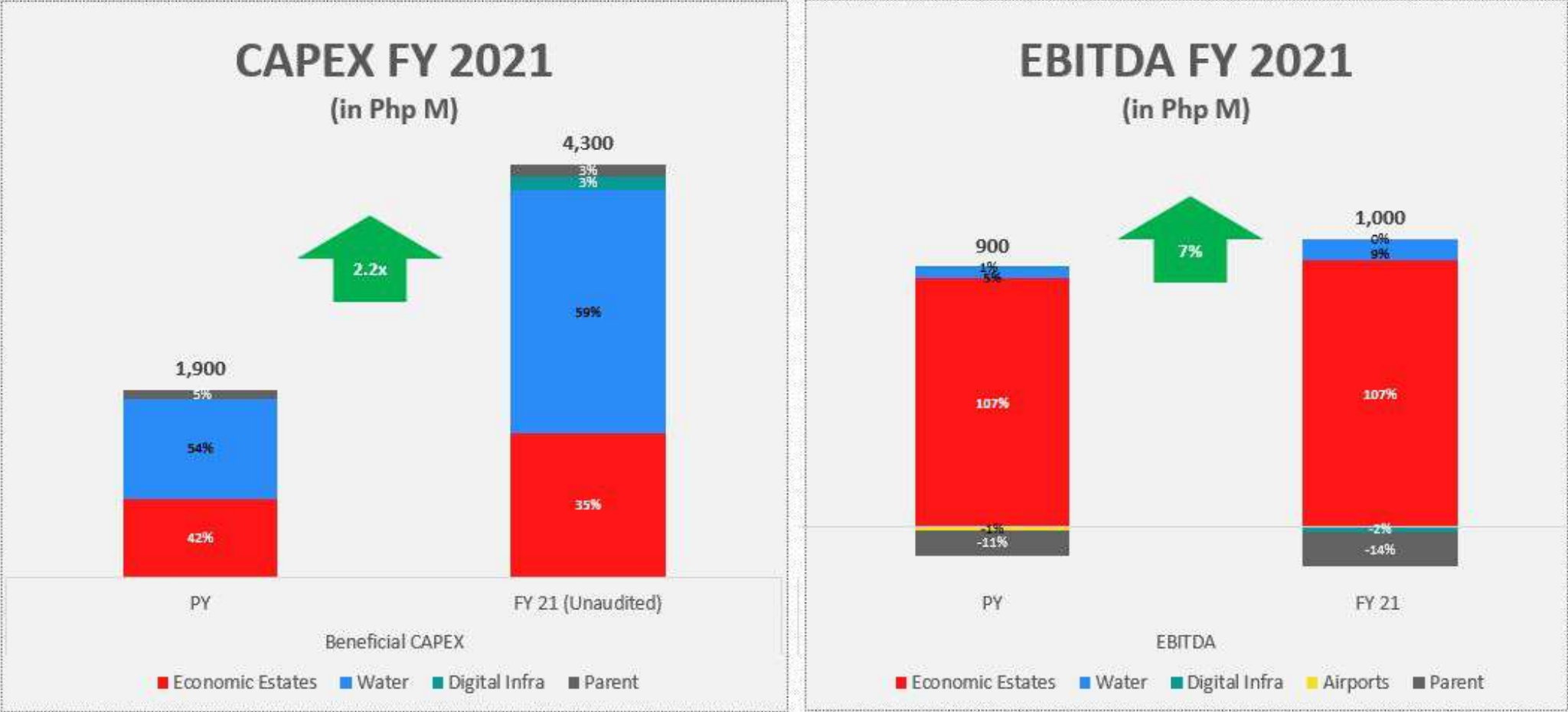
Received OPS for Bicol  
airport



OTHER PROJECTS



# Capex ramp-up starting to show results with +7% YoY EBITDA growth



\*Numbers shown in this slide are beneficial



# Economic Estates continued expansion and transformation activities (1 of 2)

## Industrial Business Unit

**Hit Php1B NIAT (+18% vs PY)**

**Lima Land Block 9-1 at 80% completion by 2021 YE, expecting completion by Q3 2022**

**5 projects of around P2B in contracts awarded in December, and to begin construction in Feb 2022**





# Economic Estates continued expansion and transformation activities (2 of 2)

## Commercial Business Unit

Year end **occupancy rate +4%** vs PY

The Outlets at Lipa **December foot traffic ~2x vs. 2020**; highest single day footfall of 41K on Christmas Day

Implemented **community programs (mass testing and vaccination)** with LGUs, Philippine Red Cross, and PEZA





## EE was able to respond quickly to Odette challenges

### EE's Odette Response

Before the end of Dec 2021:

WCE and MEZ2 were **fully operational with power and water and all roads passable**

Banks, pharmacies, and the transportation terminal opened

**Majority** of our retail tenants were **back to operations**

**2,500 families** in host barangays received food packs and water

**Team members** were provided with various support initiatives



# Apo Agua operations to begin by H2 2022

## Raw Water Facilities



## Water Treatment Plant



## Treated Water Pipeline



**98%** of concrete poured

**94%** of pipes laid and welded

First drop of water by H1 and **commencement of full operations by H2 2022**



## Lima Water improving profitability and exploring new areas

Tariff **(+28% vs PY)** successfully implemented in 2021 and **EBITDA increased by 54% YoY**

Building capability to **support expansion plans of affiliated economic estates**

**Kicked off Non Revenue Water reduction** and management program across the 3 Economic Estates

Completed Phase 1 of **MEZ2 Hydrology Study**



**Non-revenue Water Mgt Program**



**MEZ2 Phase 1 Hydrology Study**



# Digital infra ramping up roll-out

Unity in **active business with all 3 MNOs** for Master Lease Agreement negotiation and awarding of sites

Focused on delivering its growing pipeline of sites, with Unity having **~90 signed ground leases and ~50 sites under construction** to date

**More than 350** small cell sites deployed in Cebu, Davao and Subic

Targeting delivery of more than **1,000 Operating Towers and Small Cell Sites by YE 2022**



# 2022 expected to be a growth year with new businesses ramping up operations

## Economic Estates (EE)



- **Widespread expansion**, e.g. Lima and West Cebu industrial estates, Lima CBD and Tower One
- **New sustainable and smart city initiatives**
- **BERDE certifications** from Philippine Green Building Council for LIMA projects

## Water



- **Apo Agua commencement of operations** by H2
- Building capabilities to **support expansion of affiliated economic estates**
- LWC completion of **smart water network** system

## Digital Infra\*



- Ramp-up tower roll out with target of **1,000+ towers by year end**
- Continue MNO partnerships on **small cell site deployment in key cities**

## Airports



- Work with government on **way forward for the 3 regional airports** with OPS status

**RCBM**



## Resilient performance amidst COVID-19

- Cement market demand in 2021 stronger than 2020 and pre-pandemic level, driven by resilient infrastructure and residential segments
- Cost control and productivity improvement measures helping to mitigate the impact of headwinds from global commodity inflation
- FY 2021 contribution to AEV at PhP1.56B, higher by PhP968M vs FY 2020 and ahead of FY2019





## Review of Business Units

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



# Revenues up by 20% mainly driven by commissioning revenue from Power and higher selling prices from Farms and Feeds businesses

## Revenues

**₱66 bn** | **₱224bn**

**+32%**

vs 4Q2020

**+20%**

vs FY2020

## Conso EBITDA

**₱18 bn** | **₱67 bn**

**-7%**

vs 4Q2020

**+16%**

vs FY2020

## Core Net Income

**₱7 bn** | **₱27 bn**

**-3%**

vs 4Q2020

**+68%**

vs FY2020

## Net Income

**₱8 bn** | **₱27 bn**

**+9%**

vs 4Q2020

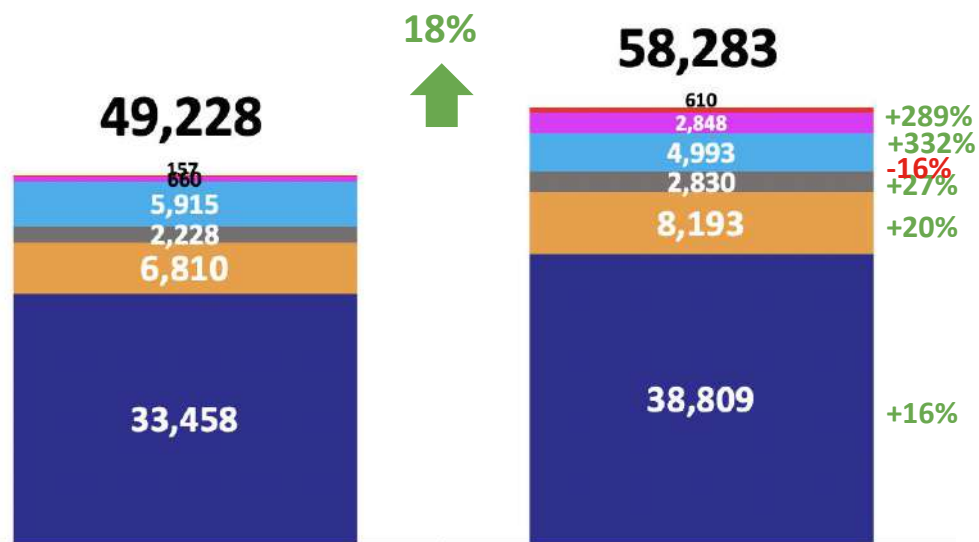
**+77%**

vs FY2020



# Beneficial EBITDA up by 18% mainly driven by Power and Real Estate

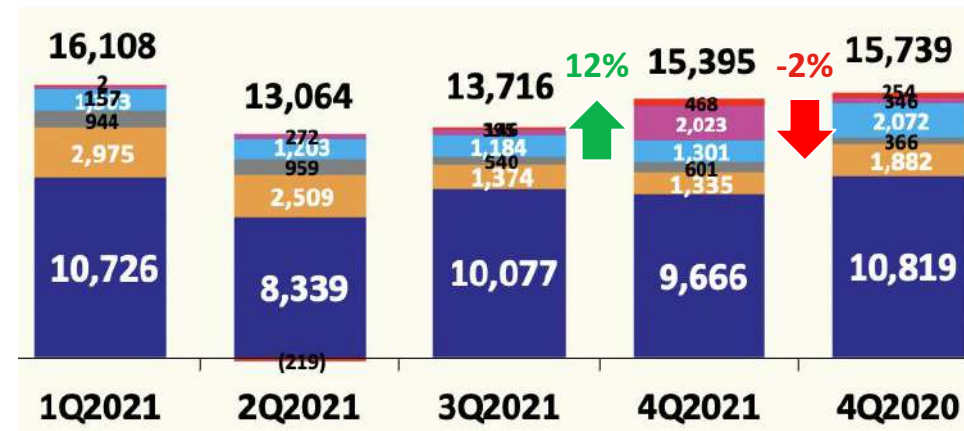
In PHP Millions



**FY2020**  
 ■ Power  
 ■ Infrastructure  
 ■ Real Estate

**FY2021**  
 ■ Financial Services  
 ■ Food  
 ■ Parent & Others

## Quarterly Breakdown



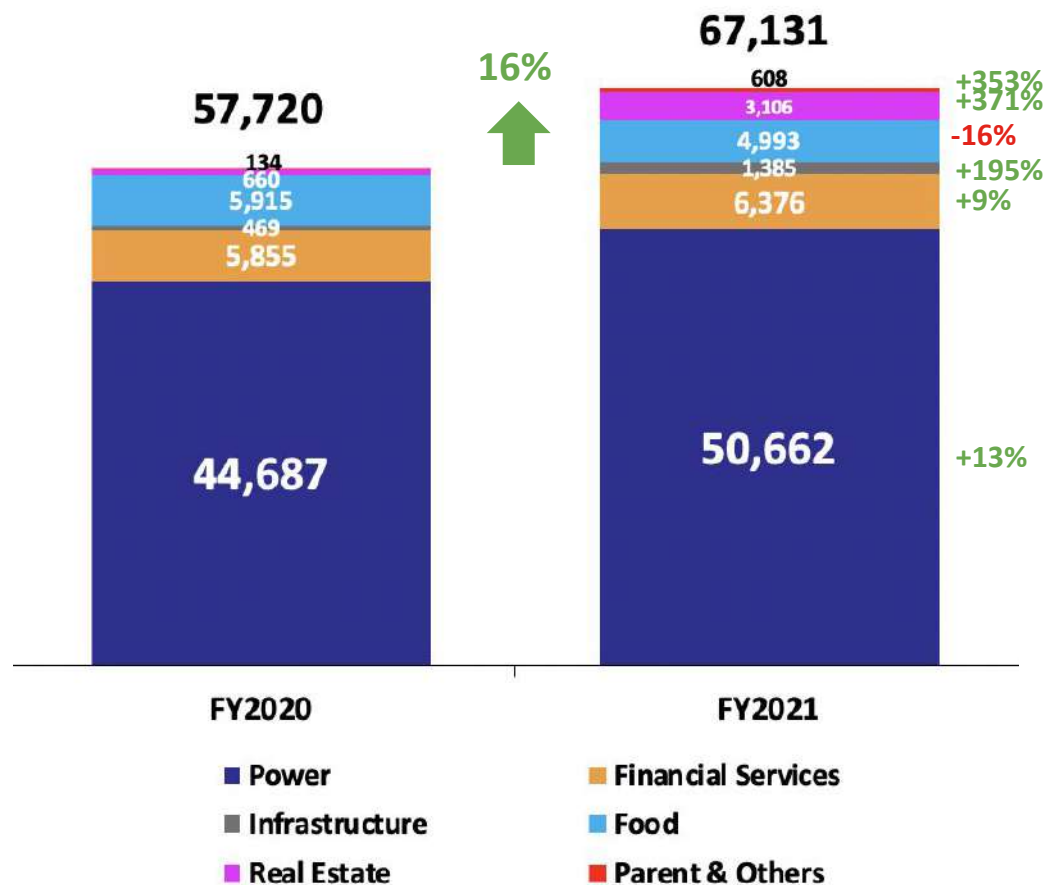
+18% vs LY:

- +11% from Power due to commissioning revenue from GNPD Unit 1, higher water inflow, higher availability of the TLI, TSI and TVI facilities, and higher WESM dispatch
- +4% from Real Estate due to asset monetization, fair valuation gains on investment property, increased construction activities, and improved sales performance
- +3% from Financial Services due to higher margins, lower funding cost, higher fees and commissions, higher forex income and strong trading gains



# Consolidated EBITDA up by 16% mainly driven by Power and Real Estate

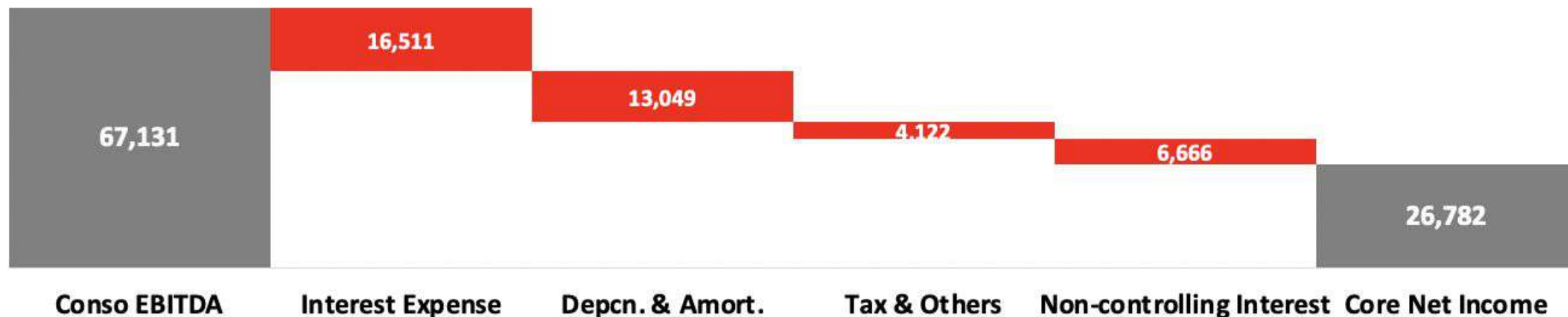
In PHP Millions





# Core income up by 68% mainly driven by EBITDA growth and lower taxes

In PHP Millions

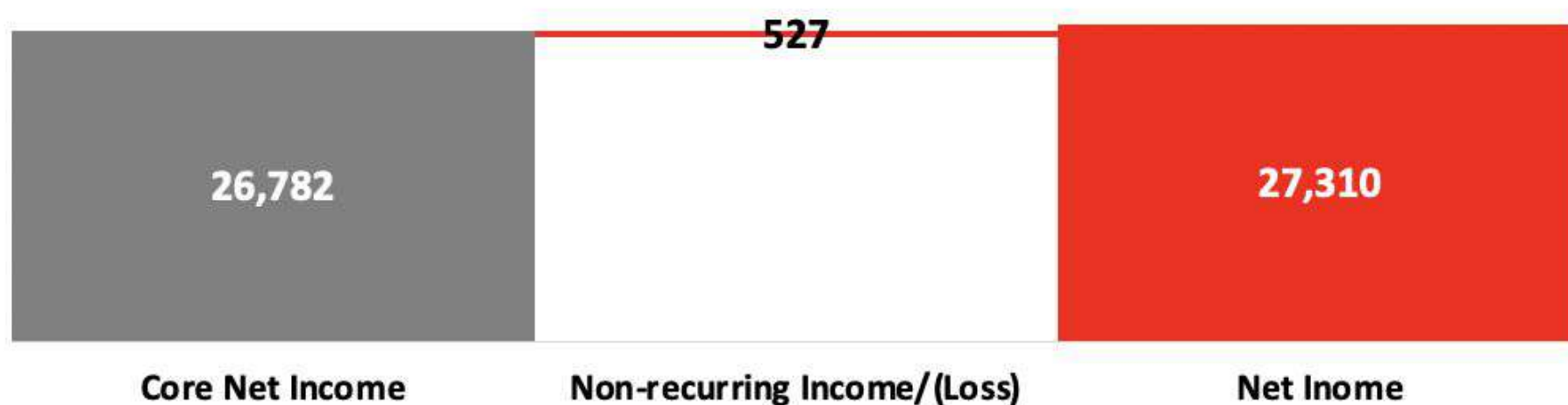


	FY2020	FY2021	Change
Conso EBITDA	57,720	67,131	16%
Less: Net Interest Expense	16,910	16,511	-2%
Depcn. & Amort.	12,697	13,049	3%
Tax & Others	6,828	4,122	-40%
Non-controlling Interest	5,375	6,666	24%
Core Net Income	15,911	26,782	68%
EPS	2.83	4.76	



# Net income up by 77% driven by EBITDA growth and lower taxes

In PHP Millions



	FY2020	FY2021	Change
Core Net Income	15,911	26,782	68%
Non-recurring Income/(Loss)	(477)	527	
Net Income	15,434	27,310	77%
EPS	2.74	4.85	



## Balance sheet remains strong

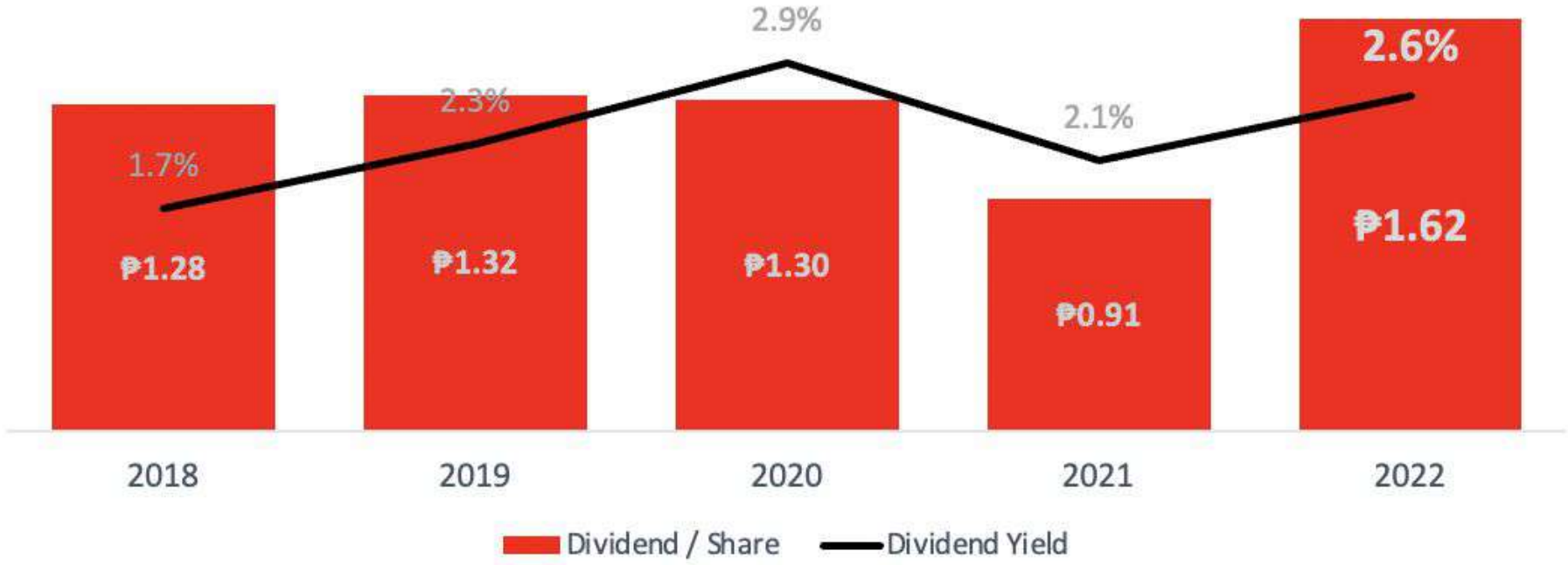
In PHP Millions, except for ratios

	PARENT*		CONSOLIDATED	
	As of Dec 31, 2020	As of Dec 31, 2021	As of Dec 31, 2020	As of Dec 31, 2021
<b>Cash and Cash Equivalents + Other Liquid Financial Investments</b>	22,076	87,360	72,251	158,456
<b>Net Debt/(Cash)</b>	45,458	(18,284)	257,890	182,756
<b>Total Equity</b>	183,062	244,485	223,600	327,778
<b>Net Debt to Equity</b>	0.3x	-0.1x	1.2x	1.0x
<b>Interest Coverage</b>	3.5x	3.6x	2.7x	3.3x

*\*includes AEV international*



# Dividend yield increased to 2.6%



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

2022 Dividend Yield: Computed based on March 04, 2022 closing price (P61.50)



# Capital Expenditures

(with partners)



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



## Here are our key takeaways

- ❑ ***The Aboitiz Group's performance trajectory continues***, as double-digit EBITDA and NIAT growth have been sustained, in spite of the challenging environment for input cost, and even before other income and provisioning.
- ❑ ***We approach the coming year with balanced optimism***, as short term inflationary headwinds are exacerbated by the ongoing Ukraine conflict, and can only be partially mitigated by risk management.
- ❑ ***We look forward to working closely with the new administration in keeping our country on the steady path of economic development*** as our new strategic partnership with Jera kicks in, our Citibank acquisition is completed, and as we double-down on investments to transform and modernize our business.



## Review of Business Units

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



# Presentation Development Team

## **AboitizPower**

Manny Rubio  
Liza Montelibano  
Racquel Bustamante  
Jeihan Borlaza  
Myla Espineda  
Lee Balangue  
Juris Sadornas  
Celso Caballero  
Odessa Allera  
Vanessa Gonzalez  
Nemi Vito  
Oyie Javelosa  
Rene Astorga  
Joe fry Paulo  
Gerard Roxas  
Dave Smith  
Kris Vargas  
Keneth Kaya  
Cheryl Sta Ana  
Jonathan Galope  
Dary Aran

Sandra Palileo  
Janelle Jacinto  
Glairthe Rufino  
Mary Nadal  
Suiee Suarez  
Rhoda Santos  
Anaflor Candelaria  
Ash Gobinathan  
Cristina Maceda  
Leonel Omega  
Maxine Taveros  
Leene Camo  
Tonee Dimaano  
Philine Dela Cruz  
Anthony Co  
Khrist Maestre

## **Republic Cement**

Varaprasad Kalepalli  
Reinier Dizon

## **Union Bank**

Toto Hilado  
Carlo Enanosa  
Ivy Zuniga

## **Food Group**

Tristan Aboitiz  
Ebbie Mabatid  
Annacel Natividad  
Gayle Guzman  
Brenda Neri  
Ivan Lalucis

## **AboitizLand**

David Rafael  
Monique Paloma  
Faith Hatamosa  
Farrah Mayol

## **Aboitiz InfraCapital**

Cosette Canilao  
Margarita Villanueva  
Jemima Vivo  
Alyssa Virrey  
Sam Masiddo

## **Aboitiz Equity Ventures**

Dmi Lozano  
Timothy Abay  
Katrina Aliman  
Ricky Sibonghanoy  
Jed De Leon  
Roselle Millagracia  
Melody Castro  
Mark Fernandez  
Ryan Vinegas



ADVANCING BUSINESS  
AND COMMUNITIES

**END**