



Aboitiz Equity Ventures Inc.  
**President's Report**

**2021 Annual Stockholders' Meeting**  
Monday, April 26, 2021

**abotiz**



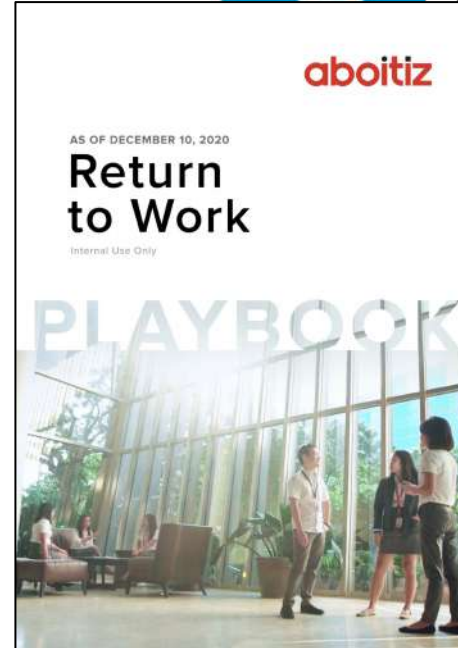
# ***Sabin M. Aboitiz***

*President and CEO  
Aboitiz Equity Ventures Inc.*

**2020 Philippines GDP  
-9.6%**



# Aboitiz Team Members DURING THE COVID-19 PANDEMIC



**Advisory** Advisory no. 068

### UPDATE: Aboitiz Group Return-to-Work Protocols

Please read the following updates on RAMP for NAC and ACO Bariled Office frontliners effective March 1, 2021 or after the current RAMP pass of TMs expires:

All Re-Entry Assessment & Management Program (RAMP) passes will be valid for 2 weeks. (TMs who report to NAC/ACO 3-5 times a week will be classified as L2 and required to undergo testing monthly.)

Risk	SKD	Frequency of Call Out & Validity of RAMP Pass	NCM	Frequency of Call Out & Validity of RAMP Pass
Team Member exposure limited to offshore facilities only	Low	Monthly	None (Member exposure limited to offshore facilities. Frequency 1-2 times per week)	Every 2 weeks
Team Member in hot parts (offshore, customers, construction activities, offshore facility, in a restricted location, within services etc.)	Over 2 weeks	Every 2 weeks	Team Member to hot parts (offshore, customers, construction activities, offshore facility, in a restricted location, within services etc.) AND 100% (upon restricted exposure to offshore facilities 30 times per week)	Every 2 weeks with Weekly contribution upon (depending on responsibility)

Some changes will be reflected in our Return-to-Work Playbook which will be updated. We will continue to limit the number of people in the office. Only those who are physically present to do their work in the office/site should go to the office.

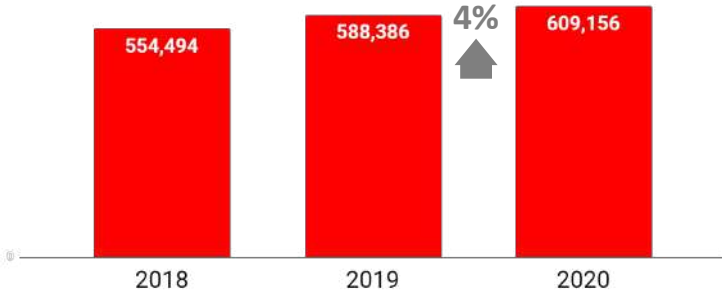
At Aboitiz, we call upon everyone to practice our value responsibility in our environment and Group protocols to help put our effort into preventing the spread of COVID-19 by strictly following our government protocols as well as our health and safety policies.



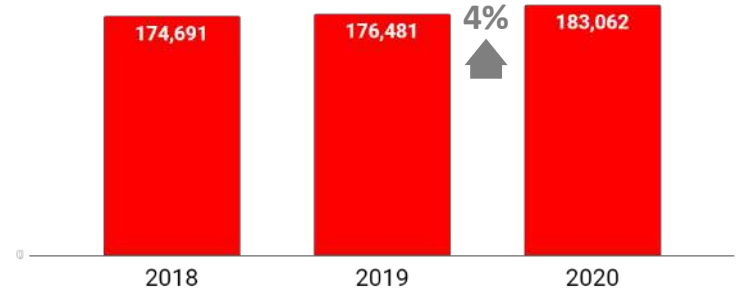
# Balance Sheet

In PHP Millions

## Total Assets

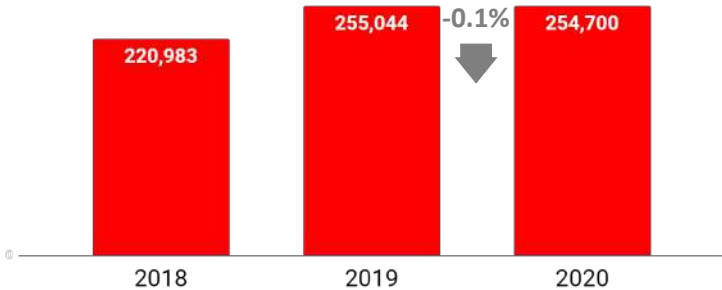


## Stockholders Equity



*\*Equity Attributable to Equity Holders of the Parent*

## Net Debt

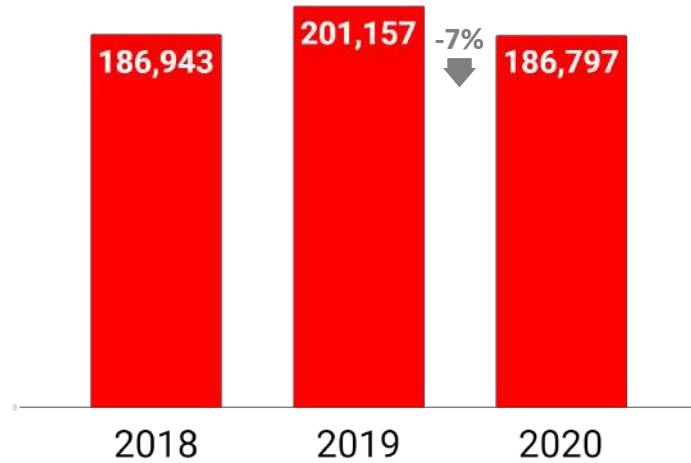


	2018	2019	2020
Net D/E Ratio	1.01x	1.17x	1.14x
Current Ratio	1.80X	1.27x	1.60x

## 2020 Financial Highlights

### Revenue

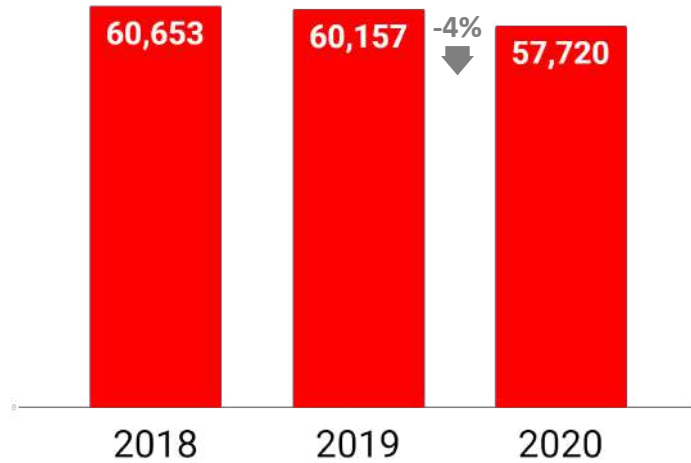
(in PHP Millions)



# 2020 Financial Highlights

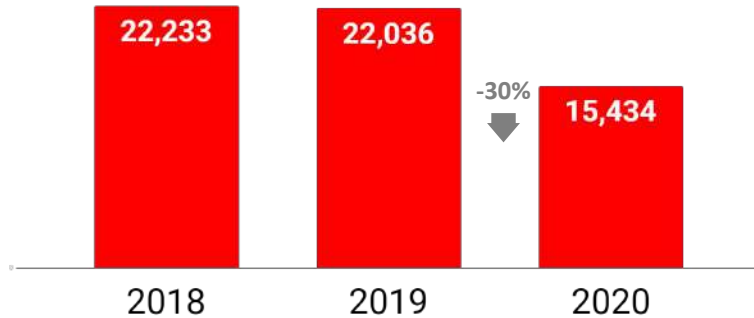
## EBITDA

(in PHP Millions)



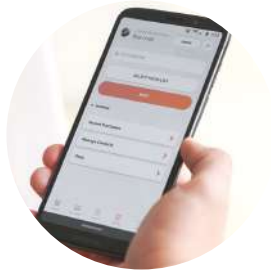
# 2020 Financial Highlights

## Net Income (in PHP Millions)



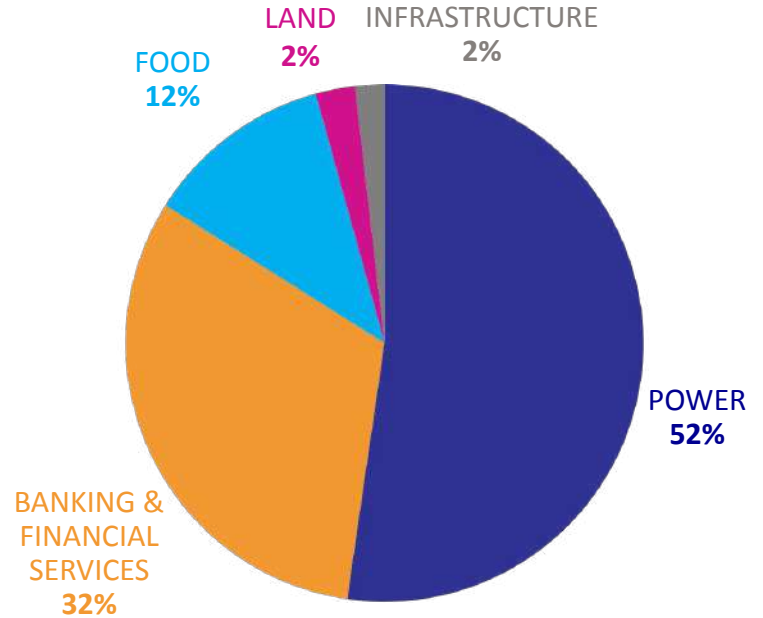
EPS	3.95	3.91	2.74
ROE	15%	13%	9%





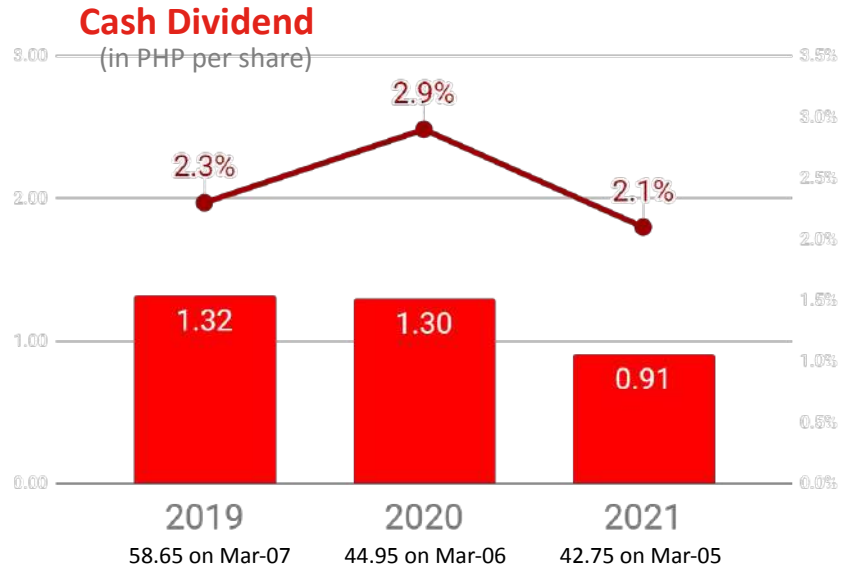
# 2020 Financial Highlights

## Earnings Contribution





## Dividends



DIVIDEND PAYOUT RATIO

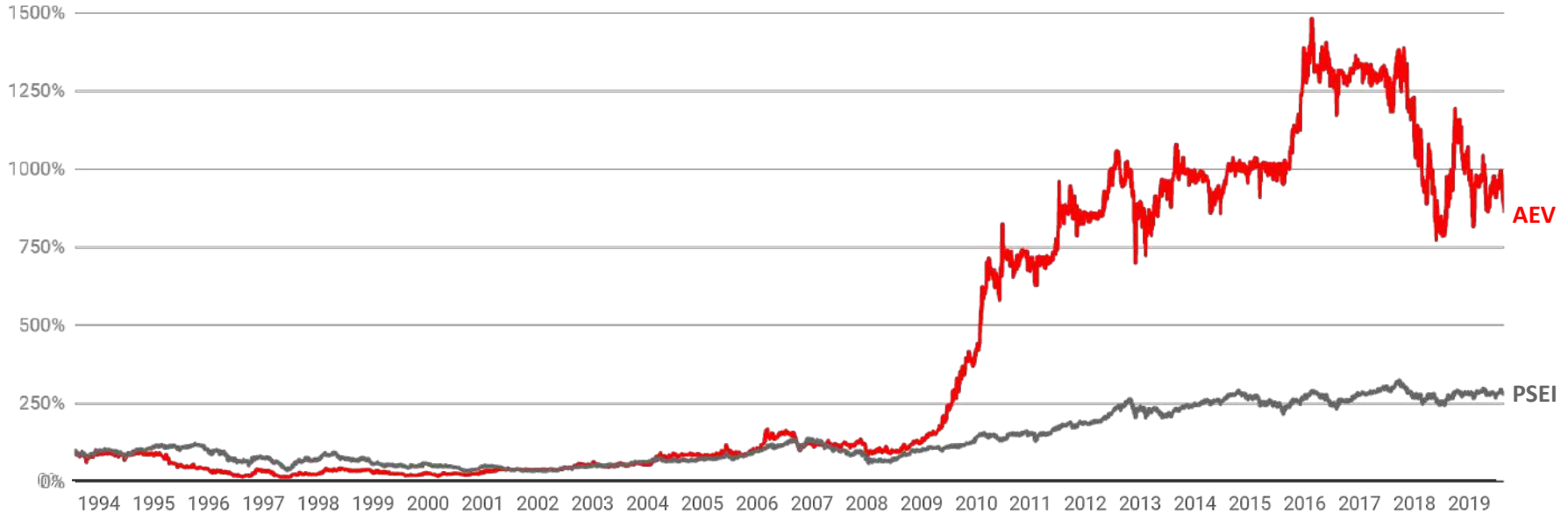
**1/3**

OF PREVIOUS YEAR'S  
NET INCOME

- Dividend yield (yields are computed by dividing DPS by the closing price on declaration date)
- Dividend per share (in pesos/share)



## AEV 26-year Stock Performance



### Total Shareholder Return Compounded Annual Growth Rate

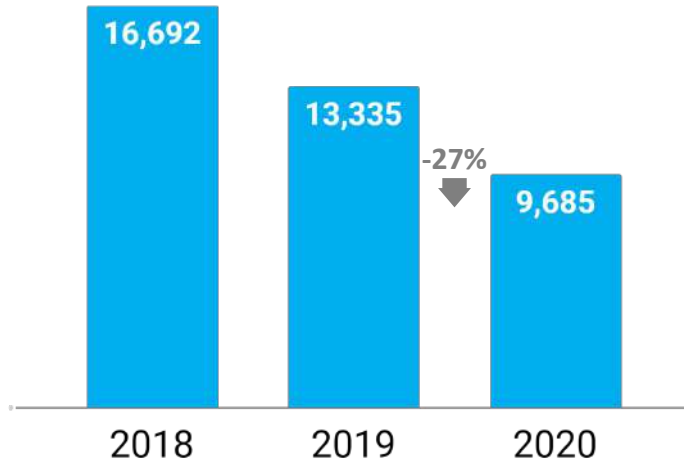


Total shareholder return (TSR) is computed by combining share price appreciation and dividends paid to show TRS expressed as a compounded annual growth rate (CAGR)

# Operating Results: Power

## Income Contribution

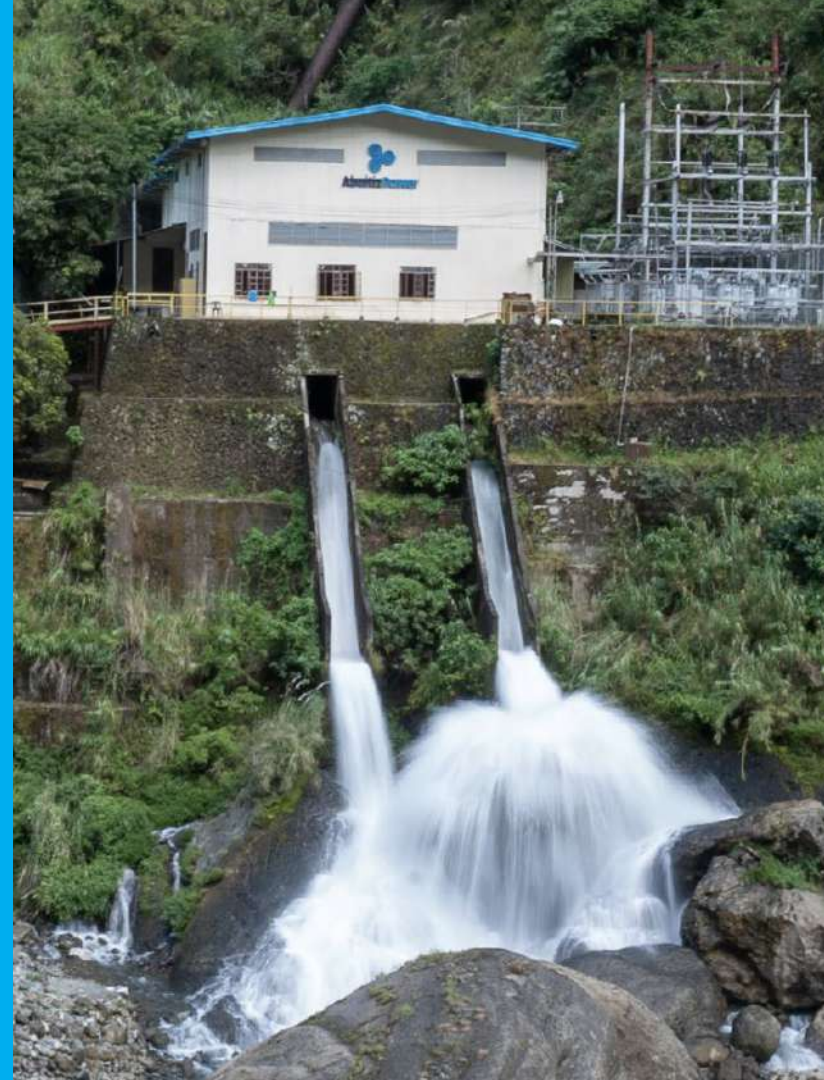
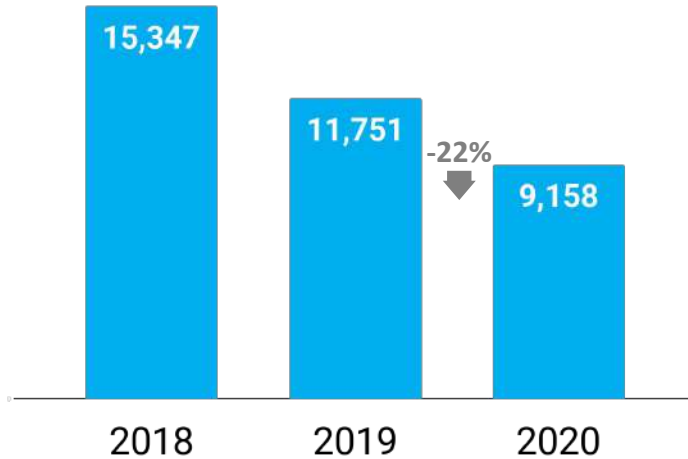
(in PHP Millions)



# Operating Results: Power Generation and Retail Electric Supply

## Income Contribution

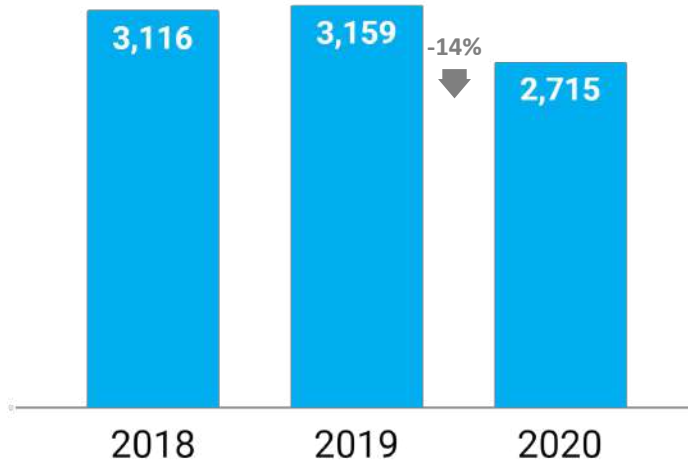
(in PHP Millions)



# Operating Results: Power Distribution

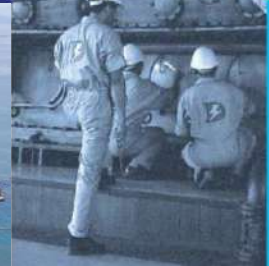
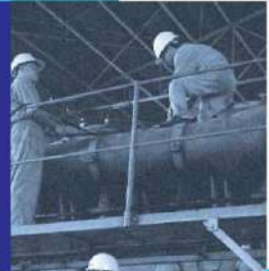
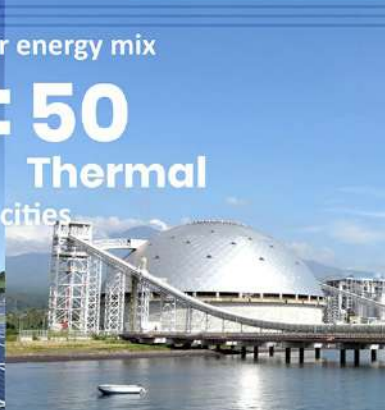
## Income Contribution

(in PHP Millions)



By 2030, our energy mix

**50:50**  
Cleanenergy Thermal  
capacities

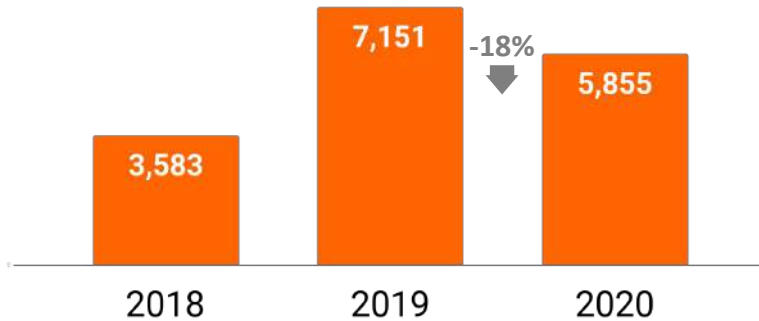


**Power Outlook**

# Operating Results: Banking and Financial Services

## Income Contribution

(in PHP Millions)



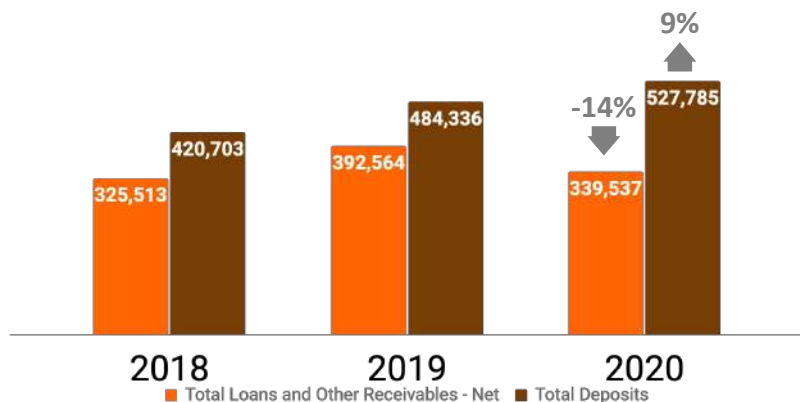
ROAE	8.8%	15.3%	11.5%
ROAA	1.1%	1.9%	1.5%



# Operating Results: Banking and Financial Services

## Total Deposits and Total Loans & Other Receivables - Net

(in PHP Millions)

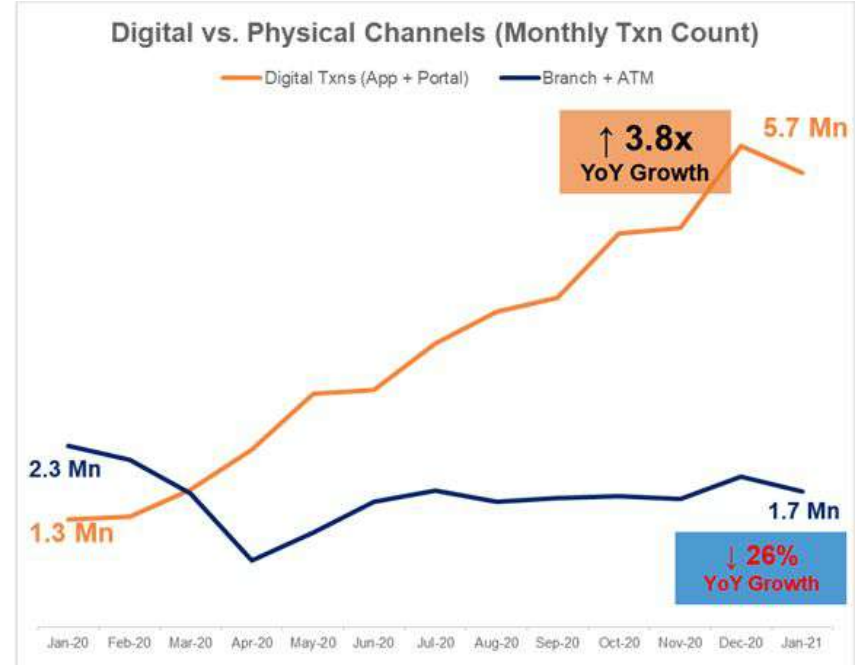
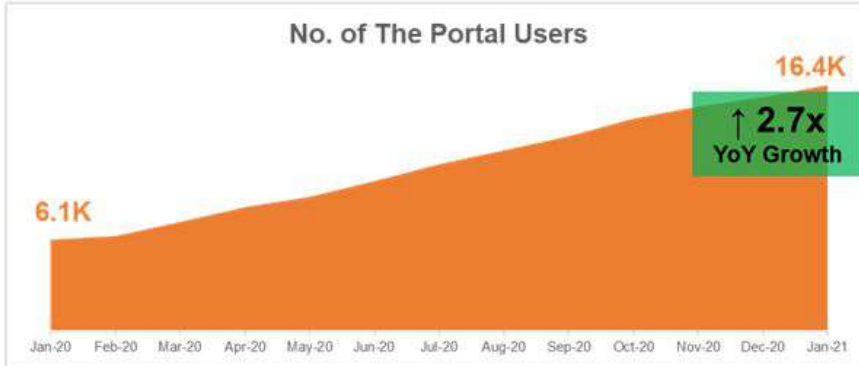
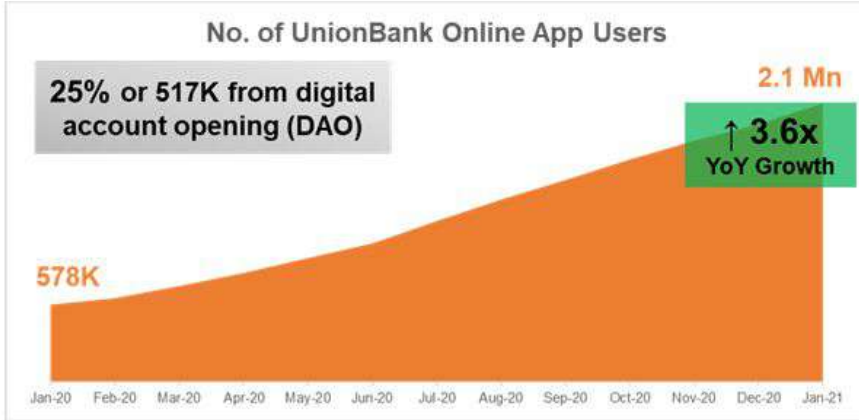


NPL Ratio	2018	2019	2020
NPL Ratio	2.3%	1.8%	3.2%





# Operating Results: Sustained Increase in Digital Adoption



Digital Txns: Fund Transfer, Bills Payment, Load Purchase, Mobile Check Deposits, and Remittance from UB Online App and The Portal  
Branch Txns: Fund Transfer, Bills Payment, Cash Deposit, Check Deposit, Cash Withdrawal, Encashment, Remittance  
ATM Txns: Fund Transfer, Bills Payment, Cash Withdrawal



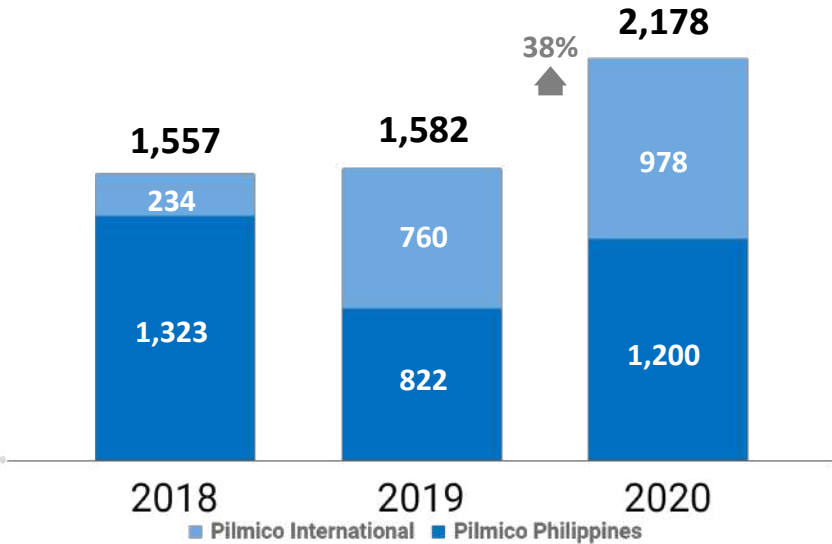
# Banking and Financial Services Outlook

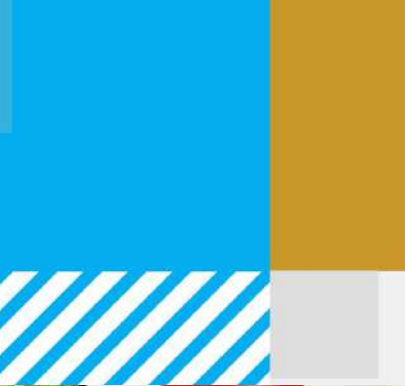


# Operating Results: Food

## Income Contribution

(in PHP Millions)

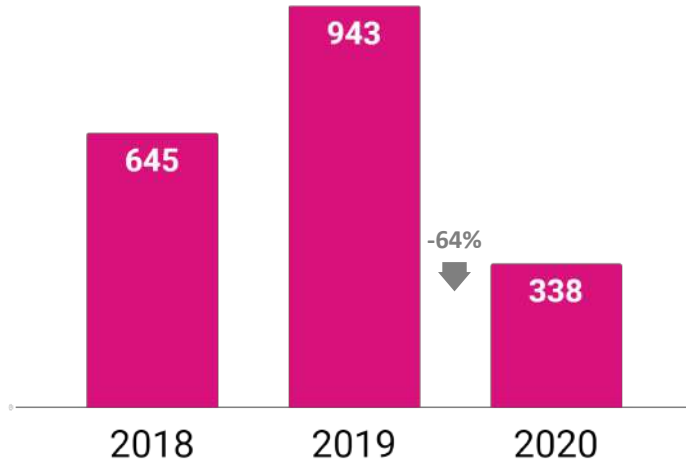




# Food Outlook

# Operating Results: Land

## Income Contribution (in PHP Millions)

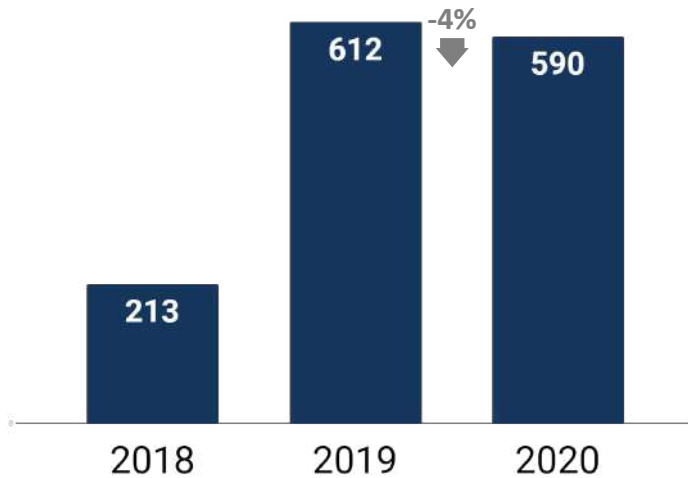


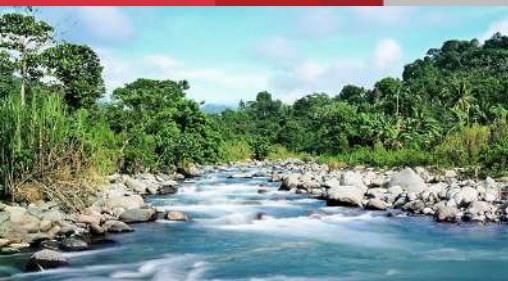
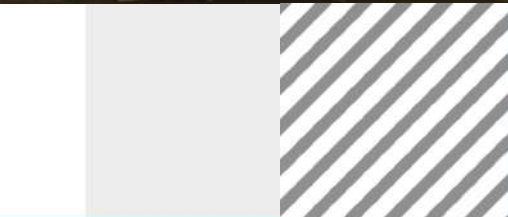


# Land Outlook

# Operating Results: Republic Cement

## Income Contribution (in PHP Millions)

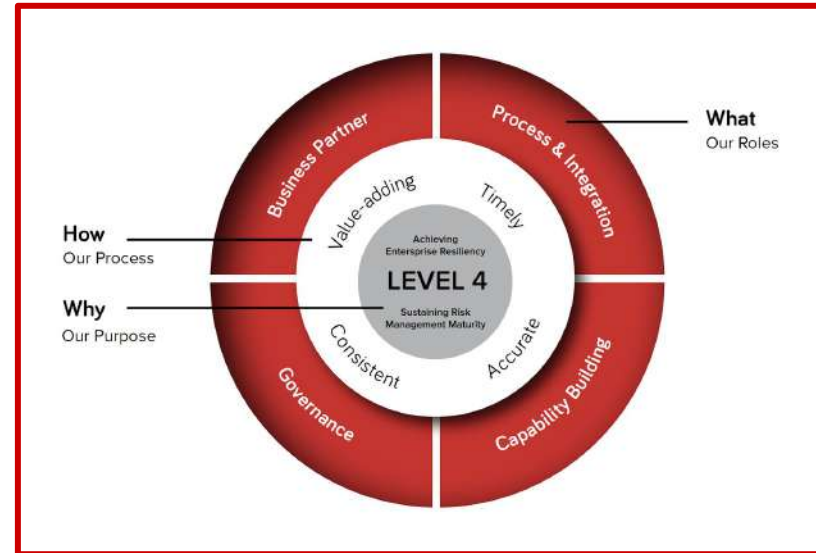




# Infrastructure Outlook



# Risk Management

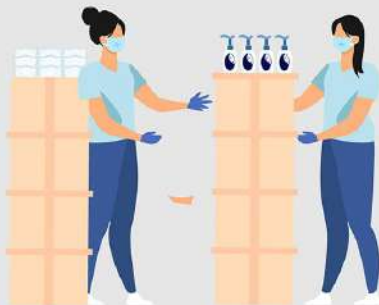


# #OneAboitiz in Action

COVID-19 efforts from the Aboitiz Group

## PHP2.2 billion

Total amount of COVID-19 related efforts as of March 2021



### PHP82.3 million

Donations from **Aboitiz Foundation**  
PPEs, thermal scanners, alcohol, folding beds, tents, food packs

### PHP2.4 million

Donations from **KINDER**  
Various donations with partners

### PHP100 million

Donation to **PDRF Project Ugnayan**



### PHP19.45 million

Offline donations via **UnionBank transfers**  
PPEs, thermal scanners, alcohol, folding beds, tents, food packs

### PHP272.1 million

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

### PHP900 million

Financial Assistance  
for Team Members



### PHP799 million

ER1-94 Funds

PHP674 million of which has been remitted to host LGUs



# aboitiz

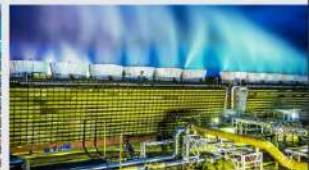


# Leadership towards a Sustainable Future

## ENVIRONMENT SOCIAL GOVERNANCE

ESG data can be accessed in the aboitiz website

<https://aboitiz.com/sustainability/sustainability-at-aboitiz/>

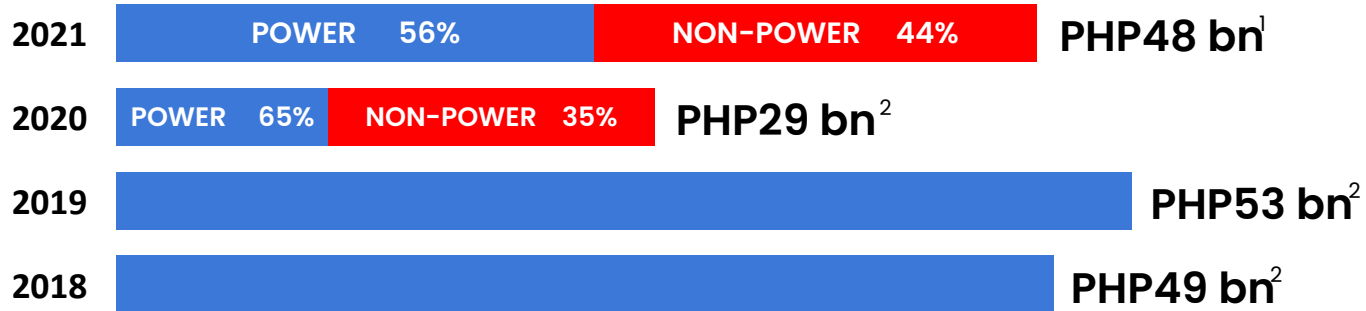






## Capital Expenditure

(with partners)



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



## AEV Board of Directors



- Outgoing Directors -

Raphael Lotilla

Jose Vitug

Edwin Bautista

- Nominated Directors -

Justo Ortiz

Joanne de Asis

Romeo Bernardo



# #OneAboitiz

