



Aboitiz & Covid 19: How we coped, What we learned, The Next 10 years

March 10, 2021

Sabin M. Aboitiz

President & CEO, Aboitiz Group
Full Year Analysts' Briefing 2021

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COVID-19





The center of our story is our

A-People




We prioritized the safety and well-being of our team members while continuing to serve our customers and all our stakeholders

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Advisory

Keep yourself updated on groupwide advisories and guidelines on COVID-19



The site will be updated regularly based on developments on COVID-19.

abotiz | ADVANCING BUSINESS AND COMMUNITIES

 #IAMDISASTERREADY



PREPARING YOUR OWN GO-BAG (COVID EDITION)

Safety is everyone's responsibility!



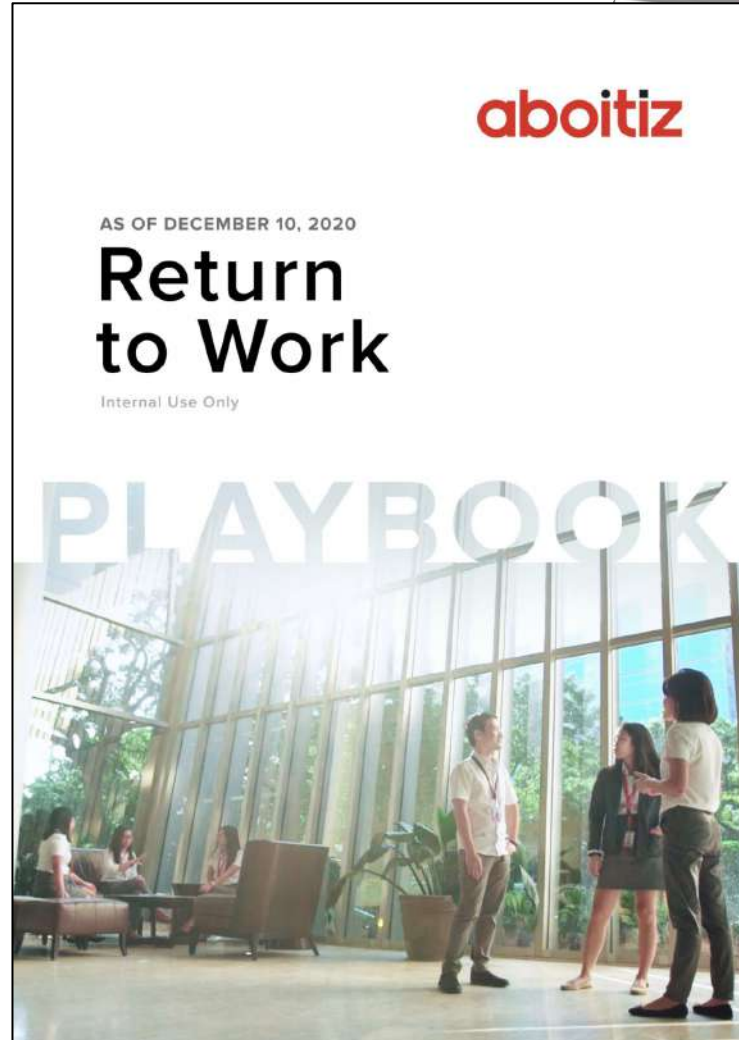
Advisory

AEV TRAVEL DECLARATION FORM

- All TMs/TLs will be required to **complete a monthly Travel Declaration Form** to log-in their **PAST TRAVEL HISTORY (20 days prior)** and **FUTURE TRAVEL PLANS (next 2 months)** for both personal and business trips. This will be used for monitoring purposes.
- For TMs/TLs who have travel history and future travels, please accomplish the form **not later than Friday, March 13.**
- Failure to comply with the Travel Guidelines and declaration of false/incorrect information will be subject to the Code of Discipline.

Click [HERE](#) to access the **Travel Declaration Form.**

Aboitiz Team Member FRONTLINERS



Advisory

Advisory no. 068

UPDATE: Aboitiz Group Return-to-Work Protocols

Following updates on RAMP for NAC and ACO Banilad Office frontliners in 2021 or after the current RAMP pass of TMs expires:

Management & Management Program (RAMP) passes will be valid for 2 weeks. Report to NAC/ACO 3-5 times a week will be classified as L2 and required testing monthly.

Frequency of Call Out & Validity of RAMP Pass	NEW	
	Team Member exposure limited to office/site facilities 1-2 times per week.	Team Member to 3rd party, clients, customers, stakeholders outside office/site facility (e.g. external relations, liaison services etc.) AND Team member reports to office/site facilities 3-5 times per week.
Monthly	Reports to office/site facilities 1-2 times per week.	Every 2 weeks
Every 2 weeks	Team Member to 3rd party, clients, customers, stakeholders outside office/site facility (e.g. external relations, liaison services etc.) AND Team member reports to office/site facilities 3-5 times per week.	Every 2 weeks with Monthly PCR/Saliva test (depending on nearest facility)

will be reflected in our Return-to-Work Playbook which will be updated to 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 work.

We call upon everyone to practice our value responsibility in following our Group protocols to help put an effort into preventing the spread of COVID-19 by following our government protocols as well as our health and safety protocols.



A strong enterprise-wide risk management system





Existing digital infrastructure and a strong innovation mindset helped us power through many physical roadblocks


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Advisory

InfoSec for Work from Home

Here are key reminders to take note:

-  Use secure and reliable internet connection
-  Always observe clear desk and clear screen practices
-  Always keep your devices with you
-  Handle information according to their classification. Take particular care with confidential information.



Our team members find a better way, every day.
A future built by you.

PHP182.3 million

Donations from Aboitiz Foundation

PPEs, thermal scanners, alcohol, folding beds, tents, food packs



PHP7.3 million

Donations directly provided by Business Units

PPEs, thermal scanners, alcohol, folding beds, tents, food packs

PHP2.4 million

Donations from KINDer

Various donations with partners

PHP655 thousand

Team Member-initiated donations for Davao Frontliners

Davao Light's donations of face shields, medical gloves, and alcohol for Davao Frontliners

PHP265.2 million

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



PHP1.3 million

Contributions from Team Members

Financial assistance to our "no work, no pay" utility and security personnel in NAC, Ore offices in Taguig City and ACO offices in Cebu.



PHP10.2 million

Offline donations via UnionBank transfers

PPEs, thermal scanners, alcohol, folding beds, tents, food packs



PHP900 million

Financial Assistance for Team Members

PHP799 million

ER1-94 Funds

PHP570 million of which has already been remitted to host LGUs.



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#OneAboitiz in Action

COVID-19 efforts from the Aboitiz Group

PHP2.2 billion

Total amount of COVID-19 related efforts as of December 2020



OPENING AN ACCOUNT IS AS EASY AS GETTING ALONG WITH YOUR BARKADA.

UnionBank

Open an Account

Personal Savings
The easiest way to manage your money. No maintaining balance required and earn interest on your savings.

Initial Deposit	PHP 0.00
Maintaining Balance Requirement (MBR)	PHP 0.00
Minimum Add to Earn Interest	PHP 10,000.00
Interest Rate	0.10% (Subject to 20% tax)
Card Fee	PHP 350.00/Year

[HIDE SECTION](#) [SELECT](#)



What we learned



Risk Management



**Occupational
Health & Safety**



**Innovation
Management**



Our ESG performance

S&P Global CSA Assessment



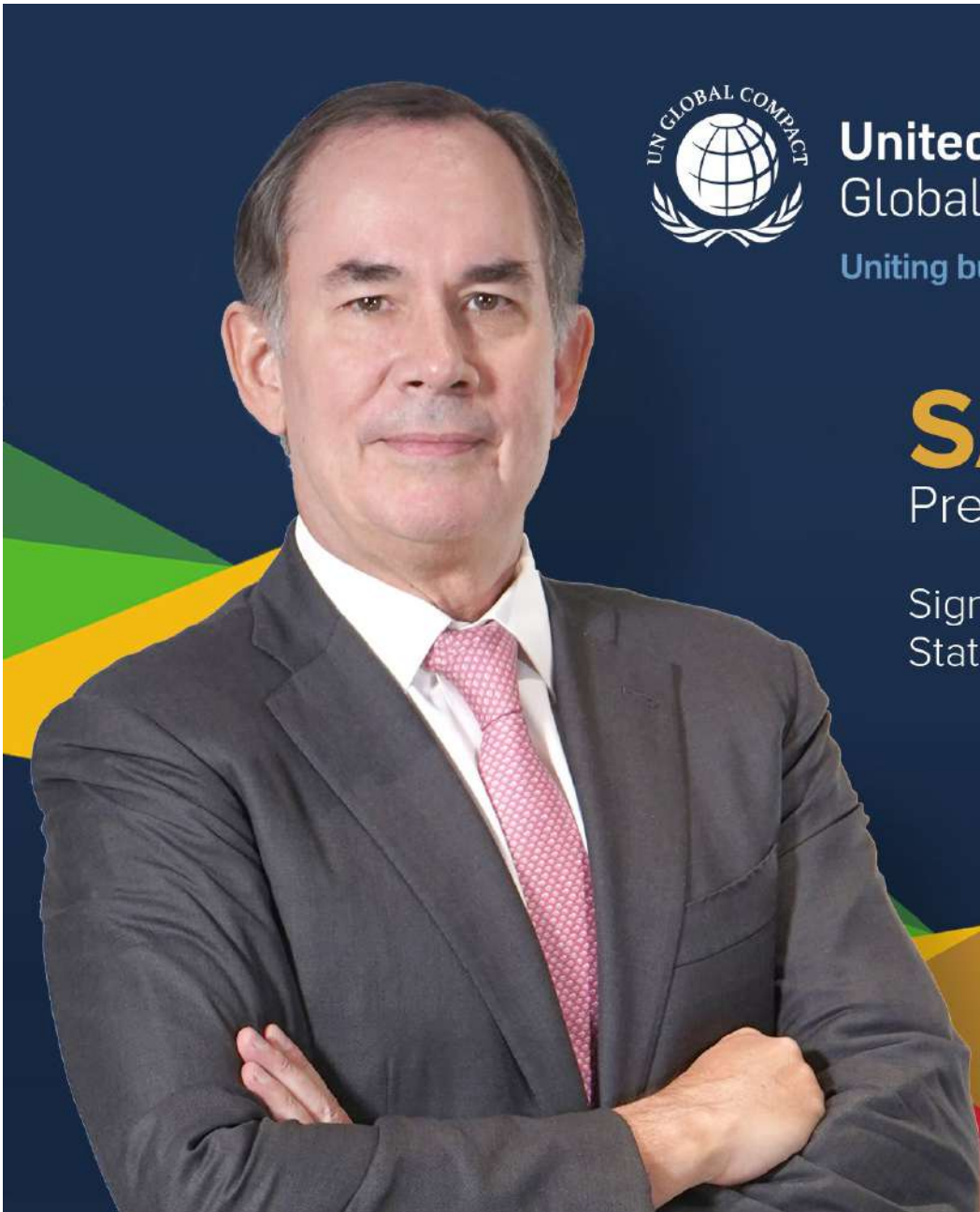
66th
percentile



54th
percentile



56th
percentile



United Nations
Global Compact

Uniting business for a better world



SHAPING
OUR
FUTURE
TOGETHER

SABIN M. ABOITIZ

President and CEO, Aboitiz Group

Signatory, United Nations Global Compact (UNGC)
Statement for Renewed Global Cooperation

#UnitingBusiness

Digitalization secured our business and opened up windows of opportunity



Live from a.Lab Digital Studio

We Val-Ü Talents: Smart Recruiters

September 28, 2018



SABIN ABOITIZ | PRESIDENT & CEO, Aboitiz Group

SUPERDUPERCON S1 E2: YOU ASKED FOR IT!

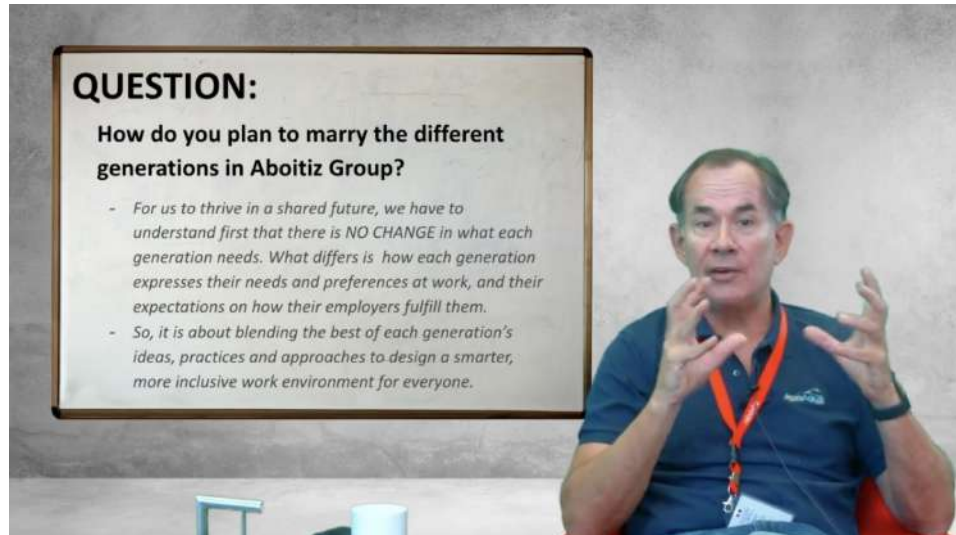
January 31, 2020



Live from a.Lab, NAC Tower, BGC

CHRIS CAMBA
FVP for Government Relations, AEV

June 17, 2019



QUESTION:

How do you plan to marry the different generations in Aboitiz Group?

- For us to thrive in a shared future, we have to understand first that there is **NO CHANGE** in what each generation needs. What differs is how each generation expresses their needs and preferences at work, and their expectations on how their employers fulfill them.
- So, it is about blending the best of each generation's ideas, practices and approaches to design a smarter, more inclusive work environment for everyone.

February 22, 2021



esy of facebook.com/unionbank.ph

Most helpful Philippine bank in Asia-Pacific during COVID-19

Rank (2020)	Country	Name
1		 kakaobank kakaobank
2		 Union Bank
3		 Kotak Bank



Strong Public-Private Collaboration



We joined other private companies to partner with the national government for the procurement of the first of AstraZeneca's COVID-19 vaccine.



OUR ABOITIZ VALUES

Integrity

Teamwork

Innovation

Responsibility



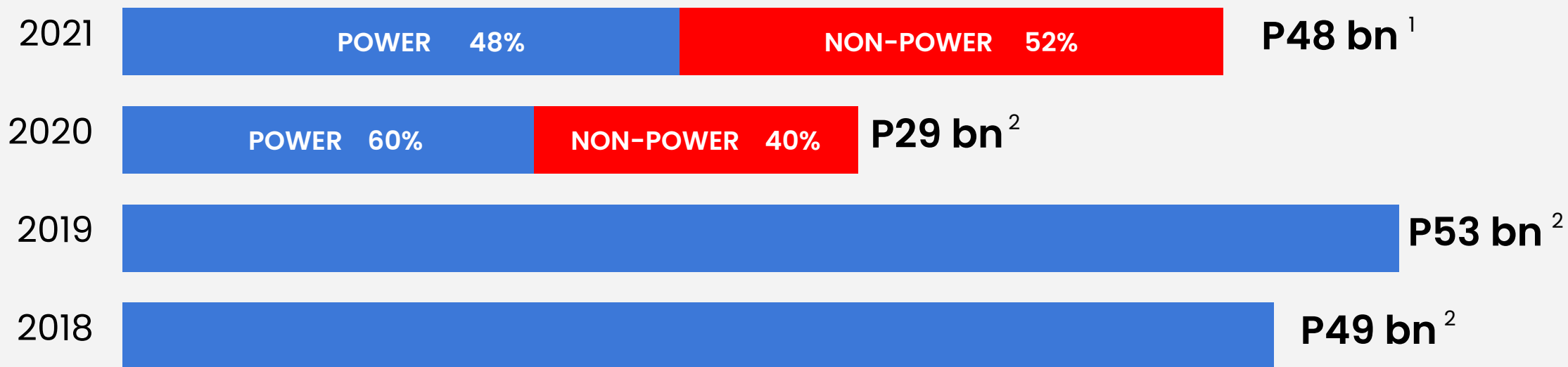
10 YEAR PLAN



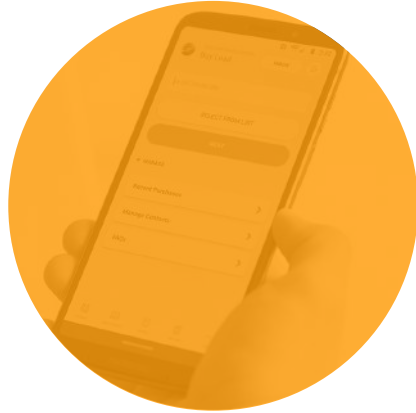


Capital Expenditure

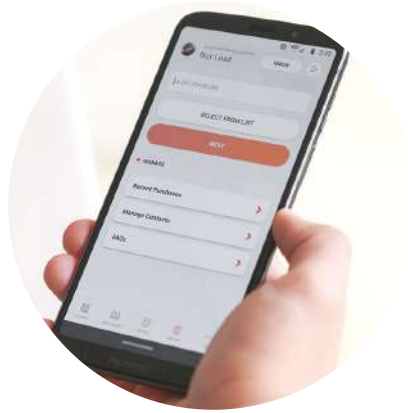
(with partners)



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



10-year
EBITDA target



2030 Goal Balance Business Portfolio

~50% Non-Power

.....
~50% Power

with larger international impact



By 2030, our energy mix

~50 : 50
Cleanergy Thermal
capacities



**Thank you for
continuing to tell our
story.**





#OneAboitiz



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ADVANCING
AND COMM