

# ABOITIZ POWER CORPORATION

## Fourth Quarter / Full Year 2010 Financial & Operating Results

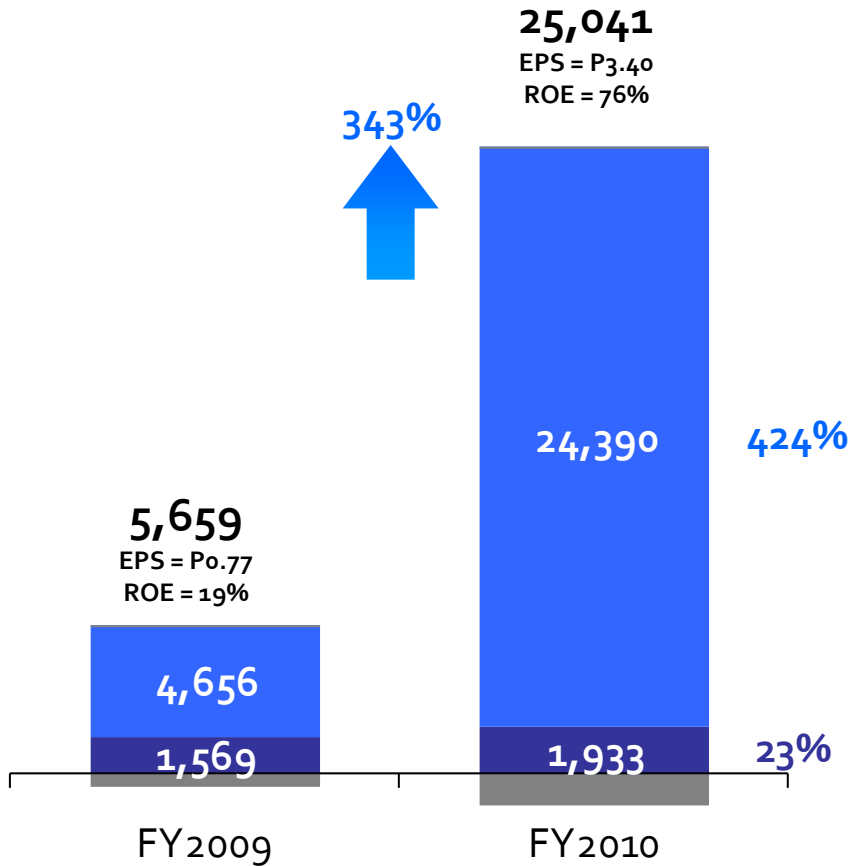
4 March 2011



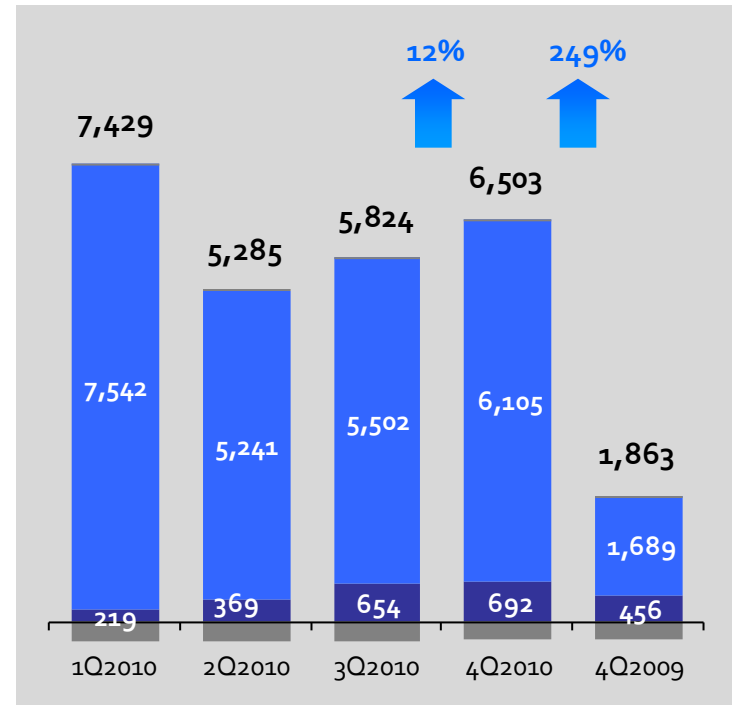
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# NET INCOME (in million pesos)



## QUARTERLY BREAKDOWN



■ Distribution   ■ Generation   ■ AP Parent

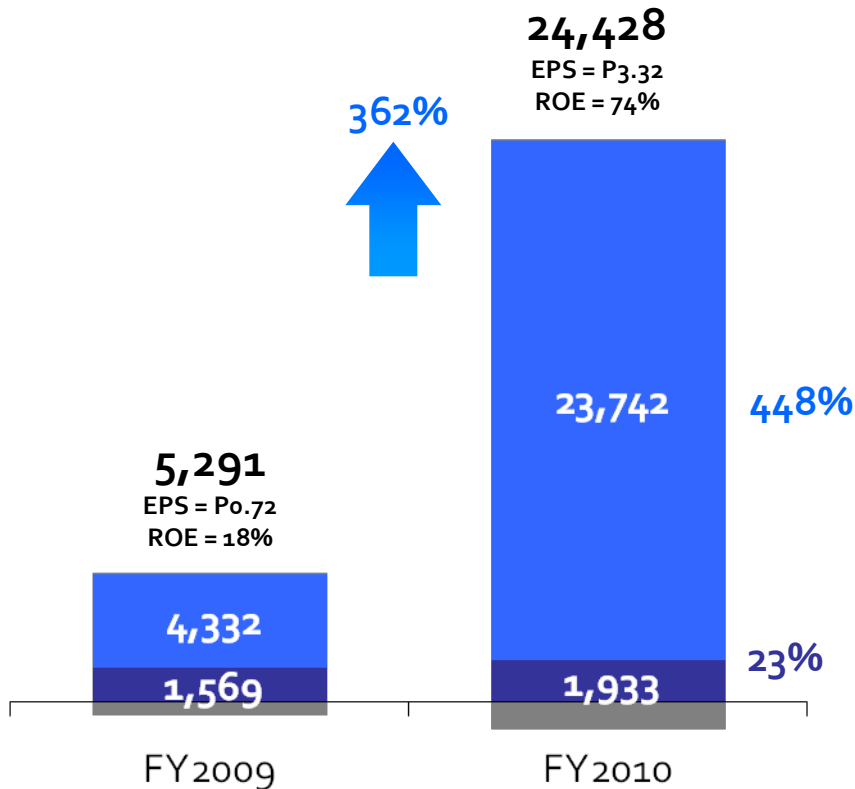
# CORE NET INCOME (in million pesos)

## Non-Recurring Items

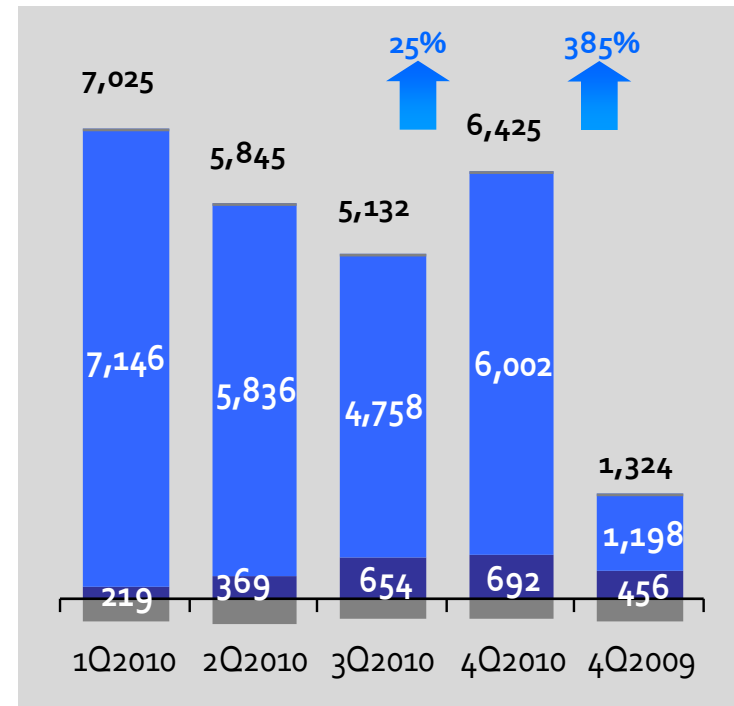
	FY2009	FY2010
FX gains - Parent	44	(34)
FX loss - Generation	454	1,041
Reversal of NPC charges	103	5
Acqui-related costs	(232)	-
STEAG refinancing cost	-	(398)
<b>Total Gains/(Losses)</b>	<b>368</b>	<b>613</b>

## Non-Recurring Items

	1Q2010	2Q2010	3Q2010	4Q2010	4Q2009
FX gains - Parent	7	35	(51)	(25)	49
FX gains - Generation	397	(595)	1,141	98	434
Reversal of NPC claims	-	-	-	5	103
Acqui-related costs	-	-	-	-	(47)
STEAG refinancing cost	-	-	(398)	-	-
<b>Total Gains/(Losses)</b>	<b>404</b>	<b>(560)</b>	<b>692</b>	<b>78</b>	<b>539</b>



## QUARTERLY BREAKDOWN



■ Distribution ■ Generation ■ AP Parent

# CORE NET INCOME, Ex Pagbilao Effect (in million pesos)

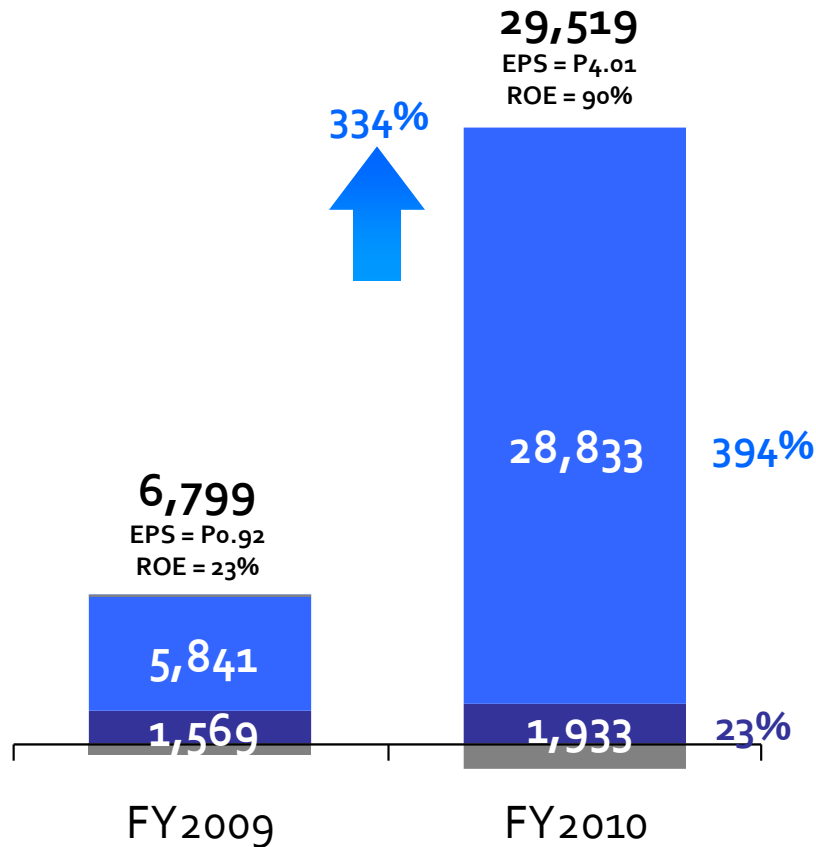


## Pagbilao Finance Lease Effect

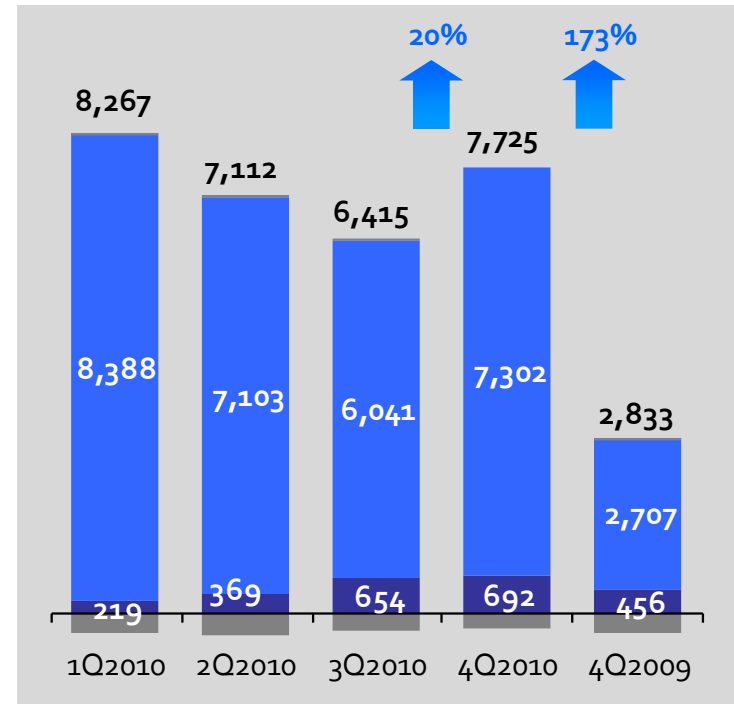
	FY2009	FY2010
Accreted Interest Expense	1,235	5,116
Depreciation	274	1,095
PSALM Monthly Payments	-	(1,119)
	1,509	5,091

## Pagbilao Finance Lease Effect

	1Q2010	2Q2010	3Q2010	4Q2010	4Q2009
Accreted Interest Expense	1,250	1,274	1,291	1,301	1,235
Depreciation	274	274	274	273	274
PSALM Monthly Payments	(282)	(281)	(281)	(275)	-
	1,242	1,266	1,283	1,300	1,509

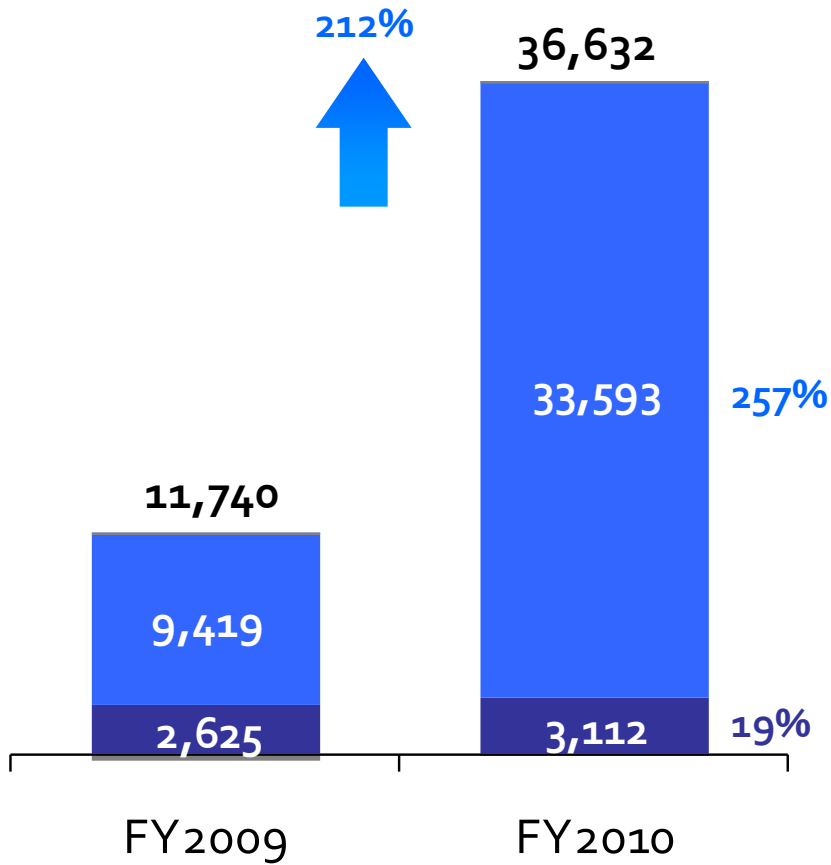


## QUARTERLY BREAKDOWN

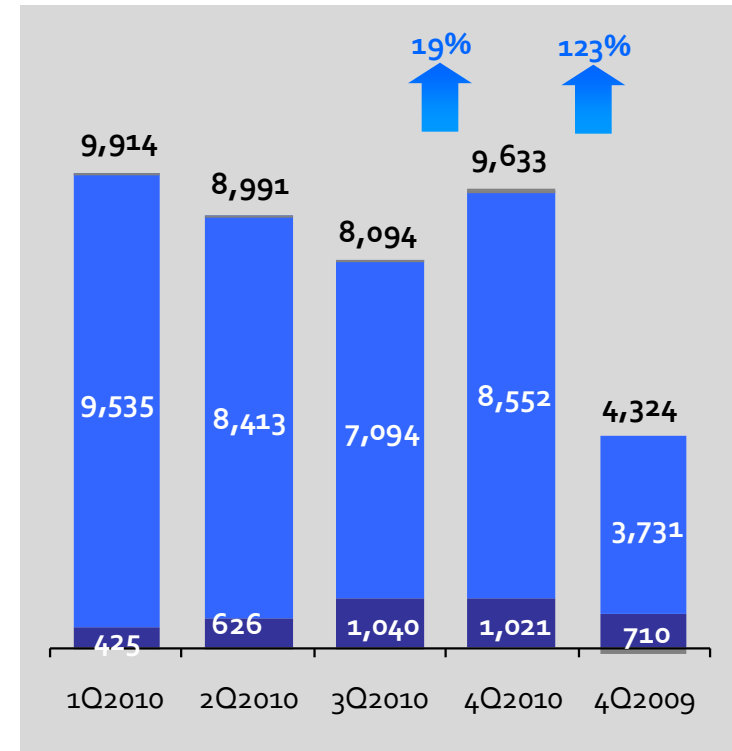


■ Distribution ■ Generation ■ AP Parent

# PROFORMA EBITDA (in million pesos)



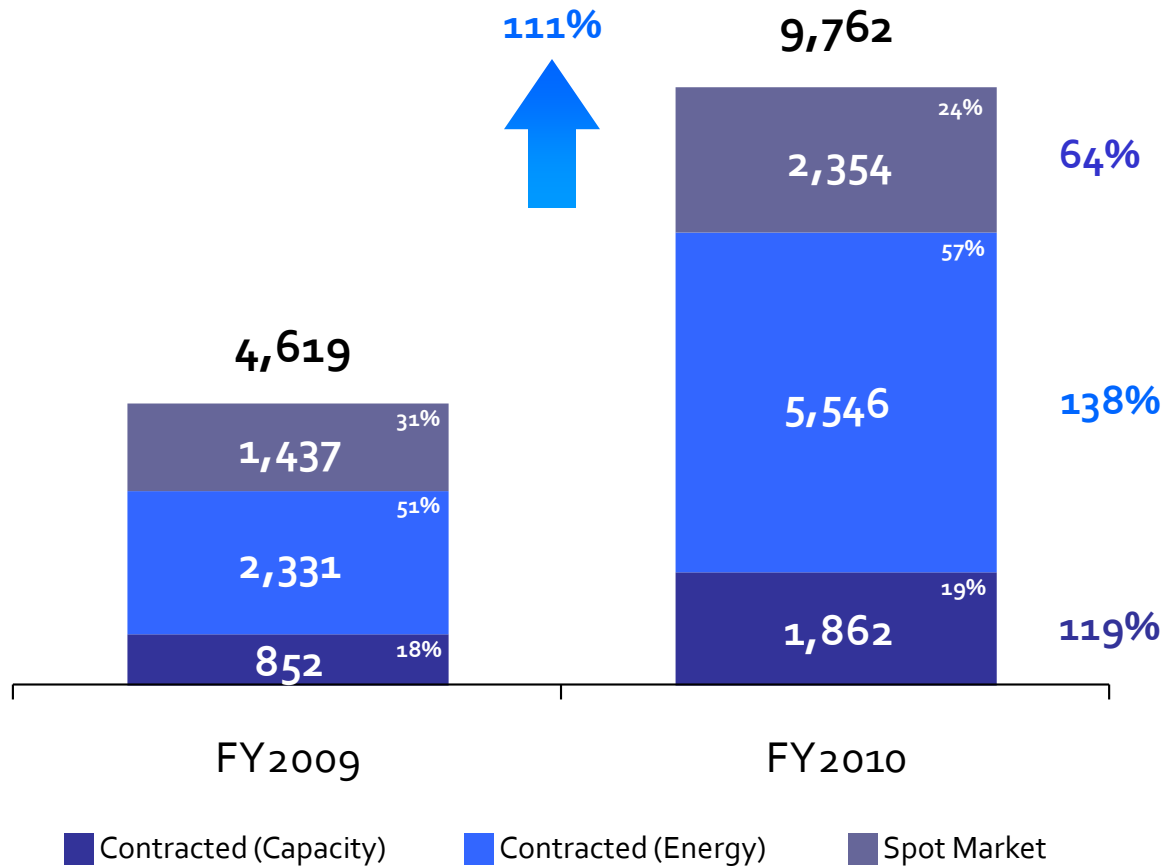
## QUARTERLY BREAKDOWN



■ Distribution   
 ■ Generation   
 ■ AP Parent

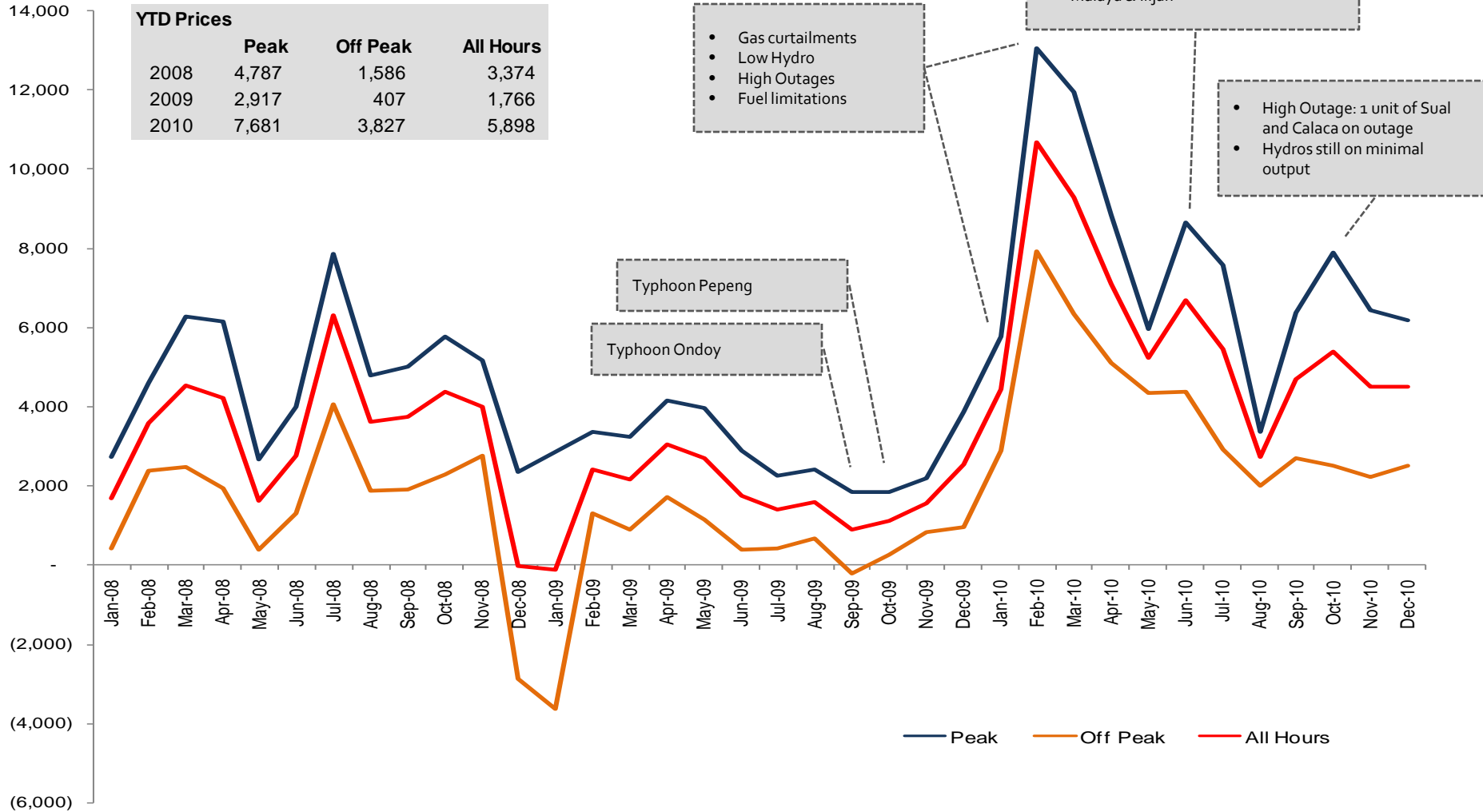
# OPERATING HIGHLIGHTS: GENERATION

## ENERGY SALES BREAKDOWN (GWh)



# OPERATING HIGHLIGHTS: 2010 WESM HIGHLIGHTS

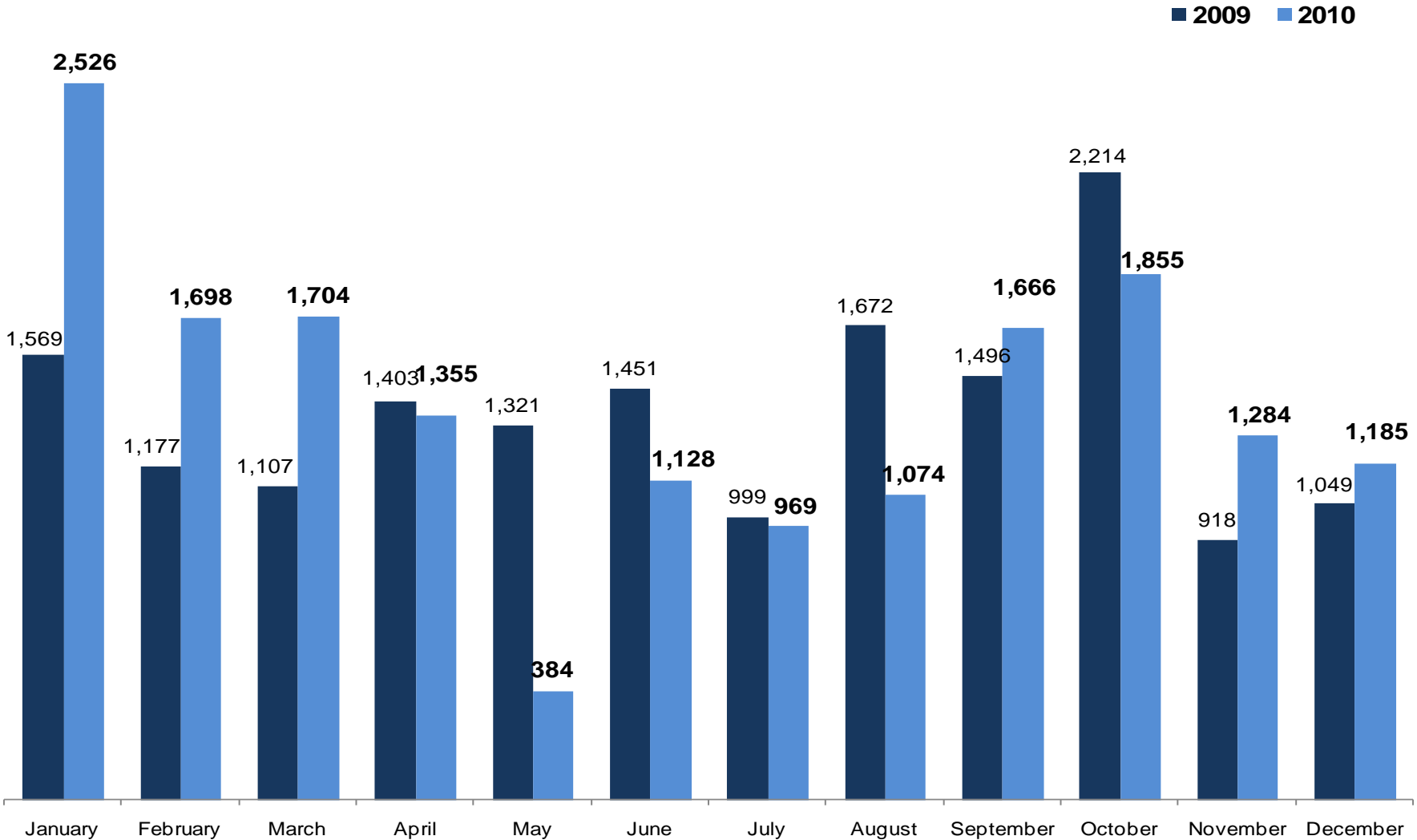
## WESM AVERAGE PRICES (P/MWh)



Note: Calculated based on raw data downloaded from the WESM website as of January 2011. July 26 – October 25, 2008 prices are reflective of NPC TOU rates.

Source: WESM, SNAP

## AVERAGE CAPACITY ON OUTAGE (in MW)



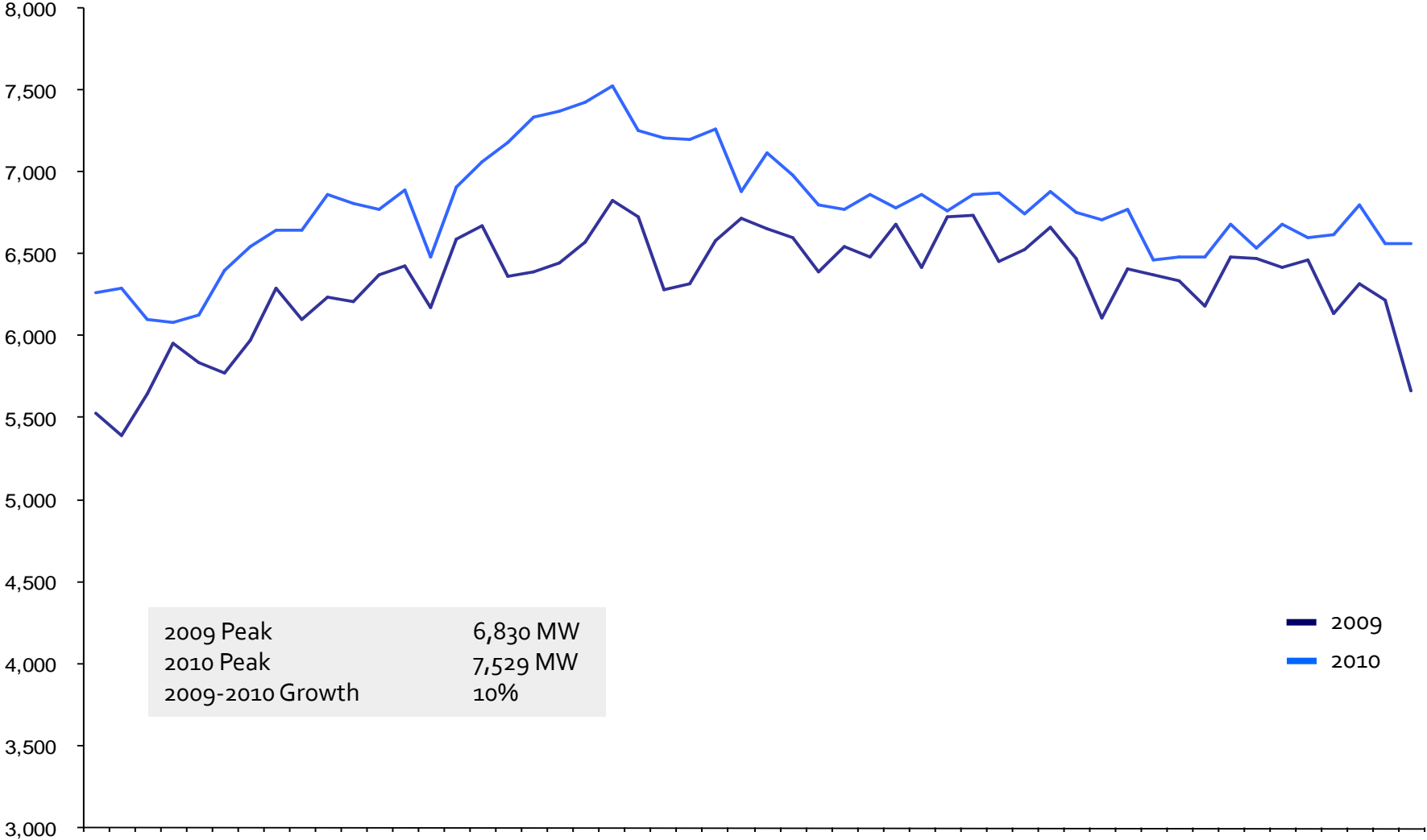
Source: WESM, SNAP



# OPERATING HIGHLIGHTS: 2010 WESM HIGHLIGHTS

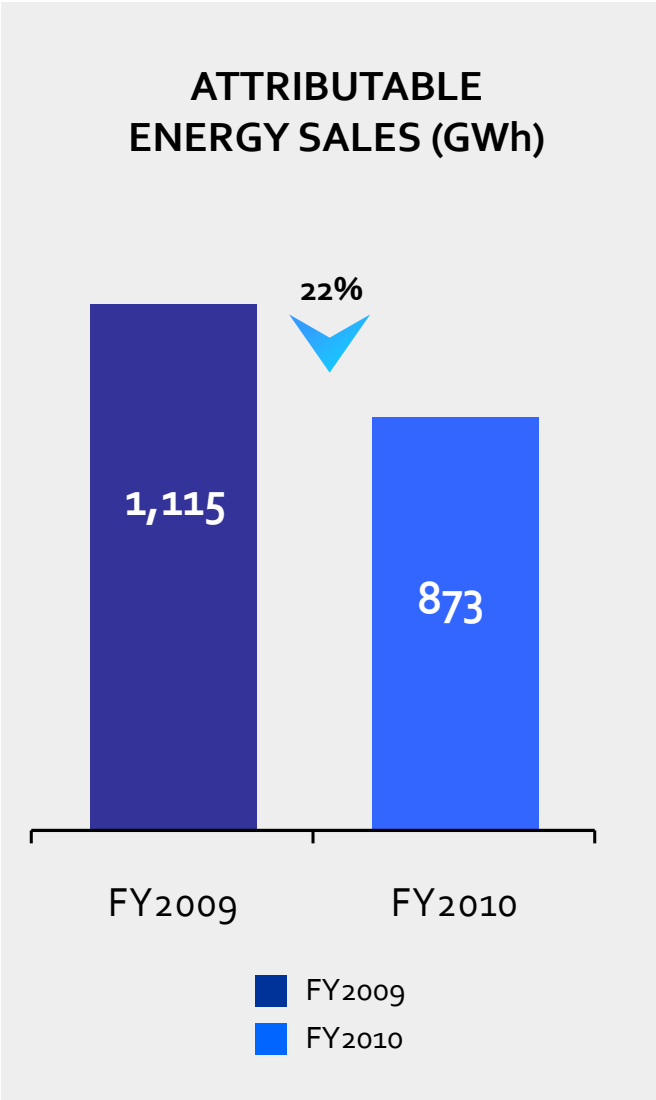


## WEEKLY SYSTEM PEAK DEMAND (in MW)

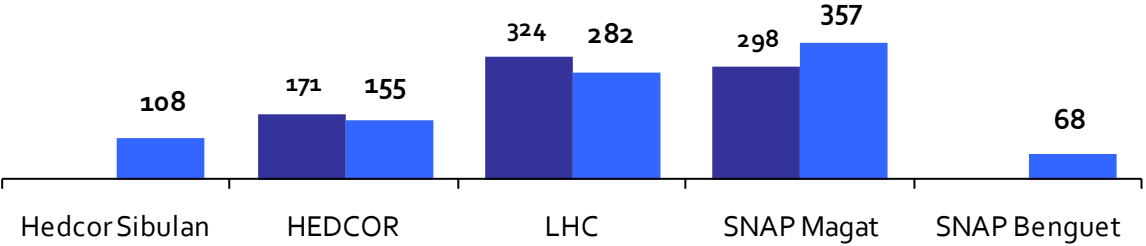


Source: WESM

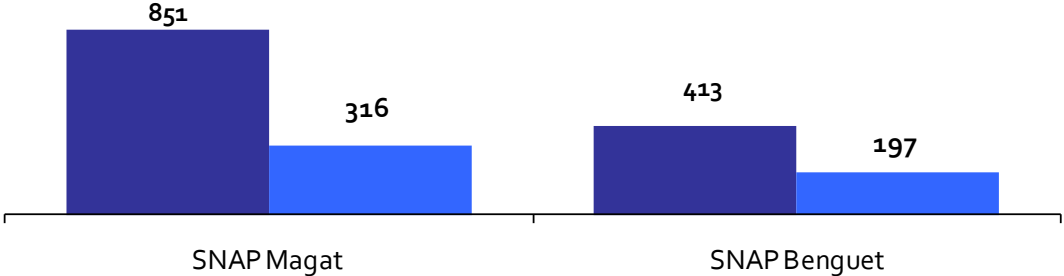
# OPERATING HIGHLIGHTS: HYDRO



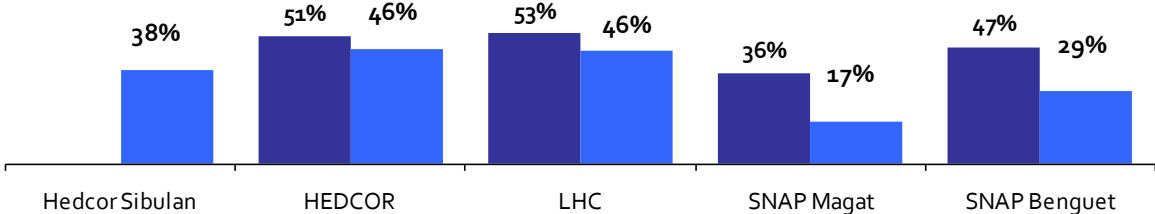
### CONTRACTED ENERGY (GWh), at 100%



### SPOT MARKET (GWh), at 100%



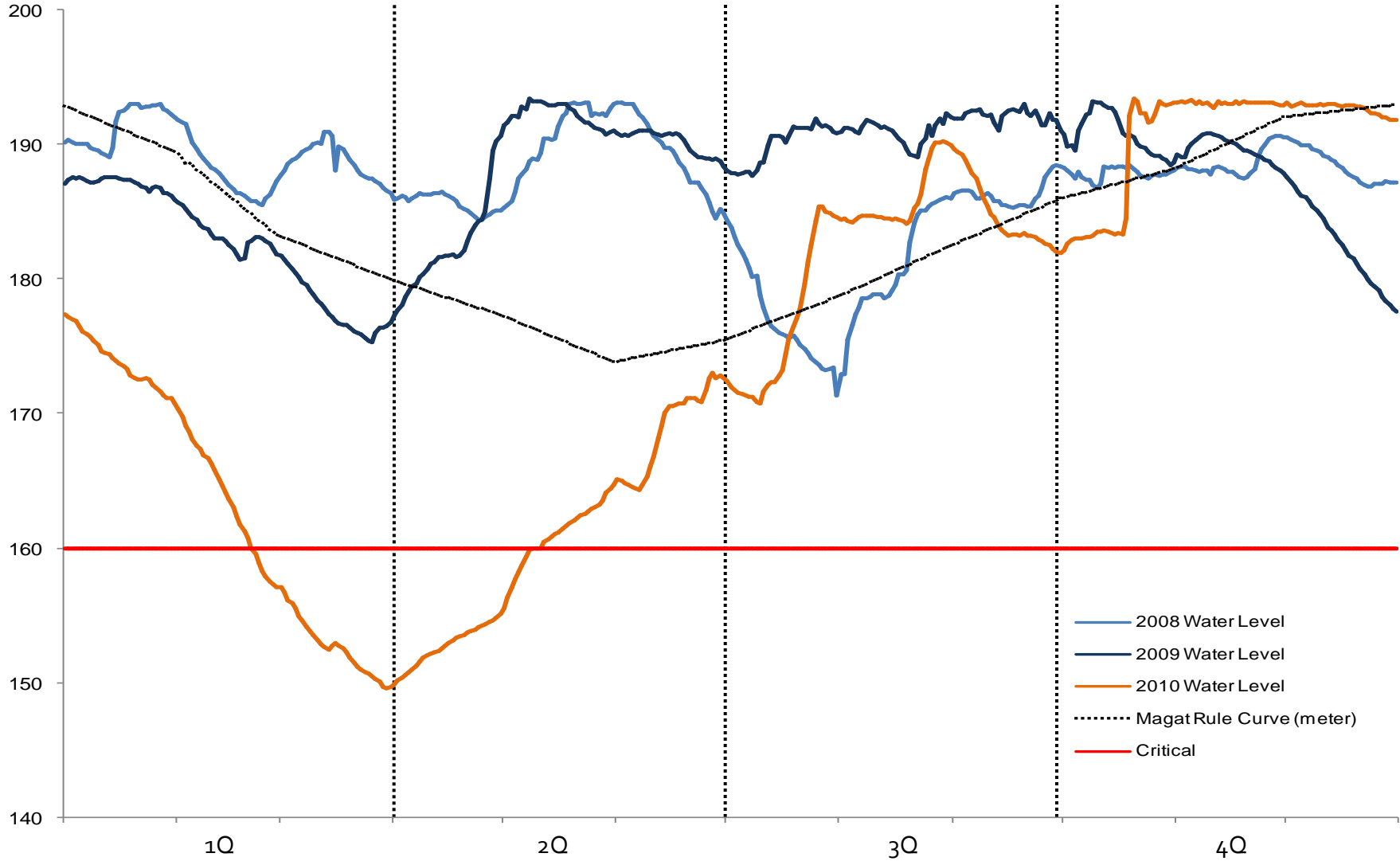
### NET CAPACITY FACTOR



# OPERATING HIGHLIGHTS: HYDRO

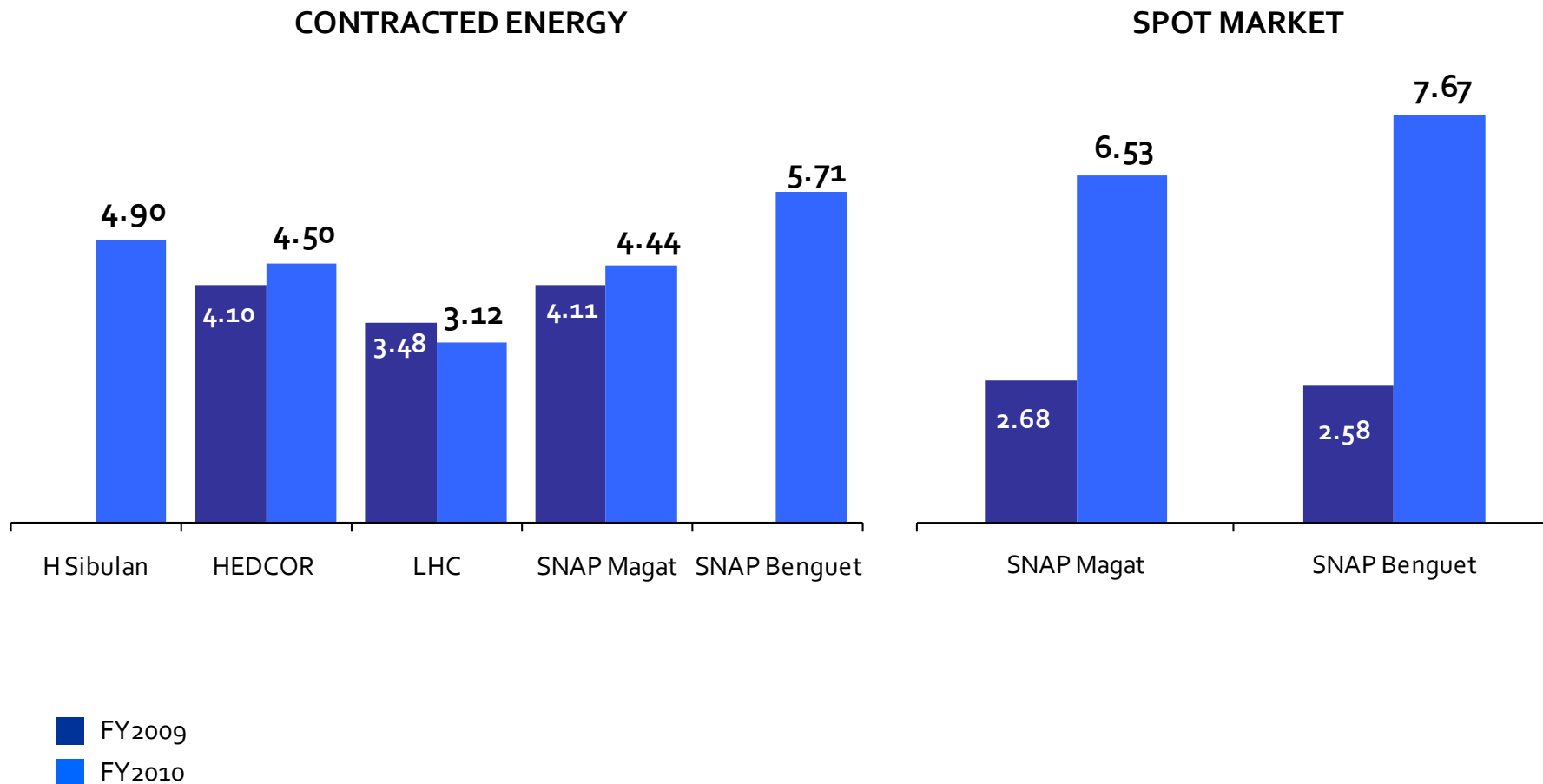


## MAGAT'S WATER LEVEL VS. RULE CURVE (in MASL)

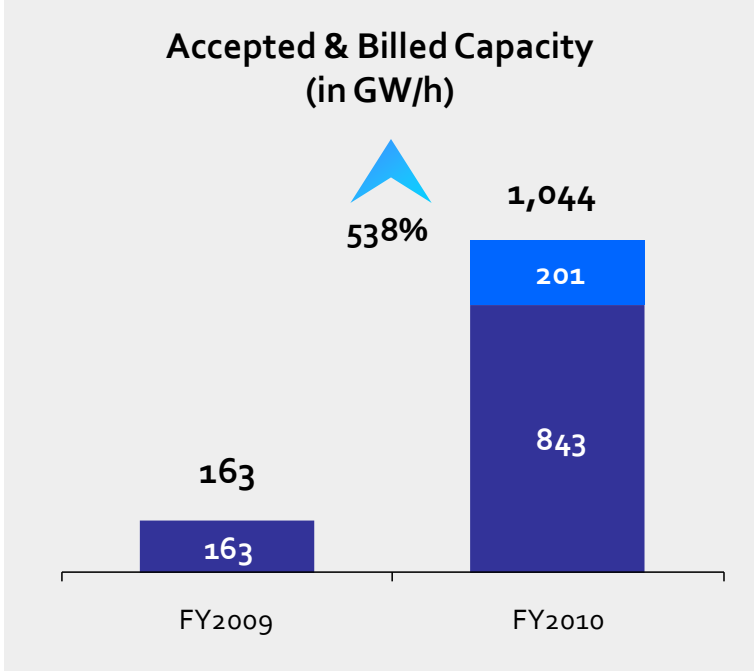
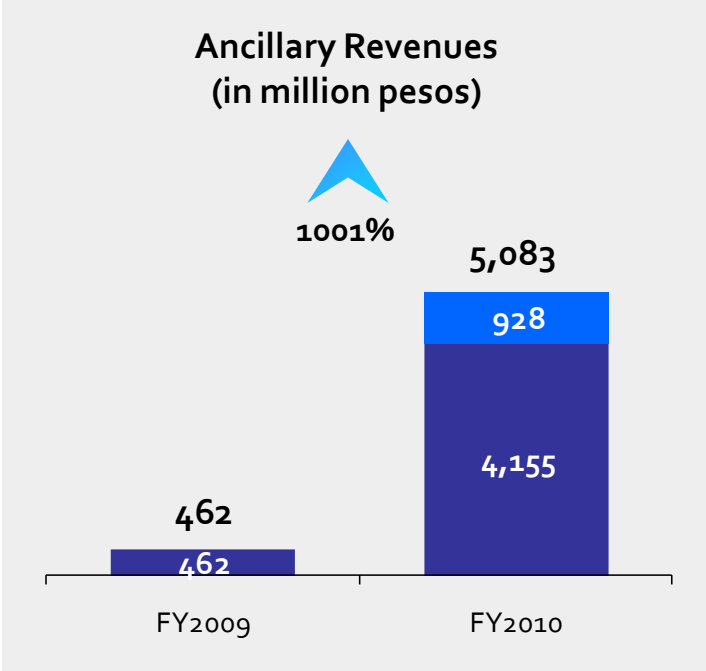


Source: SNAP

## AVERAGE SELLING PRICE (in P/kWh)



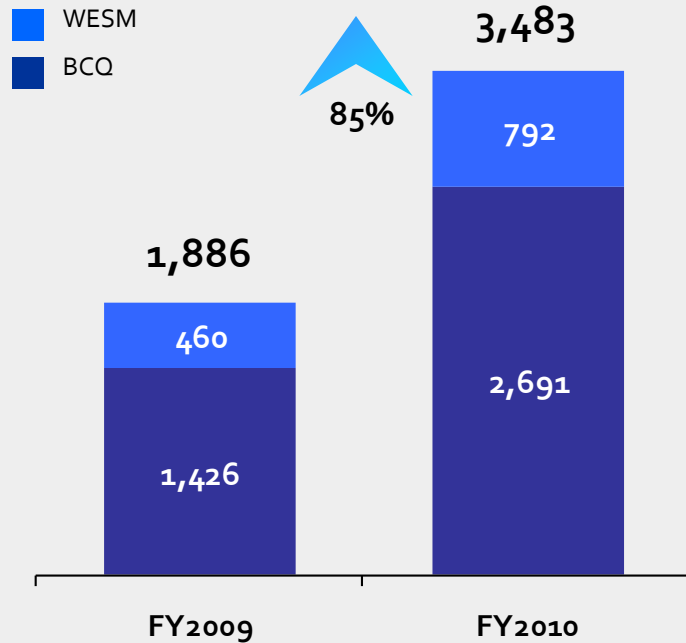
## SNAP MAGAT & SNAP BENGUET ANCILLARY SERVICES (at 100%)



■ SNAP Magat  
■ SNAP Benguet

## AP RENEWABLES (Tiwi-Makban)

### Energy Sales (in GWh)

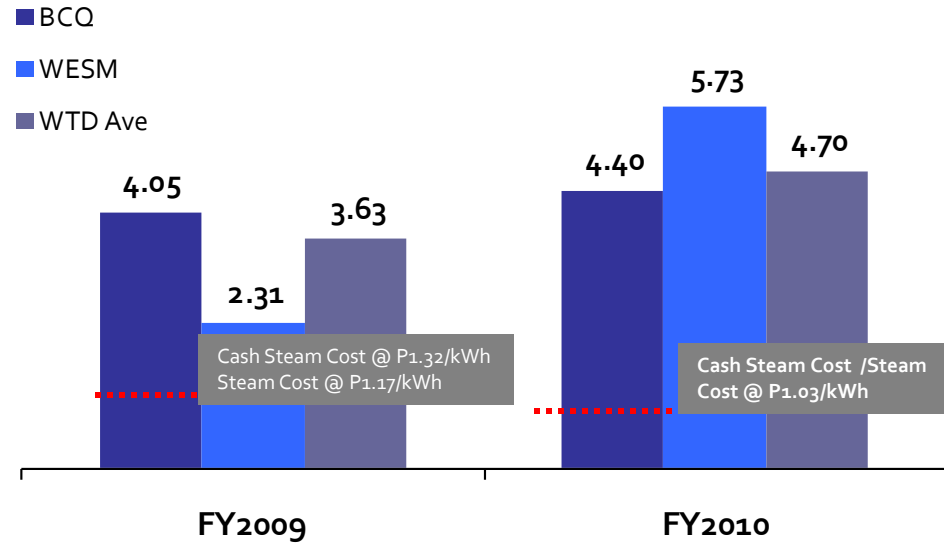


Net Capacity Factor

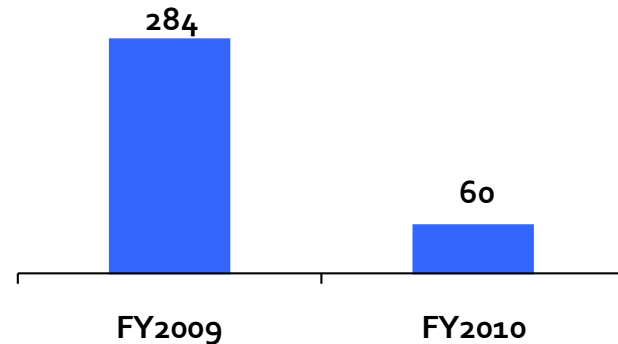
76%

85%

### Average Selling Prices (P/kWh)



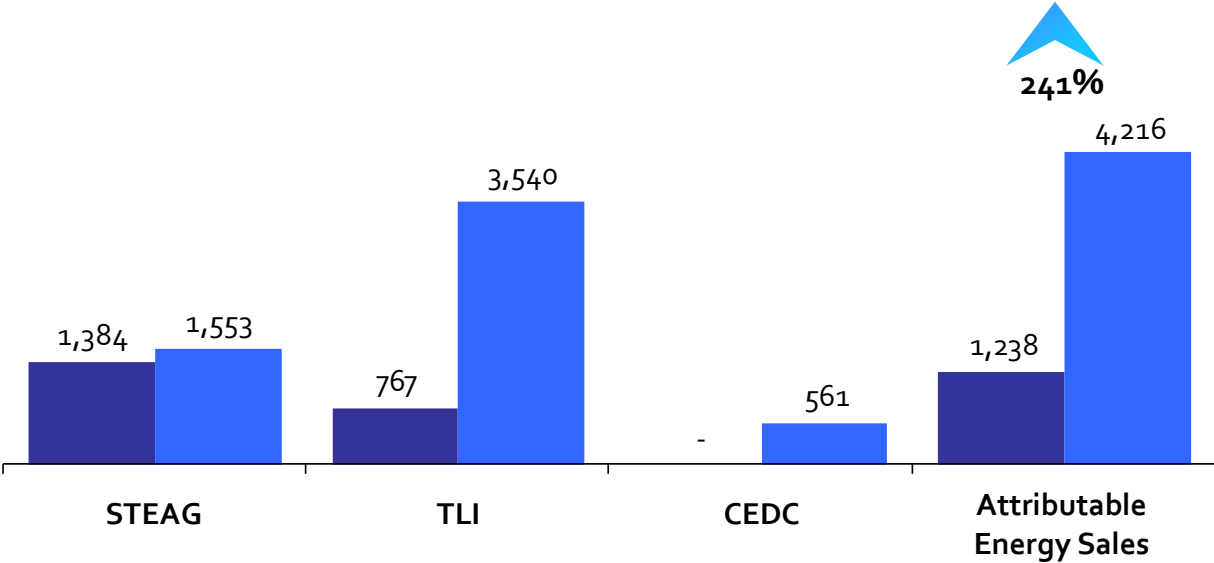
### Steam Vented (GWh)



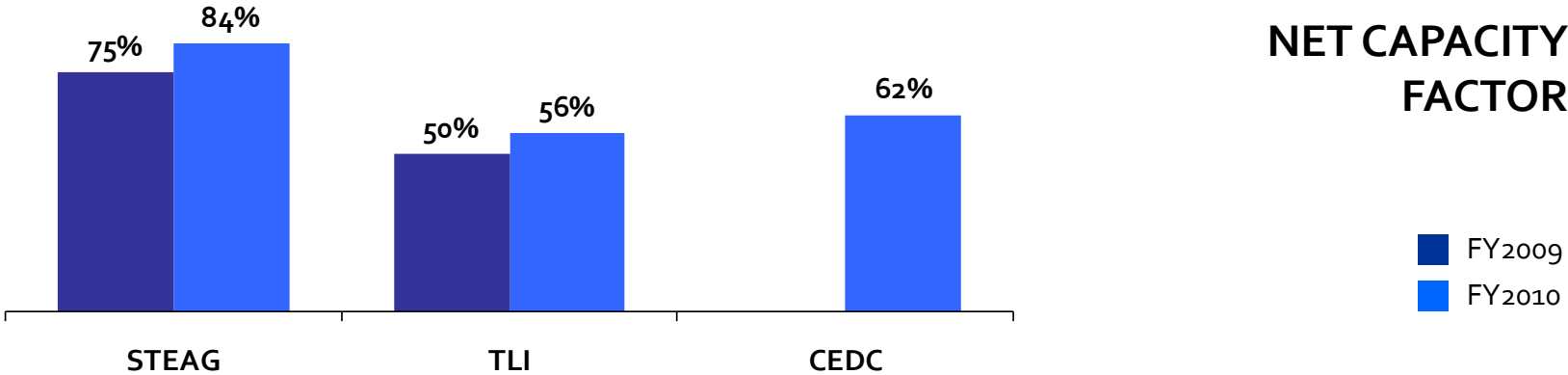
# OPERATING HIGHLIGHTS: COAL



## ENERGY SALES (GWh)

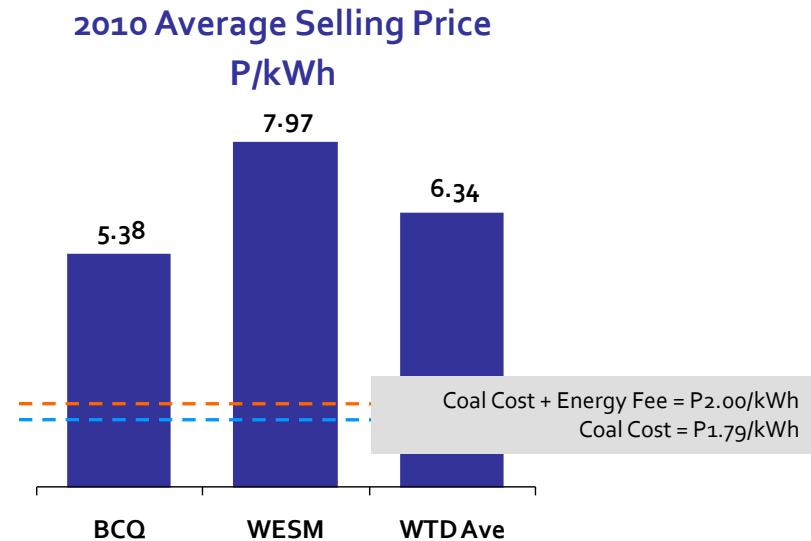
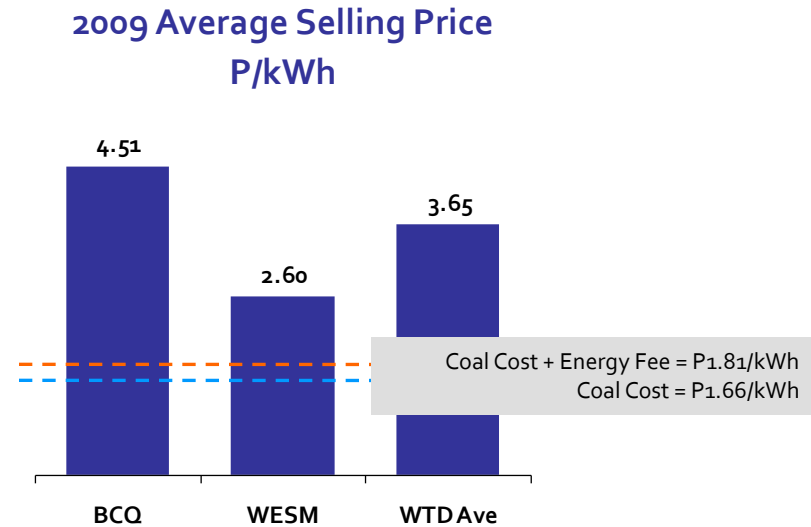
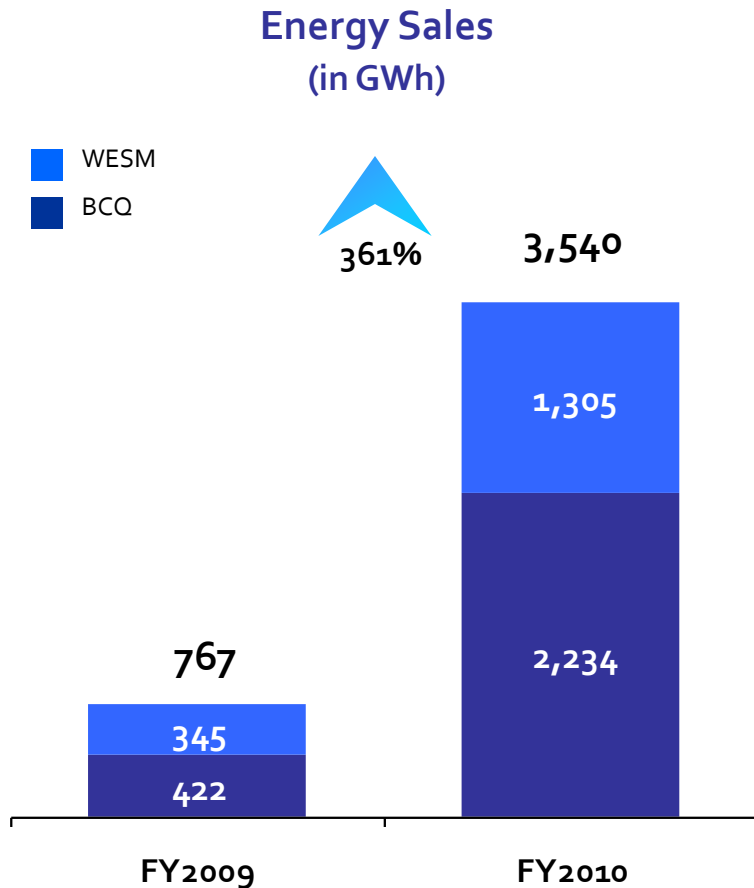


## NET CAPACITY FACTOR



# OPERATING HIGHLIGHTS: COAL

## THERMA LUZON (Pagbilao)



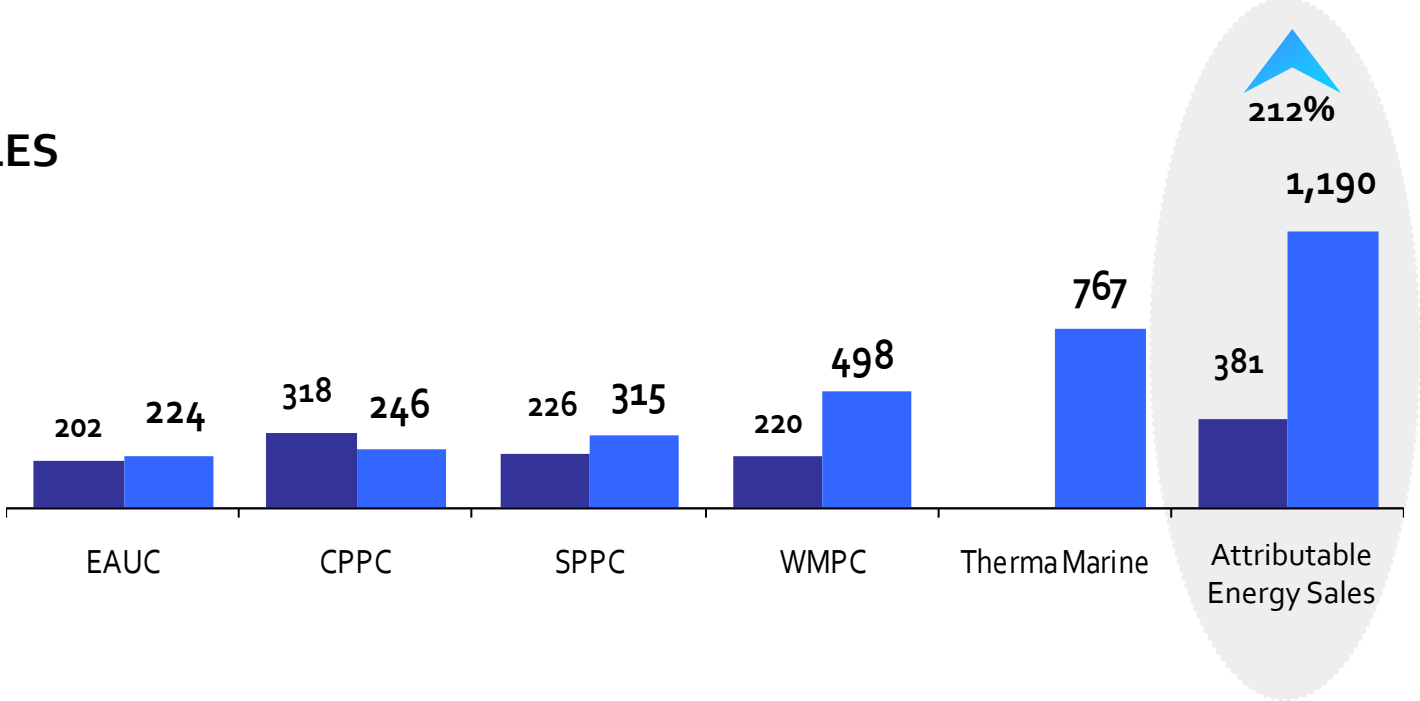


# OPERATING HIGHLIGHTS: OIL

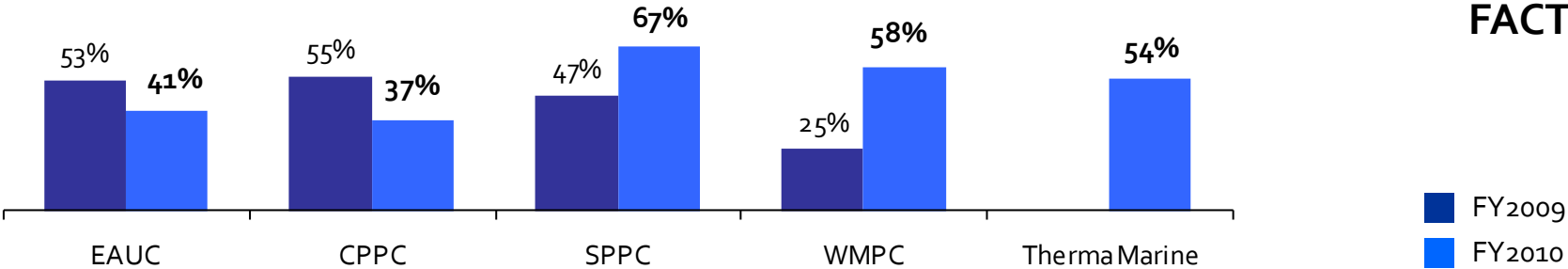


AboitizPower

## ENERGY SALES (GWh)



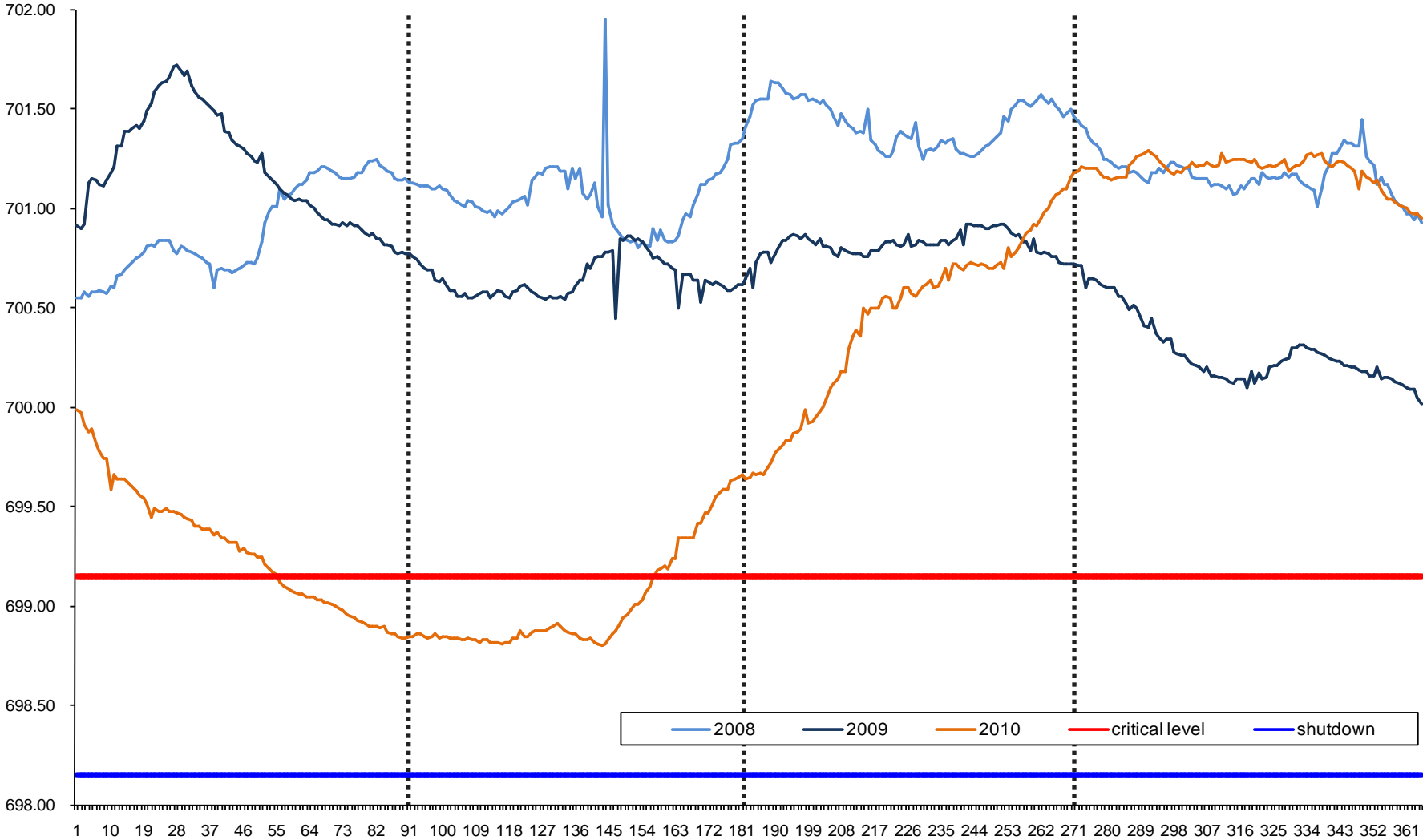
## NET CAPACITY FACTOR



# OPERATING HIGHLIGHTS: OIL

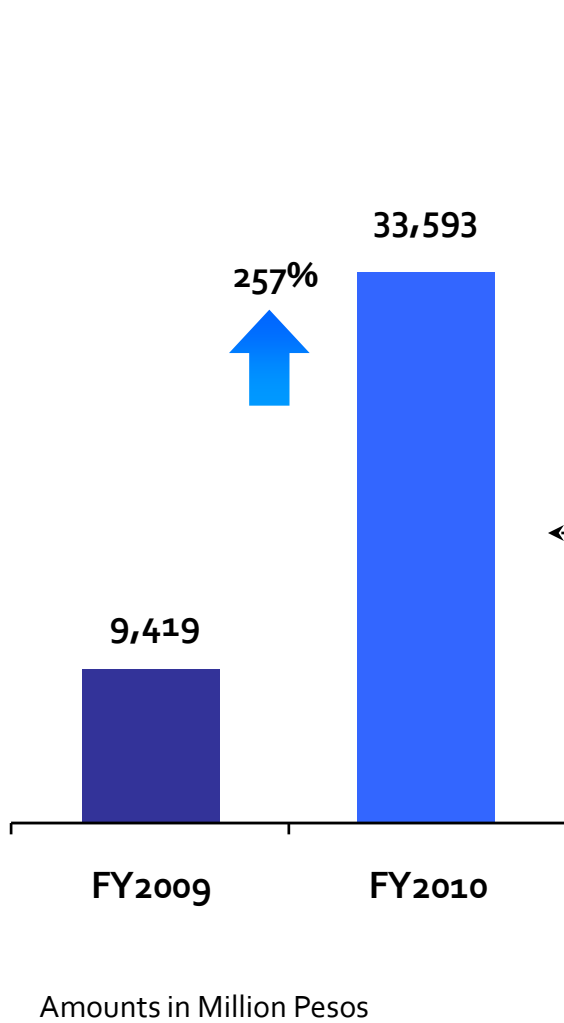


## LAKE LANAOWATER LEVEL (in MASL)

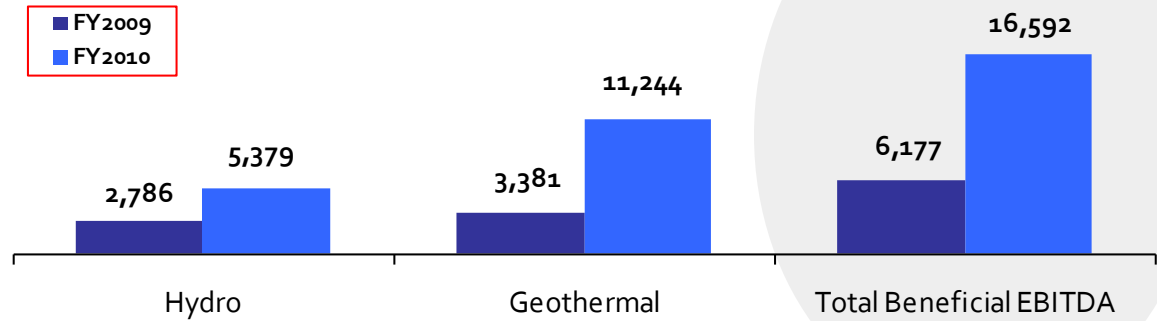


# OPERATING HIGHLIGHTS: GENERATION

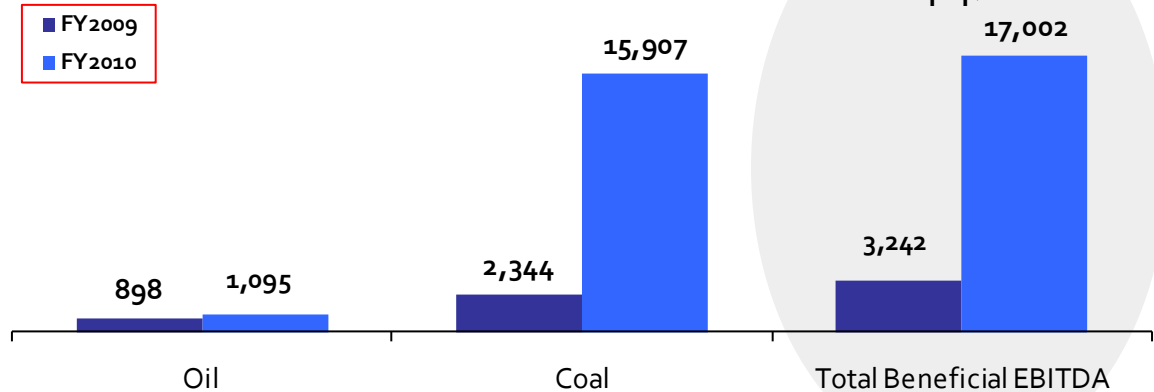
## PF BENEFICIAL EBITDA



## RENEWABLE PLANTS

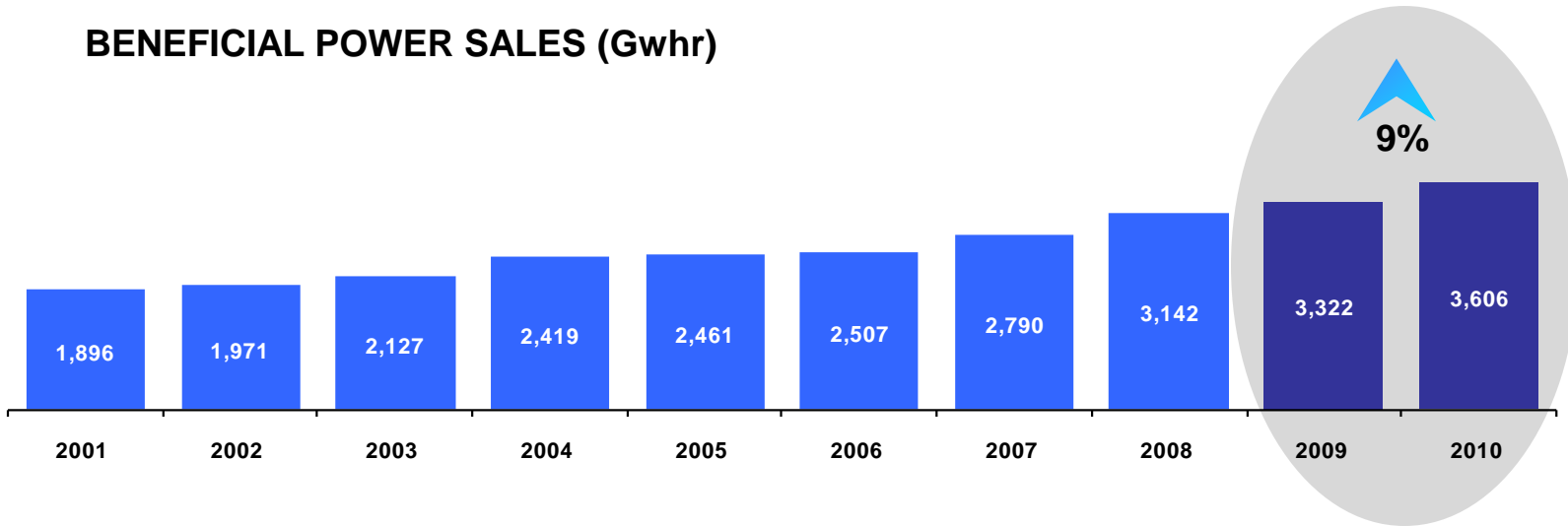


## THERMAL PLANTS

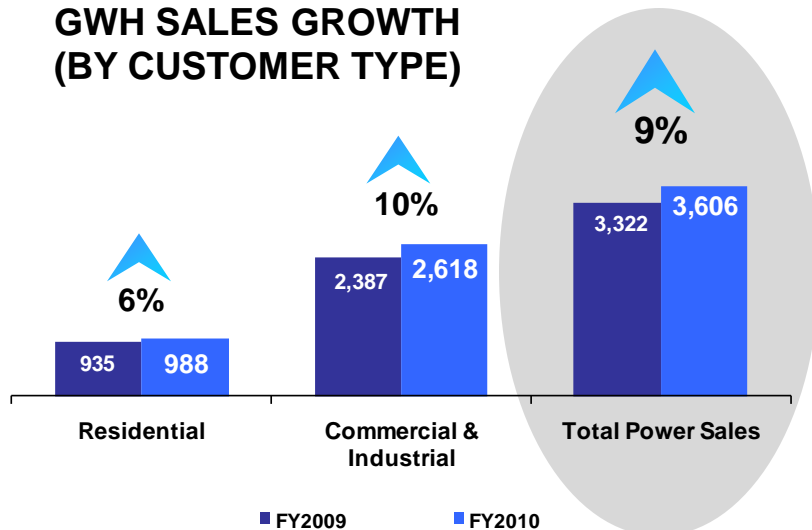


# OPERATING HIGHLIGHTS: DISTRIBUTION

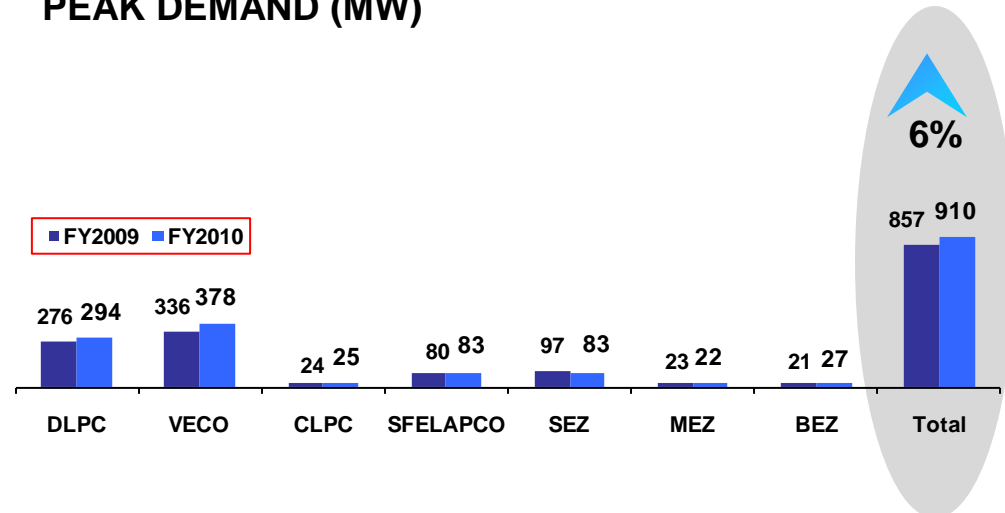
## BENEFICIAL POWER SALES (Gwhr)



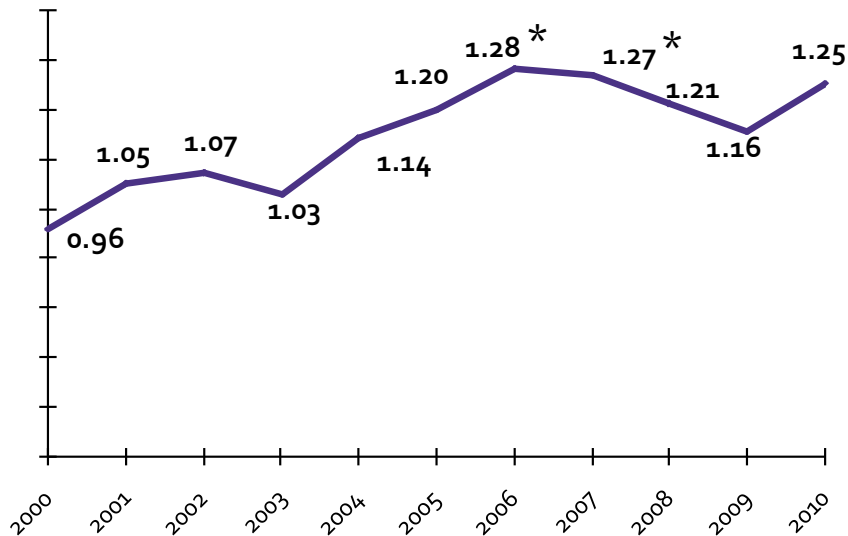
## BENEFICIAL GWH SALES GROWTH (BY CUSTOMER TYPE)



## PEAK DEMAND (MW)

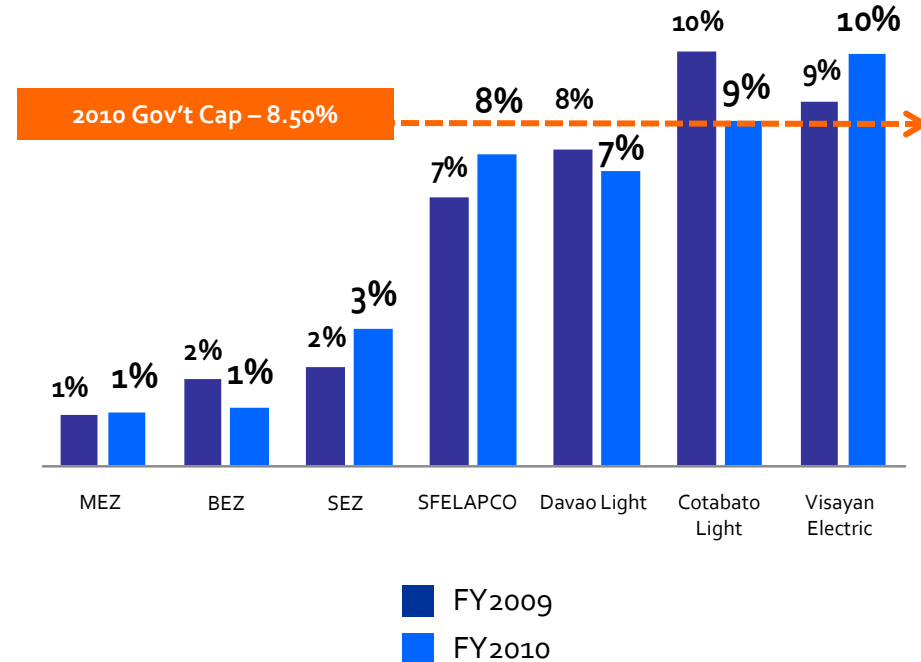


## GROSS MARGIN / KWH SALE



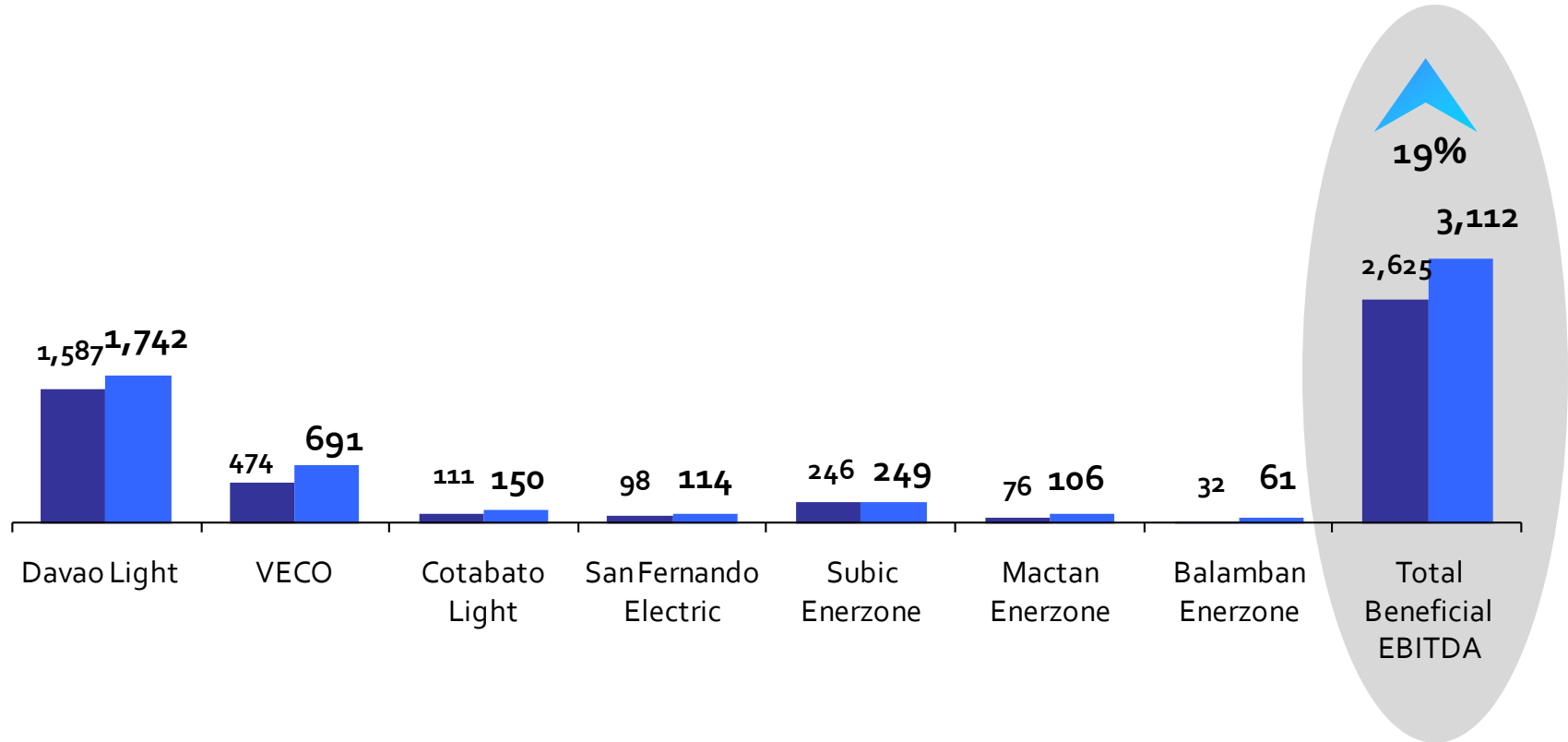
\* Adjusted for timing of transmission charge recovery

## SYSTEMS LOSS





# OPERATING HIGHLIGHTS: DISTRIBUTION

## PF BENEFICIAL EBITDA



Amounts in  
Million Pesos

FY2009   
FY2010 

# FINANCIAL CONDITION

BALANCE SHEET (In million Pesos)	PARENT		CONSOLIDATED	
	YE2009	YE2010	YE2009	YE2010
Cash and Equivalents	75	11,082	3,815	18,301
Investments and Advances	42,786	28,832	24,800	28,683
Total Assets	43,195	40,486	111,341	134,548
Total Interest Bearing Debt	16,565	13,073	67,755	67,065
Total Liabilities	17,824	16,427	76,294	76,814
Net Debt	16,490	1,991	63,940	48,763
Total Equity	25,371	24,059	35,047	57,734
Current Ratio	3.89	4.68	0.68	2.58
Net Debt to Equity	0.65	0.08	1.82	0.84

BALANCE SHEET (In million Pesos)	BENEFICIAL	
	YE2009	YE2010
Total Interest Bearing Debt	86,365	87,247
Cash	7,260	24,033
Net Debt	79,106	63,214
Equity*	34,476	57,330
Net Debt to Equity	2.29	1.10

\*Equity Attributable to Parent



## 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 by 3Q2011
  - To increase capacity to 105 MW
- Target completion dates for Binga
  - Unit 1: 2011
  - Unit 2: 2012
  - Unit 3: 2013
  - Unit 4: 2014
  - To increase capacity to 120 MW
- Capex spent as of end-2010 at \$225.6 million



## TIWI-MAKBAN REHABILITATION

- At Makban
  - Completion rate at 77% as of end-2010, actual cost at \$24.5M
  - Estimated completion date by March 2012
- At Tiwi
  - Completion rate at 39% as of end-2010, actual cost at \$5M
  - Estimated completion date by May 2011
- Combined project cost at ~\$120M
- After completion, combined production capacity is estimated at 484 MW (taking into account current steam supply and decline rates), with improvements in plant availability and fuel efficiency.



Tiwi Geothermal  
Power Plant Complex



Makban Geothermal  
Power Plant Complex

## BROWN/GREENFIELD

### LUZON GRID

- Binga Hydro 20 MW
- Magat Hydro 90 MW
- Subic Coal 300 MW
- Pagbilao Coal 350 MW

### MINDANAO GRID

- Tamugan Hydro 11.5 MW
- Tudaya 1&2 Hydro 13.6 MW
- Mindanao Coal Expansion
  - Davao 150 MW
  - STEAG 150 MW (MOU signed)

## PRIVATIZATION

### IPP Administrator (IPPA) Contracts

- Unified Leyte Geothermal plants (EDC) 550 MW, Visayas Grid

### Earliest by July 2011

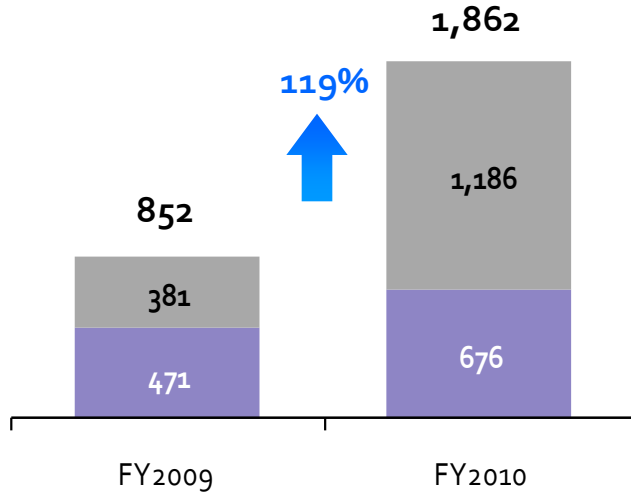
- IPPA: Caliraya-Botokan-Kalayaan (J Power) 728 MW, Luzon Grid
- Asset sale: Agus Hydro 727 MW & Pulangi Hydro 255 MW, Mindanao Grid
  - Restricted capacity per EPIRA

# Annex A: EARNINGS BREAKDOWN

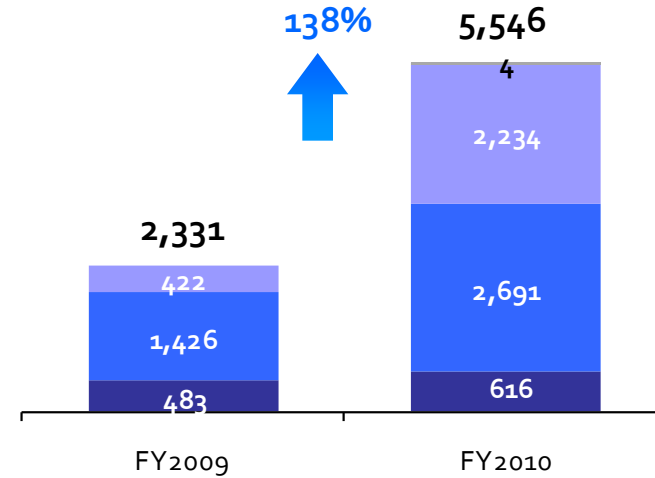
(in million pesos)	YEAR - TO - DATE		FOR THE QUARTER	
	ACTUAL 2010	ACTUAL 2009	ACTUAL 2010	ACTUAL 2009
<b>Parent &amp; Others</b>	(1,282)	(567)	(294)	(281)
<b>Power Generation Group:</b>				
HEDCOR, INC.	103	108	72	(53)
HEDCOR SIBULAN	124	(3)	(41)	(3)
LUZON HYDRO	170	234	52	16
SNAP - MAGAT	2,249	765	1,287	329
SNAP - BENGUET	987	170	498	214
SOUTHERN PHILS. POWER	47	47	12	22
WESTERN. MINDANAO POWER	177	104	43	24
CEBU PRIVATE POWER CORP.	183	284	41	112
EAST ASIA UTILITIES CORP.	175	193	49	85
THERMA MARINE	129	(6)	(275)	(6)
STEAG	430	738	192	(24)
ABOVANT	(14)	(11)	(70)	(13)
THERMA LUZON	9,547	(79)	1,596	(79)
AP RENEWABLES, INC.	10,181	2,073	2,757	1,066
OTHERS	(98)	40	(107)	(0)
<b>Sub-Total Power Generation</b>	<b>24,390</b>	<b>4,656</b>	<b>6,105</b>	<b>1,689</b>
<b>Power Distribution Group:</b>				
COTABATO LIGHT & POWER	78	45	24	(2)
DAVAO LIGHT & POWER	1,095	975	445	277
VISAYAN ELECTRIC CO.	405	256	119	125
SFELAPCO	67	52	29	25
SUBIC ENERZONE	144	146	40	8
MACTAN ENERZONE	95	69	23	17
BALAMBAN ENERZONE	50	27	12	5
<b>Sub-Total Power Distribution</b>	<b>1,933</b>	<b>1,569</b>	<b>692</b>	<b>456</b>
<b>TOTAL NET INCOME</b>	<b>25,041</b>	<b>5,659</b>	<b>6,503</b>	<b>1,863</b>
<b>NET INCOME TO COMMON</b>	<b>25,041</b>	<b>5,659</b>	<b>6,503</b>	<b>1,863</b>
% increase (decrease)		343%		249%
<b>CORE NET INCOME</b>	<b>24,428</b>	<b>5,291</b>	<b>6,425</b>	<b>1,324</b>
% increase (decrease)		362%		385%
<b>CORE NET INCOME</b> bef Finance Lease Acctg	<b>29,519</b>	<b>6,799</b>	<b>7,725</b>	<b>2,833</b>
		334%		173%

# Annex B: OPERATING HIGHLIGHTS – GENERATION

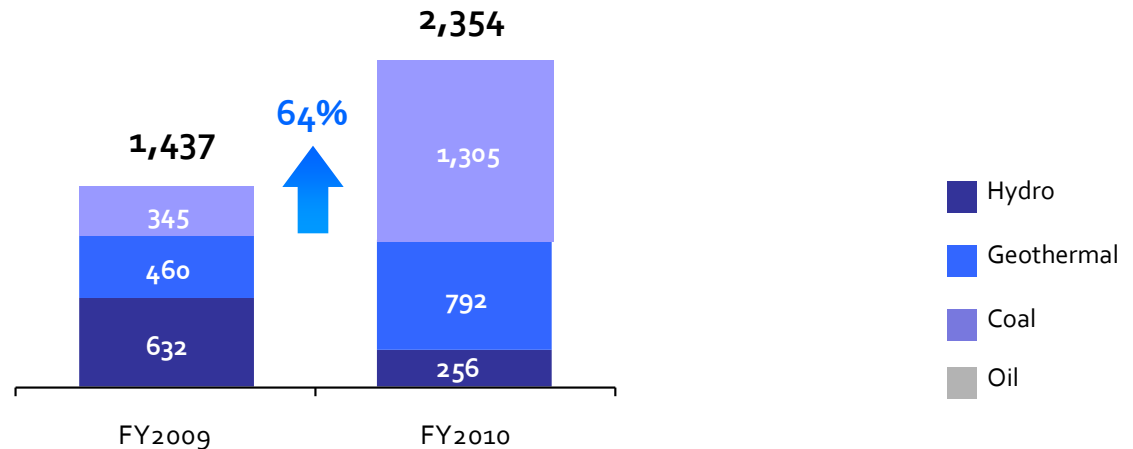
CONTRACTED (CAPACITY)



CONTRACTED (ENERGY)



SPOT MARKET

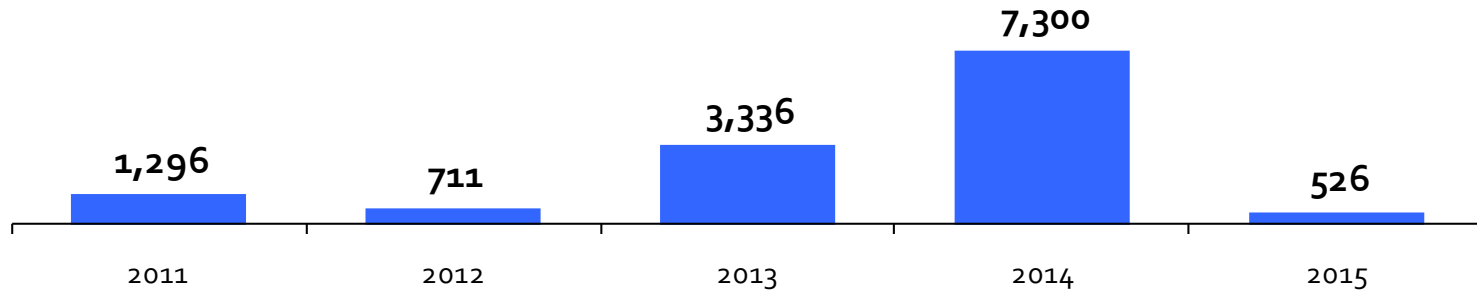


# Annex C: DEBT PROFILE – AP PARENT



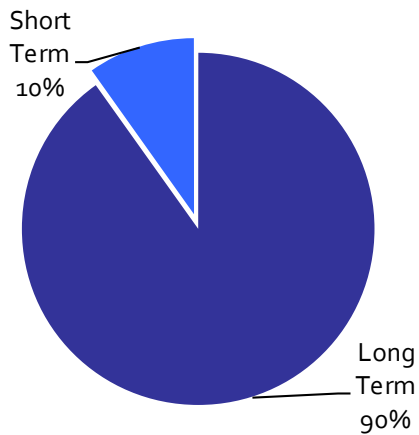
## Maturity Profile - PhPM

(As of December 2010)



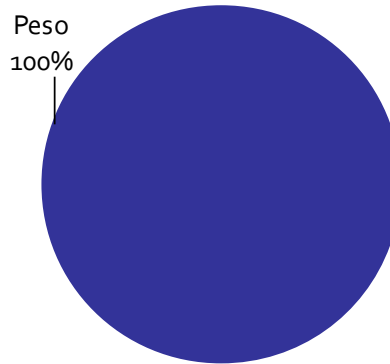
## Breakdown by Tenor

(As of December 2010)



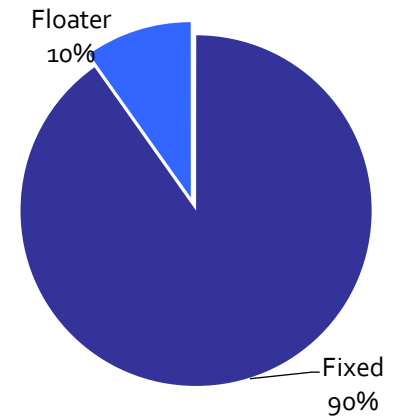
## Breakdown by Currency

(As of December 2010)



## Breakdown by Interest Rate

(As of December 2010)



Thank you



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