

An aerial night photograph of a city. In the center-left, a large, modern building with a grid-like facade of vertical slats is illuminated from within. Above it, a tall radio tower with red and white segments rises into the sky. To the right, a multi-lane highway is visible, with long-exposure light trails from cars creating streaks of red and white. The city lights and distant hills are visible in the background under a twilight sky.

FINANCIAL AND OPERATING RESULTS

Investors and Analysts Briefing
Year Ended December 31, 2018

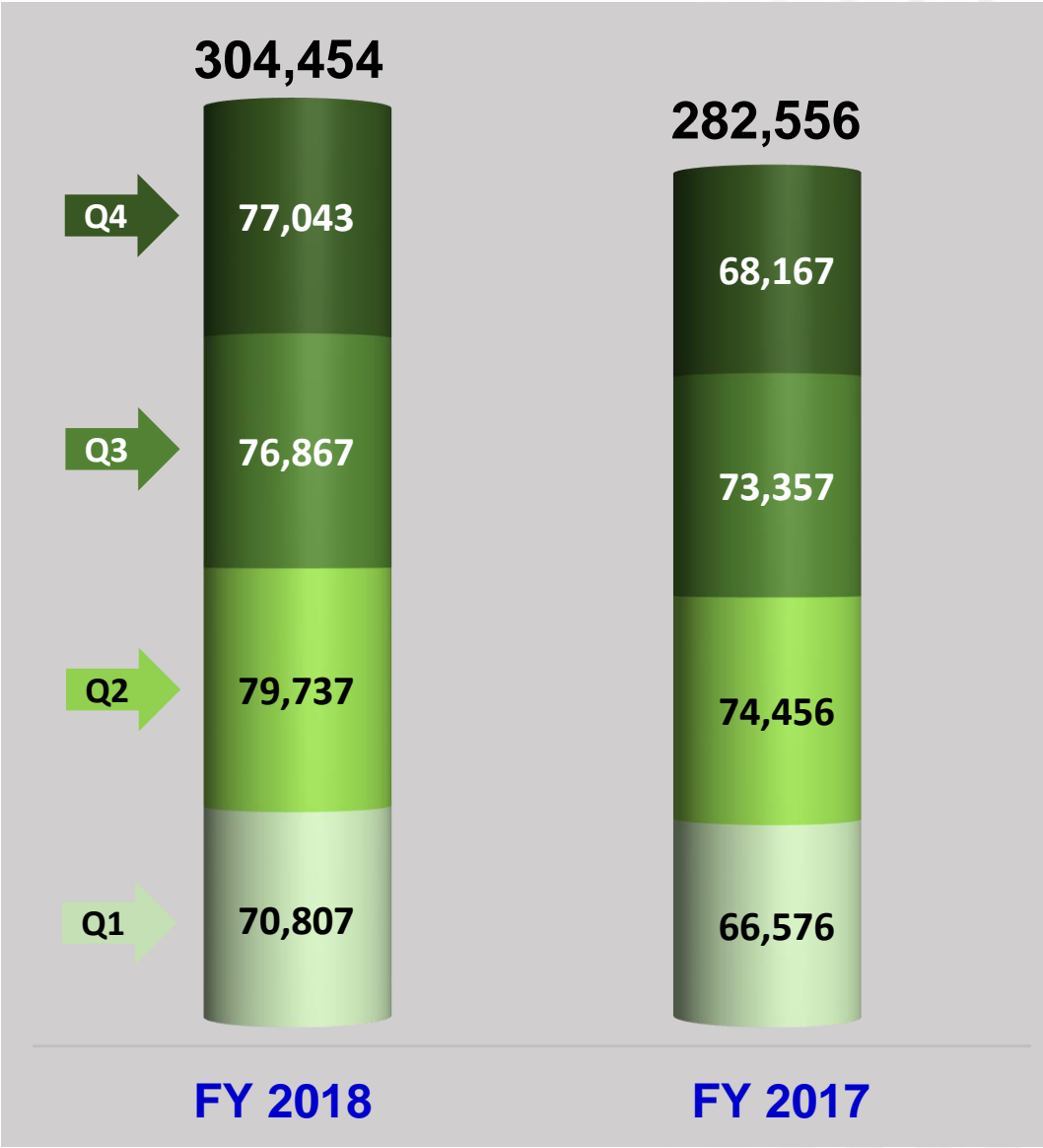
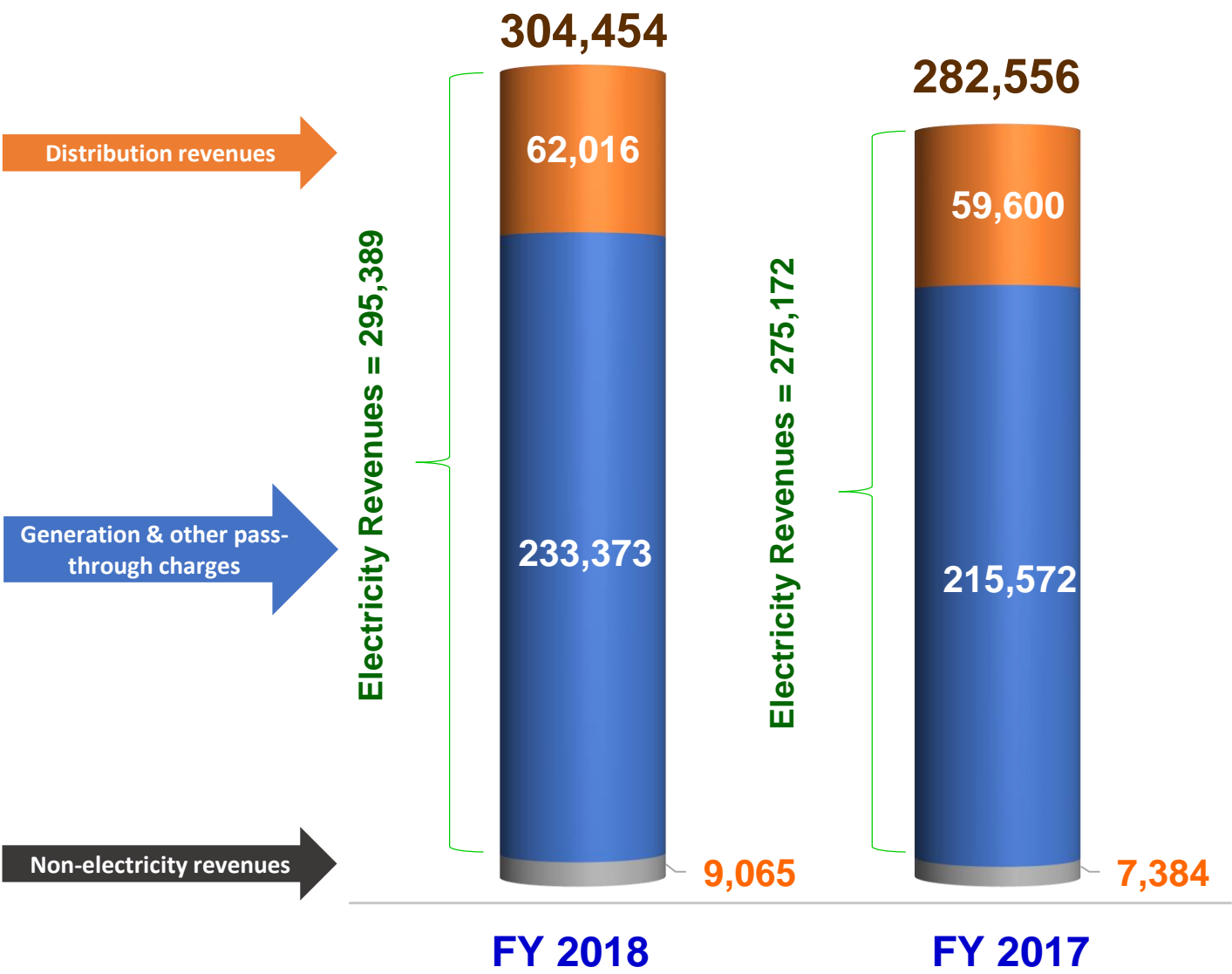
February 26, 2019

FINANCIAL HIGHLIGHTS

FY 2018

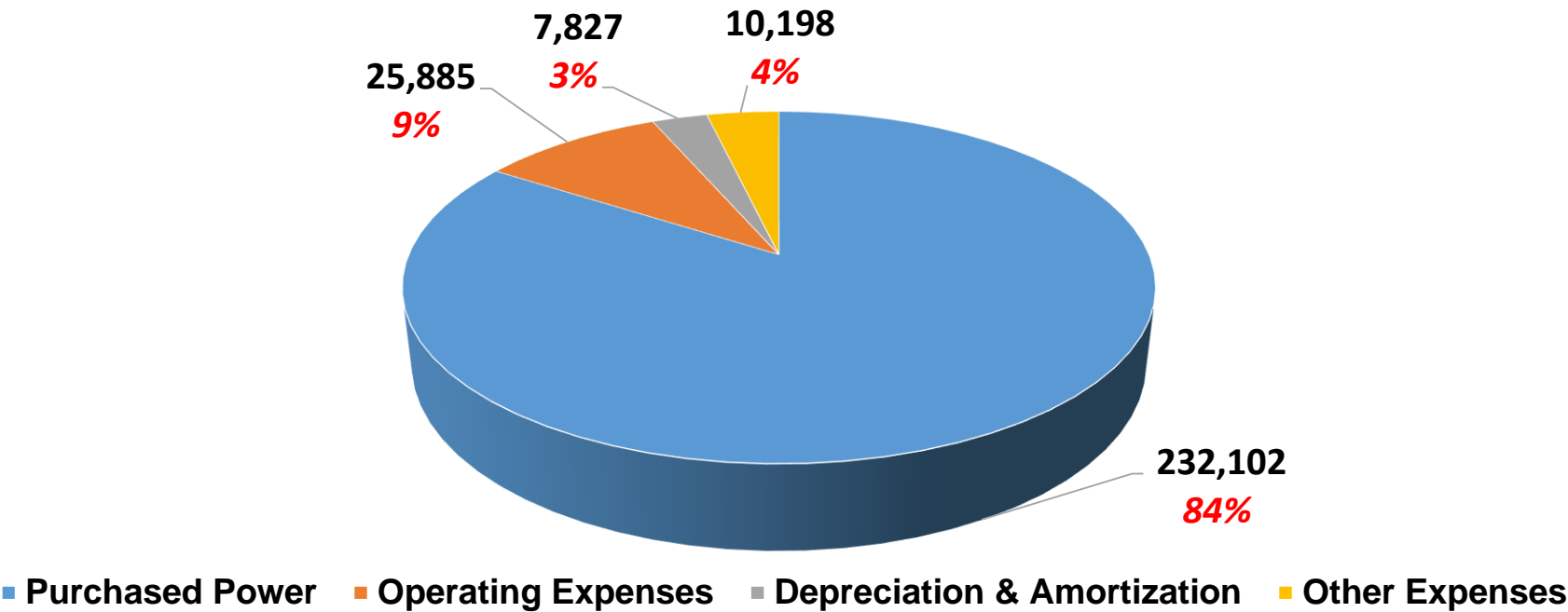


Consolidated Revenues (in Million PhP)

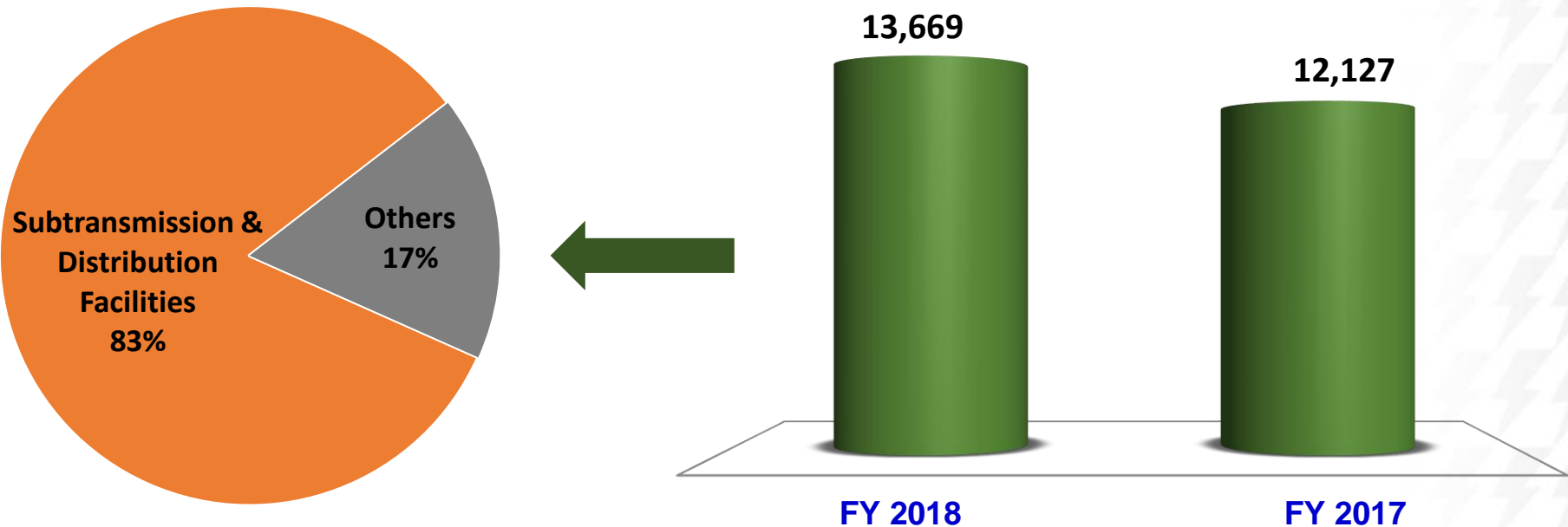


Costs and Expenses/Capital Expenditures (in Million PhP)

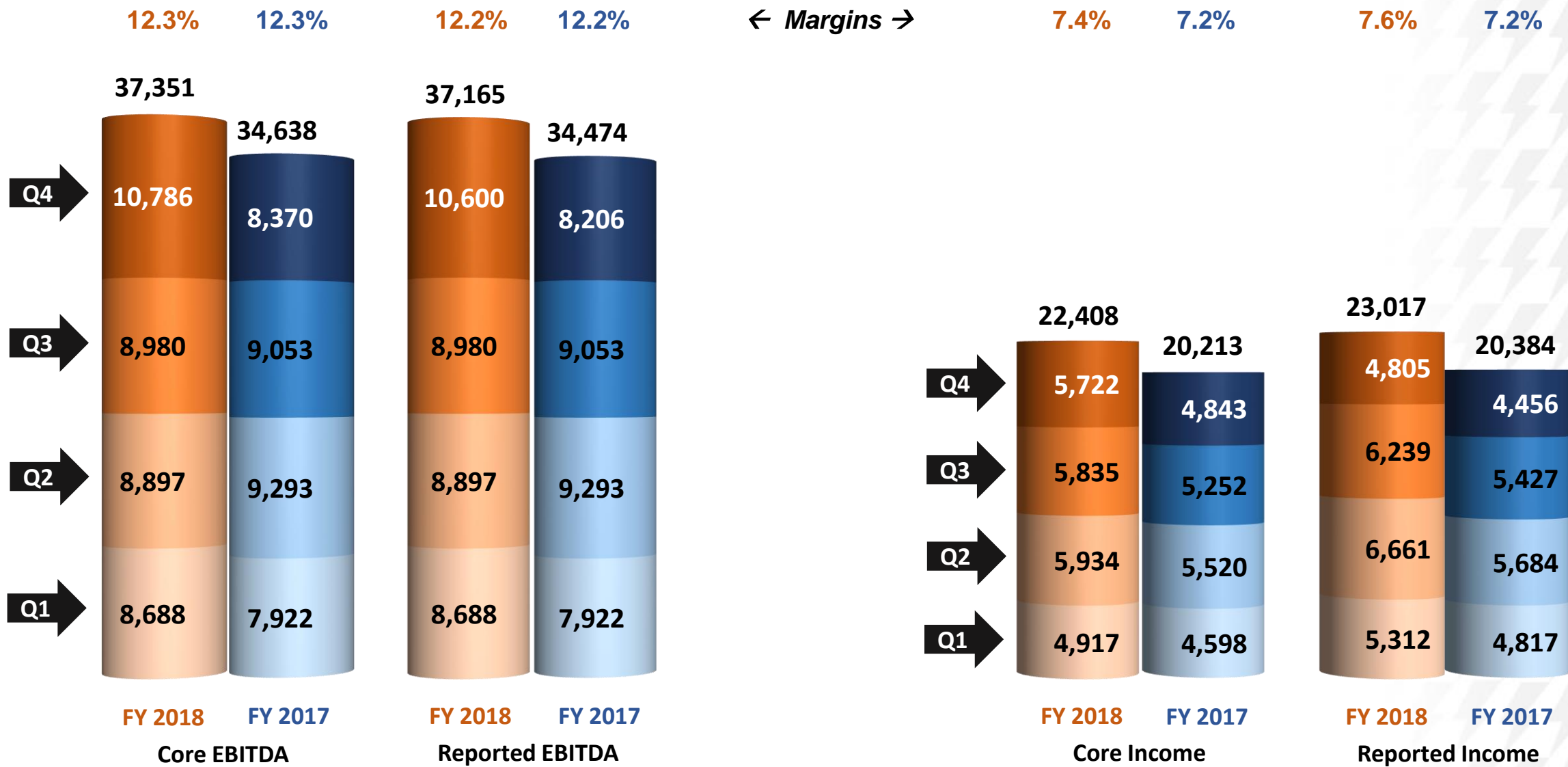
Costs and Expenses



Capital Expenditures

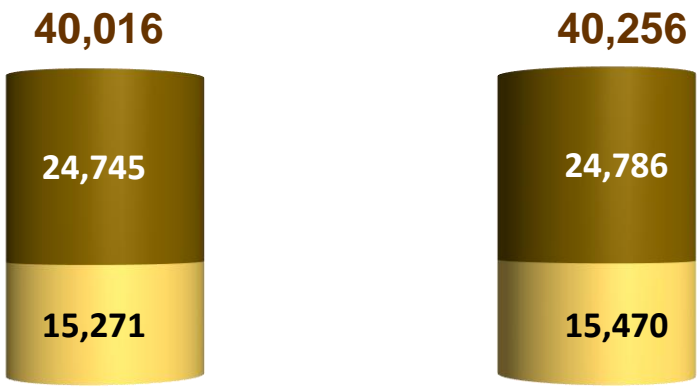


Consolidated EBITDA and Net Income (in Million PhP)



Credit and Debt Profile

TOTAL DEBT (in Million PhP)

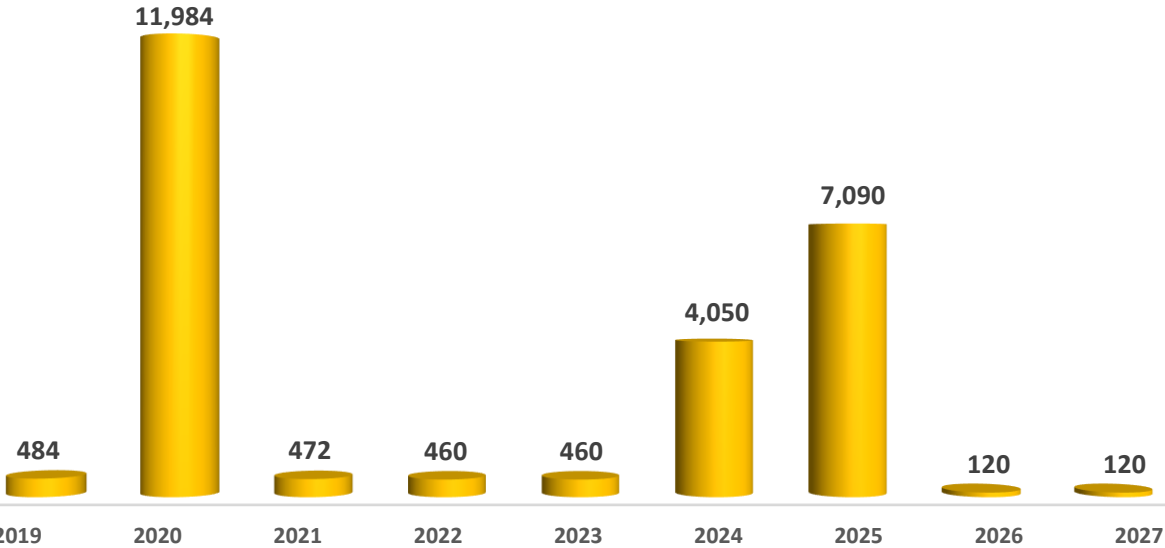


FY 2018

FY 2017

■ Current Portion ■ Non-current Portion

LONG-TERM DEBT REPAYMENT SCHEDULE (in Million PhP)



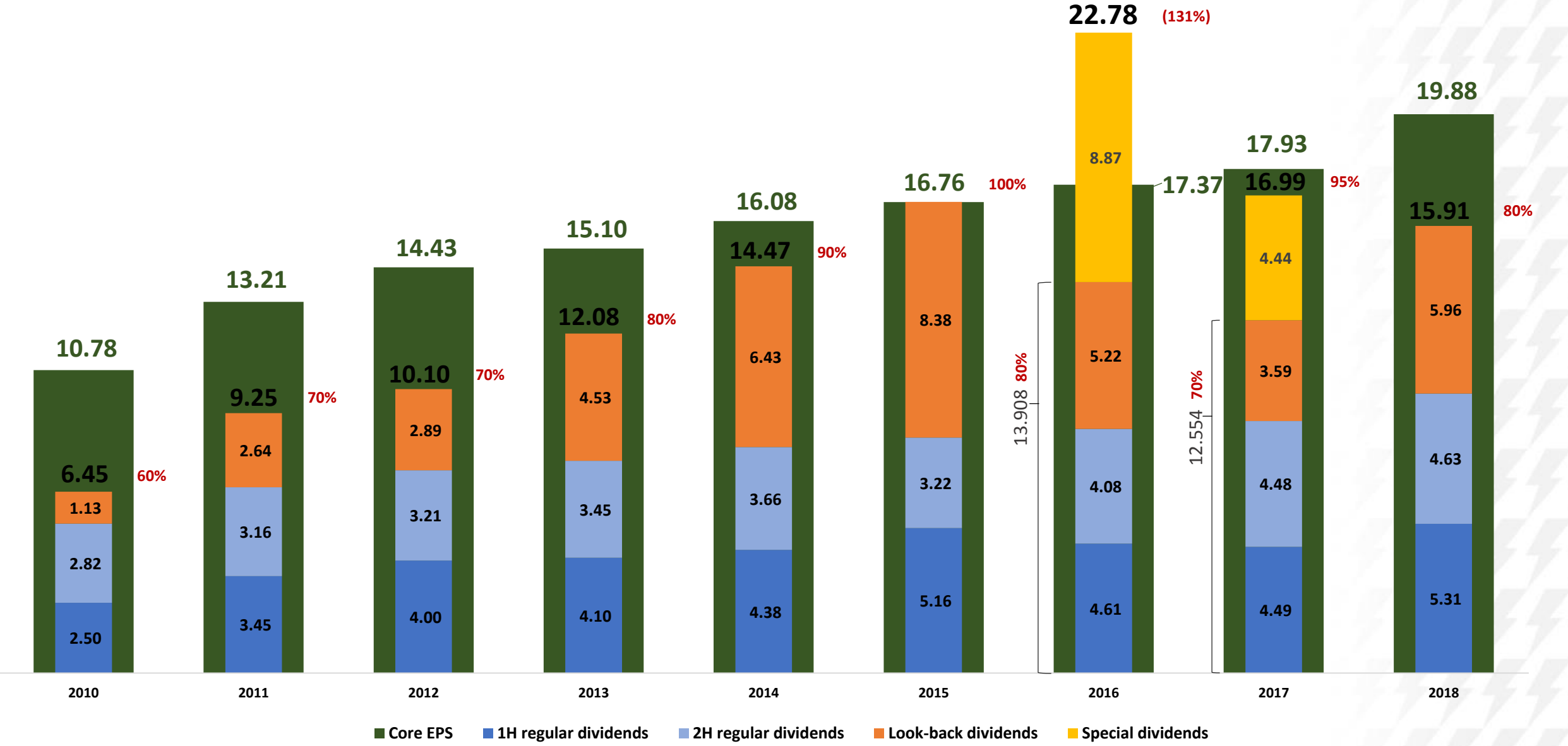
(in Million PhP, Except Ratios)

FY 2018

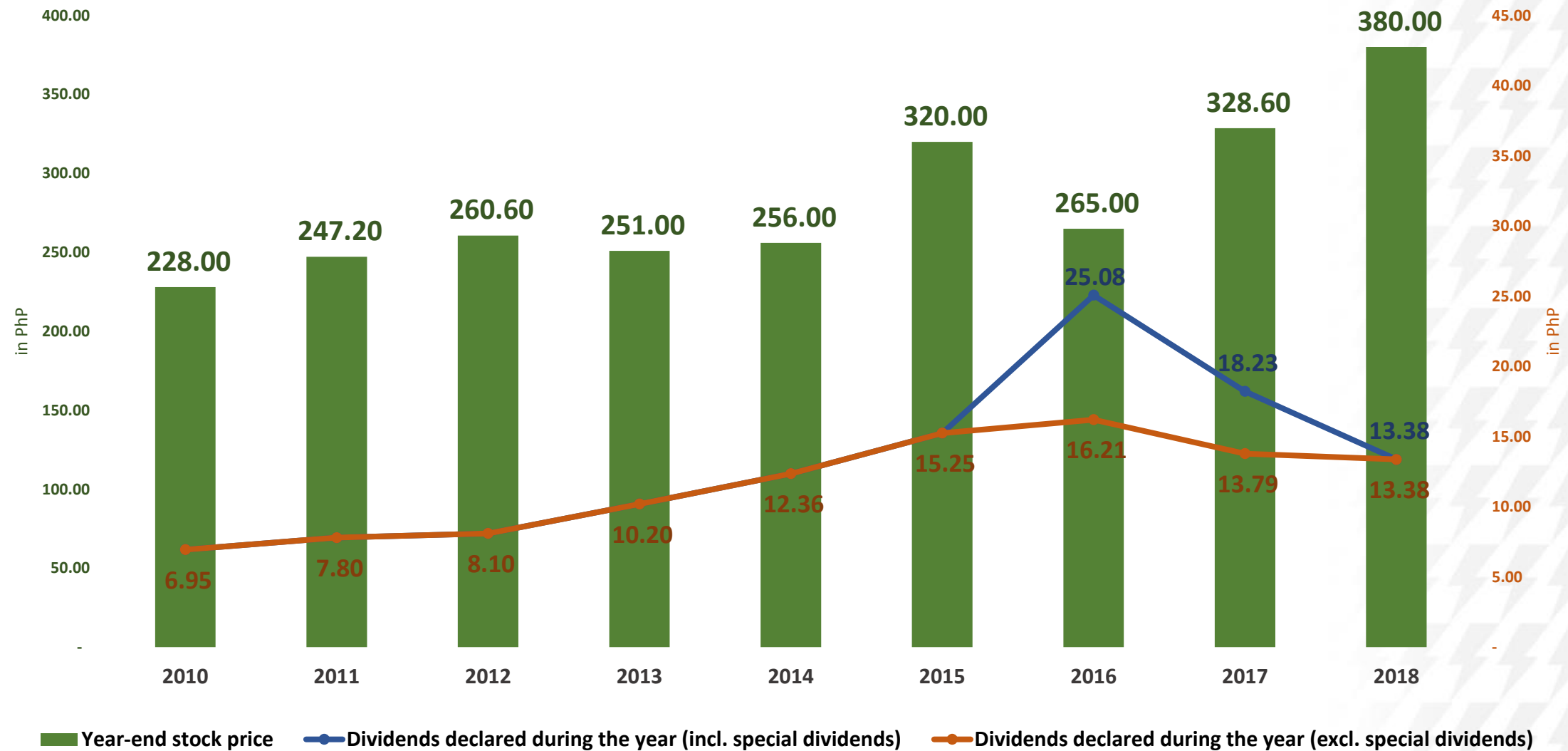
FY 2017

Cash & Cash Equivalents	36,471	45,937
Gross Debt	40,016	40,256
Net Debt	3,545	(5,681)
Gross Debt/EBITDA	1.08	1.17
Net Debt/EBITDA	0.10	(0.16)
Gearing Ratio	0.04	(0.08)
Interest Expense	2,033	1,530

Core Earnings and Cash Dividends Per Share (in PhP)



Dividend Yield



DIVIDEND YIELD									
Including special dividends	3%	3%	3%	4%	5%	5%	9%	6%	4%
Excluding special dividends	3%	3%	3%	4%	5%	5%	6%	4%	4%

OPERATIONS REPORT

Performance ended December 2018

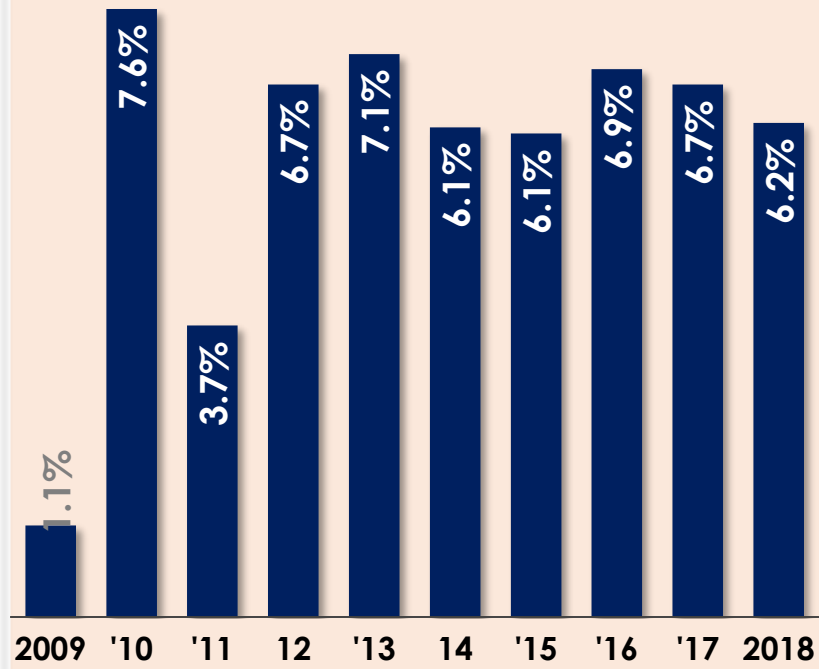


MERALCO

“ECONOMIC SETTING”

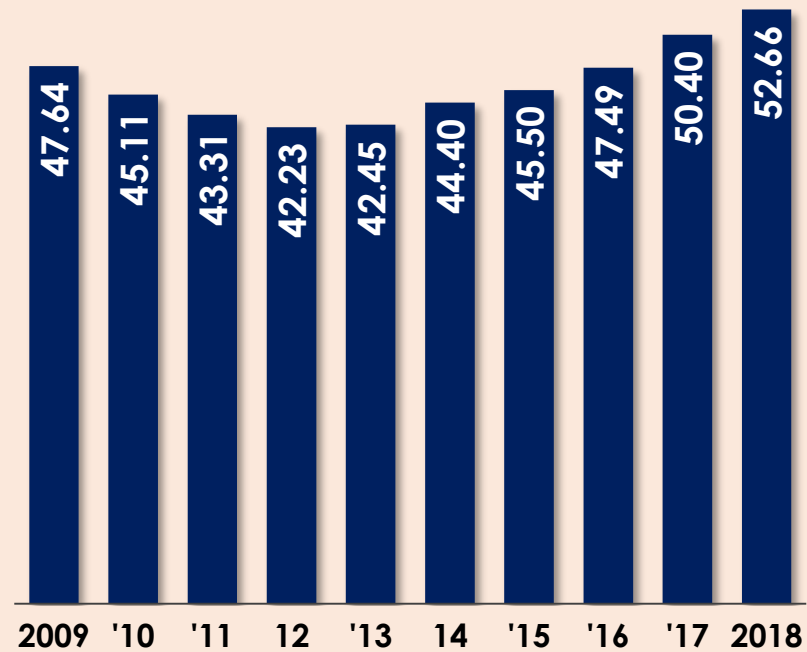
GDP

(growth rates, at constant prices)



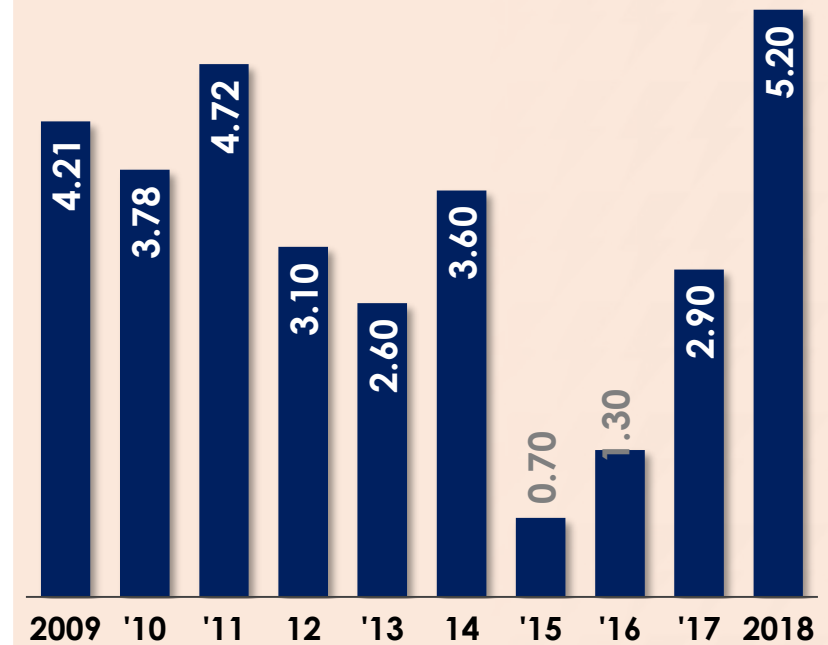
FX RATE

(USD:PHP, annual average)

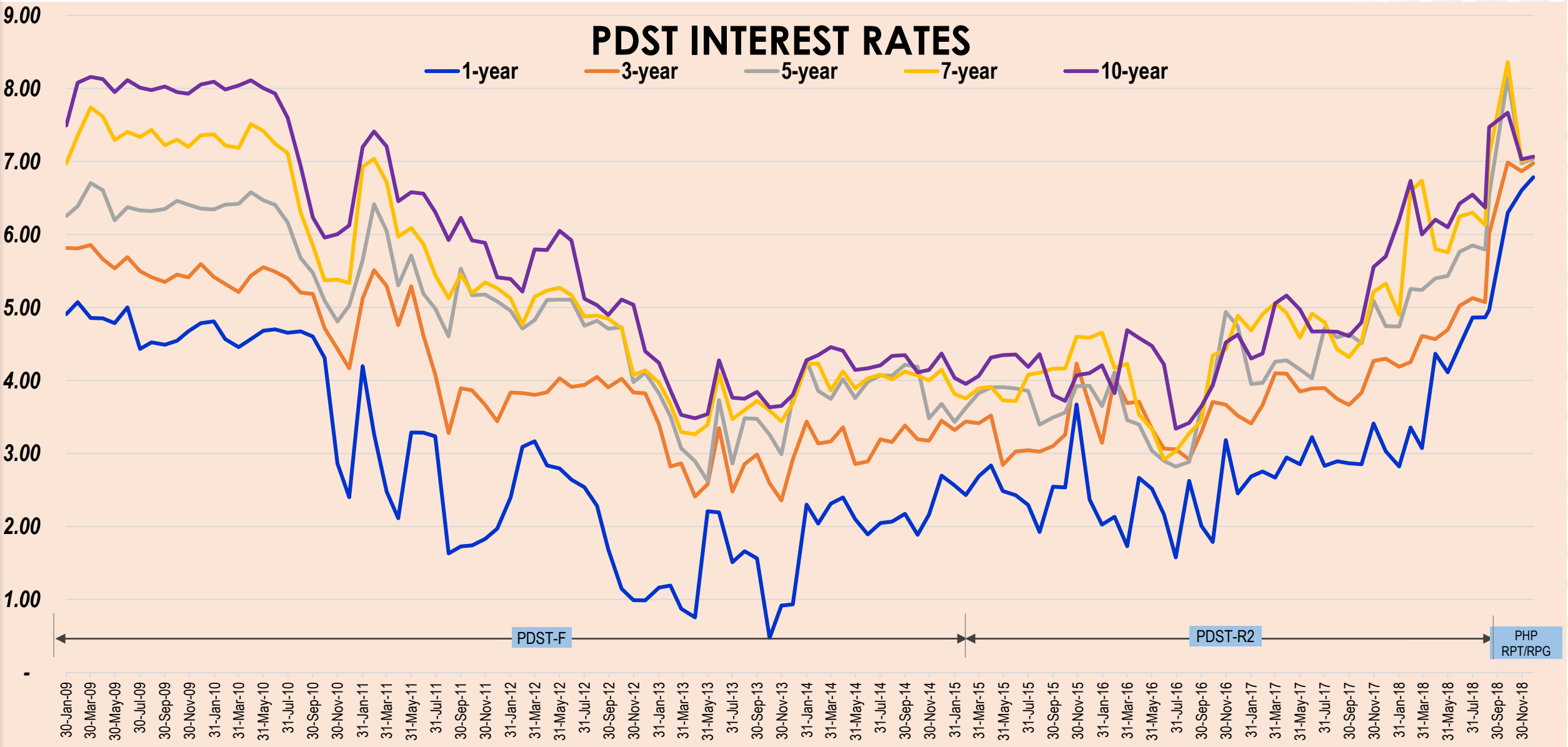


INFLATION

2012=100



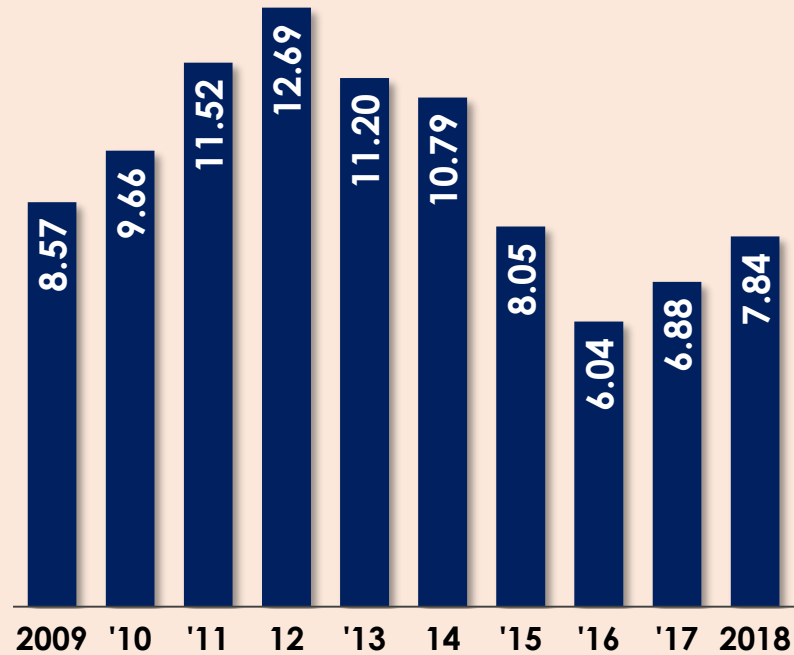
“ECONOMIC SETTING”



“INDUSTRY SETTING: FUEL PRICES”

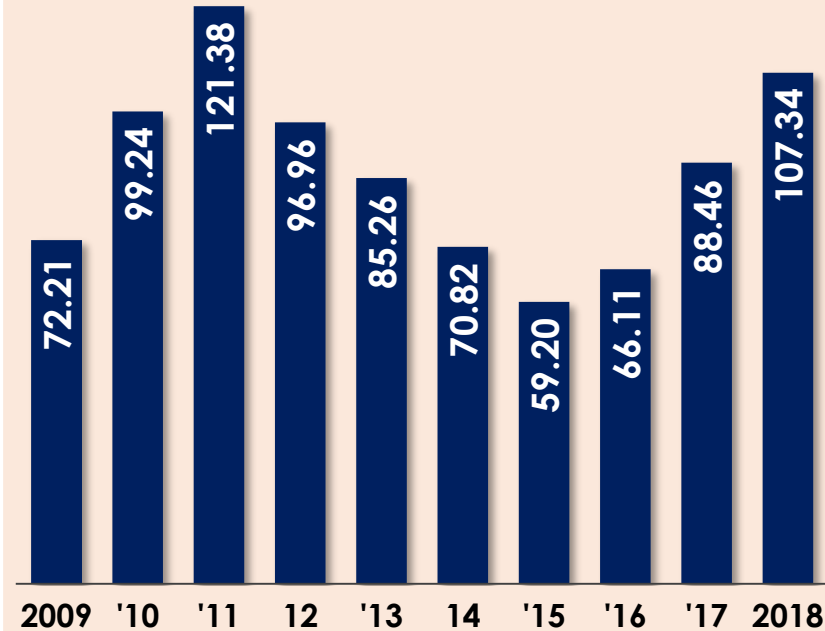
MALAMPAYA NAT GAS PRICE

(USD/ GJ)



GLOBAL COAL NEWC INDEX

USD/MT



DIESEL PUMP PRICES

PhP/L



Financial Highlights (selected)

FY 2018

CCNI

↑10.9%*

P 22,408 Mn

EBITDA

↑7.8%*

P 37,165 Mn

Cash &
Cash Equivalents

↓20.6%*

P 36,471 Mn**

Distribution
Revenues

↑4.1%*

P 62,016 Mn

Share Price

↑15.6%*

P 380.00

Market
Capitalization

↑15.6%*

P 428,298 Mn

*vs. same period, previous year

**Excluding AFS & HTM



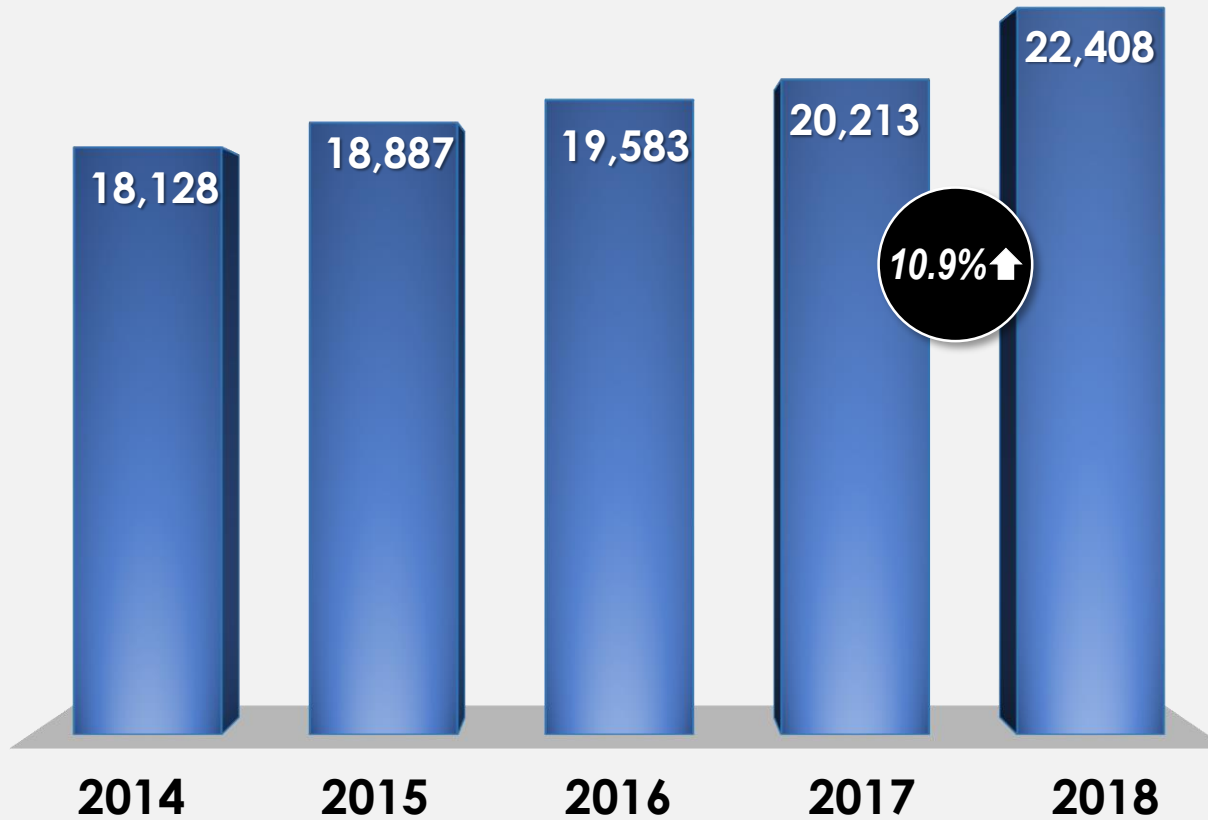
MERALCO

CCNI

■ Up 10.9% vs. 2017 (+PhP 2,195 Mn)

(in PhP Mn)

CAGR : 5.4%



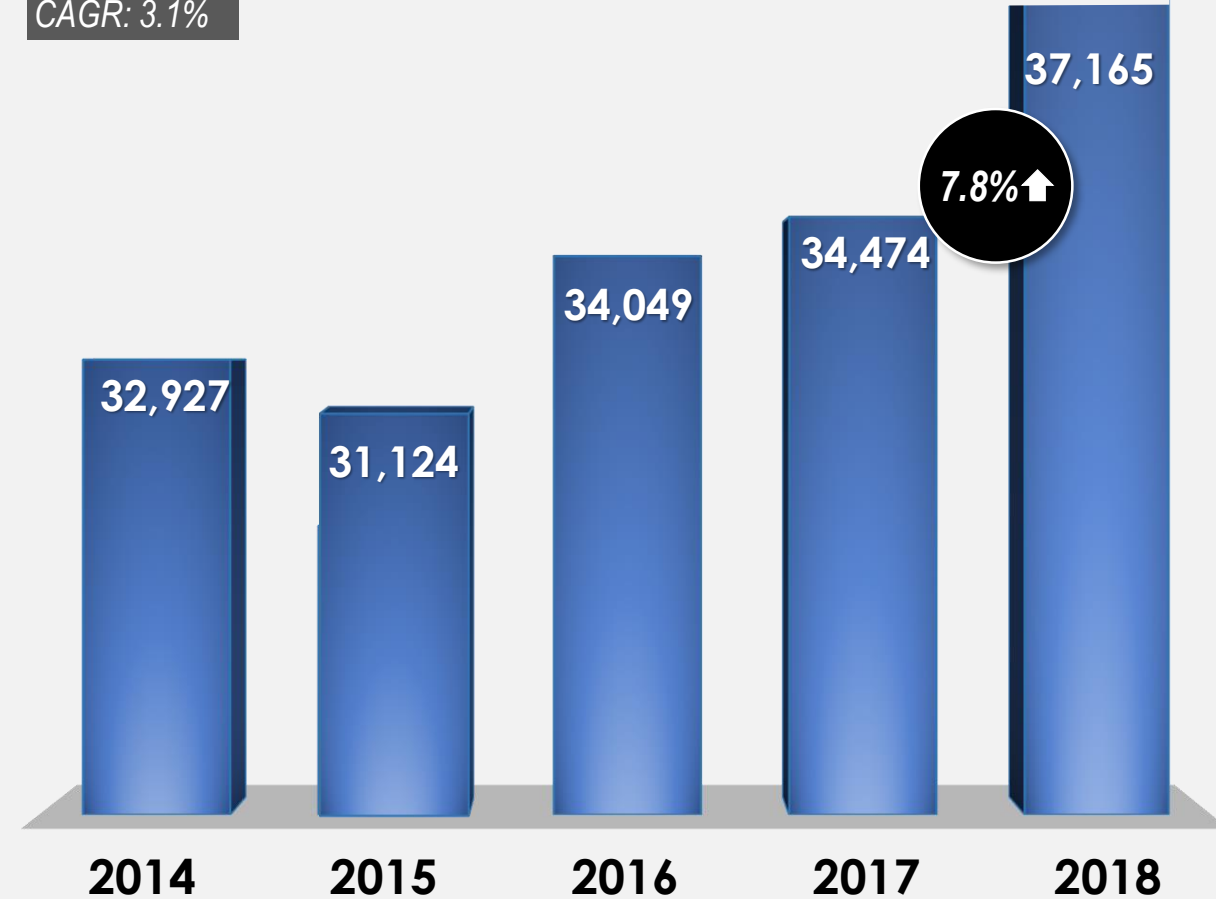
CONSOLIDATED

EBITDA

■ Up 7.8% vs. 2017 (+PhP 2,691 Mn)

(in PhP Mn)

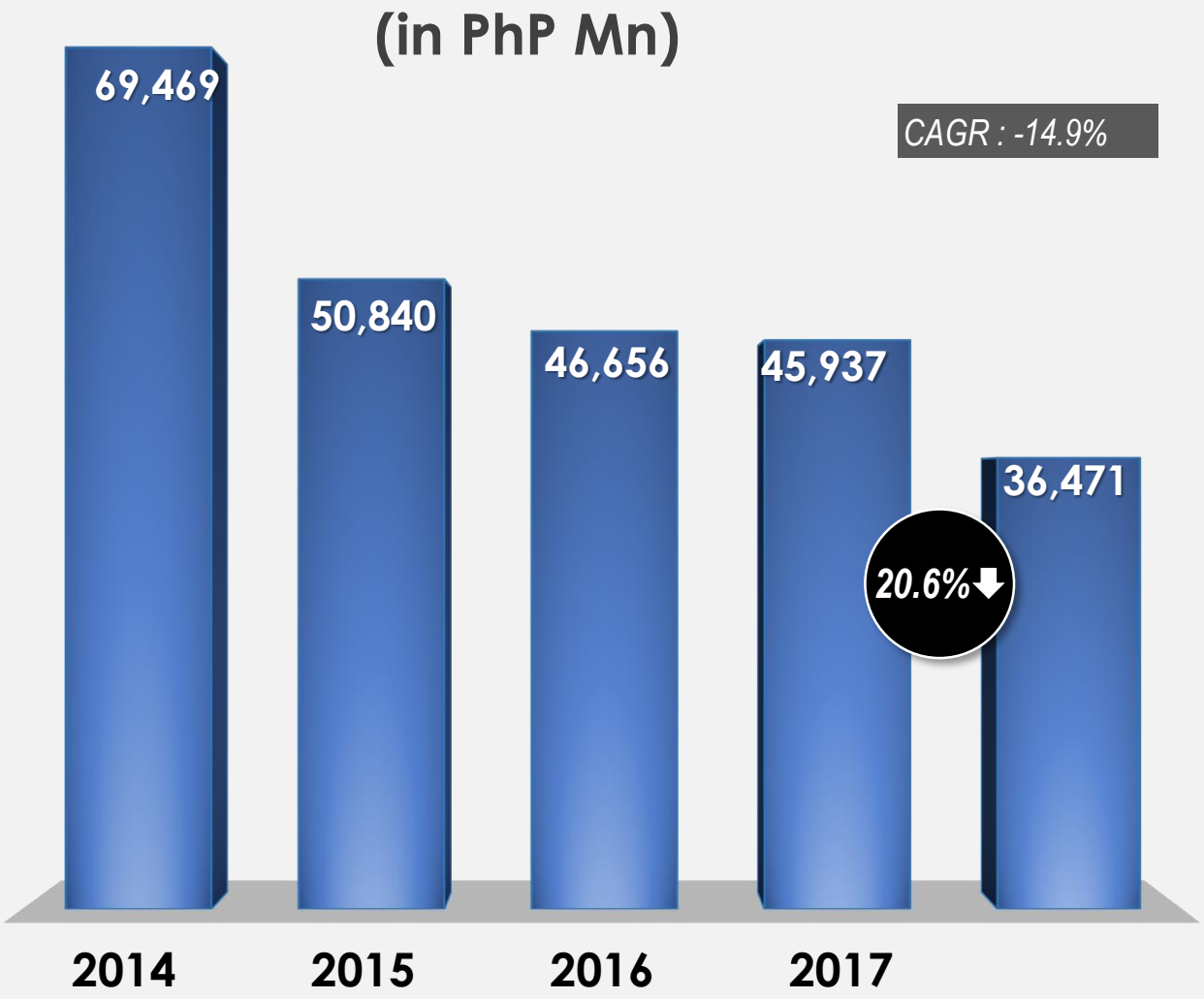
CAGR: 3.1%



CONSOLIDATED

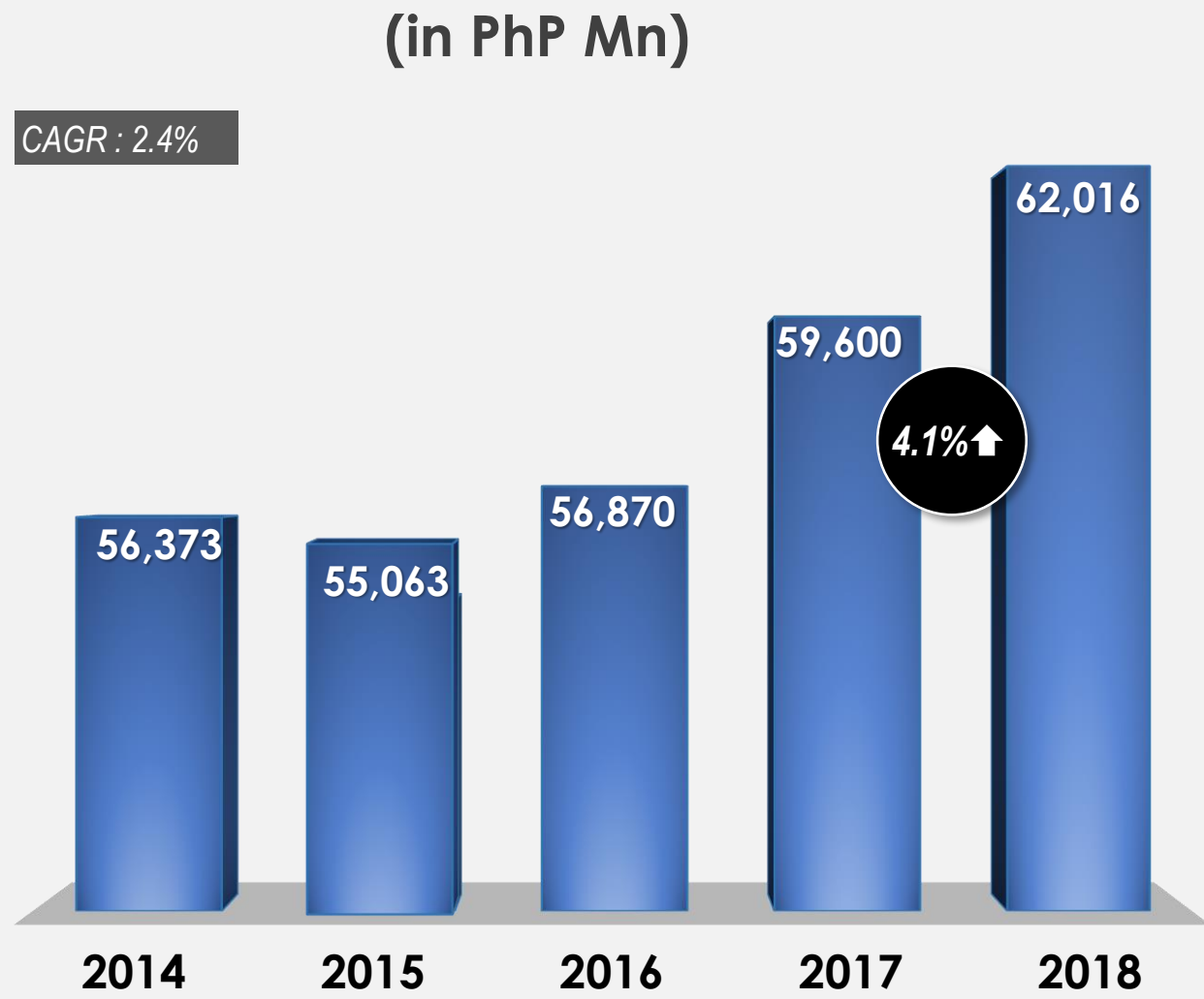
CASH & CASH EQUIVALENTS*

▪ Decreased 20.6% vs. 2017 (-PhP 9,466 Mn)



DISTRIBUTION REVENUES

▪ Up 4.1% vs. 2017 (+PhP 2,416 Mn)

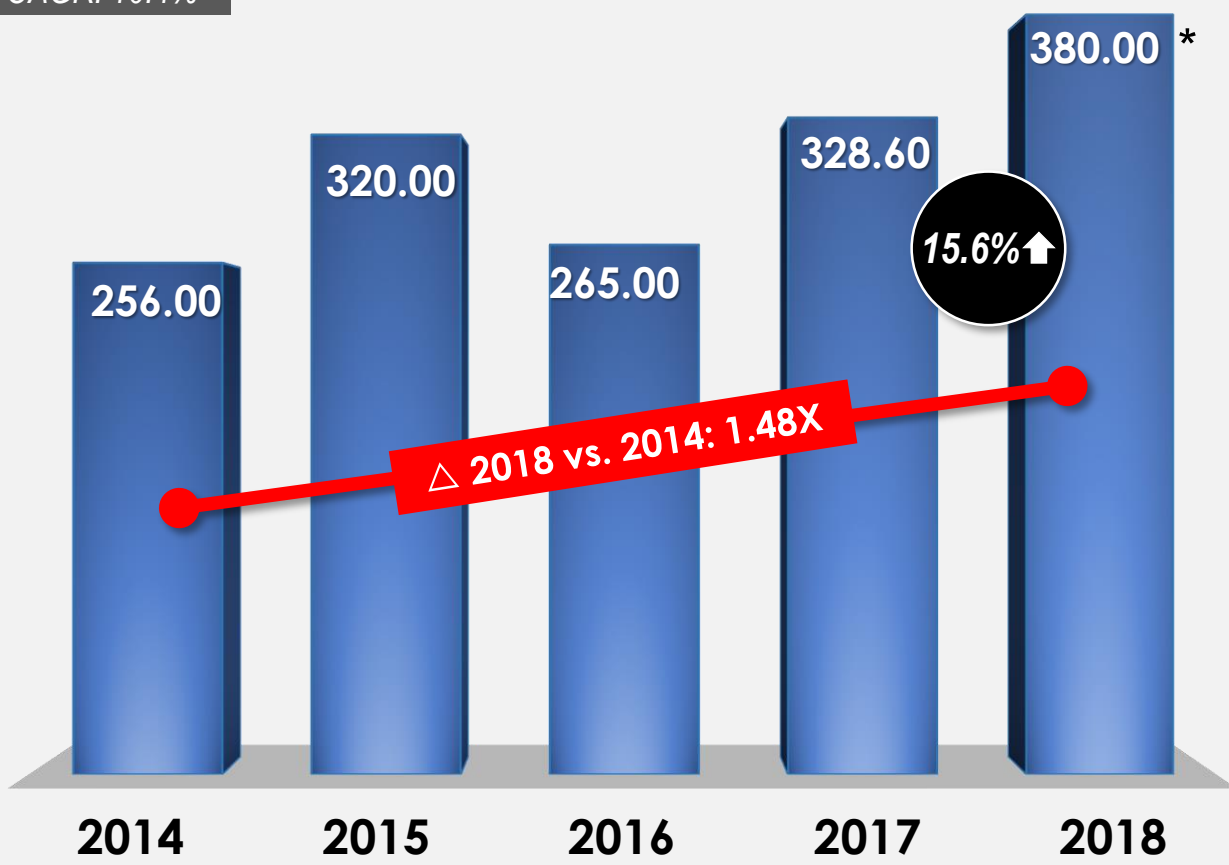


SHARE PRICE

▪ Up 15.6% vs. 2017 (+PhP 51.40)

(in PhP)

CAGR: 10.4%



*Dec. 28, 2018 closing price

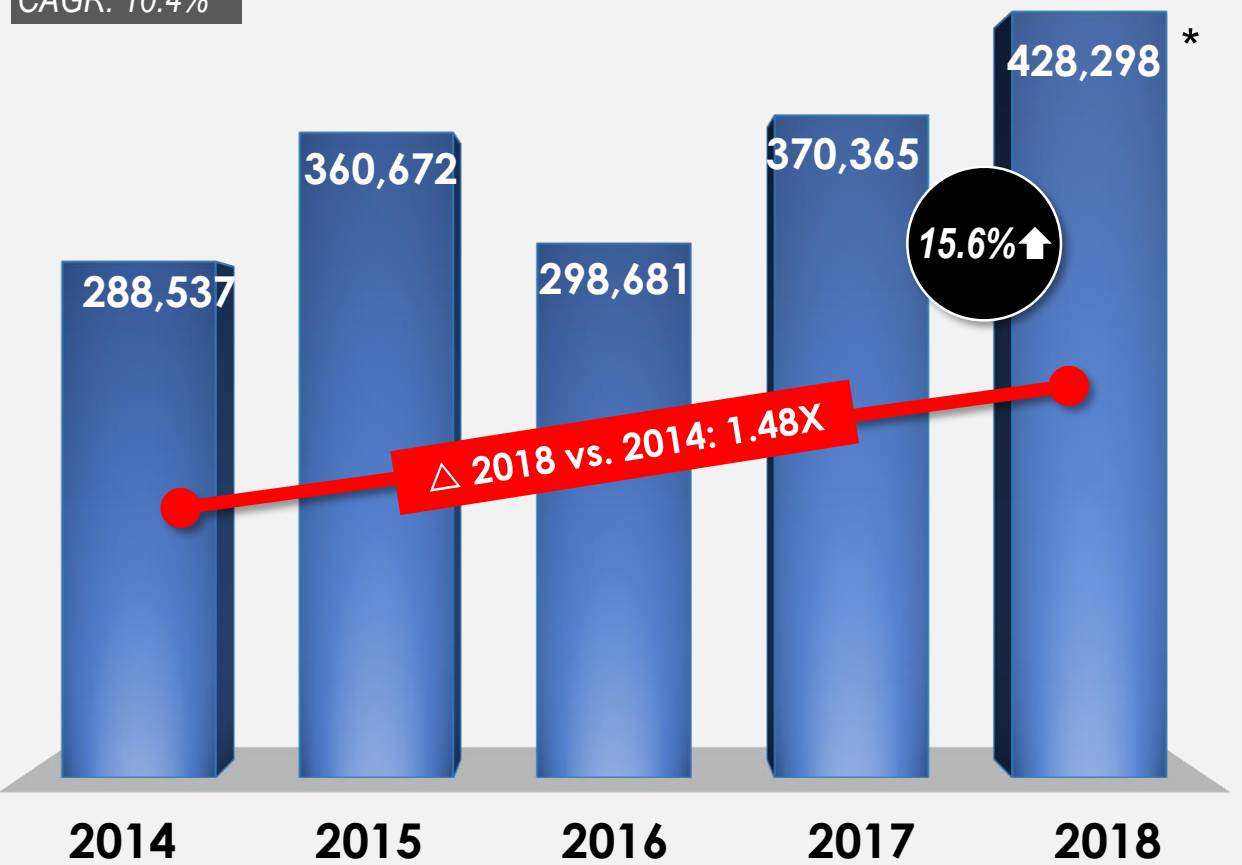
CONSOLIDATED

MARKET CAPITALIZATION

▪ Up 4.1% vs. 2017 (+PhP 57,933 Mn)

(in PhP Mn)

CAGR: 10.4%



*Dec. 28, 2018 closing price

CONSOLIDATED

Operating Highlights

FY
2018

Energy
Sales

↑5.3%*
44,313 GWh

Customer
Count

↑4.6%*
6.61 Mn

Peak
Demand

↑6.1%*
7,399 MW

Net System
Input (NSI)

↑4.7%*
46,733 GWh

Ave. Retail
Rates

↑11.4%*
P8.95/kWh

S-Factor
& GSL**

Sustained
Service
Improvement

Business
Updates



*vs. same period, previous year

** compared with past levels (in the absence of 4RP standards/ reset)

Details

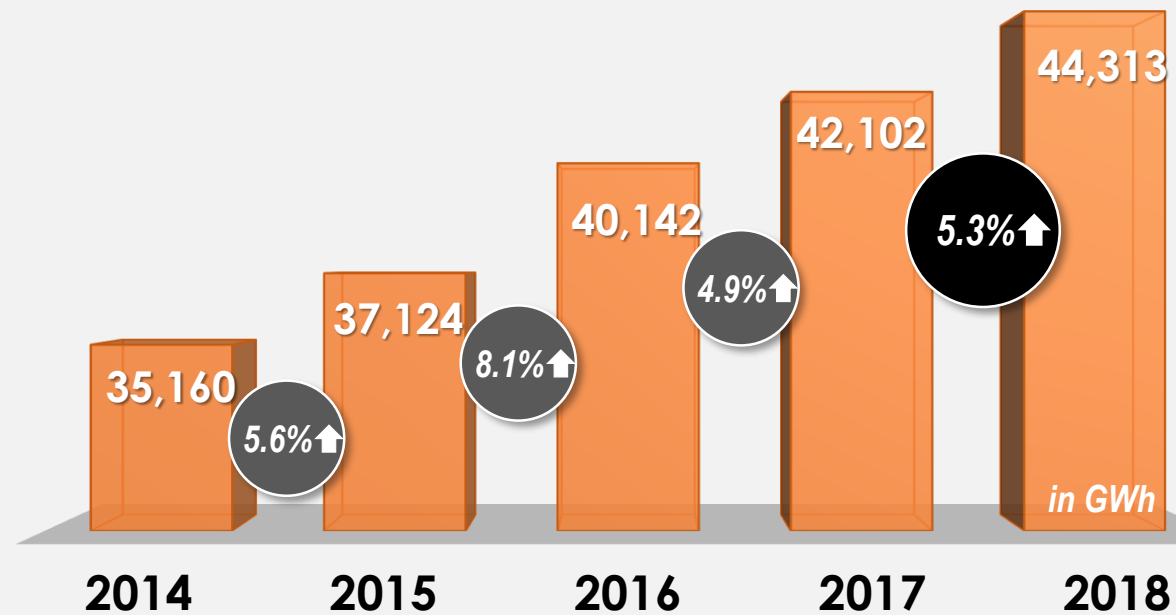
FY 2018



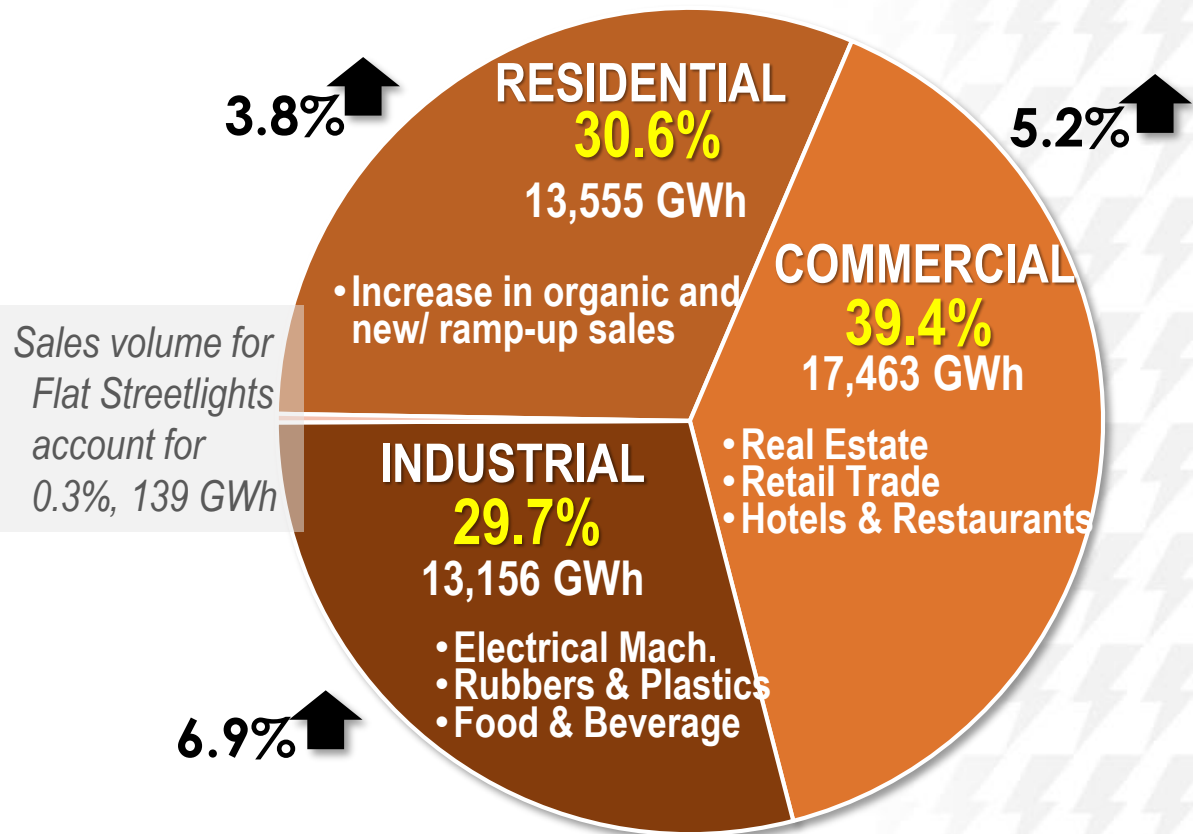
ENERGY SALES:

■ Up 5.3% vs. 2017 (+2,211 GWh)

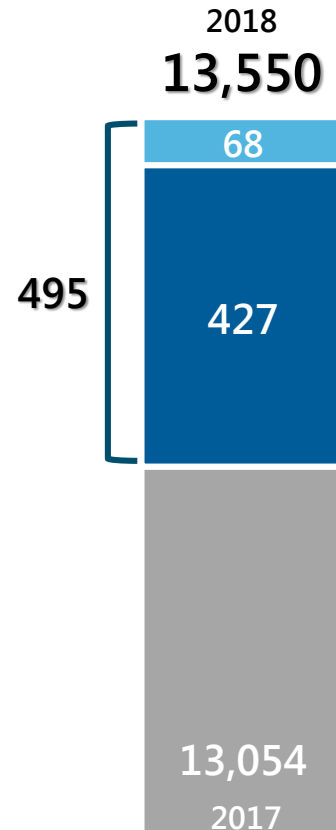
CAGR: 5.9%



Share / Δ for FY2018



Residential sales growth largely due to **newly energized accounts** (7.0% growth) and **ramp-up** (3.7% growth) amidst a challenging environment (High inflation, low consumer confidence & weather disturbances)



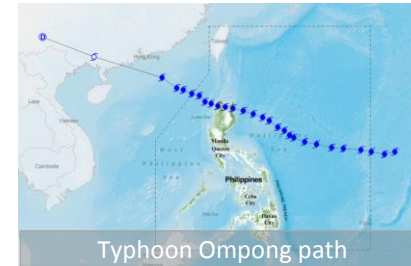
ORGANIC

Average Temp: 27.9 °C [▼0.3%]
 Average Inflation: 5.1 [▲ 2.34 points]
 Consumer confidence: (17) [▼ 23.6 points]

Major weather disturbances (Habagat & Ompong)
 Impacted growth for Q3 (estimated 69.3 GWh reduction):

- Prolonged circuit outages due to inclement weather
- Typhoon Ompong affected most of Meralco franchise since it traversed the northern part of Luzon

NORTH: ▼ 23.0 GWh or ▼ 0.6%
 CENTRAL: ▲ 29.7 GWh or ▲ 0.7%
 SOUTH: ▲ 60.9 GWh or ▲ 1.3%



NEW & RAMP-UP

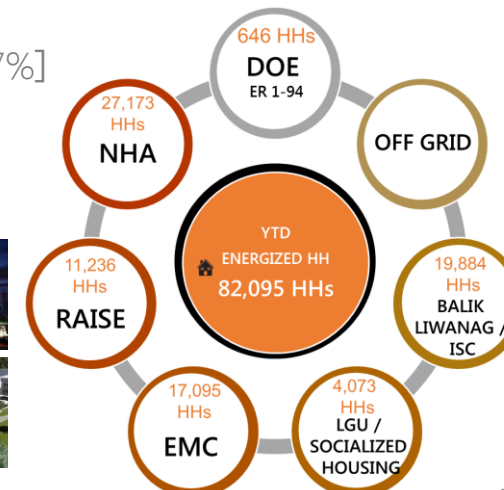
NEW accounts: 286,122 [▲7.0%]
 RAMP-UP from 2017: 279 GWh [▲3.7%]

Rapid development/urbanization in North and South Area attracting more businesses & residential customers to migrate & build homes in these areas.

Close to 30% of NEW accounts (82,095 customers) are from Meralco Energization Programs



An Integrated Rail and Road Project
 ➤ RAIL : about 22km of railway from North EDSA to San Jose del Monte, Bulacan with 14 stations through Quezon Circle Memorial, continuing along Commonwealth Avenue and Quirino Highway.
 ➤ ROAD : about 22km 6-lanes highway from San Jose del Monte to Balagtas, Bulacan NLEX exit.
 ➤ INTERMODAL TRANSPORT TERMINAL
 ➤ REAL ESTATE DEVELOPMENT.



C&I growth drivers stood firm throughout the year.

The trend on C&I top accounts remained relatively consistent



COMMERCIAL

17,211 GWh

▲ 5.1%

REAL ESTATE 15.4%

- **Office Space Demand:** Most of the major business districts (Makati & Ortigas BCD) are fully developed in 2018. Most imp. business districts moving forward will be BGC, Bay Area, Filinvest, Evia & Arca South. Office space estimated growth in YE 2018 was 27%
- **POGOs** The IT-BPM and Offshore Gaming Industry has led office-space take up for 2018. Bay City is still the preferred destination for Off Shore Gaming with 72% of current take up.

TOP 3: MERIDIAN PARK, MAXIM'S CASINO, FILINVEST R7

RETAIL TRADE 4.7%

- Growth is driven by ramp-up of existing mixed-use malls mostly with BPO/office spaces. Mixed-use malls caters to a new generation of customers where they just want to live, work and play in the same place. Malls also focus on safety, sanitation & provide a controlled climate environment for shoppers which translate to additional load.

TOP 3: SM PODIUM PH2 , FELIZ MALL, SOUTHWOODS MALL

HOTELS & RESTOS 6.9%

- Continuous growth in the Hotel industry brought by the steady increase of foreign tourists (11% growth) coming from US, China and South Korea. Significant growth also coming from domestic tourism (staycation).
- Top 3 accounts contribute roughly 1,070 new hotel rooms for accommodation

TOP 3: OKADA HOTEL, GRAND HYATT, HILTON HOTEL



INDUSTRIAL

12,610 GWh

▲ 6.7%

SEMICON 6.9%

- Electronics export remains the country's top exporter with US\$ 3.16 B out of US\$ 5.57 B or 56.66% of total Phil exports. Electronics export grew 4.57% from Jan to Nov, a little short from the YE target of 6%. The 2018 target is considered conservative as Electronics export grew by 11% in 2017.

TOP 3: SEMPHIL, PHIL MFG OF MURATA, KINPO ELECTRONICS.

RUBBER & PLASTICS 10.8%

- Mainly driven by shift of JG Summit Petrochem to grid power, increased load to Meralco - from reliance on 10 Gensets/month, reduced to 6 to 7 supplying their critical loads. Around 50% of their load is now connected to Meralco. Growth is tied to F&B as demand for packaging solutions for restaurants (such as Jollibee, McDonald's, Starbucks, Bo's Coffee as well as export to ANZ New Zealand, etc.) are also on the rise.

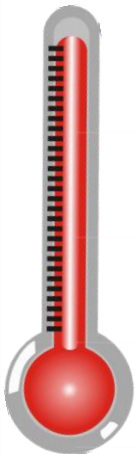
TOP 3: JG SUMMIT PETROCHEM, FIBC GREENBAG, LIM, NICKSON

FOOD & BEVERAGES 5.9%

- With the shift of consumer behavior from buying in traditional wet markets to supermarkets, demand for processed and manufactured food products increased. Notable expansions are San Miguel, Nestle, CDO. New commissary/ dressing plants from top QSRs also contributed to the growth

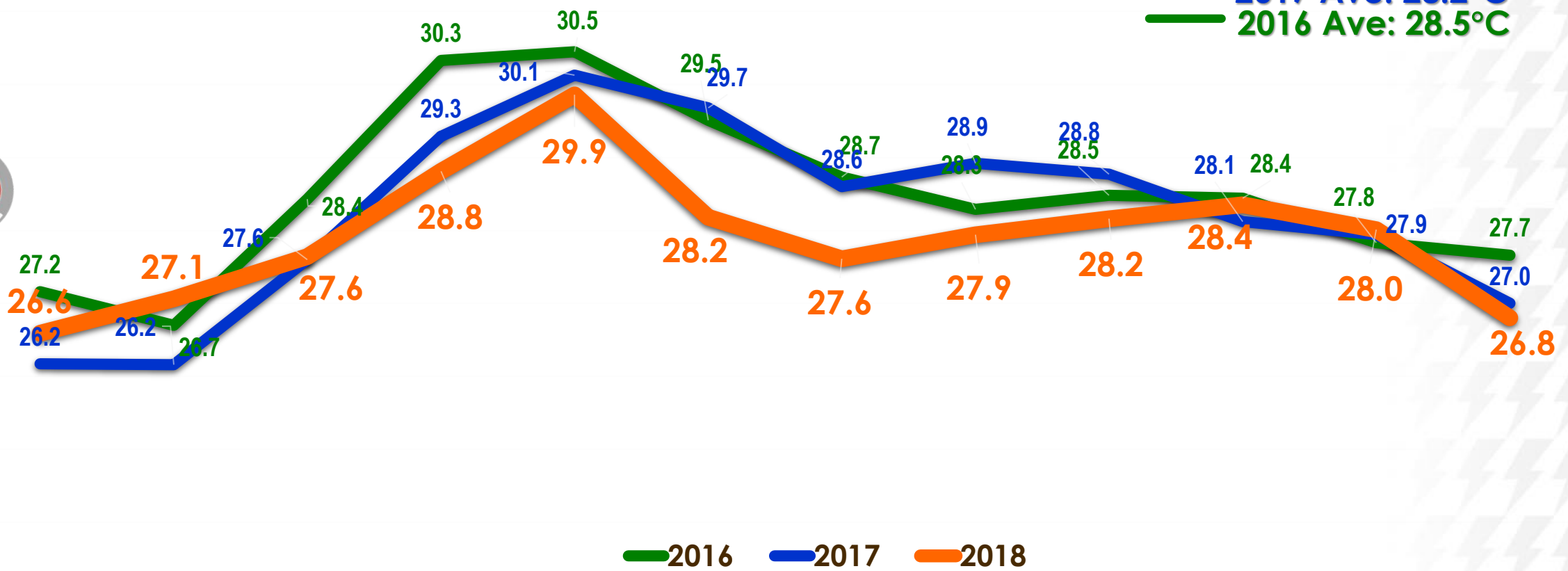
TOP 3: SAN MIGUEL, CARGILL JOY, MONDE NISSIN

AVE. TEMPERATURE(°C):



Lower temperature mostly in 2018 vs. 2017

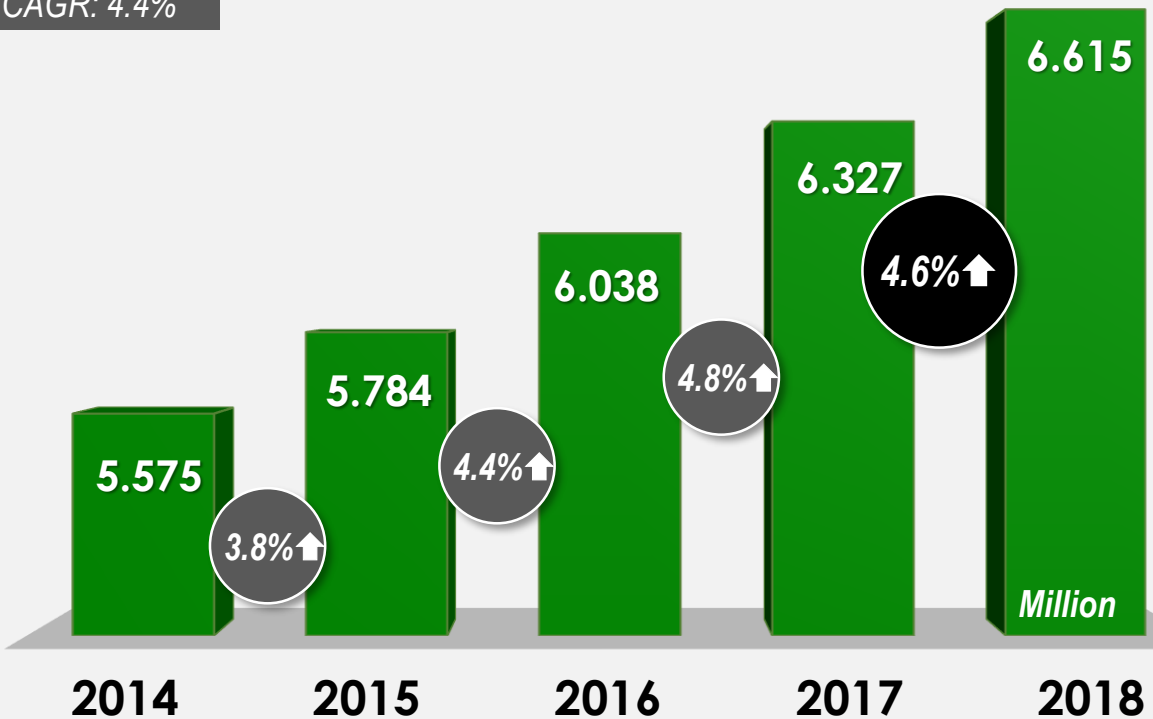
2018 Ave: 27.9°C
2017 Ave: 28.2°C
2016 Ave: 28.5°C



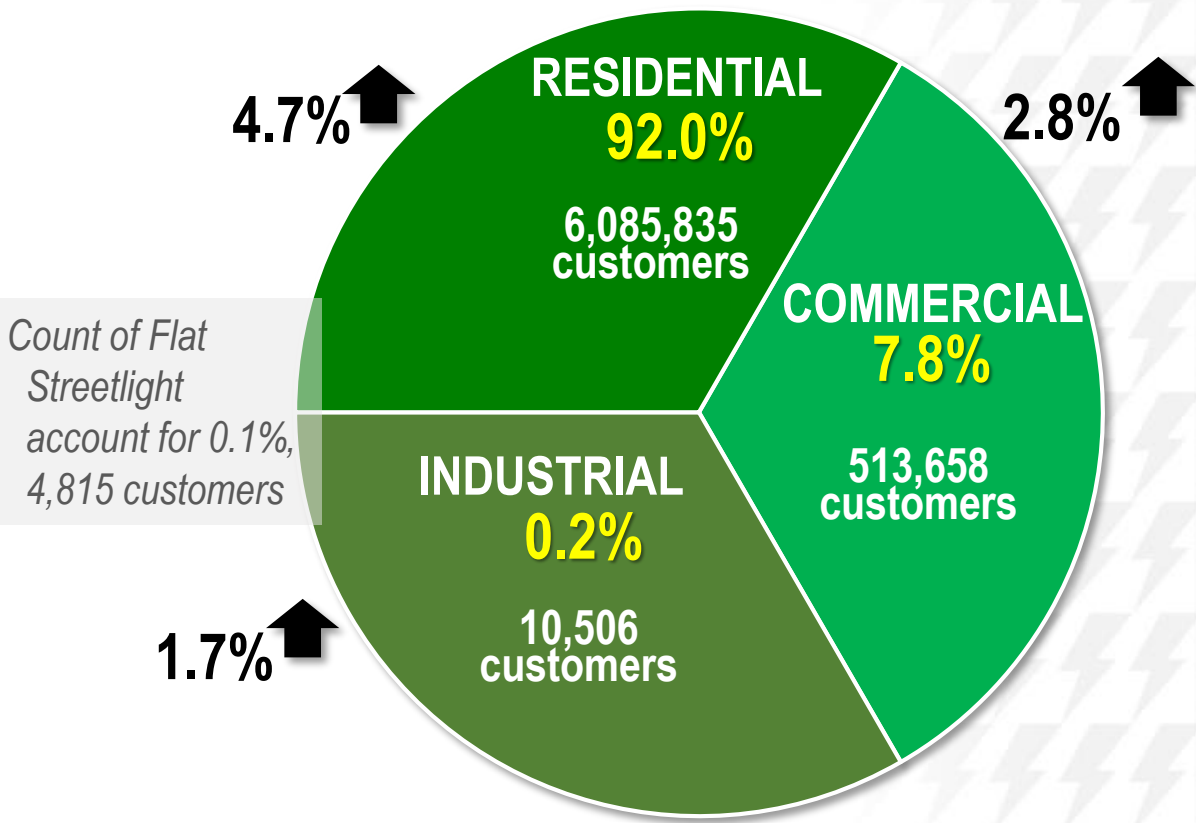
CUSTOMER COUNT:

■ Up 4.6% vs. 2017 (+288,123 new customers)

CAGR: 4.4%



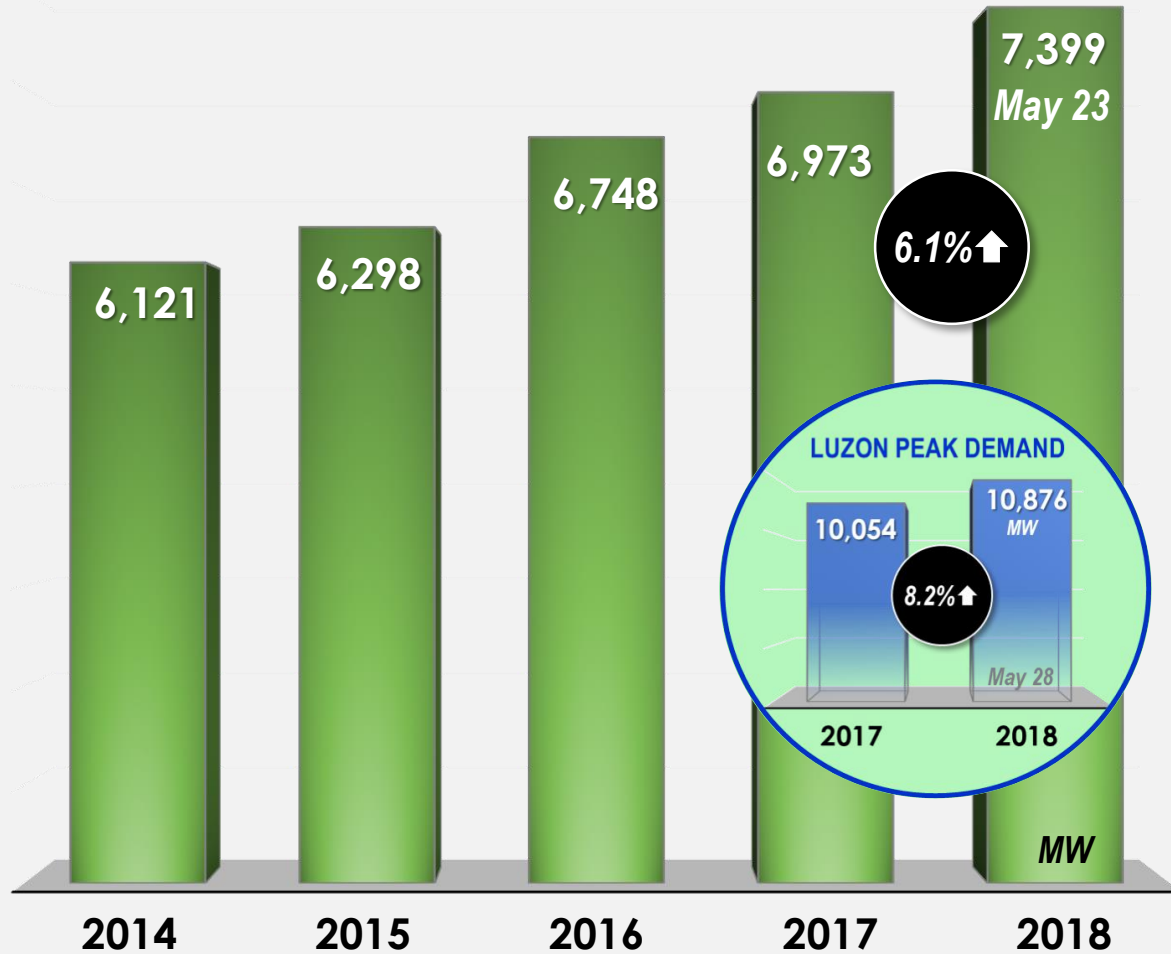
Share / Δ for FY2018



MERALCO PEAK DEMAND:

- Robust demand in 2018

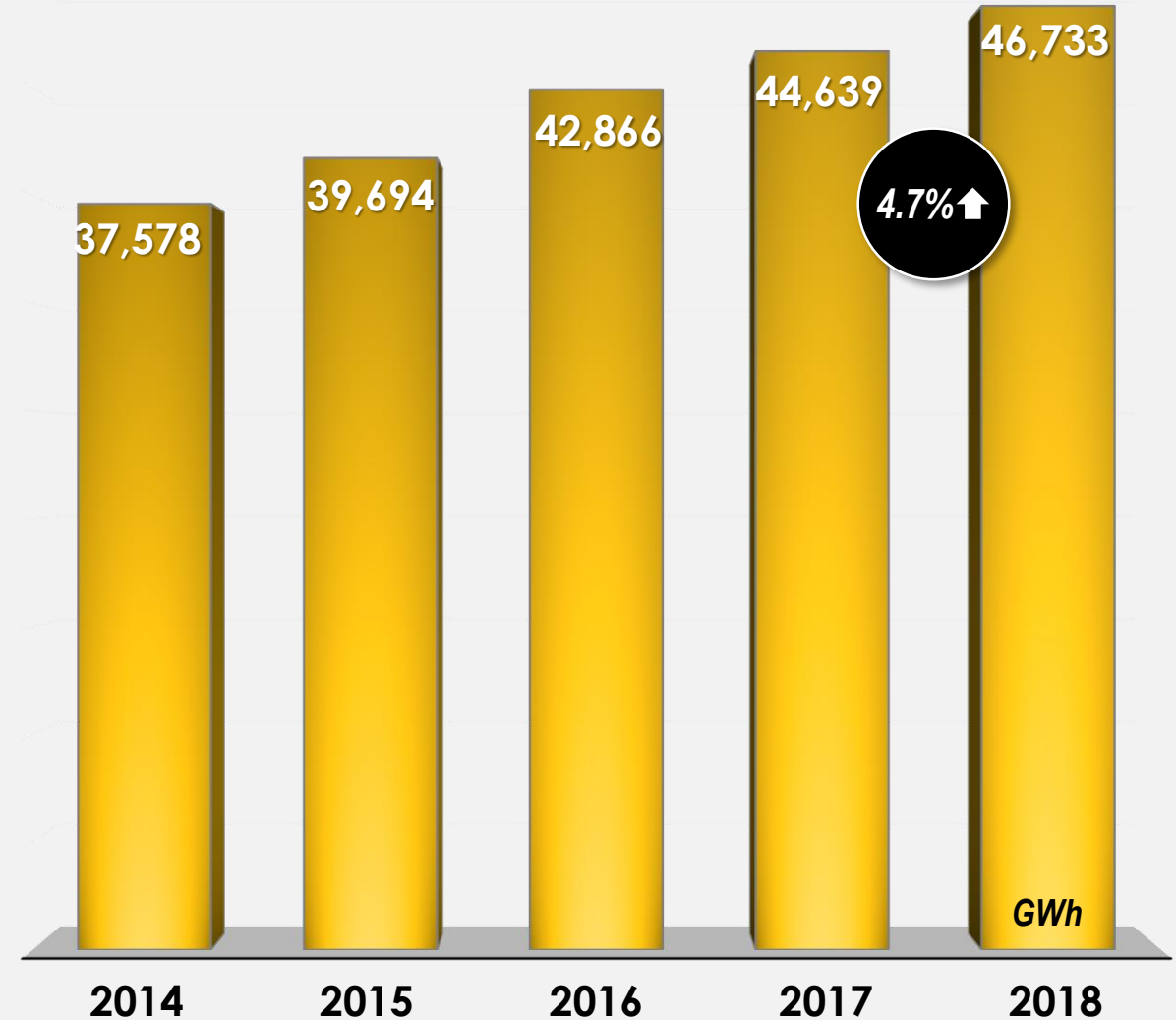
CAGR: 4.9%



NET SYSTEM INPUT:

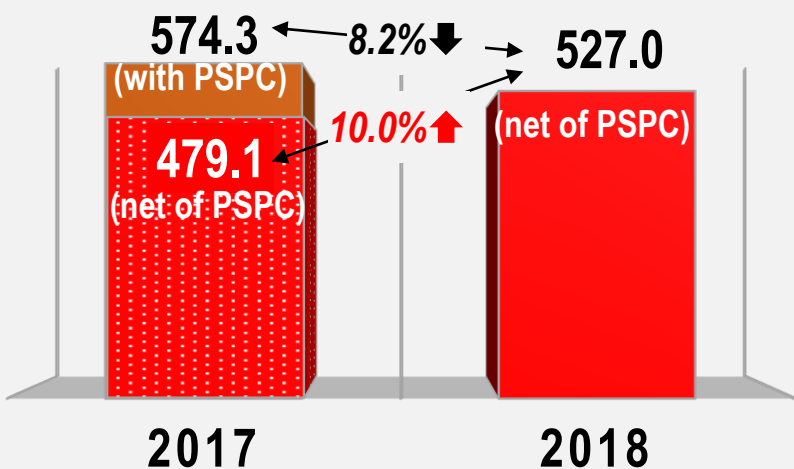
- Increased input in 2018

CAGR: 5.6%



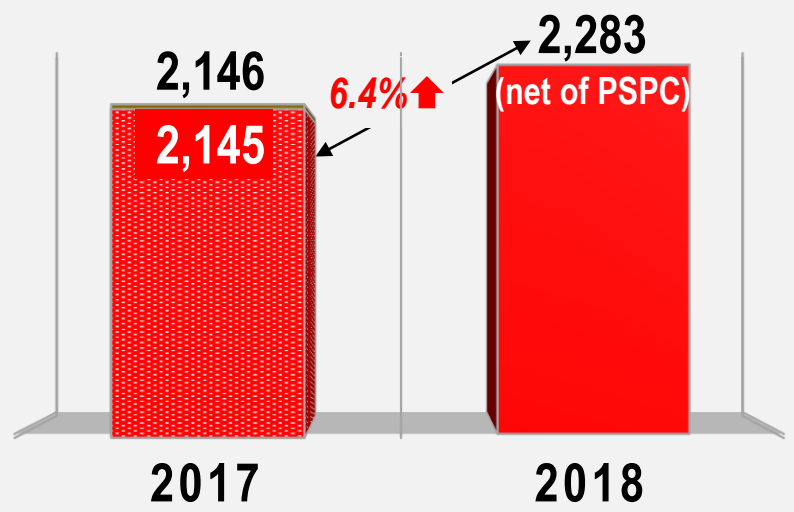
CLARK ELECTRIC (CEDC):

ENERGY SALES, in GWh

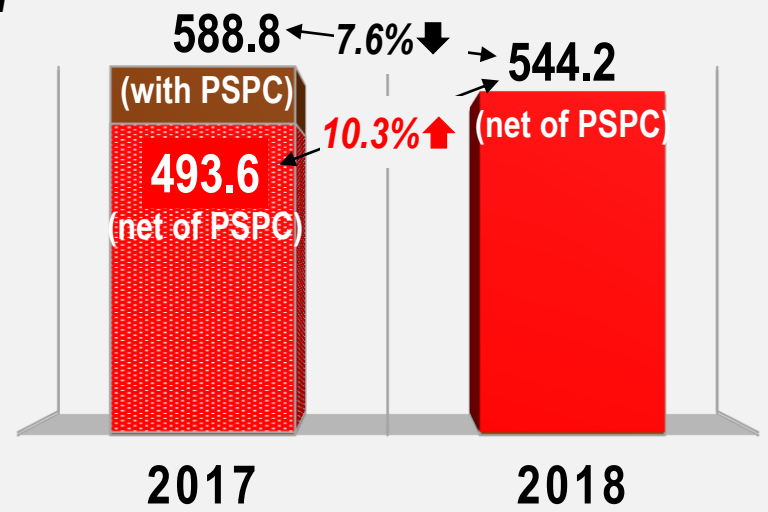


CEDC's top 5 sales contributors for December 2018 include Advent Energy (Yokohama Tire Phils.), SN Aboitiz Power (Taiyo Nippon Sanso Clark Inc.), Phinma Energy Corp. (Mall), SN Aboitiz Power (Nanox 2), Advent Energy (Widus),

CUSTOMER COUNT



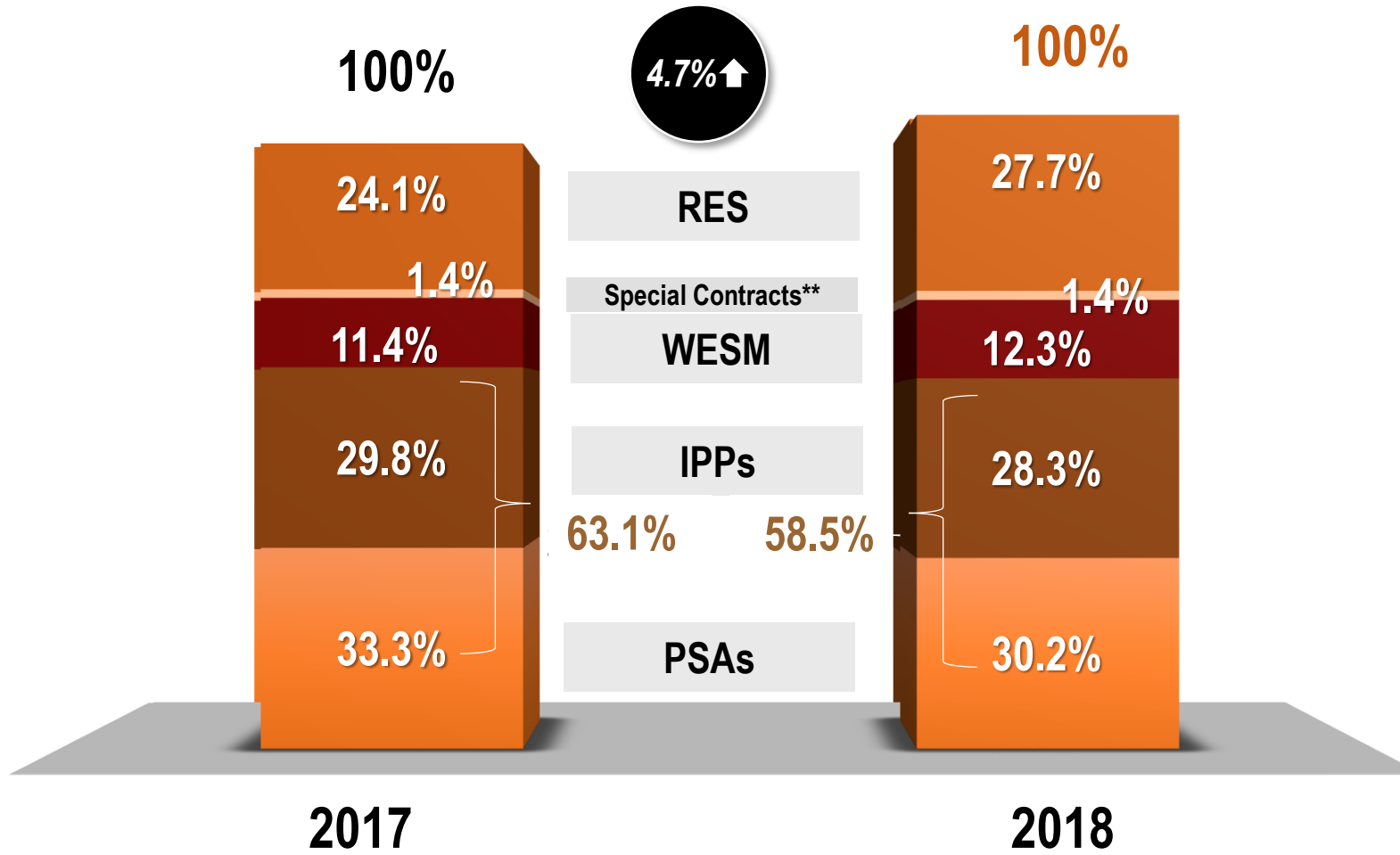
NSI, in GWh



ENERGY SOURCES:

▪ 2018 Up 4.7%

- Contracted supply contracts (PSAs and IPPs) delivered 58.5% of total volume in 2018 (4.6% less vs. 2017)
- Contestable volume increased to 27.7% (+3.6% more vs. 2017)



*NSI Equivalent

**Includes volumes for Cavite Economic Zone (CEZ), Sunpower and Cocomchem Agro-Industrial Park (CAIP)

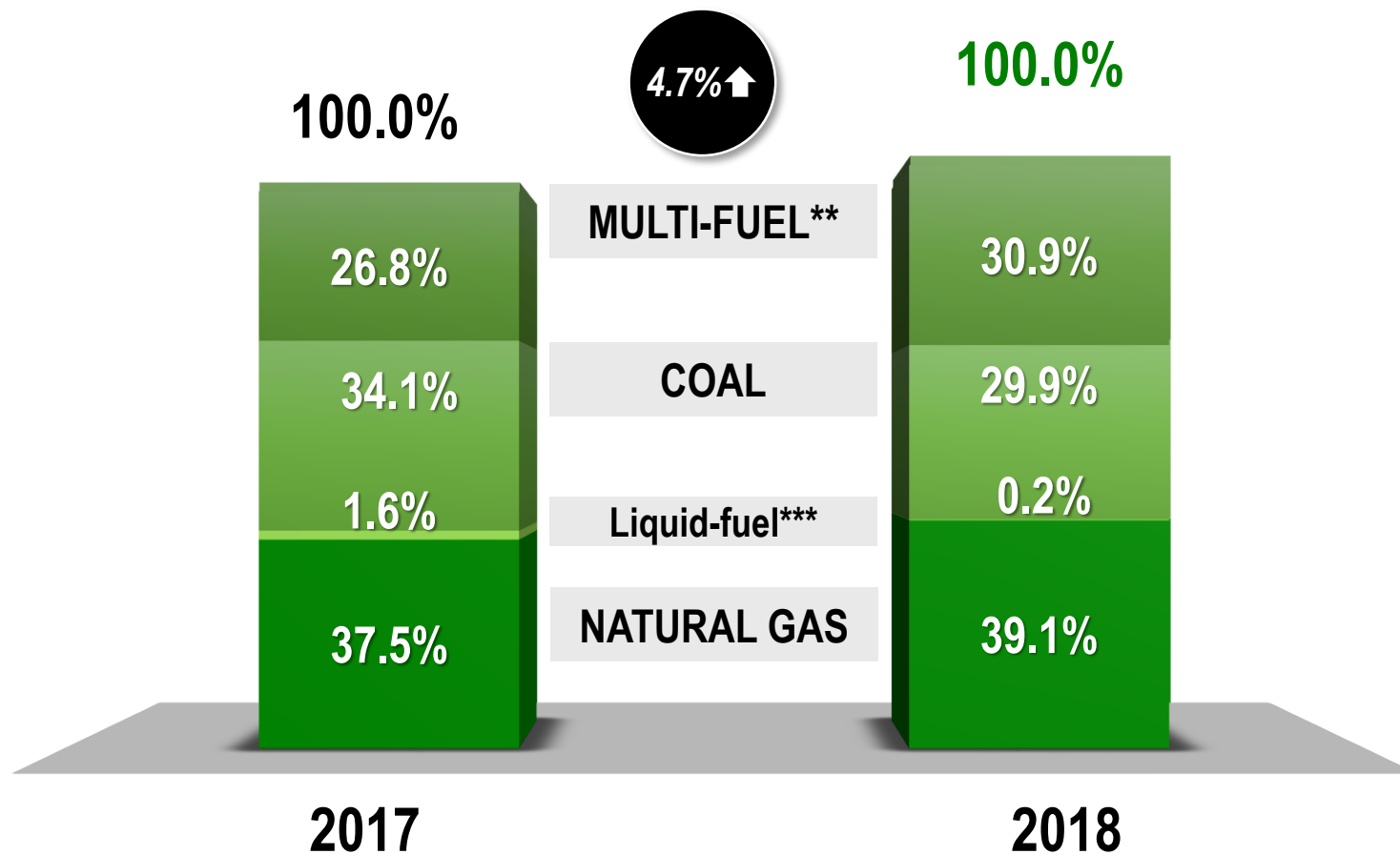
CONSOLIDATED



POWER FUEL MIX:

■ 2018 Up 4.7%

- Natural Gas provided 39.1% of fuel sources while Coal 29.9% with balance, multi-fuel
- Reduced coal supply by 4.2% (-1,243.8 GWh)



*NSI Equivalent

**Coal, Hydro, Biomasss, Geothermal, et. al.; includes also WESM, CAIP, Other RESs

***Used as substitute during unavailability of Malampaya gas supply or plant maintenance (Sta. Rita, San Lorenzo and Ilijan)

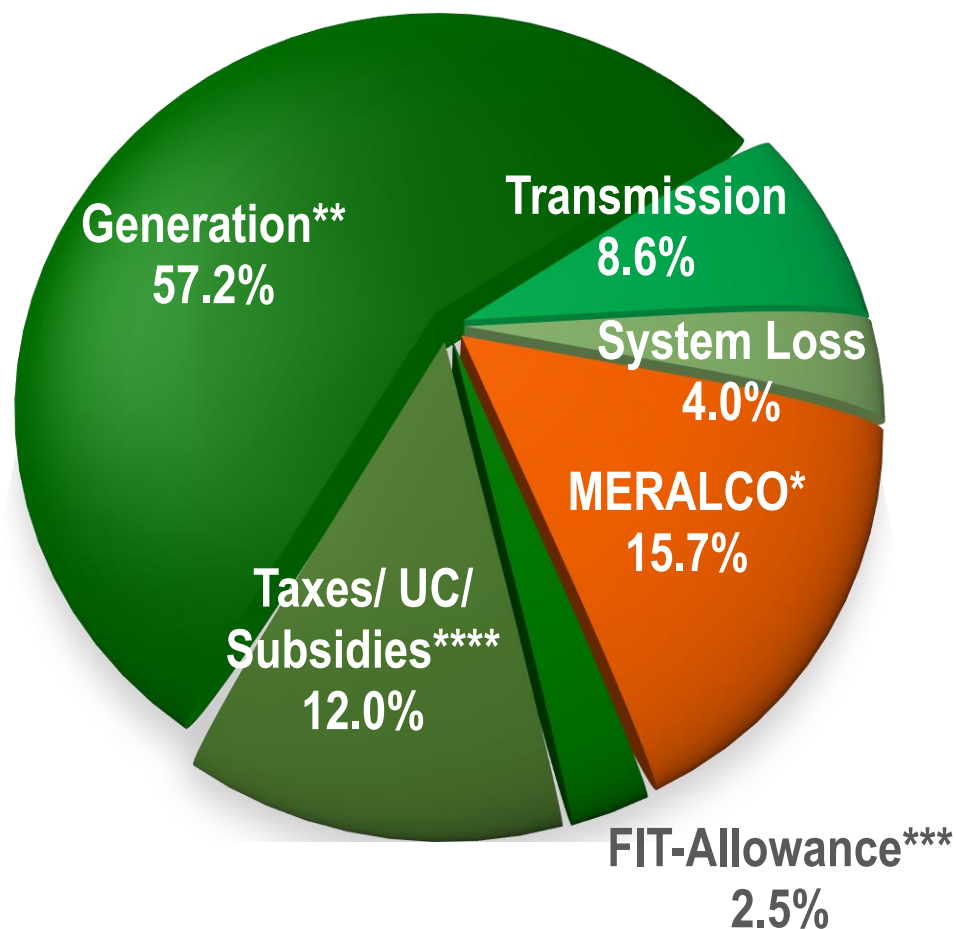
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AVERAGE RETAIL RATES:

(Reflects Generator Wheeling adjustments)

- Generation Charge, largest component in customer's bill, 57.2%; Meralco 15.7%; NGCP 8.6%



BILL COMPONENT	FY2018 Overall Ave, P/kWh	FY2017 Overall Ave, P/kWh
Generation Charge*	5.12	4.41
Distribution Charge** - MERALCO	1.40	1.42
Transmission Charge** - NGCP	0.77	0.78
System Loss Charge**	0.36	0.32
Taxes, Universal Charge**	1.08	0.95
FIT-Allowance***	0.23	0.16
TOTAL (includes generator wheeling customers who are only charged Distribution, Supply, and Metering charges)	8.95	8.03

*Generation Retail Rate applies to customers supplied by Meralco only

**Other Charges are based on total captive and contestable customers in Meralco Franchise Area

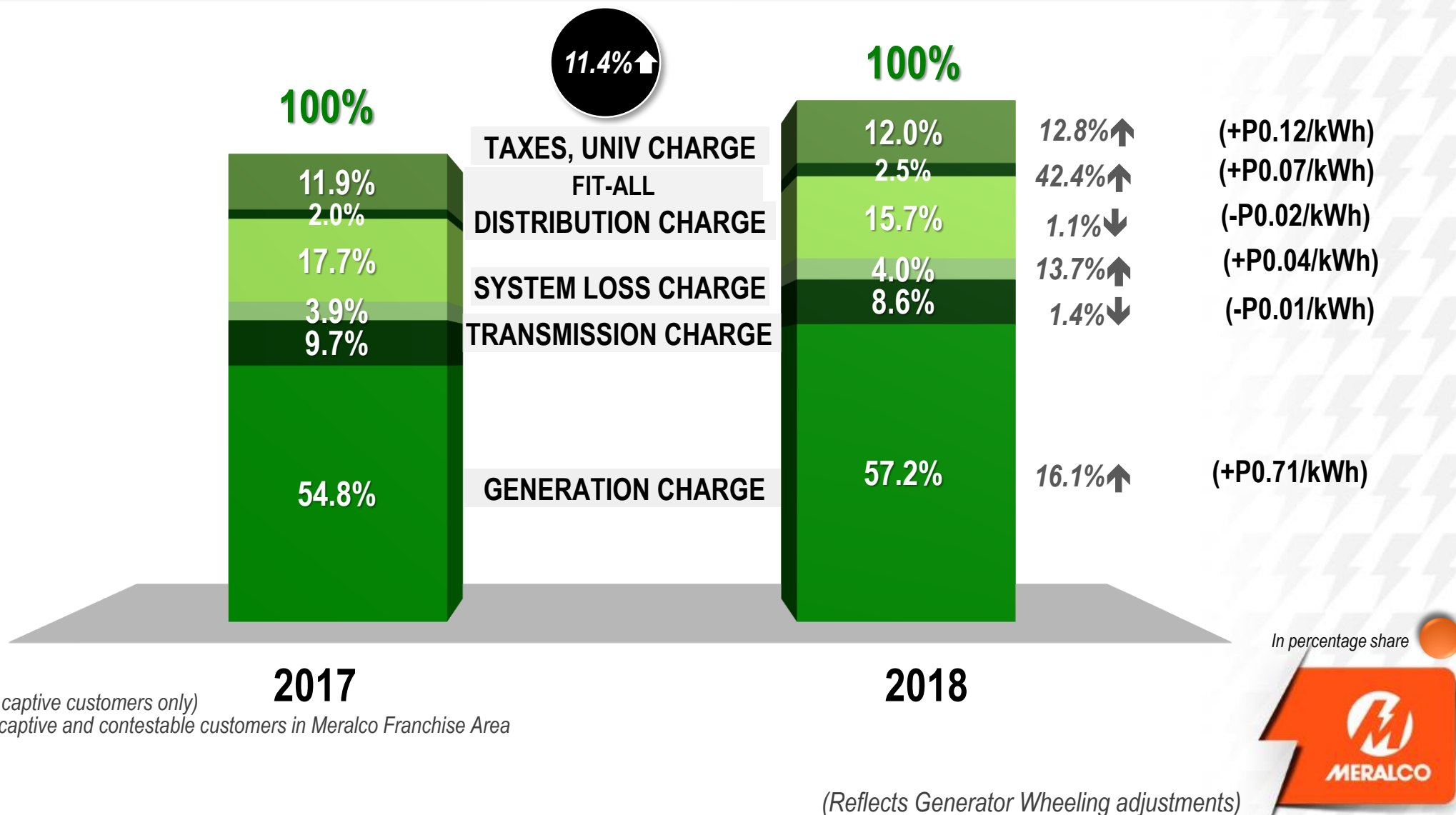
***Excludes contestable customers and Cavite Ecozone (CEZ)- started February 2015



AVERAGE RETAIL RATES:

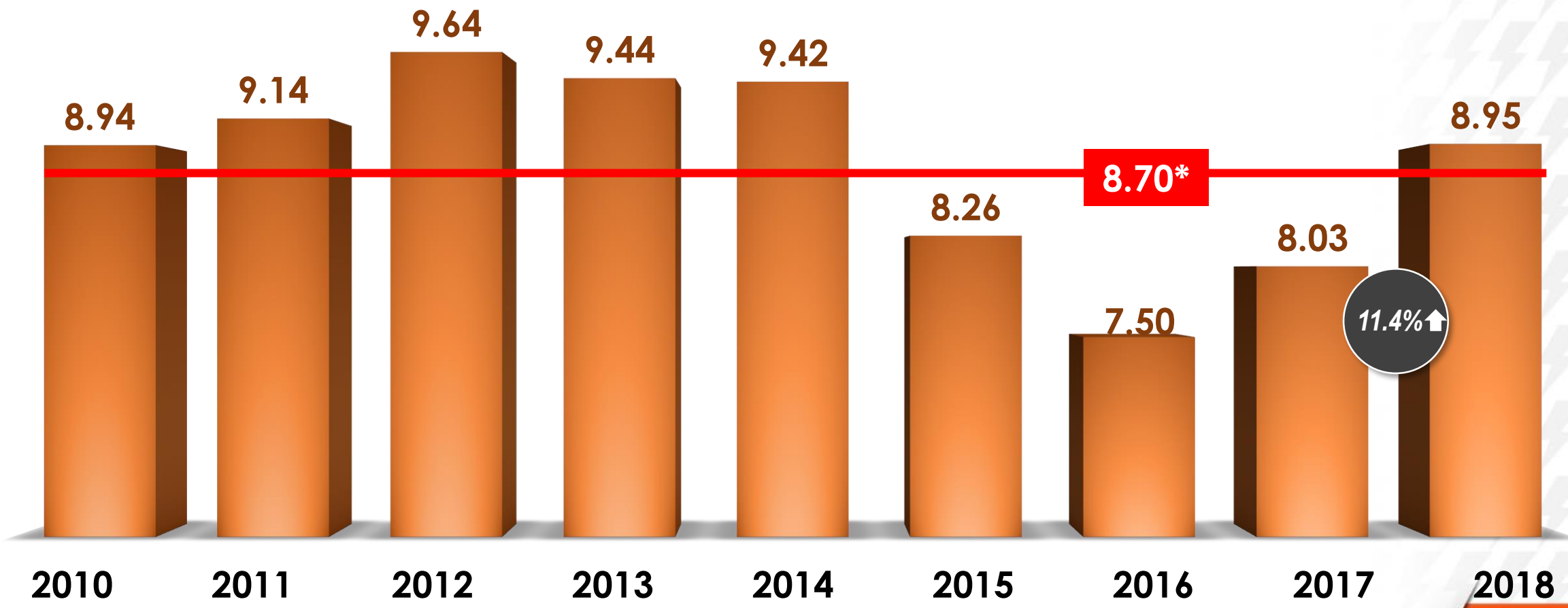
■ 2018 ARR up 11.4% (+92 ¢/kWh) vs. 2017

- Generation Charge, largest component in customer's bill, 57.2%; Meralco 15.7%; NGCP 8.6%



AVERAGE RETAIL RATES: FY2010-FY2018

- 2018 rate increase result of increase in Generation, Taxes and FIT-All Charges
 - Since 2012, among the more significant increases have been FIT-ALL, Universal Charges, and Taxes



in P/kWh

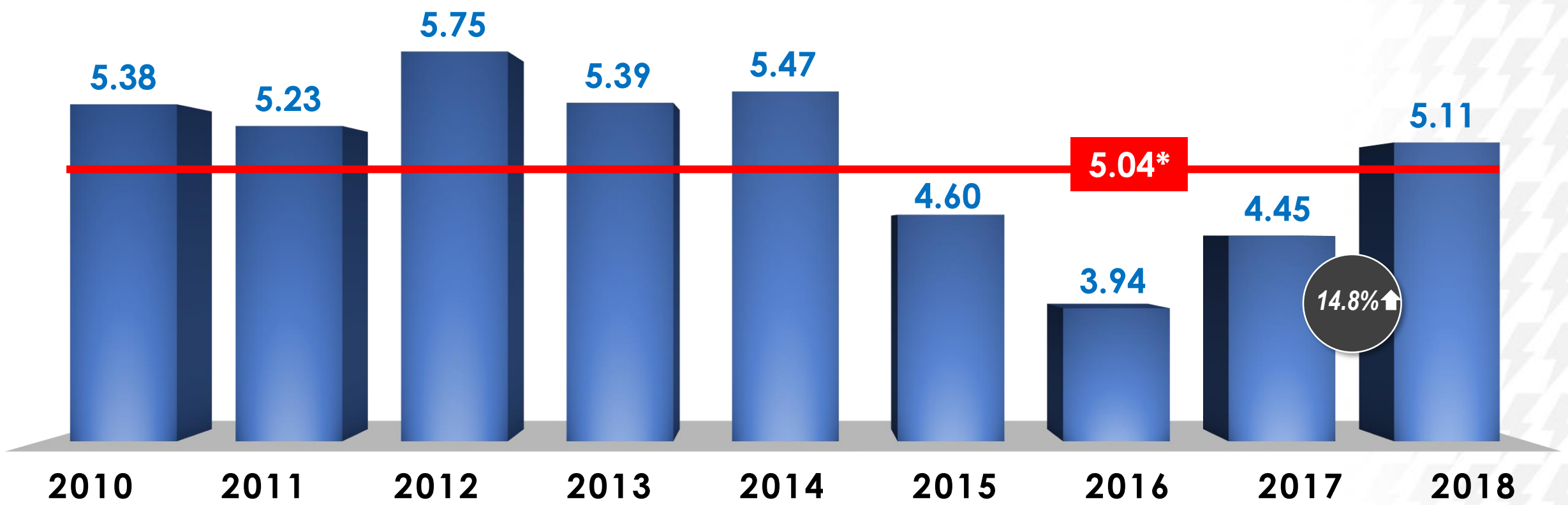
PARENT

— *Average



CONTAINING THE GENERATION CHARGE: FY2010-FY2018

Average Annual Generation Charges; for Non-TOU customers



— *Average

in P/kWh

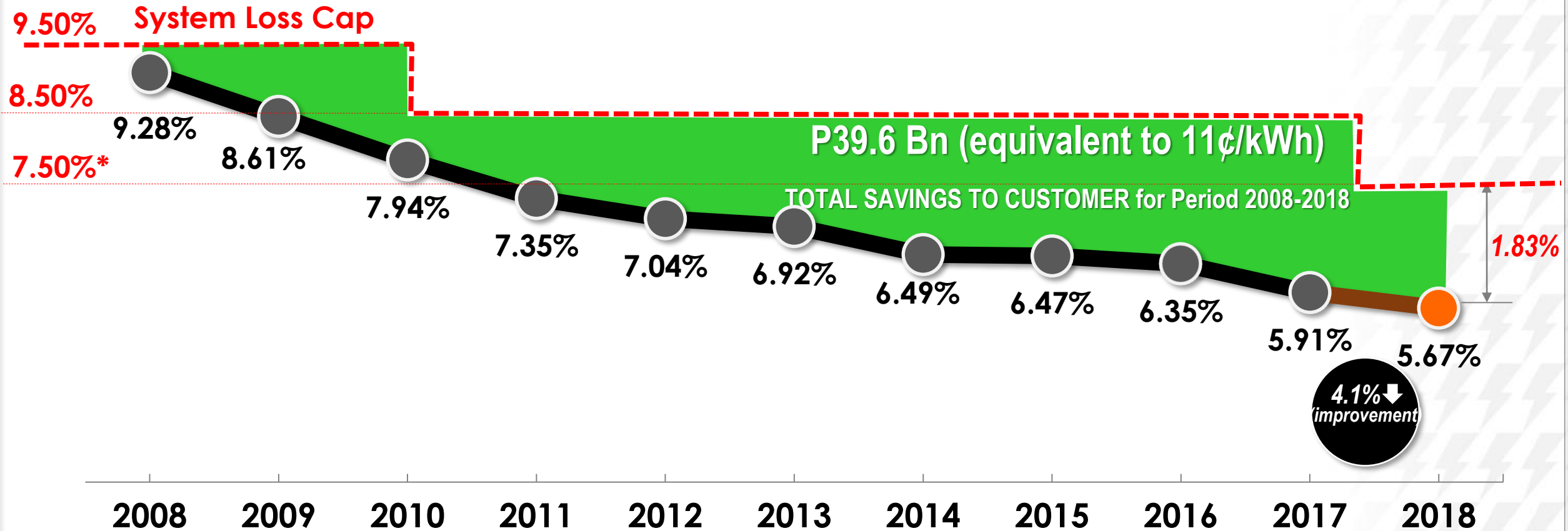
PARENT



FURTHER IMPROVING SYSTEM LOSS:

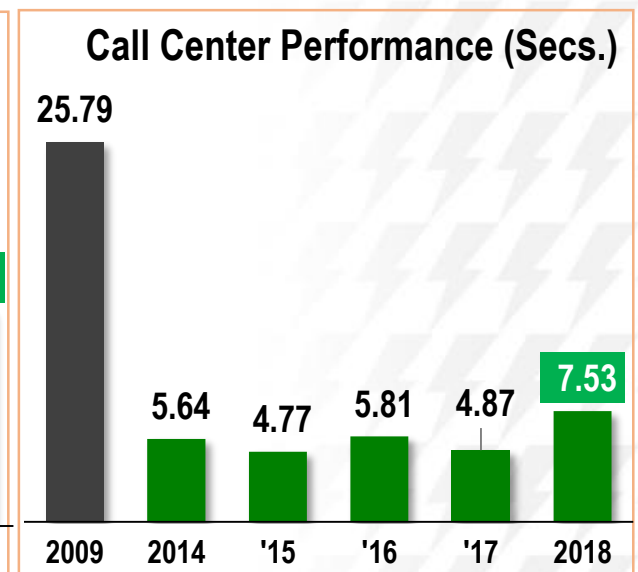
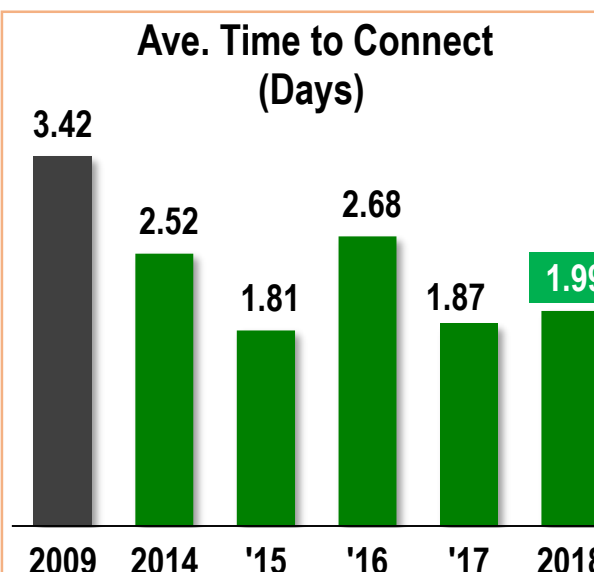
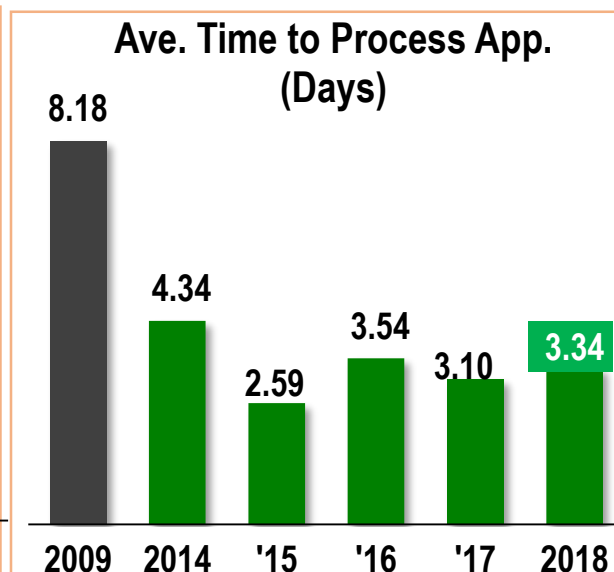
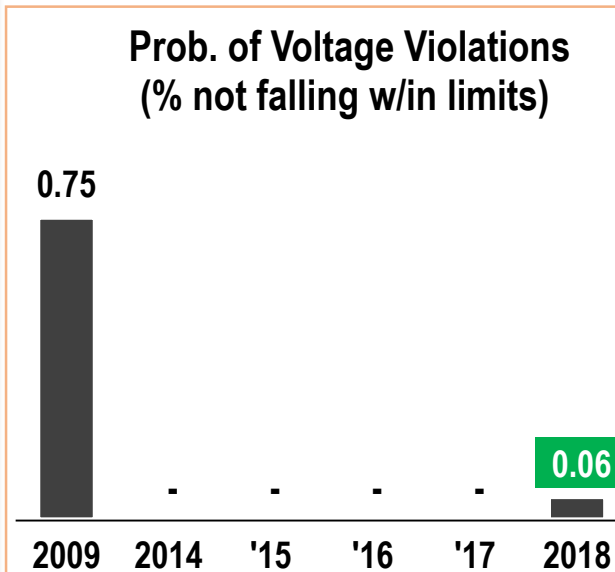
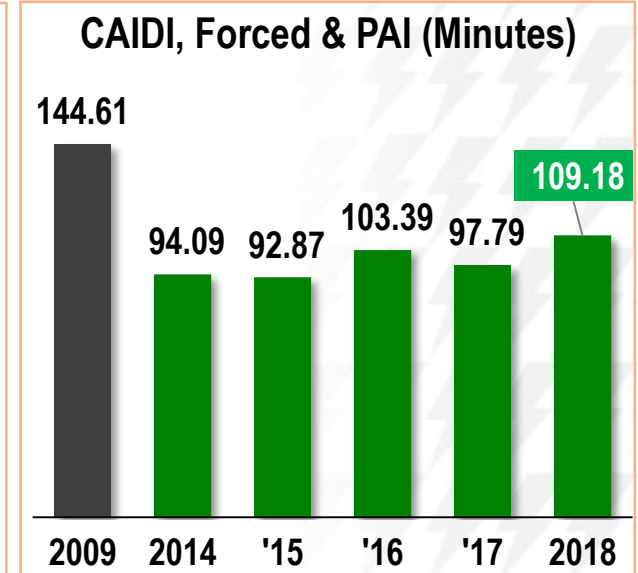
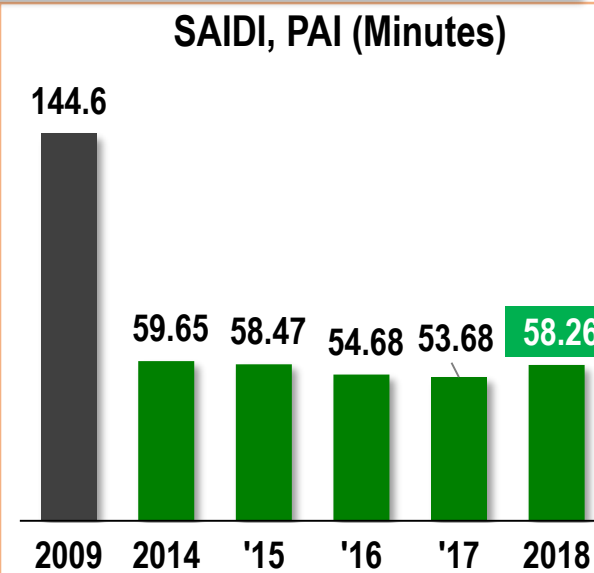
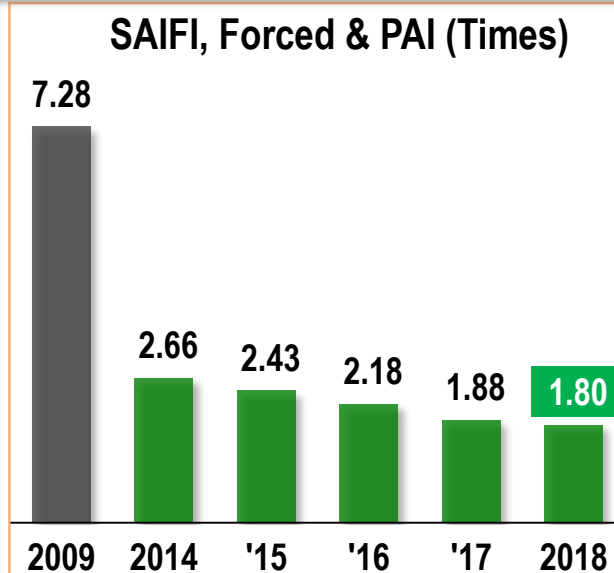
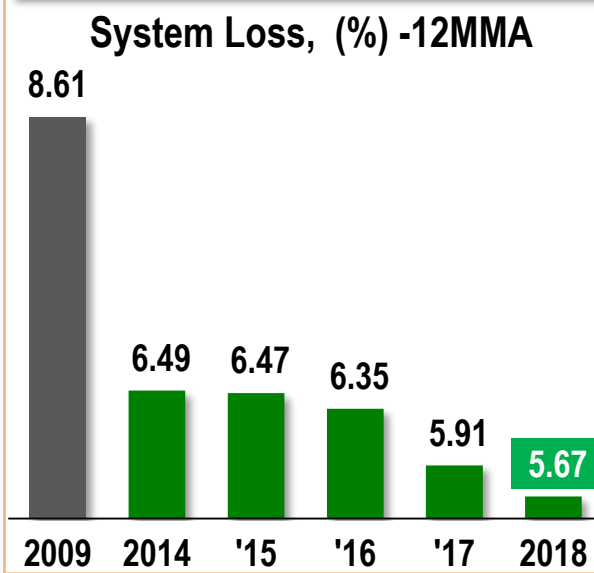
NEW RECORD

- 2018 performance at ALL-TIME BEST of 5.67%
 - Improved by 4.1% vs. 2017's 5.91%; lower by 1.83%pts. vs. current System Loss cap of 7.50%*
 - Customer savings of P6.1Bn or 14¢/kWh in 2018
 - Clark Electric Distribution Corp. (CEDC)'s 12MMA system loss ending Dec 2018 of 2.77% (vs. Dec. 2017's 2.14%)



OPERATING PERFORMANCE:

■ All performance indicators IMPROVED and well within REWARDS* range in 2018

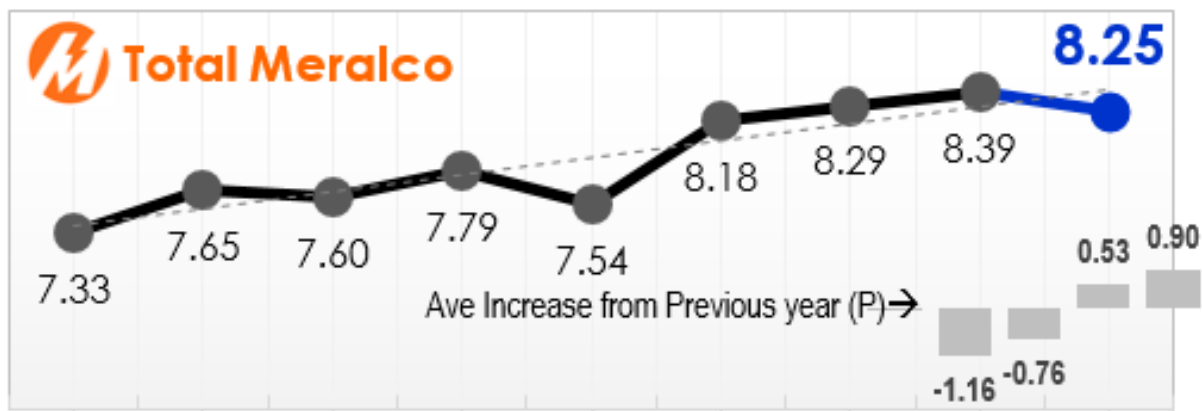


*Using ERC-imposed performance band in the available 3RP data / standards

CUSTOMER SATISFACTION INDEX (CSI):

■ 2018 CSI at 8.25, declined by 1 significant point versus 2017's 8.39

2010 2011 2012 2013 2014 2015 2016 2017 2018



Explainers:

Overall

(-) Effect of higher rates due to the impact of higher inflation, interest rates, fuel prices, forex, and taxes.

HMB

(-) Billing & Payment Concerns/Queries

(-) 2H Power Quality Concern; Brownout duration perceived to be longer

BIZ

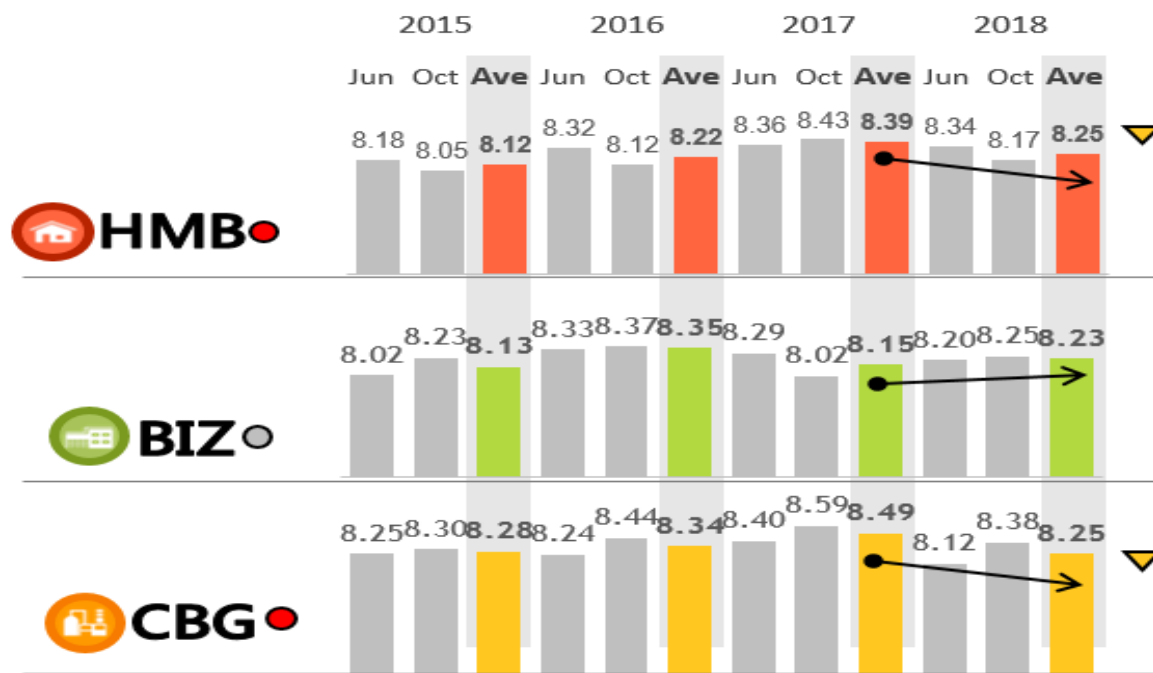
(+) Managed PQ and Billing Concerns, managed brownout duration

(+) Improved personnel and call center performance (Call handling and 'first call resolution' improved)

(+) Communication, info campaigns and marketing efforts' relevance improvement (Meralco BIZ Campaign, POP program, etc.)

CBG

(-) Power Quality concern in 1H (+) but possibly managed in 2H



(-) Negative Effect
(+) Positive Effect

Business Updates & Other Events of Interest

FY
2018



An aerial architectural rendering of the New Clark City (NCC) development. The image shows a large, modern building complex with multiple levels and green roofs. Adjacent to the building is a large, rectangular swimming pool with a blue roof. To the right of the pool is a baseball field with a green field and orange infield. The entire development is surrounded by lush greenery, including trees and lawns. In the background, there are more buildings and a road. The text "Updates on the New Clark City (NCC) Electric Power Distribution Service" is overlaid on the image in a white box with a black border.

Updates on the New Clark City (NCC) Electric Power Distribution Service

NEW CLARK CITY

Business Updates: New Clark City (NCC) Project - Issuance of the Notice of Award

- ❑ On **18 January 2019**, the BCDA-Joint Venture Selection Committee (JVSC) issued the Notice of Award (NOA) to the Meralco Marubeni Consortium as the winning Private Sector Participant (PSP) for the Joint Venture Development of the Electric Power Distribution System in the NCC
 - Consortium members are Meralco, Marubeni, Chubu Electric, & Kansai Electric
- ❑ Meralco Marubeni Consortium countersigned & returned the NOA on 11 February 2019
- ❑ Consortium will form Shin Clark Power Holdings, Inc., which will be the special purpose vehicle for this project
- ❑ Next steps:
 - Signing of the Joint Venture Agreement - to be scheduled
 - Obtaining a congressional franchise, c/o BCDA
 - Philippine Competition Commission approval of the joint venture



Business Updates: **New Clark City (NCC)**

THE NATIONAL GOVERNMENT ADMINISTRATIVE CENTER
PHASE 1A



ATHLETIC STADIUM



GOVERNMENT HOUSING



GOVERNMENT BUILDING



AQUATIC CENTER



SUBSTATION SITE 1



ALIGNMENT MEETING



PRE-BID CONFERENCE



FIELD INSPECTION

- Jan 17 -- Alignment of NCC construction schedule with the general contractor (MTD Alloy)
- Jan 18 - Attended Pre-Bid Conference for the construction of the 16 km, 69 kV sub-transmission line for the interim and permanent substations
- Jan 18 - Notice of award was received from BCDA



Business Updates: **Isla Verde Electrification**

- ❑ **Feb. 15, 2019:** Meralco inaugurated its first **32-kW SOLAR PANEL MICROGRID** in partnership with the Batangas City LGU and the United States Agency for International Development (USAID)
- Provides electricity to around 40 households in one of the six barangays in the island between Batangas and Mindoro.
 - Supports Meralco's initiatives toward using more sustainable energy sources and highlights efforts on rural electrification.
 - Contribute to efforts on reducing carbon emissions as well as the push for missionary electrification in areas where electricity was not available round the clock.
 - *"This is the fulfillment of our promise to provide electric service to the people of Isla Verde. The project was intentionally pursued using green energy, and with a safe and sustainable supply of power, another Batangas destination will be given the opportunity to further develop."*



Business Updates: Completed Projects

▪ Increased power transformer capacity by 385 MVA and circuit length by 136.7 km

Total Cost: **PhP 1.949B**

5 Sub-transmission Line Projects (Php 303M)

1. Const. of **Biñan-ROHM-LIIP** 115 kV Line (Jun. 18) *Php 143M*
2. Const. of **New CND-Baliuag** 69 kV Line (Oct. 29) *Php 160M*

5 Substation Projects (Php 1,057M)

1. Expansion of **Balibago** – March 26 (1-83 MVA, *Php 183M*)
2. Expansion of **Sta Maria** – April 15 (1-83 MVA, *Php 204M*)
3. Expansion of **CIP II** – Nov. 26 (1-33 MVA, *Php 100M*)
4. Expansion of **Santolan** – Dec. 10 (1-83 MVA, *Php 182M*)
5. Development of **Lancaster** – Dec. 12 (1-83 MVA, *Php 388M*)

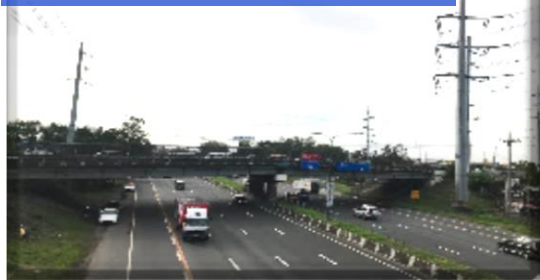
6 Other Significant Projects (Php 341M)

1. Inst'n of Metalclad Switchgear at **San Jose** – Mar. 29 (*Php 63M*)
2. Replacement of **North Port** bank no. 6 – Jul. 24 (*Php 77M*)
3. Replacement of **Balintawak** bank no. 6 - Sep. 1
4. Uprating of 115 kV power circuit breakers at **Dolores** - Oct. 28 (*Php 53M*)
5. Uprating of 115 kV power circuit breakers at **Paco** - Nov. 12 (*Php 89M*)
6. Dev't of **Pinagbuhatan** Switching Station - Dec. 9 (*Php 59M*)

55 Residual Projects (Php 248M)

1. SR – **(53)** *Php 248M*
 - Construction of New Lines (3)
 - Carry-over Feeders (11)
 - Flexibility Improvement (22)
 - Conversion (12)
 - Substation Development (5)
2. CA – **(2)**
 - Interconnection of Steel Asia Manufacturing Corporation
 - Interconnection of Eagle Cement L3

BIÑAN-ROHM-LIIP LINE



SANTOLAN SUBSTATION



DOLORES SUBSTATION



CONVERSION OF STA CRUZ 14WF



NEW CND-BALIUG LINE



LANCASTER SUBSTATION



SAN JOSE SUBSTATION

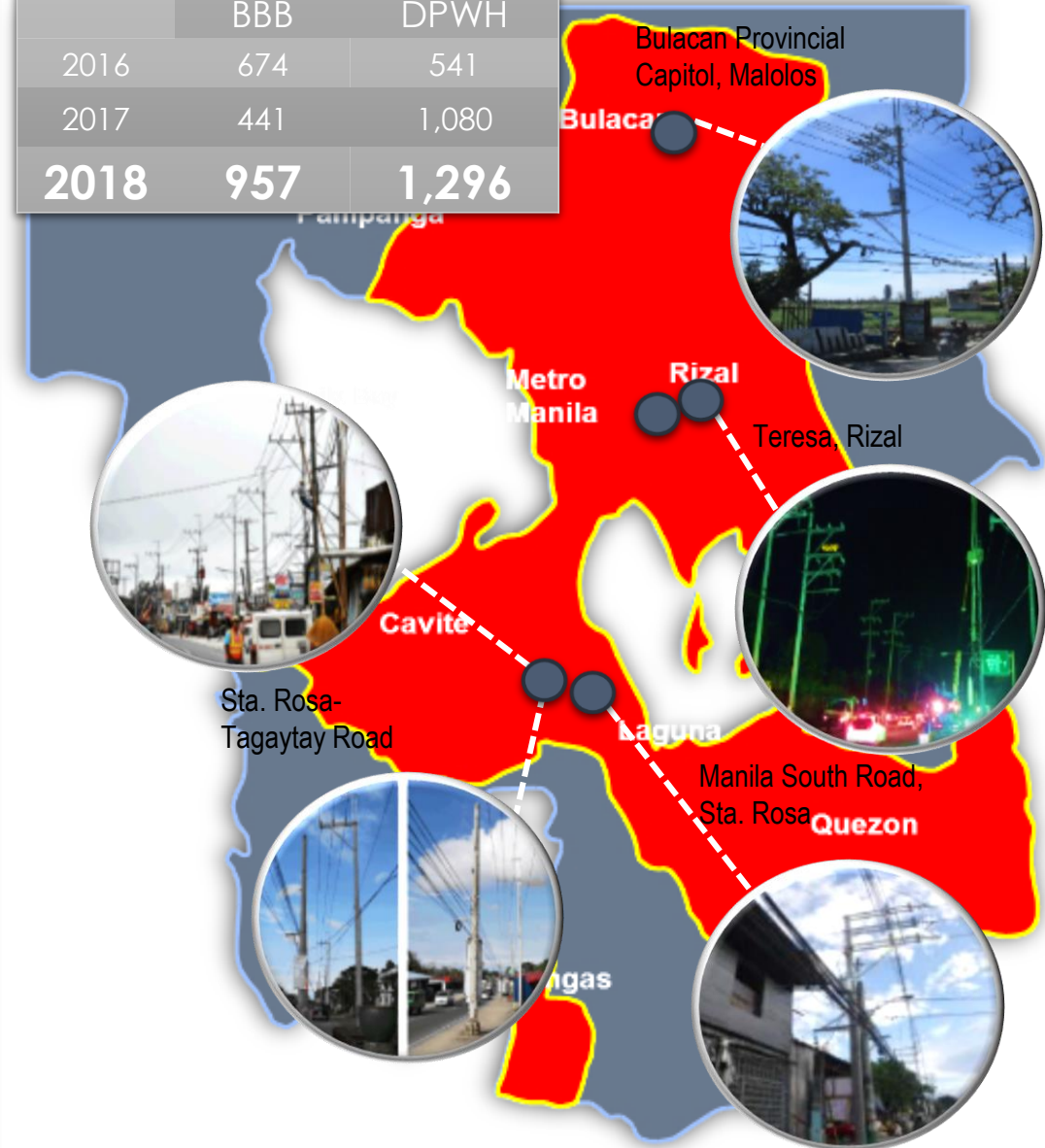


STEEL ASIA MFG. CORP.



Business Updates: DPWH and BBB Relocation Projects

YEAR	Count of Poles Relocated	
	BBB	DPWH
2016	674	541
2017	441	1,080
2018	957	1,296



DPWH

MNTC Segment 10

- 8.18 km
- 253 Affected Poles/40WO
- 94% Comp /Target:2019
- Php 56.41 M
- No Conflict Areas

Skyway Stage 3

- 17.38 km
- 515 Affected Poles/126WO
- 86% Comp /Target:2019
- Php 336.79 M
- 3 Conflict Areas

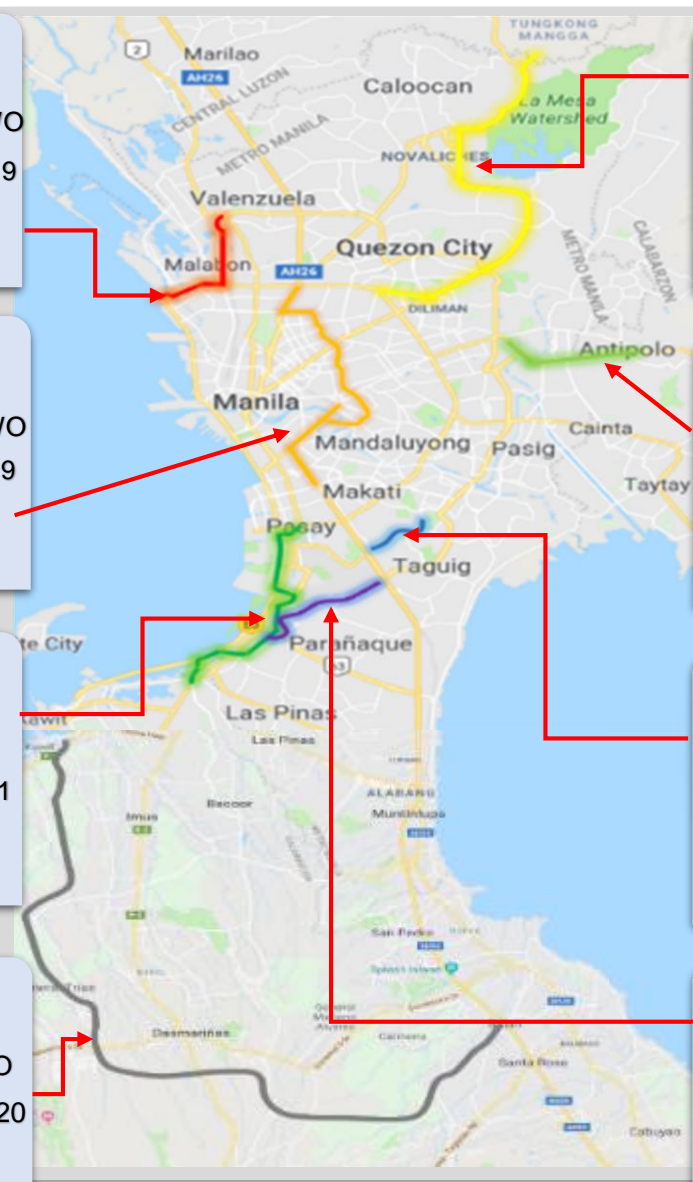
LRT 1 Extension

- 11.7 km
- 195 Affected Poles/25WO
- 12% Comp /Target:2021
- Php 180.51M
- 12 Conflict Areas

CALAEx

- 45.93 km
- 138 Affected Poles/13WO
- 14% Comp /Target:2020
- Php 6.28 M
- 4 Conflict Areas

BBB



MRT 7

- 22.8 km
- 439 Affected Poles/69wo
- 42% Comp /Target:2019
- Php 70.86 M
- 5 Conflict Areas

LRT 2 Extension

- 4.19 km
- 28 Affected Poles/6WO
- 97% Comp /Target:2019
- Php 11.87 M
- No Conflict Areas

Lawton Ave. Widening

- 3.54 km
- 210 Affected Poles/6WO
- 30% Comp /Target:2019
- Php 52.95 M
- 1 Conflict Area

C5 South Link

- 7.63 km
- 73 Affected Poles/4WO
- 15% Comp /Target:2020
- Php 2.34 M
- No Conflict Areas

Business Updates: DOE's Sitio Electrification Program

45_{of} 46

Completed Projects



Completed line works in Sitio Lawang-Lupa, Norzagaray, Bulacan



Completed line works in Brgy. Caralao, Majayjay, Laguna

No.	MOA No.	Area / Province	No. of Sitio Projects	No. of Household	Project Cost (in millions of Php)
1	2017EF-005	Bulacan (Norzagaray)	3	121	7.344
2	2017EF-003	Bulacan	3	376	4.848
3	2017EF-001	Batangas	7	456	12.463
4	2017EF-004	Laguna	17	518	16.679
5	2017EF-002	Quezon	14	687	25.407
6	2017EF-006	Rizal	1	100	4.946
Total			45	2,258	71.687

- The project in **Sitio Karahumi, Brgy. San Isidro, San Jose del Monte City** was declared unviable due to ROW concerns
- MERALCO formally advised DOE through a letter last Oct. 31, 2018

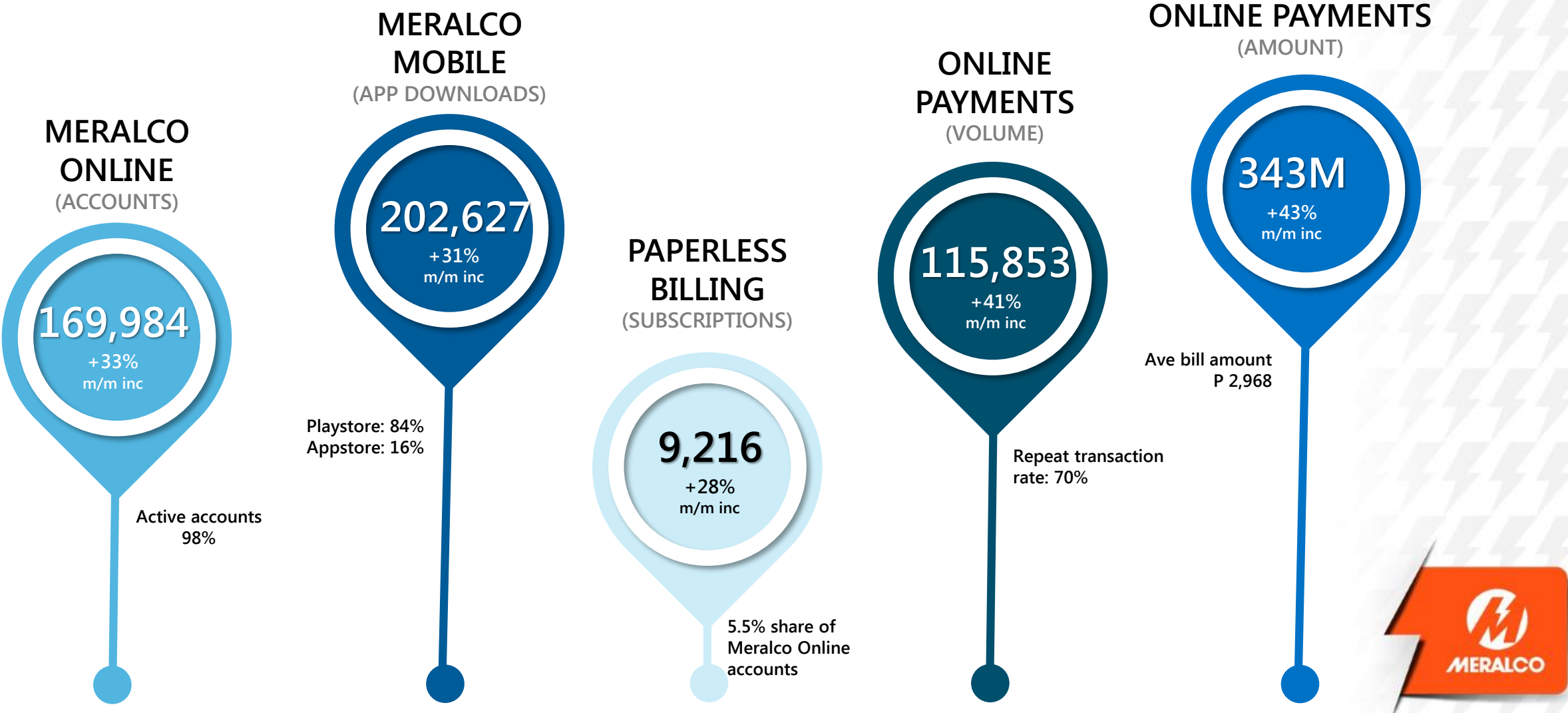


Business Updates: Meralco Online

■ 2018 was a pivotal year in Meralco’s digital journey with the launch of Meralco Online...
....and 2019 looks to take off from the strong start



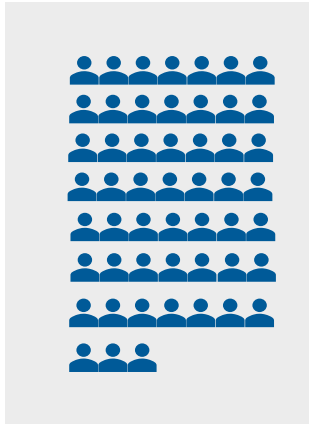
Operational SEP 2018 to FEB 2019 Operational Metrics



Business Updates: Prepaid Electricity Service (PRES)



■ More than 100,000 customers are activated under PRES; Customer Satisfaction is at all-time high



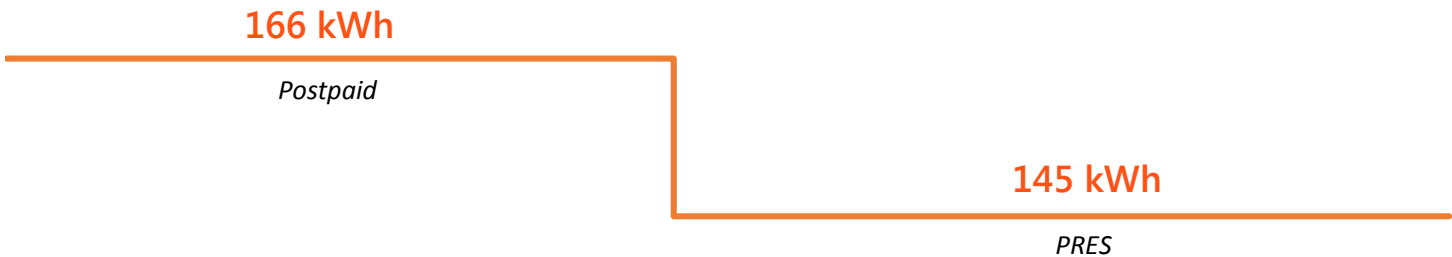
MERALCO breached the 100k mark in 2018 with a cumulative total of 101,844 active PRES customers

PRES Customer Satisfaction Index* is at an all-time high at 8.76 – 9 significant points higher than 2017

Main drivers of satisfaction are capability to monitor and control consumption and manage electricity budget



Customers who switched to PRES enjoyed 14% to 18% savings vs Postpaid**



*Customer Satisfaction Index, Synergy 2018;

**Savings: Data as of September 2018



Business Updates: Significant Events



■ For our Corporate customers, we continuously aim to fulfill our promise to be their end-to-end energy solutions partner



More organizations are coming together to push for electric vehicles

We continue to offer Power Ideas and a whole slew of solutions: energy consultation and diagnostics for customized energy solutions for load-side services which we endorse to our subsidiaries

We engaged our Corporate Partners with relevant solutions via:



TRADE SHOWS & POWER UP FORUMS

27	TECHNICAL FORUMS	182	COMPANIES &
		952	C TO MID-LEVEL MANAGERS REACHED
25	MAJOR BUSINESS OPPORTUNITIES FOR SUBS	86%	AVERAGE SATISFACTION RATING



Powerclub Magazine
E-newsletters
Meralco website



CNN / ANC
Esquire
Top Gear
Entrepreneur
Town & Country

MERALCO PROPERTIES & DIGITAL ADS



- ...and the resulting partnership stories were communicated across several touchpoints, with special focus on our Luminaries. We utilize broadsheets, e-DMs, the website, Meralco LinkedIn & Power Club magazine.



Verbatim event feedback from CBG customers:

- Profriends: *"Interested in becoming a next Luminary..."*
- Mercury Drug (previous Luminary): *"I like the 3 winner format..."*
- CW Marketing Dev't Corp: *"This got me interested in Spectrum."*
- Anglo Watsons Phils. Inc. – *"I'm looking into having our factory go through a PQ audit"*.

Business Updates: Significant Events



eSakay Makati-Mandaluyong eJeep launch

January 18, 2019

In partnership with DOTr, and Makati and Mandaluyong LGUs, eSakay will operate 15 eJeeps along the Buendia MRT Station-Mandaluyong City Hall (via Jupiter St.) route.

Chairman MVP said the launch of the project is such an important milestone given that this is the first e-PUV project that is compliant with DOTr's ambitious PUV Modernization Program. He added that he hopes that other cities would follow suit *"so we can shift towards a safer, sustainable, and environmentally-friendly transportation system."*



Business Updates: Significant Events



Meralco & One Meralco Foundation (OMF) received top awards at 54th Anvil Awards, recognized for strong commitment to customer, community, country
January 30, 2019, Grand Ballroom, Marriott Hotel

Gold Anvil Award:

- Meralco: Powering Up Customer-Centric Service Communications
- OMF: Power Pack: The One Meralco Back-to-School Program

Silver Anvil Award:

- Meralco: Putting Things in Perspective: Meralco Benchmarks Electricity Rates with the Global Market
- OMF: The Quarterly Meralco Operating and Financial Media Briefings: Keeping our Stakeholders Enlightened



Business Updates: Meralco's Brand of 'Malasakit' & 'Makabayan'



48,249
FAMILIES

DIRECTLY BENEFITED
FROM VARIOUS
SOCIAL
DEVELOPMENT
PROGRAMS

6,591
LOW-INCOME
HOUSEHOLDS

ENERGIZED IN THE
MERALCO
FRANCHISE AREA

18
PUBLIC SCHOOLS

ENERGIZED;
BENEFITTING A TOTAL
OF 4,806 STUDENTS

426,445
STUDENTS

FROM 420 SCHOOLS
NATIONWIDE UTILIZING
ENERGY EDUCATION
FLASHCARDS

2,279
PARTICIPANTS

IN YOUTH DEVELOPMENT
PROGRAMS



Business Updates: Meralco's Brand of 'Malasakit' & 'Makabayan'



10,000
HOUSEHOLDS

BENEFITED FROM
POWER RESTORATION
(TYPHOON OMPONG
IN CAGAYAN VALLEY)

10,596
FAMILIES

BENEFITED FROM
DISASTER RELIEF
OPERATIONS

167
COMMUNITY
RELATIONS PROJECTS

WITHIN THE MERALCO
FRANCHISE AREA (147);
OUTSIDE (20)

20,674
VOLUNTEER HOURS

RENDERED BY 2,125
EMPLOYEE VOLUNTEERS;
P1,874,658 IN EMPLOYEE
DONATIONS TO
VARIOUS PROJECTS



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PROJECT UPDATES

26 February 2019

San Buenaventura Power Limited Co. (SBPL)

455MW (net) Supercritical Coal-Fired Power Plant in Mauban, Quezon

- BOI registered **pioneer** supercritical pulverized coal power plant
- 38th month of construction; COD: **Q3 2019**
- **97.38%** EPC Overall Work Progress as of December 2018



Aeration Pond, Electrical Control Building, Intake Structure & Water Treatment Area



Boiler, Control Room and STG Buildings

Atimonan One Energy, Inc. (A1E)

2x600 MW (Net) Ultra Supercritical Coal-Fired Power Plant in Atimonan, Quezon



- Pending **Power Supply Agreement (PSA) approval** by the ERC
- **Committed Project** with DOE, with Certificate of **Energy Project of National Significance** granted
- Registered as **Preferred Pioneer Enterprise** by the Board of Investments
- All **clearances** and **permits**, including **Environmental Compliance Certificate** already secured
- Very competitive **EPC bid** and **all-peso record financing** in place
- Early site preparation works ongoing while waiting for the **regulatory approval of power supply agreement** – a requirement before main construction starts

Atimonan One Energy, Inc. (A1E)

2x600 MW (Net) Ultra Supercritical Coal-Fired Power Plant in Atimonan, Quezon

- A1E received a recognition from the Public Relations Society of the Philippines during the 54th Anvil Awards held last January 30.
- The Company won a Silver Anvil for its community newsletter, Isang Tinig, which addresses the limited communication platforms in the town of Atimonan



Renewable Investments

Solar

- MGen is focused on development of a portfolio of utility scale solar generation projects to supply the Luzon grid, and the customers of Meralco, with competitive tariff.
- MGen believes solar generation will form an important part of the energy mix going forward, and will be a growing source of generation without any subsidy
- Discussions are ongoing with a number of existing project developers for potential partnerships.
- MGen is also looking at co-developing large scale hybrid solar + storage projects outside Meralco franchise area



Wind

- MGen believes in competitive tariff from new wind based generation in Luzon.
- MGen is working with a partner on the development of a 150MW wind generation project within the Meralco franchise area



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