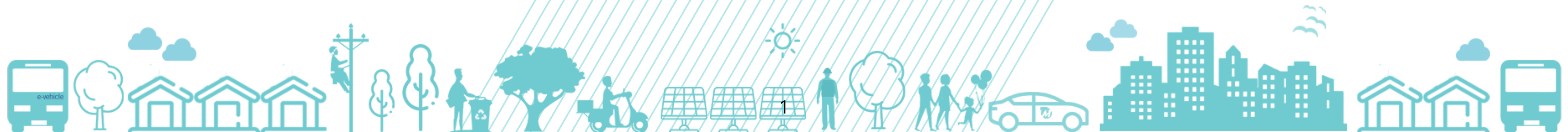




NINE MONTHS ENDED SEPTEMBER 30, 2021

FINANCIAL AND OPERATING RESULTS

October 25, 2021

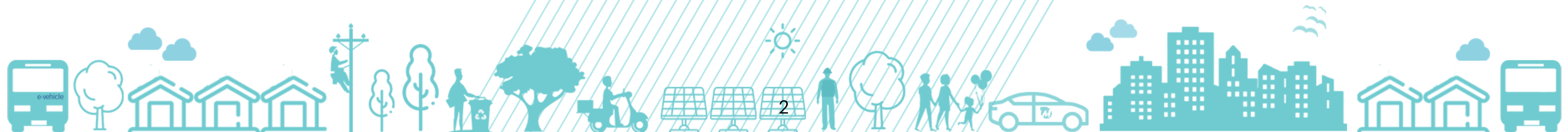




NINE MONTHS ENDED SEPTEMBER 30, 2021

FINANCIAL RESULTS

October 25, 2021



September 2021 YTD **Financial Highlights** in PhP, Mn

NET INCOME and EBITDA

CCNI

18,062

▲ 15%
15,727 previous year

Reported Income

16,522

▲ 47%
11,252 previous year

Core EBITDA

34,793

▲ 43%
24,332 previous year

Reported EBITDA

33,853

▲ 72%
19,698 previous year

REVENUES

Gross Revenues

231,717

▲ 11%
208,788 previous year

Distribution Revenue

47,390

▲ 5%
45,279 previous year

Generation & other pass-through charges

167,845

▲ 6%
157,735 previous year

Energy Fee

10,169

Non-Electric Revenues

6,313

▲ 9%
5,774 previous year

EXPENSES

Purchased Power Cost

163,639

▲ 5%
156,122 previous year

Operating Expenses

22,705

▲ 12%
20,272 previous year

CAPEX

18,520

▲ 70%
10,920 previous year

Coal and Fuel

5,361

Power Plant O&M Costs

783

CASH and BORROWINGS

Cash & Cash Investments

102,766

▲ 27%
81,108 previous year

Borrowings

90,507

▲ 122%
40,765 previous year

SUBSIDIARIES CONTRIBUTION

MGen

953

▲ 548%
147 previous year

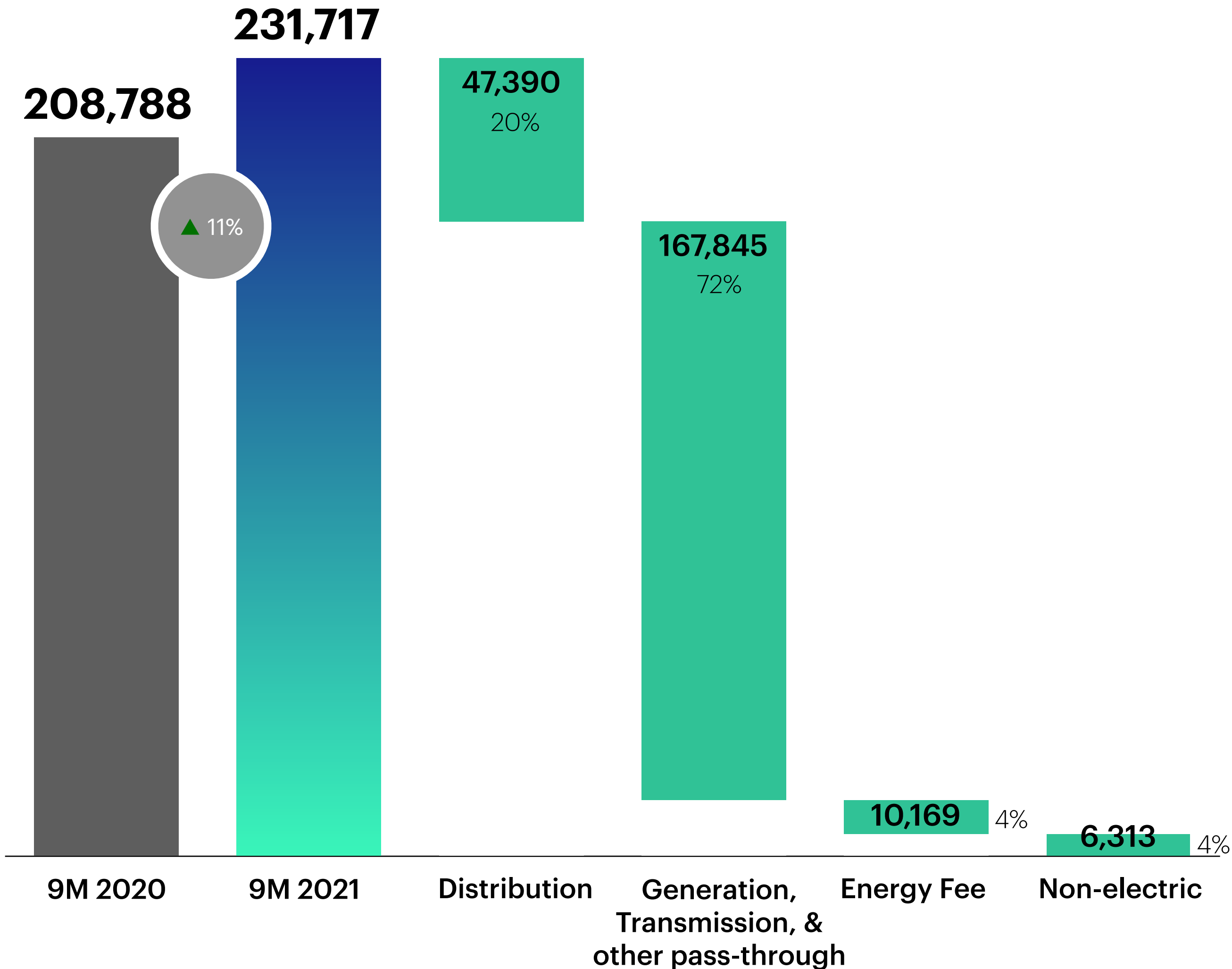
Others

753

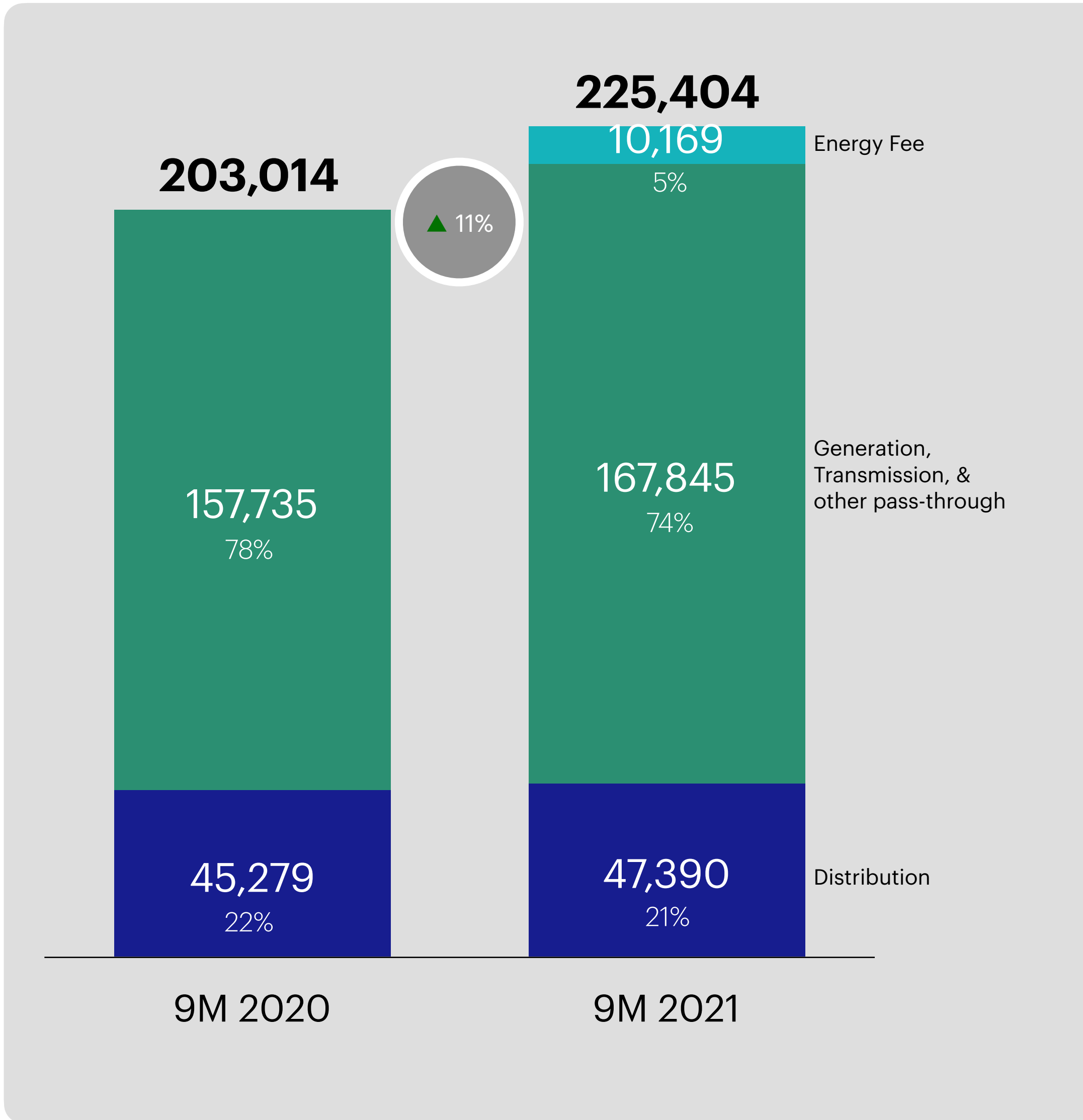
▲ 6%
711 previous year

September 2021 YTD Revenues in PhP, Mn

Gross Revenues



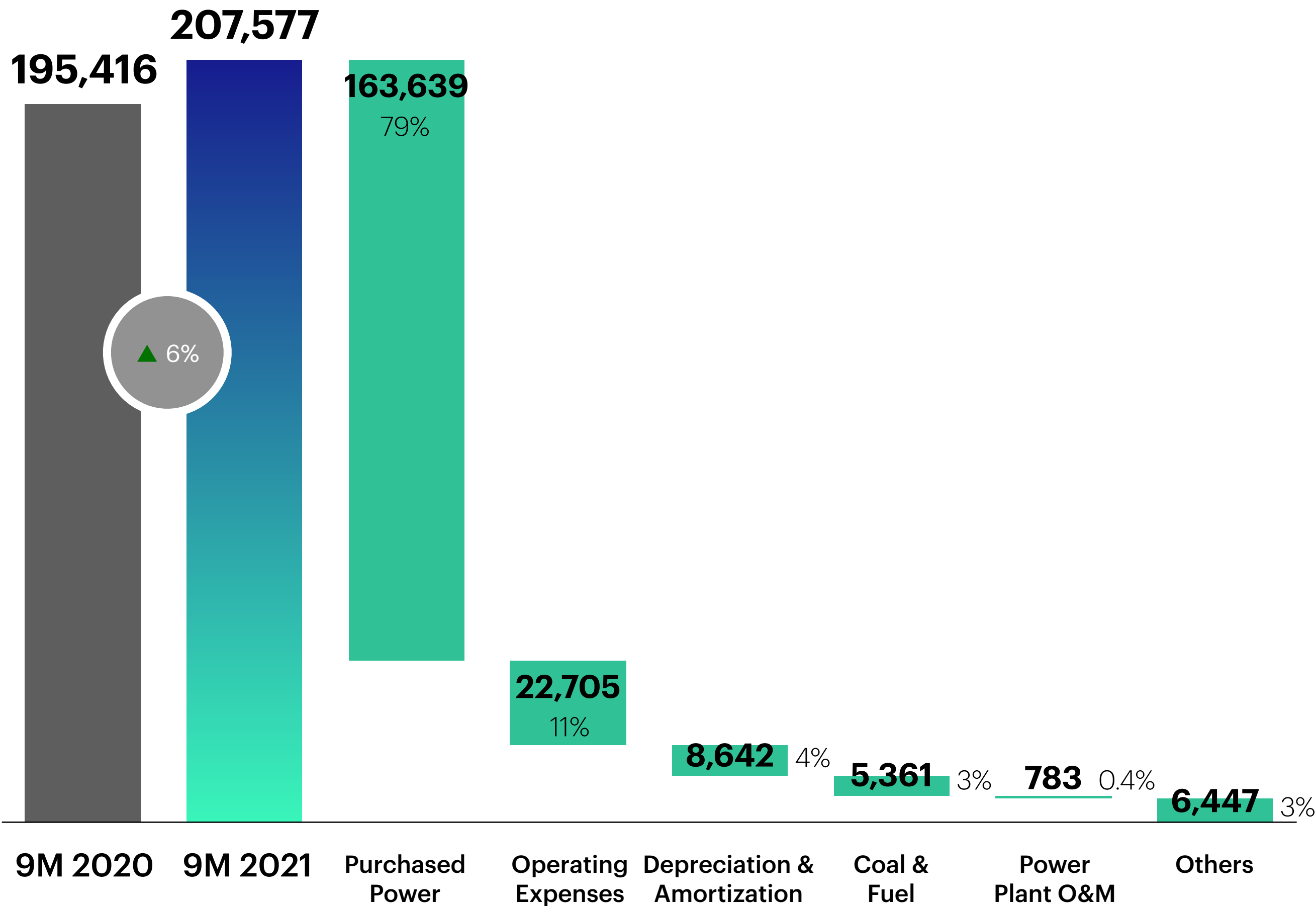
Electric Revenues



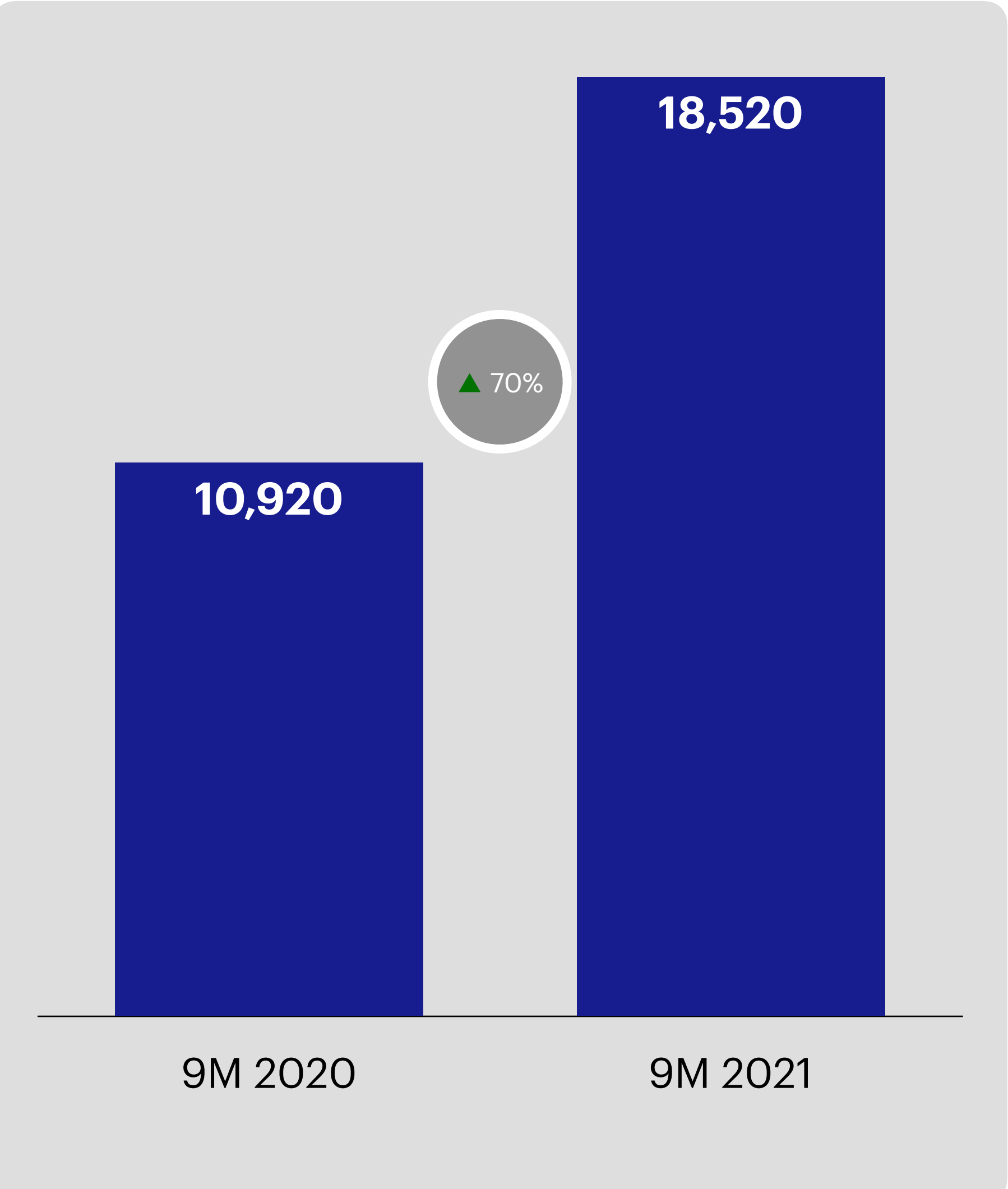
September 2021 YTD

Cost and Expenses, Capital Expenditures in PhP, Mn

Costs and Expenses

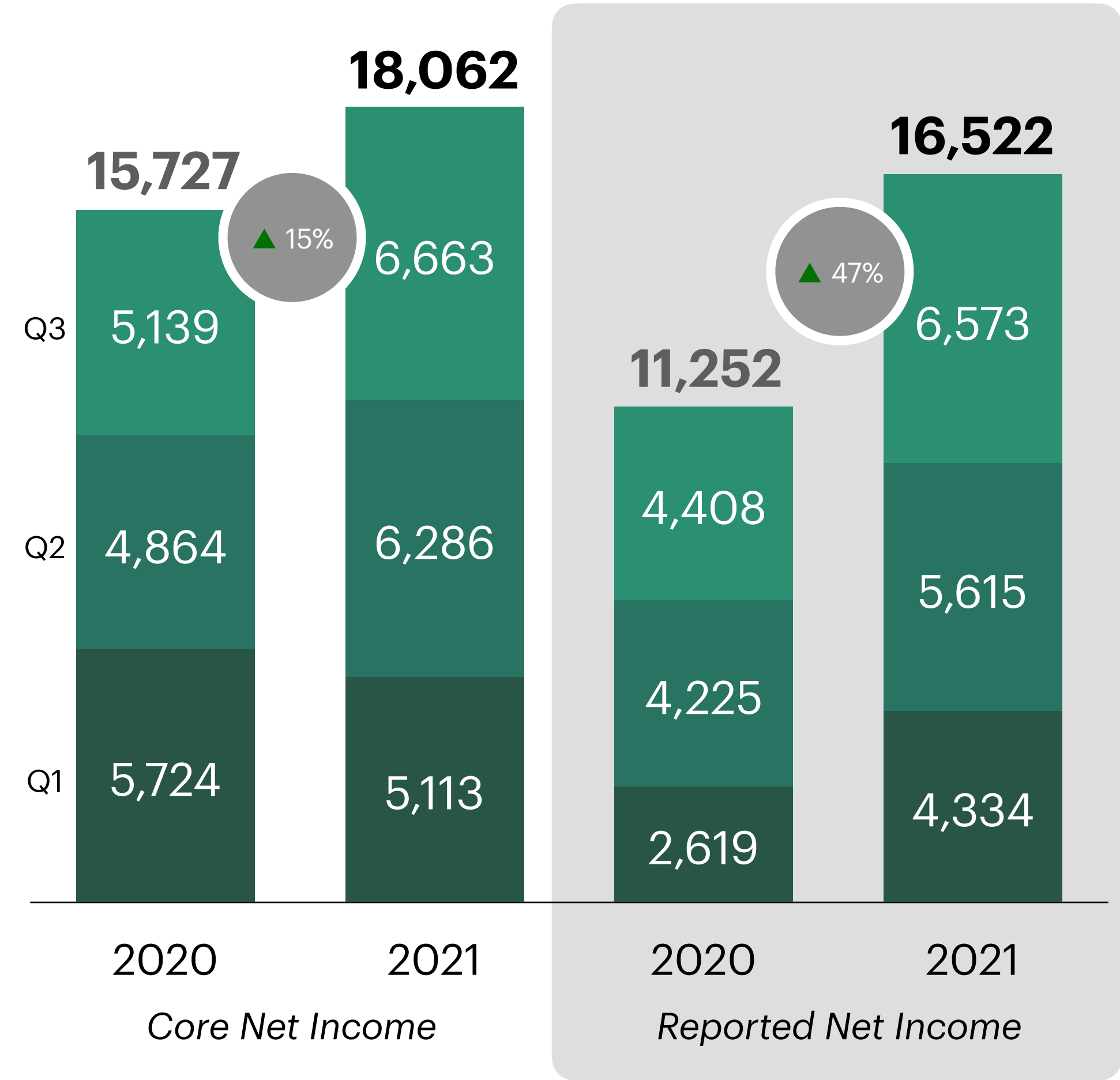


Capital Expenditures

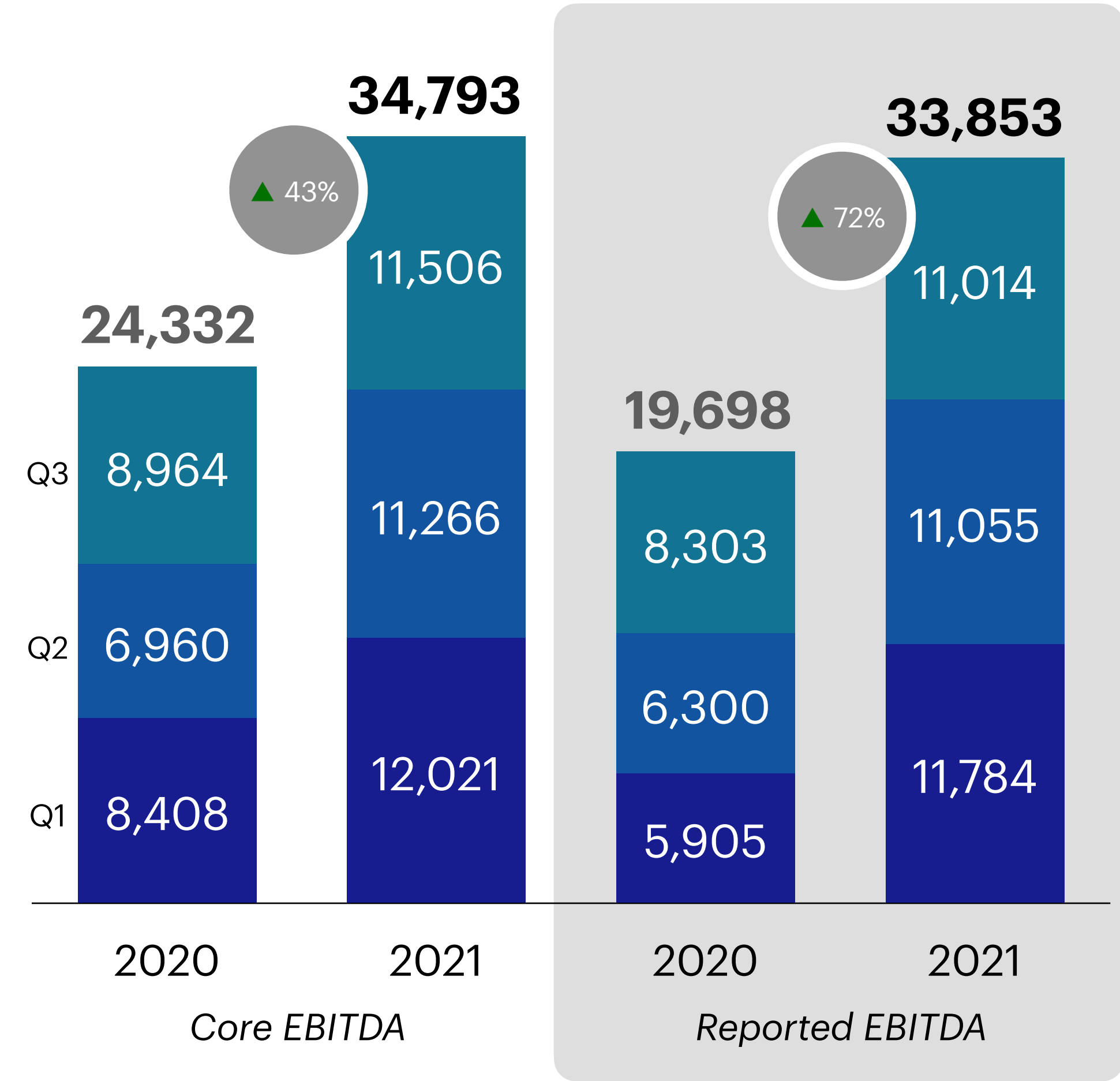


September 2021 YTD **Net Income and EBITDA** in PhP, Mn

Core and Reported Net Income

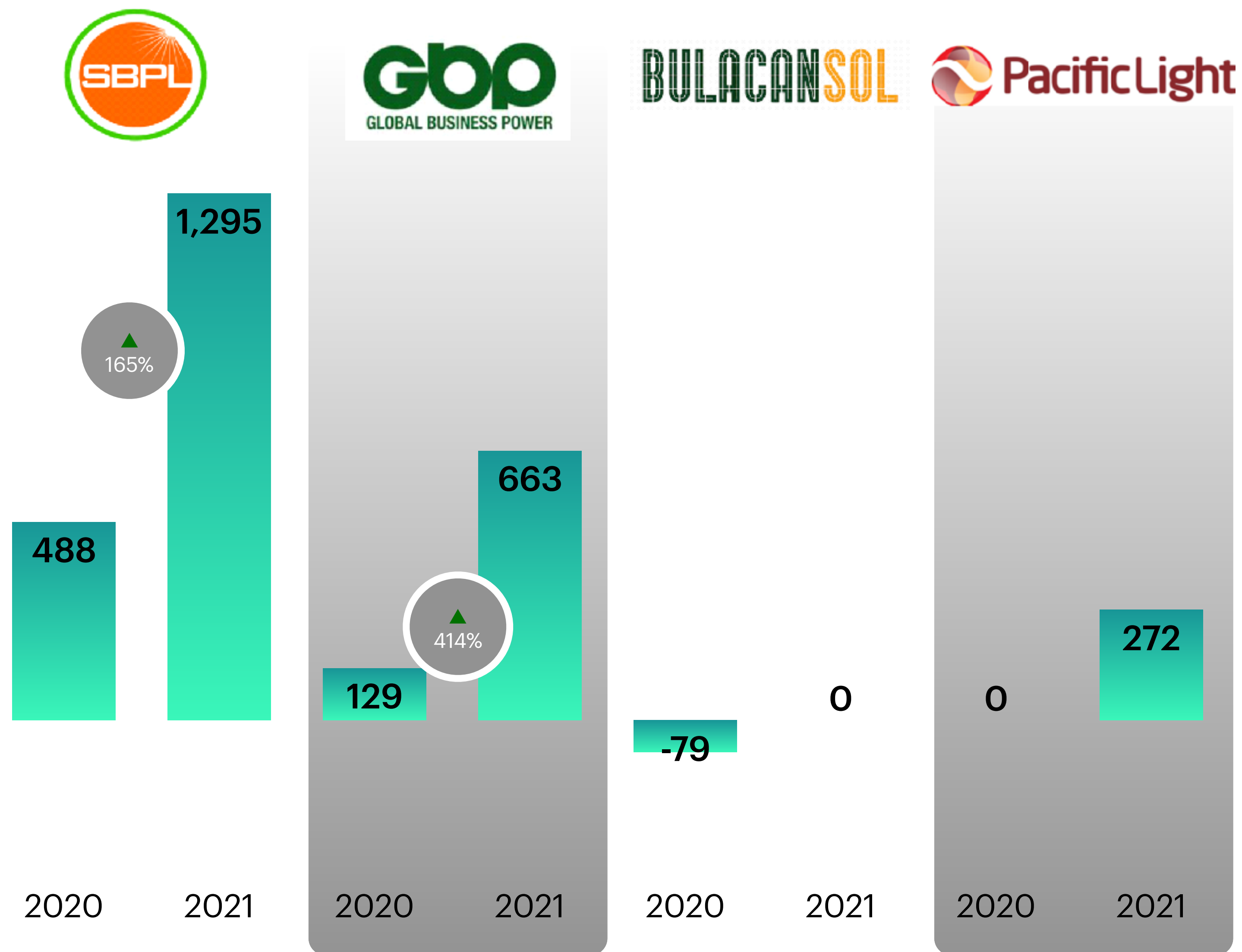


Core and Reported EBITDA



Margin	8%	8%	5%	7%	12%	15%	9%	15%
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September 2021 YTD **Power Generation CCNI** in PhP, Mn



Pacific Light Power Shareholding Effective Interest



- On July 1, 2021, MGen acquired an additional 30% interest in PacificLight

September 2021 YTD **Subsidiaries CCNI Contribution and Performance**



PhP 77M

- Added 76 new billers, bringing total to 433
- Bayad App recorded 124,400 downloads and booked PhP 43.6M in bills payment
- Bayad Online recorded over 29,500 registered users



PhP 221M

- 6,931 km of fiber optic cable
- Established “Red Fiber” in 83 villages, and 142 multi-dwelling units with at least 55,900 subscribers
- Maintained 99.97% service level availability performance



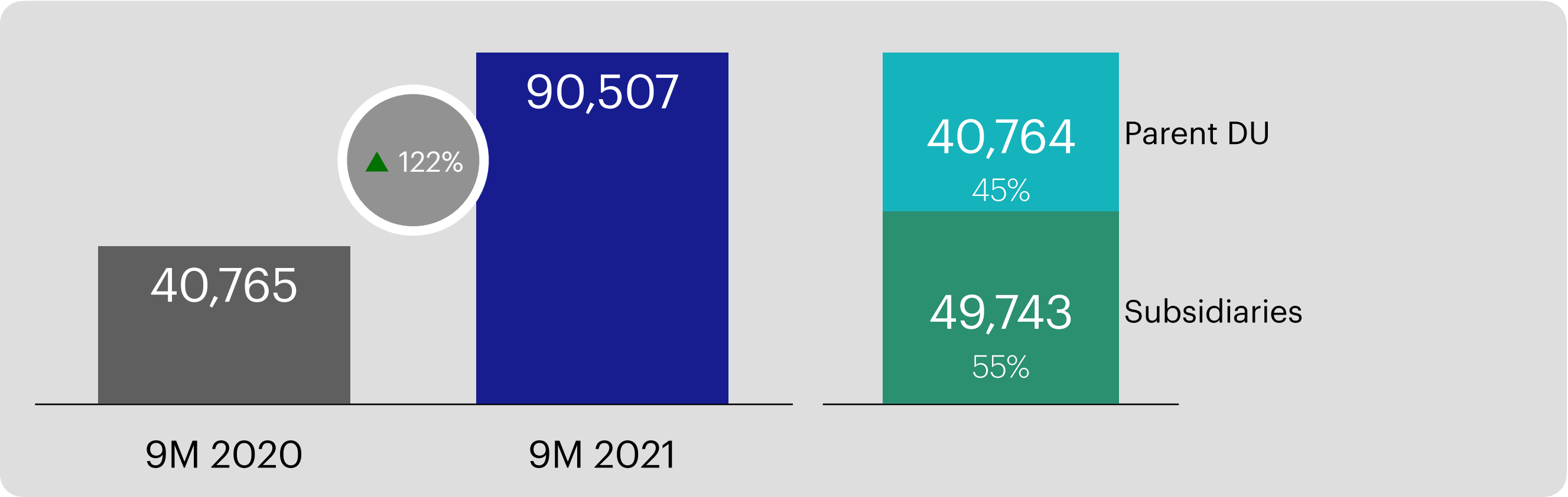
PhP 162M

- Awarded Medium Voltage Electromechanical Works and Transmission Line Project that will connect Balaoi-Caunayan wind farm to Laoag substation
- Secured contract from Santa Cruz Solar Energy, Inc. to build 230-kV transmission line that will connect Solar Park’s 230-kV substation to Castillejos Substation

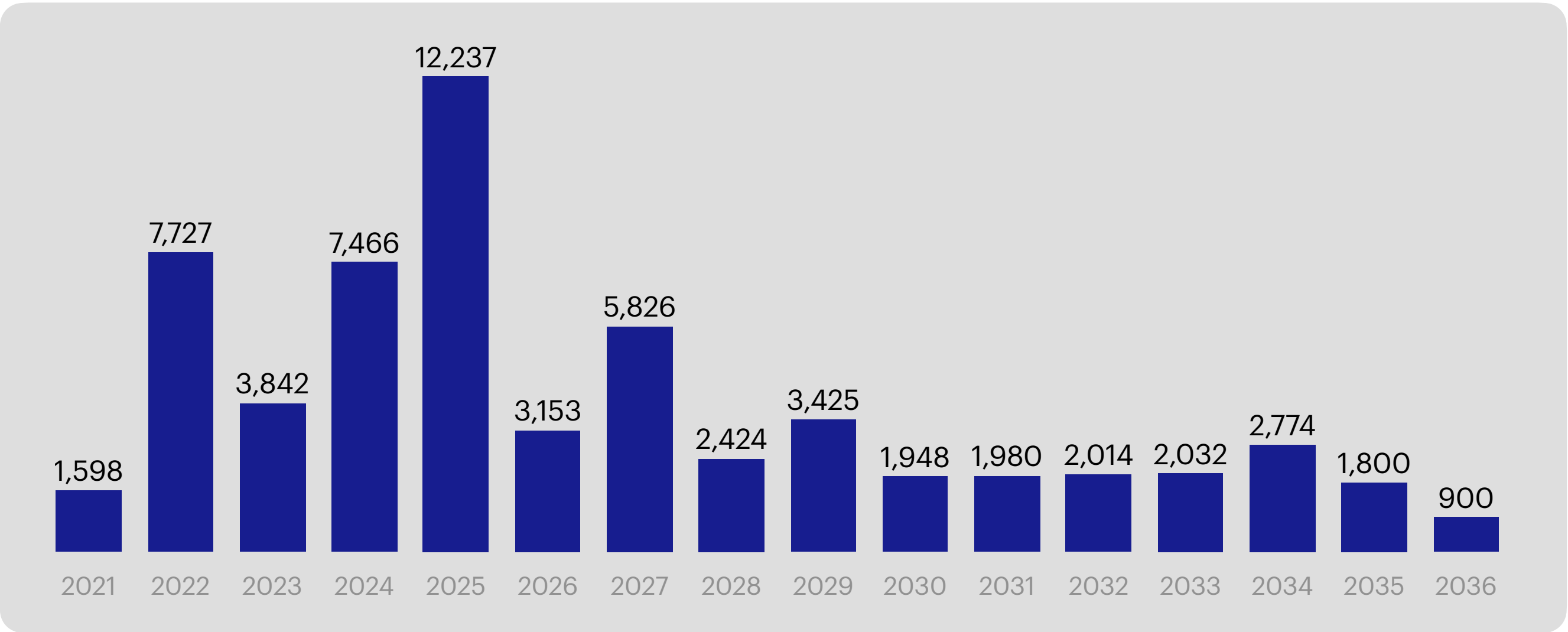
September 2021 YTD **Credit and Debt Profile** in PhP, Mn

	9M 2021	9M 2020
Cash & Cash Investments	102,766	81,108
Gross Debt	90,507	40,765
Net Debt	46,887	9,068
Gross Debt to EBITDA	2.01	1.55
Net Debt to EBITDA	1.04	0.35
Gearing Ratio	0.58	0.12
Interest Expense	2,665	1,223
Interest Income	1,686	1,875

Total Debt Breakdown

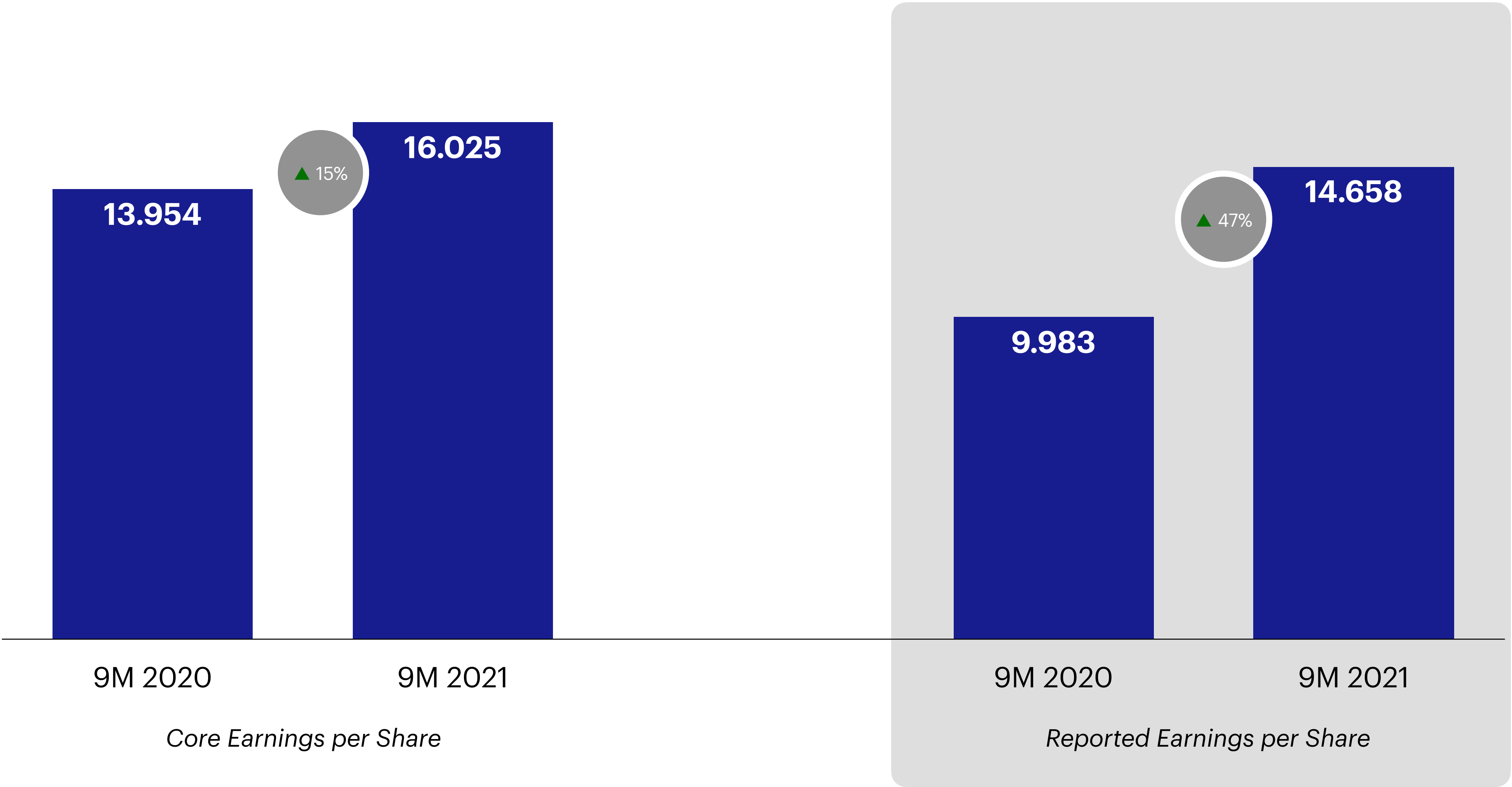


Debt Repayment Schedule

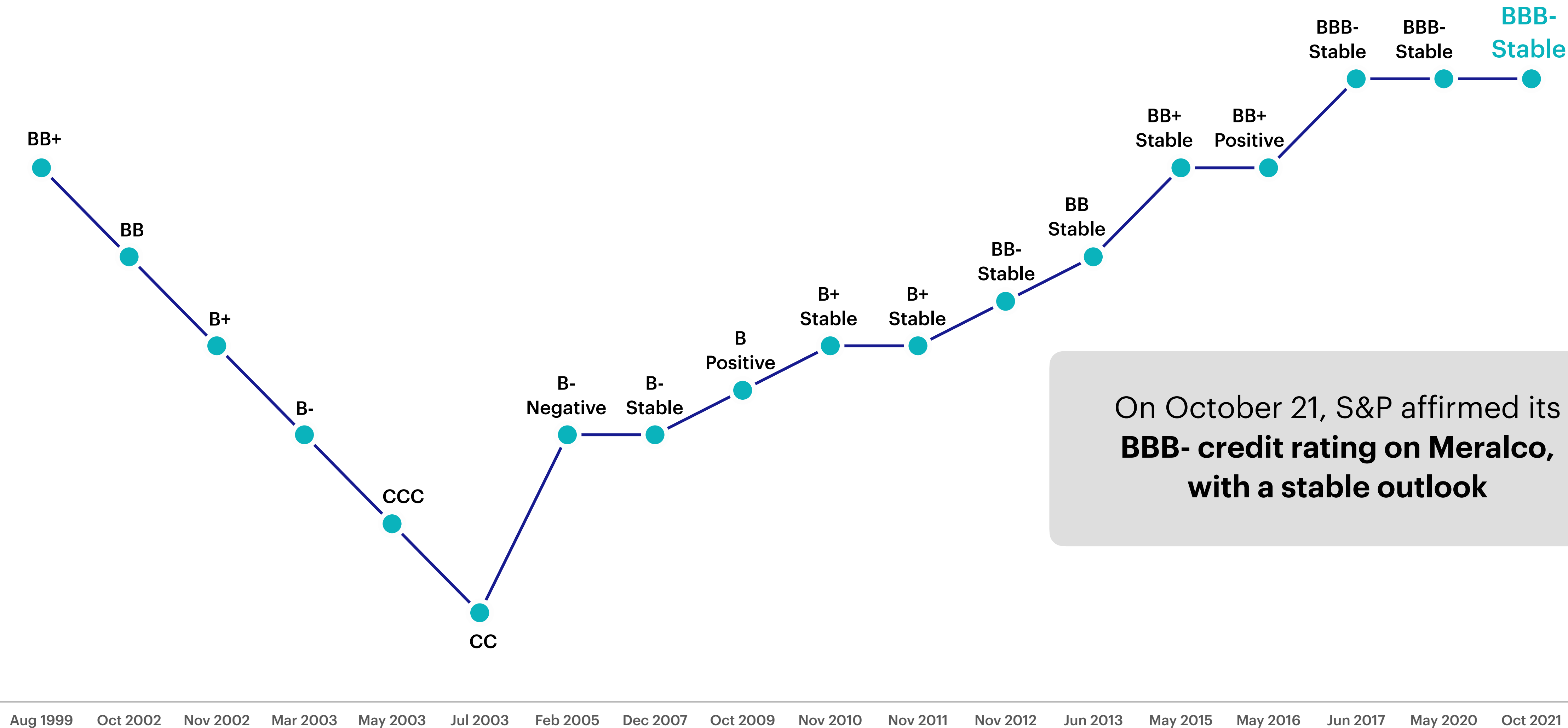


September 2021 YTD **Earnings per Share** in PhP per share

Core and Reported Earnings per Share



MER S&P Credit Rating

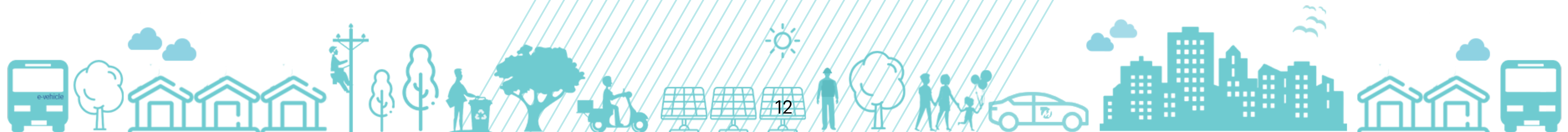




NINE MONTHS ENDED SEPTEMBER 30, 2021

OPERATING RESULTS

October 25, 2021



September 2021 YTD Operational Highlights

BUSINESS DRIVERS

Energy Sales

34,398 GWh

▲ 6% vs. 2020

Customer Count

7.351 M

▲ 4% vs. 2020

Net System Input

36,150 GWh

▲ 5% vs. 2020

Meralco Peak Demand

7,808 MW

▲ 3%
May 27, 2021

SERVICE PERFORMANCE

System Loss

5.64%

▼ 0.54%PT, 12-MMA

SAIFI

1.154 times

▲ 3% vs. 2020

SAIDI

109.892 minutes

▼ 5% vs. 2020

Time to Connect

1.76 days

same as 2020

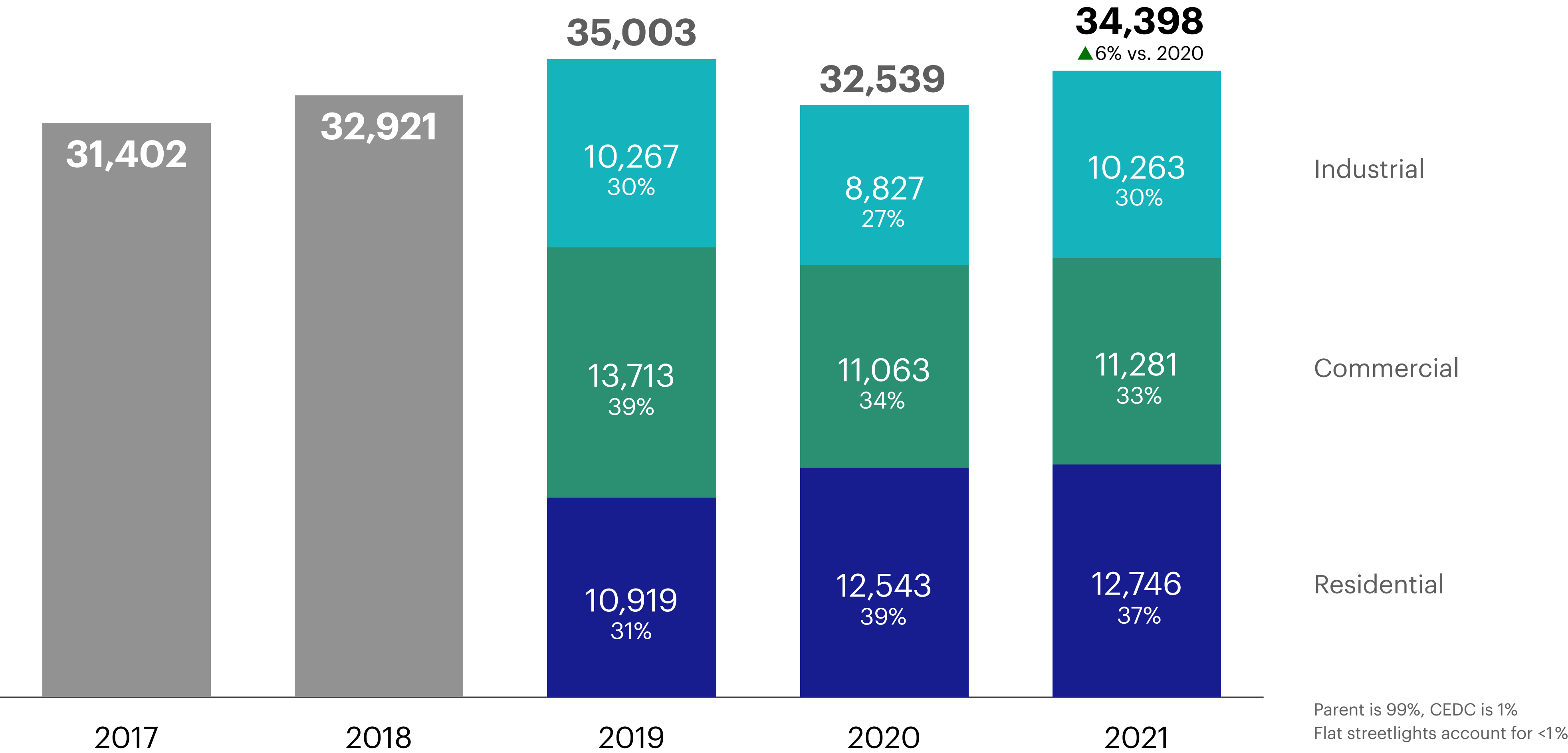
ELECTRICITY RATE per kWh

Average Retail Rate

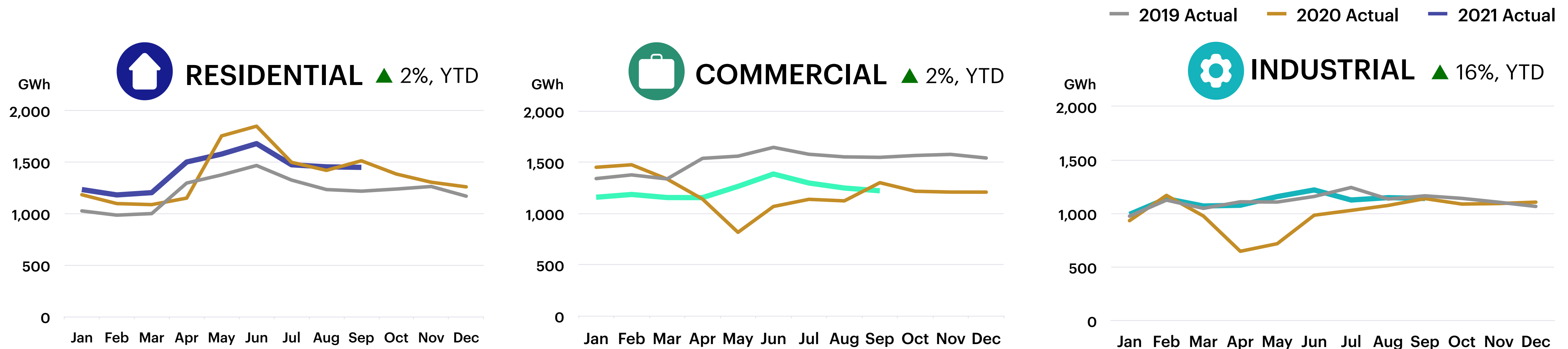
PhP 8.08

▲ 1%, vs. 2020

September 2021 YTD **Consolidated Energy Sales** in GWh
Grew 6% vs. 2020 driven by recovery to pre-pandemic level in Industrial,
ramp up in Commercial, and sustained growth in Residential



September 2021 YTD DU Energy Sales Profile and Drivers



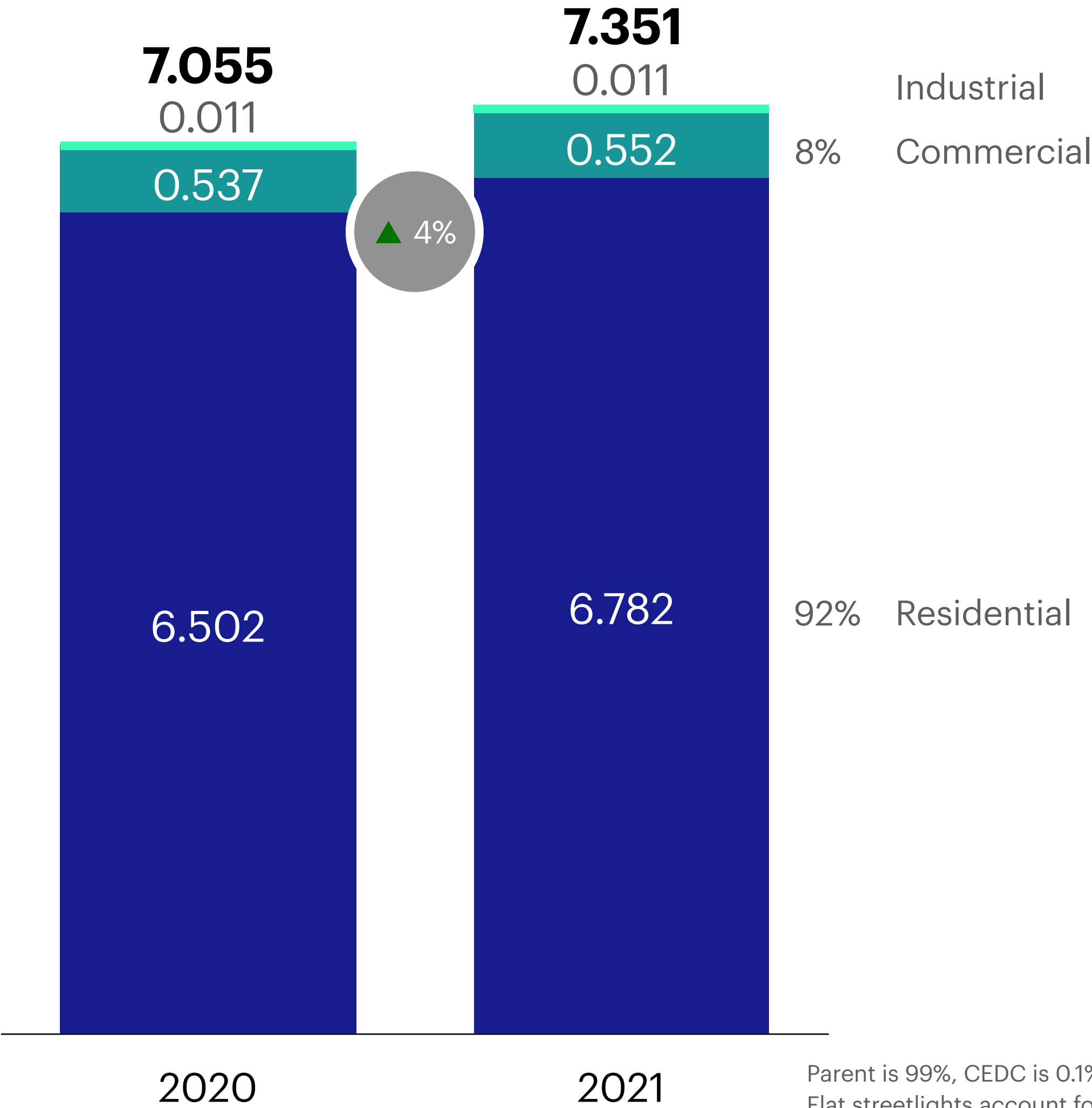
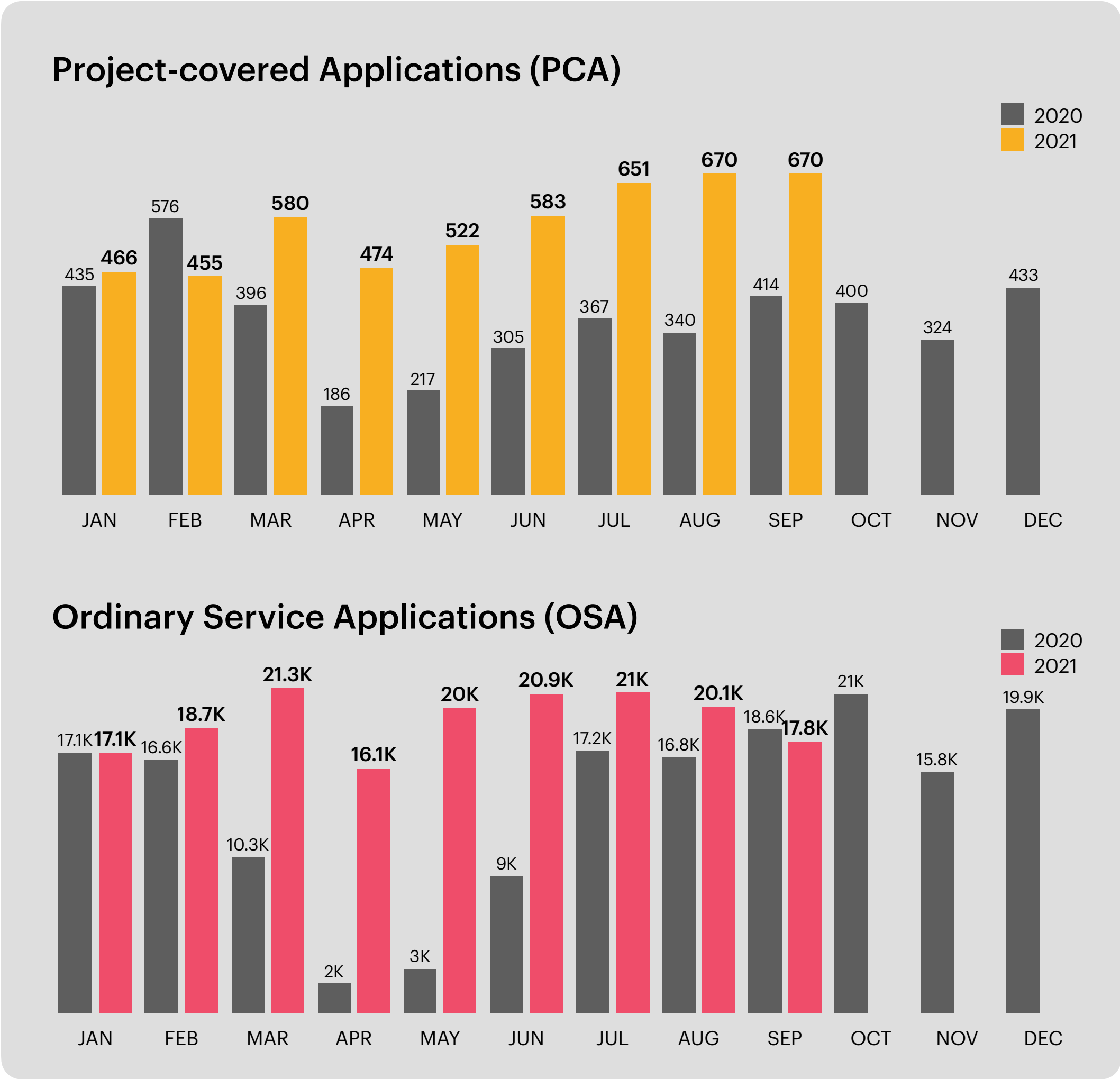
- Grew 2% with normalizing sales following 2019 seasonal trend
- Q3 sales declined in some areas (e.g., Metro Manila) with increased mobility of customers driven by higher vaccination rates
- Continued high-volume energization of applications from socialized and mass-housing customers

- Grew 2% driven by reopening of economy and increased mobility
- Q3 sales declined due to monsoon rains and reimposition of ECQ
- Retail, Restaurants, and Public Transport posted growth
- Education continued to lag with 27% decline vs. 2020 due to continued restrictions in face-to-face classes

- Grew 16% returning to 2019 levels
- Semicon maintained strong performance driven by high demand for microchips, electronic parts, and devices
- Cement and Steel industries posted double-digit growth stimulated by BBB and private construction projects
- Food & Beverage and Plastic products operated at higher capacity and began stockpiling in anticipation of Q4 demand

September 2021 YTD Consolidated Customer Count in M

Increase in customer base driven by record-high PCA and sustained OSA energization, exceeding 2019 and 2020 levels



Customer Update

New Bill format effective October 2021

- All 7.4M customers to receive new bill starting this month
- Highly positive customer feedback

"OK can i just say that I'm totally digging the new format of my Meralco bill? So much easier on the eyes and even came with explainers about how to read your bill. I also like that it's not dumbed down, and it respects the Filipino's intelligence."

"Now it's so easy to decipher my bill! The monthly computation is there, how to track your electricity consumption, sustainability info.... Beautiful data science and communication! You give people all the information they need to make an informed decision. Sana ga ganito rin govt." - Maoi Arroyo via Twitter

"Mas madaling basahin, mainam at may bill history na, mas madaling makita ang outstanding balance." - Marcial Santiago via BC interview

"Ganda ng new Meralco bill especially the additional indicator on consumption explained and environmental impact. Na-conscious tuloy ako sa carbon footprint contribution namin." - Residential Customer

OLIVIA DELA CRUZ
123 MALIWANAG STREET, BARANGAY KAUNLARAN
STA. LUCIA, MANILA
METRO MANILA

CORINTHIAN EXECUTIVE REGENCY
Meter No.: 123AB456789
Route Seq.: 1234 56 7890 Print Seq.: 12345

Your electric bill

Billing Period: 07 Sep 2021 to 06 Oct 2021 Bill Date: 06 Oct 2021

Date of Meter Reading: 06 Oct 2021 Electric Meter Number: 123AB456789

Date of Next Meter Reading: 06 Nov 2021 Current Reading: 3,055

Customer Type: Residential Previous Reading: 2,855

Your rate this month: ₱ 8.59 per kWh Actual Consumption: 200 kWh

See formula in Addtl Bill Information

Please see the back page of your bill for more details about your meter reading and consumption.

Your monthly consumption 33.5°C▼
Ave. temp this month: 0.7 deg lower than prev.

Your consumption explained

▼ This bill is 4.8% lower (-10kWh) vs previous billing period

▲ This bill is 4.2% higher (+8kWh) vs same period last year

Your typical consumption

214 kWh Ave. monthly consumption (last 12 months) 6 kWh Ave. daily consumption this bill period ₱55.4 Ave. daily consumption cost this bill period

Environmental Impact

Be energy efficient. Save and help take care of our environment

200 kWh Electricity Used 0.1424 tCO₂* Equiv. GHG Emissions 7 Trees** Offset Emissions

*Using DOE's 2015-2017 National Emission Grid Factor of 0.0007122 tCO₂/kWh
**Per Arbor Day Foundation, 1 mature tree can absorb 48 pounds (10.0218 tonnes) of CO₂/year

Payment Instruction

QR code contains your CAN. Please pay at any Meralco Business Center or through any accredited payment partner before the due date.

Payment made after 17 Sep 2021 will be reflected on your next bill. Permit No.: 0305-00036-BA/AR dtd: March 21, 2005

ESPANA-TUTUBAN BUSINESS CENTER
LUBIRAN STREET BACOD, STA. MESA
MANILA, 1016 METRO MANILA
TIN 000-101-528-000-VAT

Billing Statement No.: 1234567890123

Customer Account Number (CAN): 1234567890 Due Date: 17 Oct 2021

Please Pay

₱ 3,364.86

Bill Computation Summary

Remaining Balance from previous bill	1,646.48
(see other bills due for payment under What Remains Unpaid; does not include bills under review and installment)	
Charges for this billing period	1,718.38
Generation	909.48
Transmission	149.72
System Loss	81.34
Distribution (Meralco)	335.99
Subsidies	13.36
Government Taxes	169.05
Universal Charges	39.78
FIT-All (Renewable)	19.66
Applied Credits	0.00
Other Charges	0.00
Installment Due	0.00
(see details under Additional Bill Information)	
Total Amount Due	₱ 3,364.86

Bill Concerns?

Connect with us through our 24/7 channels:

- fb.com/meralco
- @meralco
- Hotline 16211
- customercare@meralco.com.ph

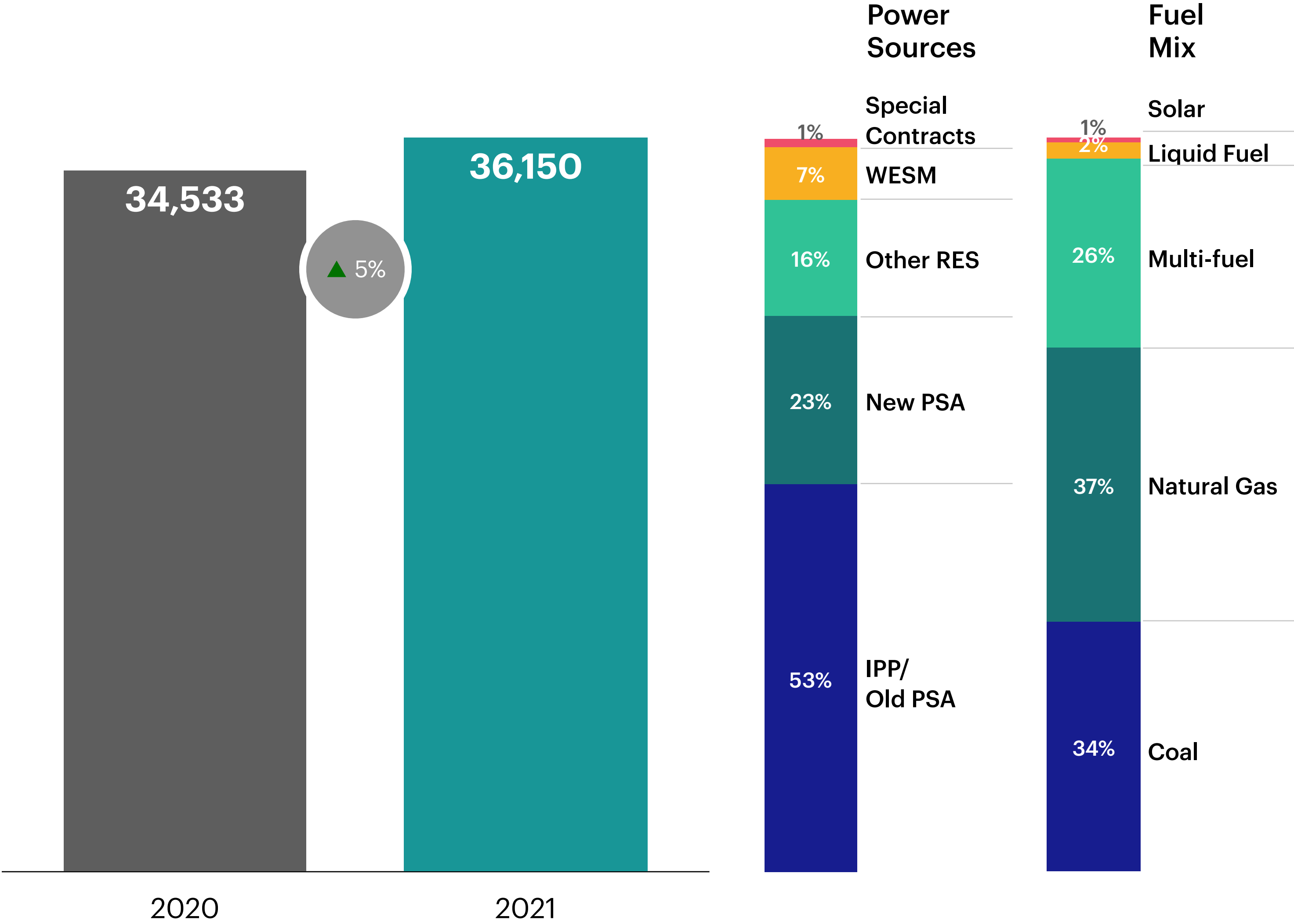
Please be informed that MERALCO may conduct a routine maintenance inspection of our customer metering facilities within your area this quarter.

For more information, you may reach us through any of our channels

@meralco customercare@meralco.com.ph www.meralco.com.ph 16211

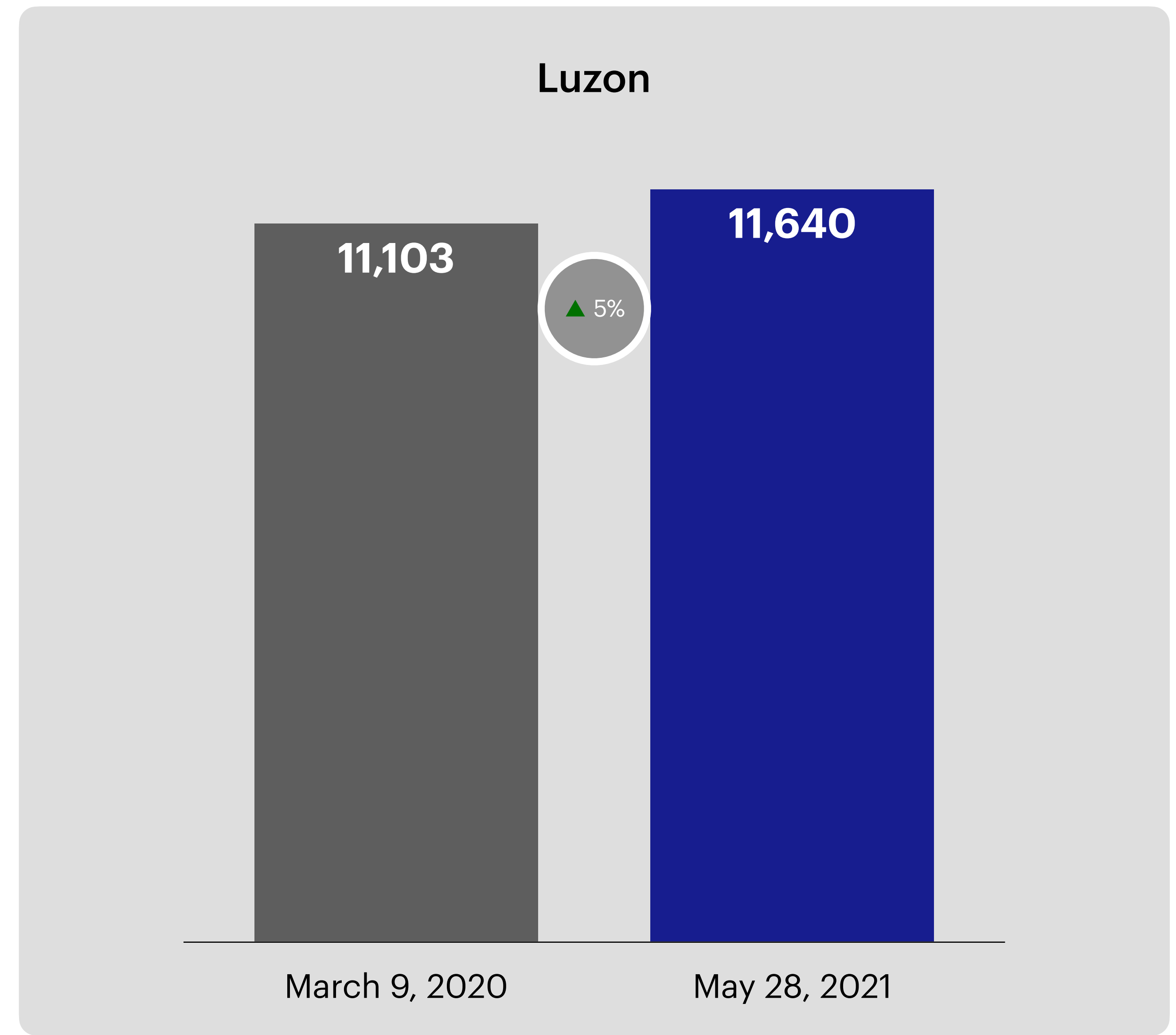
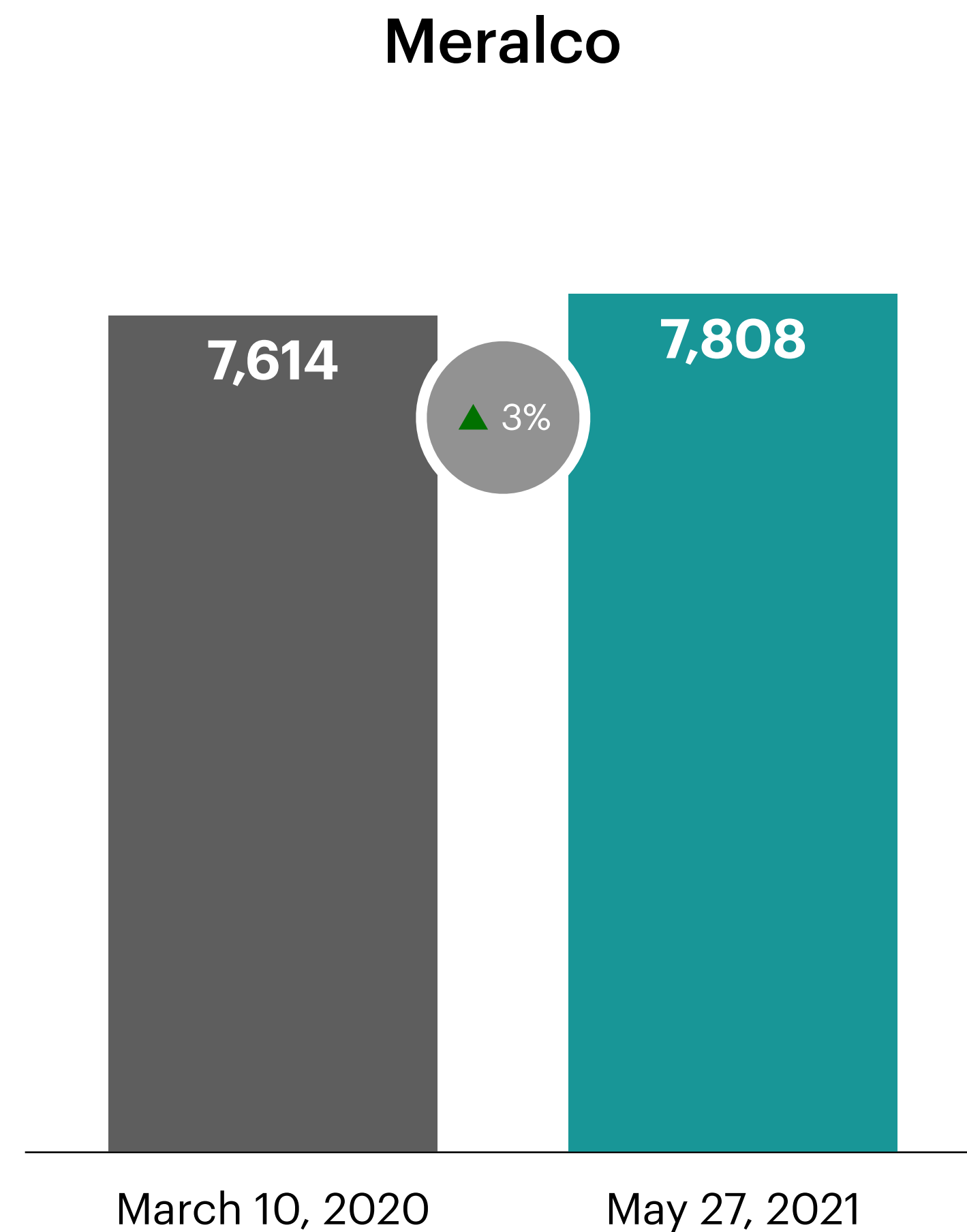
September 2021 YTD Consolidated NSI in GWh

Higher vs. 2020 due to recovery of Industrial and Commercial segments

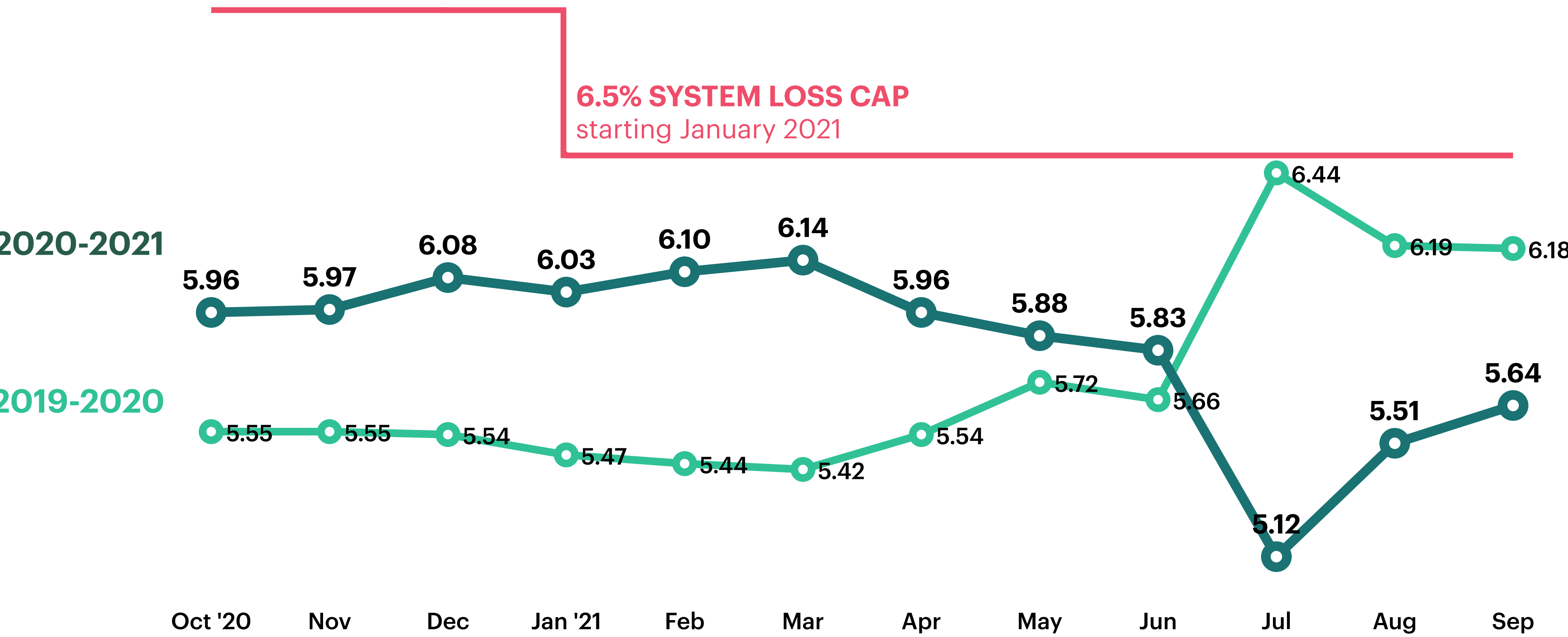


September 2021 YTD **Peak Demand** in MW

Meralco and Luzon peaks higher vs. 2020 due to easing community quarantine restrictions



September 2021 YTD **System Loss** in %, 12-MMA
Significant improvement (0.54% points) vs. 2020 due to system loss management initiatives and sales mix skewing to C&I

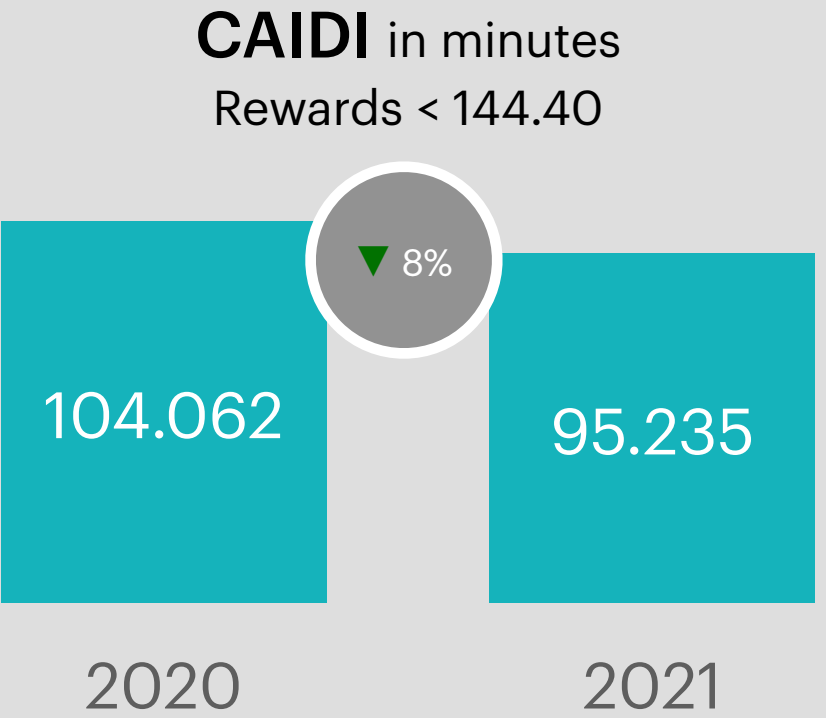
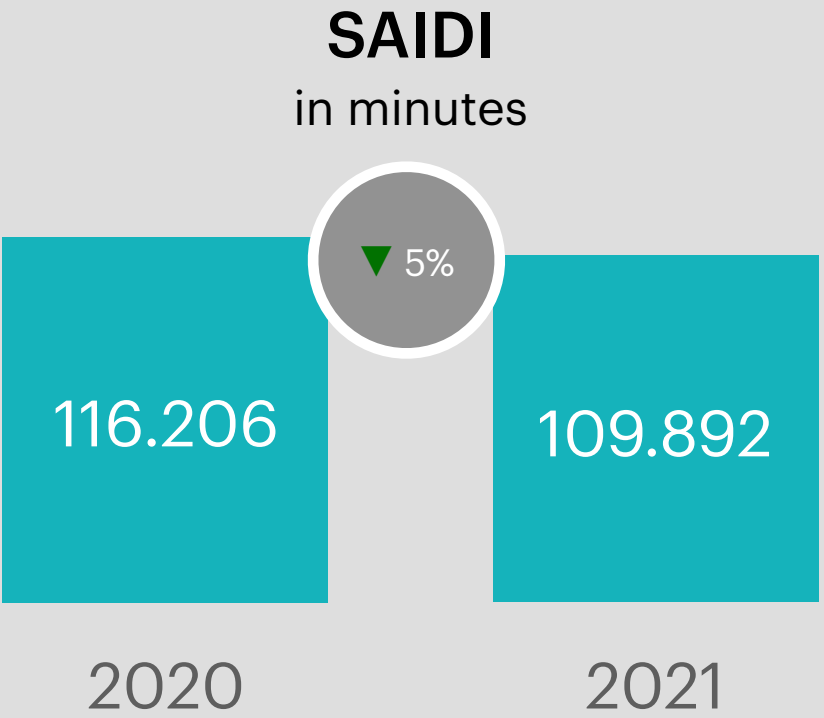


September 2021 YTD S-Factor Performance and Guaranteed Service Levels (GSL)

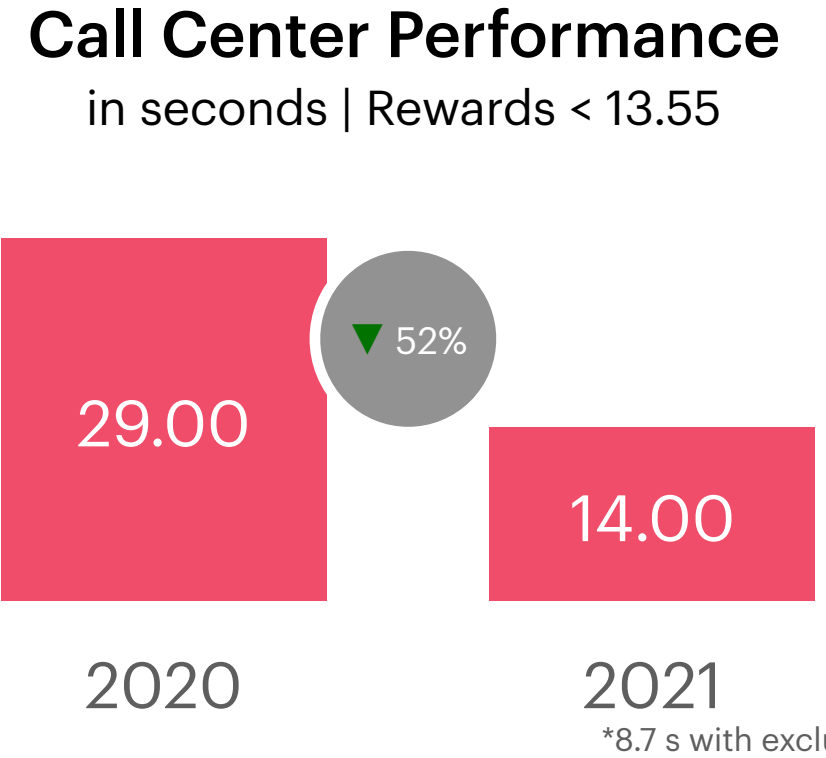
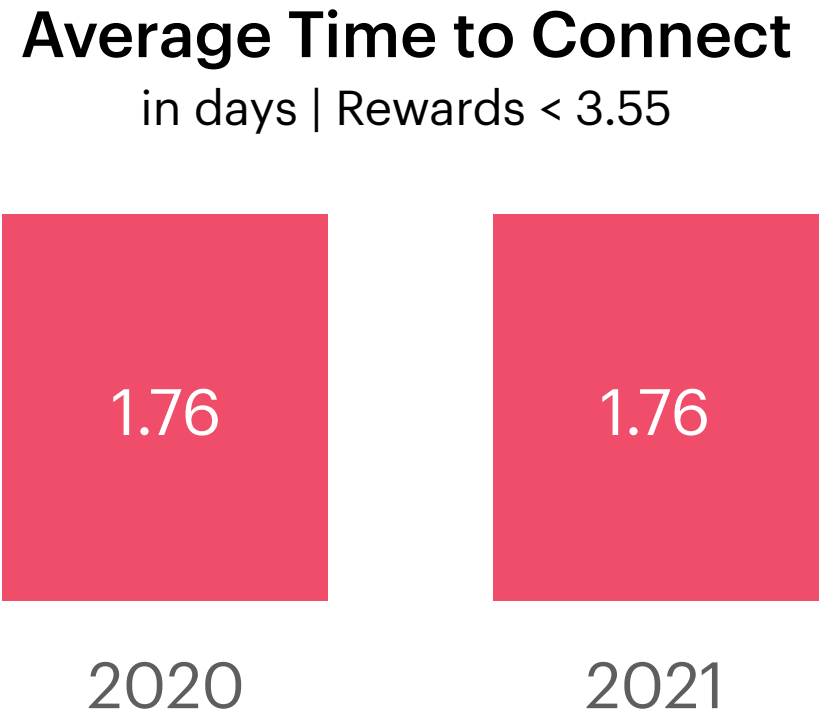
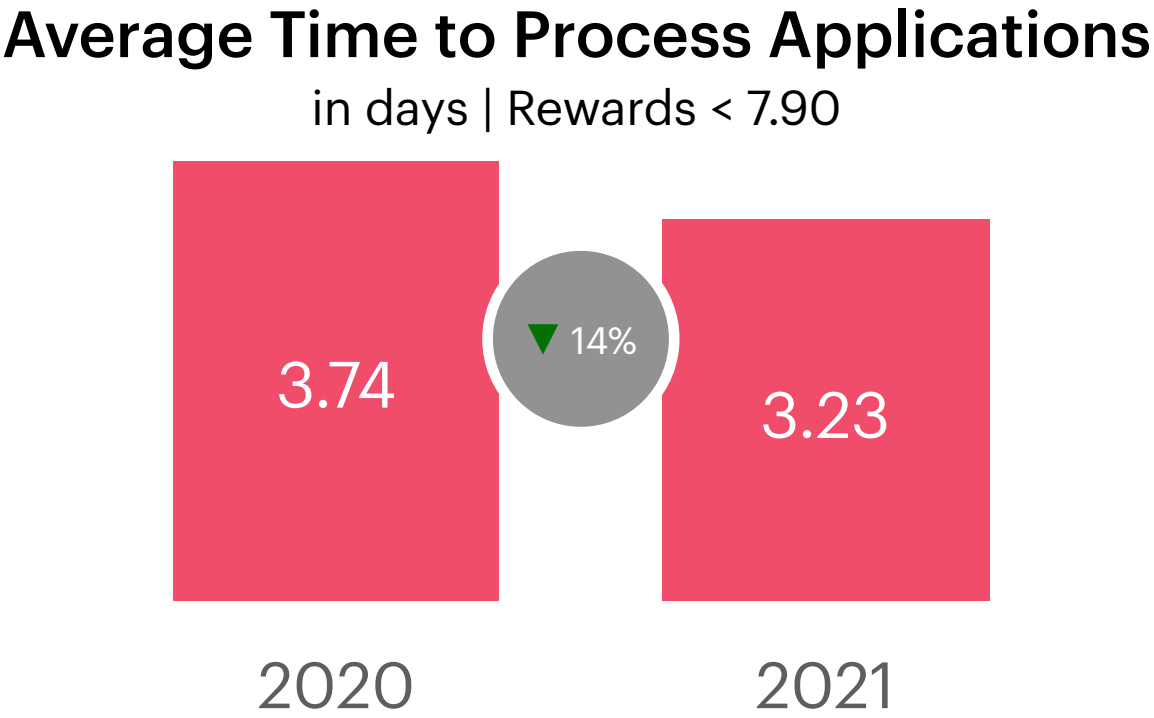
Continued to deliver well within performance ceilings

Network

- % Probability of Voltage Violation at 0.12 (within rewards level of <0.86)
- Planned SAIDI at 43.363 minutes (within rewards level of <126.57)



Customer



RY2022

GSL 1

Zero customers

experiencing cumulative duration of sustained interruptions up to 373,658 violations

GSL 2

Zero customers

experiencing number of sustained interruptions up to 18,989 violations

GSL 3

9 incidents

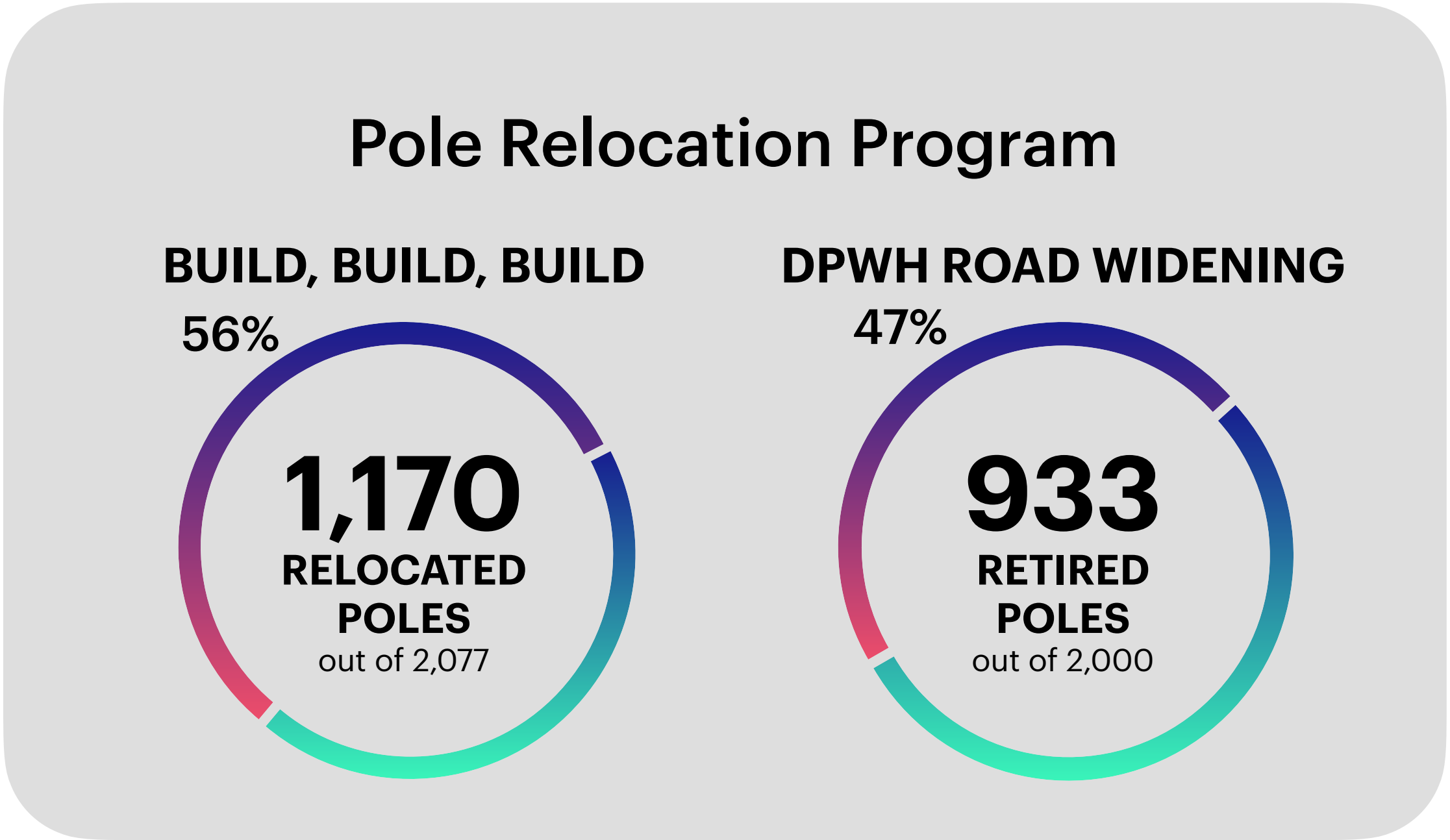
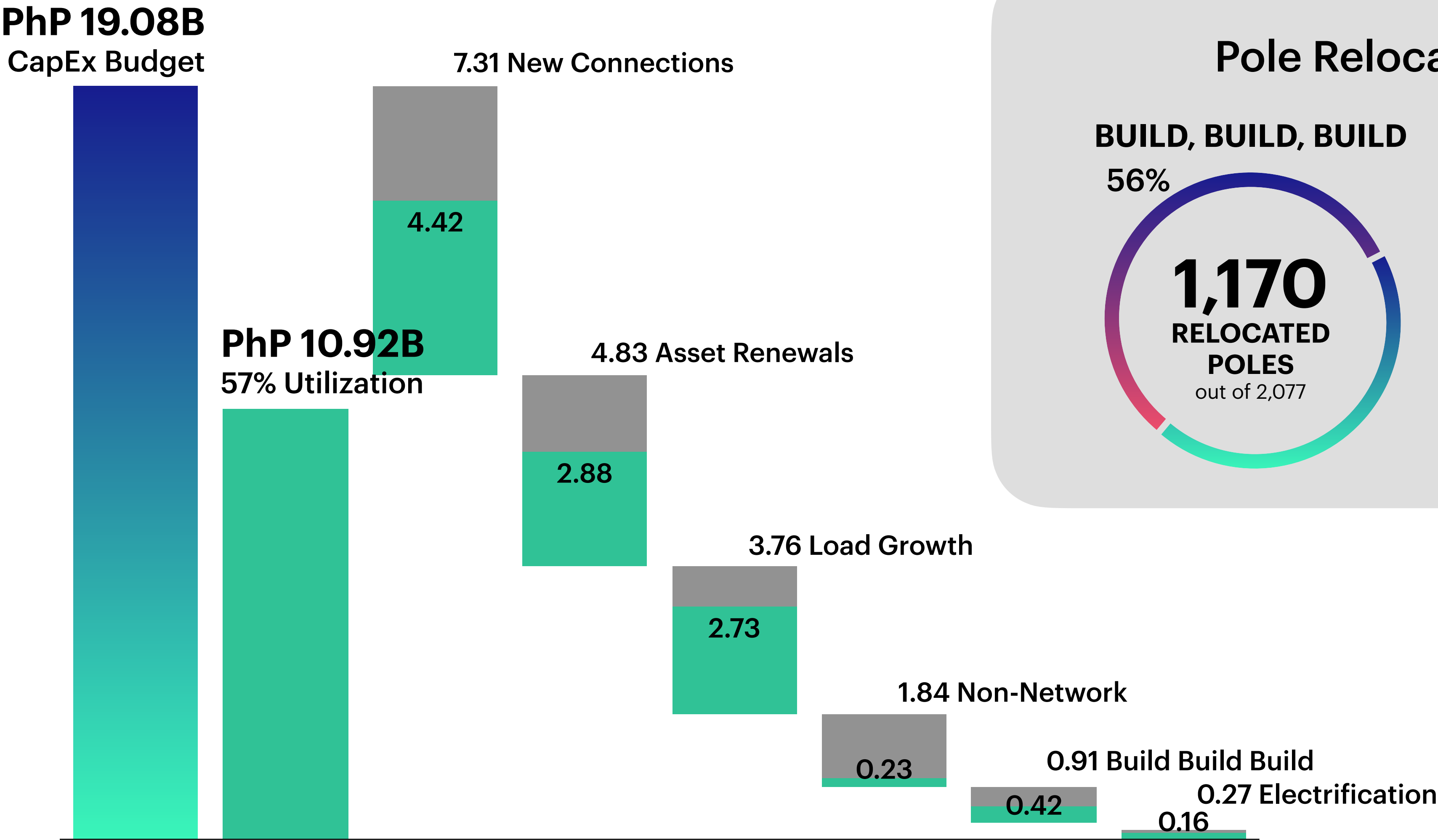
restoration of supply to customer after fault on secondary line up to 234,439 violations

GSL 4

9,051 days-delay

connection not provided agreed with customer up to 163,995 violations

September 2021 YTD **Networks CapEx** in PhP, B
57% of full year CapEx utilized driven by spend across all project types



Networks Project Update

Expansion of FPIP 115-34.5 kV Substation, Bank 3

- Commissioned on July 19, 2021
- CAPEX filing of PhP 206.54M in RY2020
- Implemented to:
 - Address projected critical loading of FPIP Banks 1 and 2 due to anticipated new and additional load applications
 - Reduce technical system loss
 - Enhance system reliability
- Benefiting customers in Sto. Tomas, Batangas such as Moatech Manufacturing Phils., Cooper Industries Phils., Zama Precision Industry Manufacturing Phils., Citizen Finedevice Phils., and Shing Hung Plastics Company



Networks Project Update

Development of San Mateo 115-34.5 kV Substation

- Commissioned on August 27, 2021
- CAPEX filing of PhP 475.8M in RY2017
- Implemented to:
 - Relieve critically-loaded Parang Bank 1 and minimize line exposure of Parang 412YL
 - Provide operational switching flexibility
 - Reduce technical system loss
 - Improve voltage regulation in areas of San Mateo and Rodriguez, Rizal



Networks Project Update

BGC-Ortigas Center Road Link Relocation Projects

- Kalayaan Bridge: a 1.37-km, 4-lane bridge across Pasig River connecting Bonifacio Global City and Pasig City
 - Partially opened on June 12, 2021 and inaugurated on September 30, 2021
- Completed subtransmission line, overhead and underground distribution works, and relocation of 116 poles due to road widening along Fairlane and Brixton streets in Pasig City

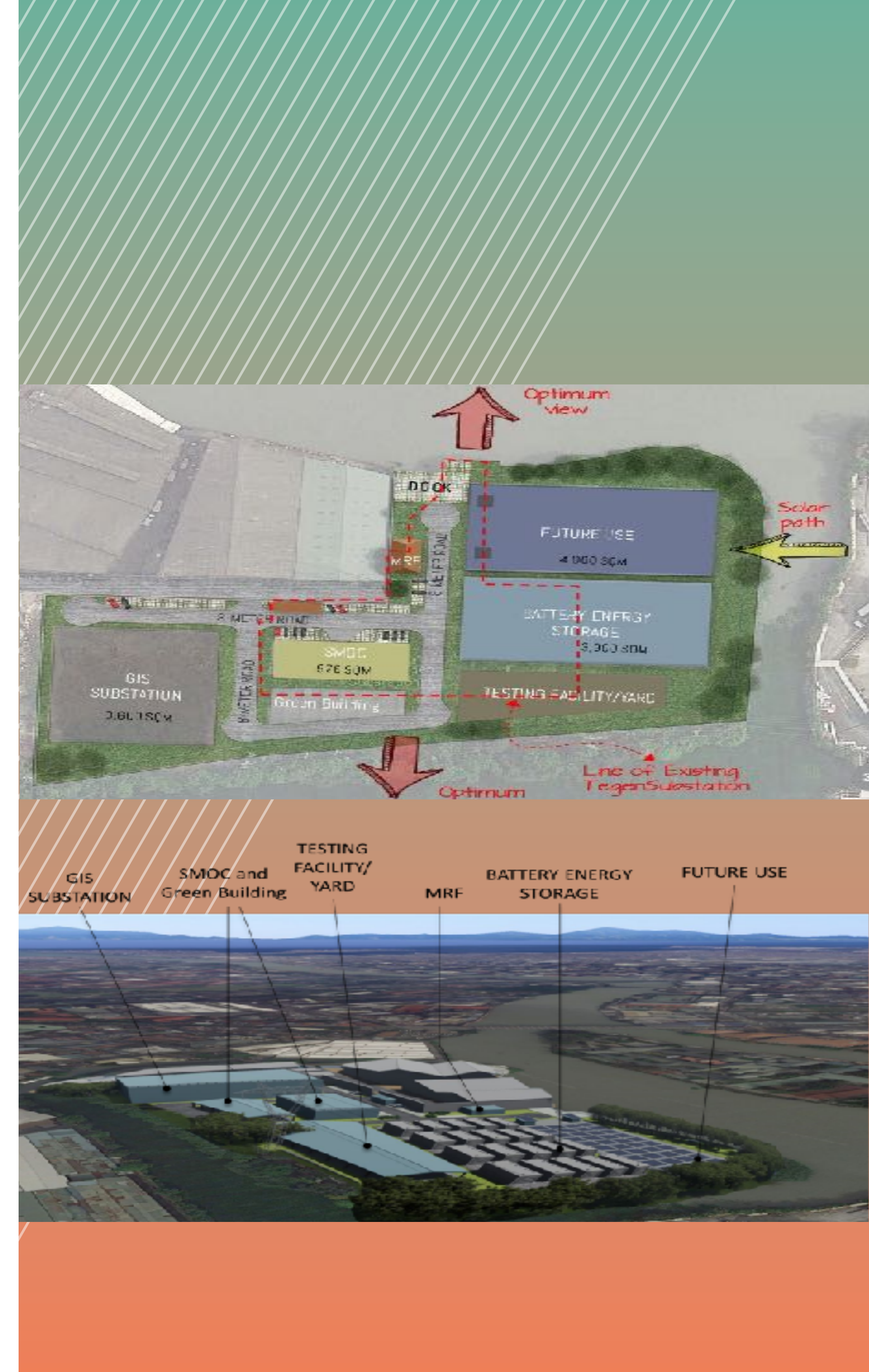


Networks Project Update

Isla de Provisor

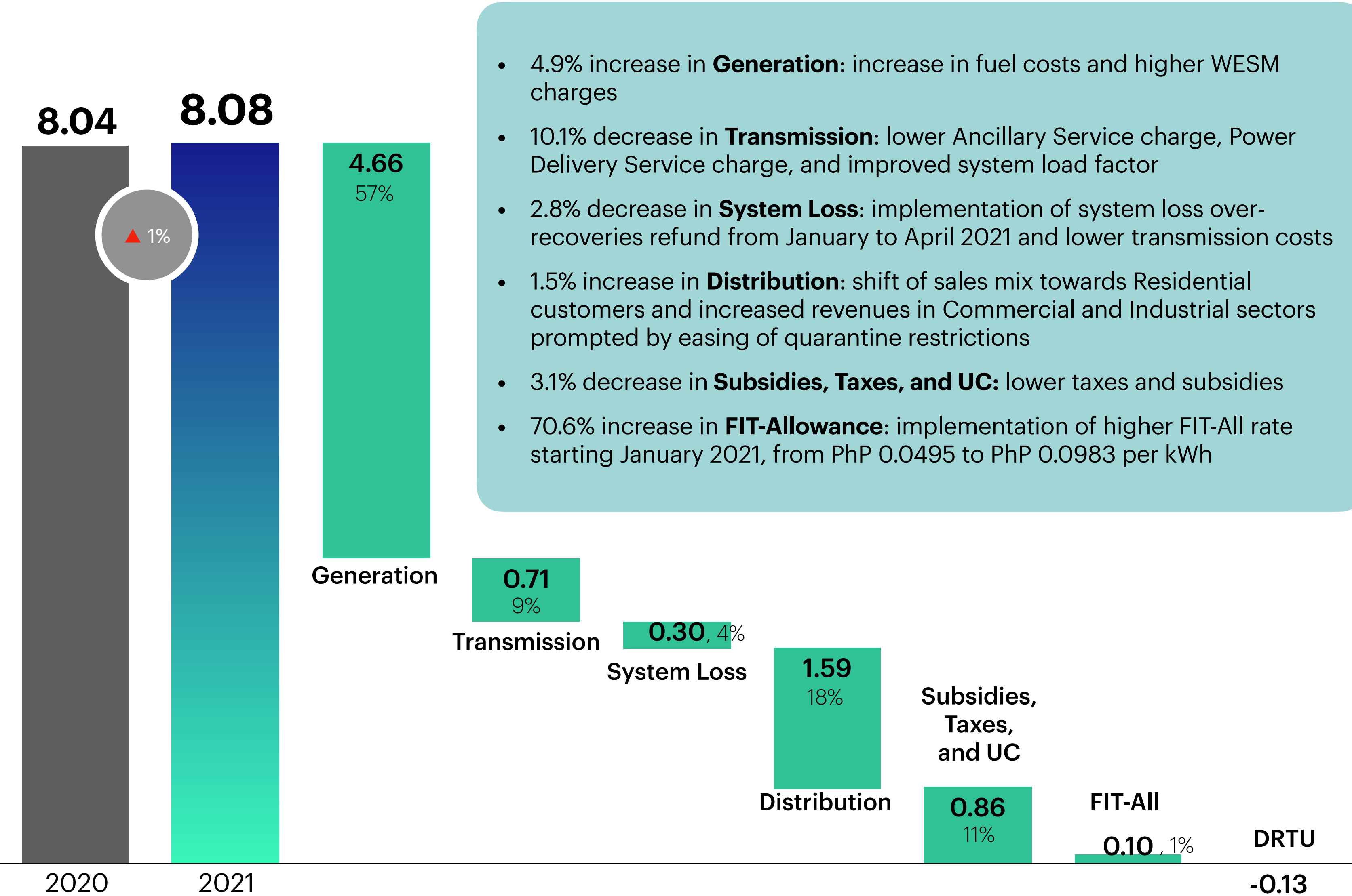
10-year Development of Sustainable Electric/Non-Electric Facility

- 5th Regulatory Period (RP5) - Years 1 to 5
 - Indoor-type insulated switchgear substation, RY2024
 - Conversion of 66-year old Tegen substation to SF6 insulated switchgear for reliability improvement
 - Build GIS substation and retire conventional substation
 - Smart Meter Operation Center (SMOC), RY 2025: Development of energy-efficient building powered by solar PVs
- Beyond RP5 - Years 6 to 10
 - Battery Energy Storage System (BESS): 7-10 MW BESS capacity to complement solar installations
 - 'Green Building'
 - Testing Facility/Yard
 - Open space for future development

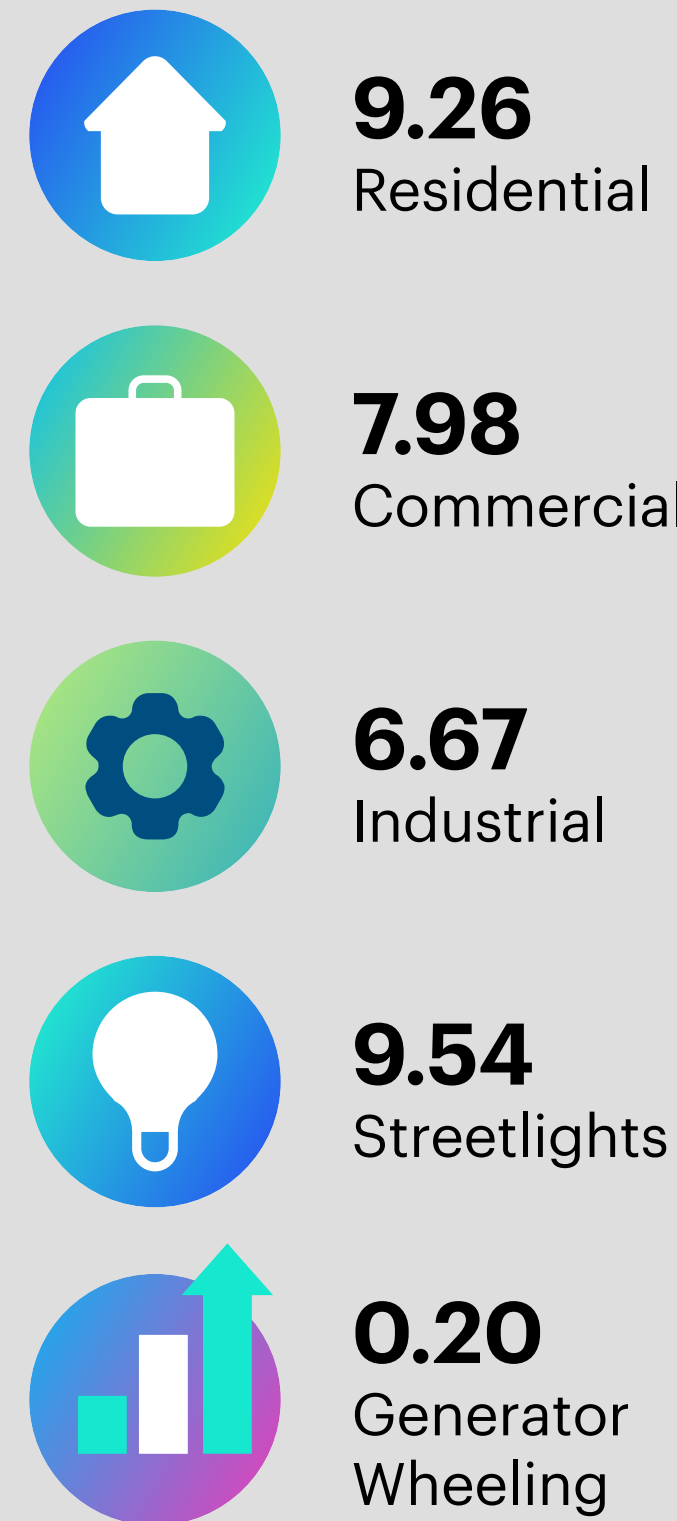


September 2021 YTD **Average Retail Rate** in PhP per kWh

1% higher due to higher generation, distribution, and FIT-Allowance charges



Average Rate per Customer Segment



Regulatory Updates

Supreme Court (SC) Decision on Retail Competition and Open Access (RCOA)

- **December 27, 2016:** PCCI, San Bida Alabang, Ateneo, and Riverbanks filed a Petition for Certiorari, Prohibition, and Injunction with SC, docketed as **G.R. No. 228588**
 - Questioned validity of DOE Circular No. DC2015-06-0010 and ERC Resolution Nos. 5, 10, 11, and 28, Series of 2016, insofar as it imposes mandatory contestability and prohibits operation of LRES
 - Consolidated with other similar petitions and interventions filed by Siliman University (vs. DOE and ERC), and Batelec II, et al. (vs. DOE and ERC)
- **February 21, 2017:** SC issued TRO to enjoin implementation
- **April 5, 2018:** DOE filed comment admitting that its circular was inconsistent with EPIRA, then issued new circulars (DC2017-12-0013 and DC2017-12-0014) which **revoked and rectified** previous circular
- **March 2, 2021:** SC En Banc, promulgated Decision penned by Associate Justice Leonen, released on September 24, 2021
 - Declared subject DOE circular and ERC resolutions ultra vires and VOID for lack of legal basis
 - Directed ERC to promulgate supporting guidelines to DOE Circular Nos. DC2017-12-0013 and DC2017-12-0014
 - Mandatory migration to contestable market is not envisioned under EPIRA
 - EPIRA included DUs and ECs as part of supply sector and exempted from securing RES licenses from ERC. This allows continued operation of LRES.
 - DOE is mandated to supervise restructuring of electric industry. ERC cannot supplant DOE's policies, rules, and regulations with its own issuances.

Regulatory Updates

Competitive Selection Process (CSP) for 70MW covering contract period from Jan. 26, 2017 to Jan. 25, 2037

- **September 24, 2021:** DOE approved revised TOR and instructed MERALCO to update schedule of CSP activities and to submit for posting at DOE CSP E-based Portal
- **October 15, 2021:** As of Expression of Interest (EOI) deadline, valid EOIs were received from 4 Interested Bidders: Panay Energy Development Corp (PEDC), Quezon Power Philippines Ltd, Sem-Calaca Power Corp, and Therma Luzon, Inc.
 - San Miguel Energy Corporation submitted EOI, but later withdrew participation
 - TPBAC requested Energy Development Corporation, GNPower Dinginin Ltd. Co., and Solar Philippines Tarlac Baseload Corporation to revise their EOIs to include Past Contract Period. However, they did not submit revised EOIs by deadline.
- **October 22, 2021:** Pre-Bid Conference conducted via Zoom
 - Authorized representatives of all Interested Bidders were in attendance. DOE CSP Observers were led by Engr. Rodel Limbaga, Senior Science Research Specialist from DOE's Power Bureau.
 - To provide bidders more time to submit queries regarding bid documents, second part of Pre-Bid Conference is scheduled during week of October 25, 2021

One Meralco recognized with 9 Stevie Awards

3 Gold Stevies in Annual Report, Publication, and PR Campaign Categories 1/2



THE INTERNATIONAL
BUSINESS AWARDS

BUSINESS AWARDS

THE INTERNATIONAL



GOLD

Power On:
Meralco's 2020 Annual Report
BEST ANNUAL REPORT



GOLD

MVP: The Man and His Art
A Visual Inventory of Filipino Artistry Gracing
the Halls of Philippines' Major Companies
BEST PUBLICATION



GOLD

One for Trees: Helping Farmers
Survive the Pandemic Through
Sustainable Reforestation
BEST PR CAMPAIGN

One Meralco recognized with 9 Stevie Awards

6 Silver and Bronze Stevies in Annual Report, PR Campaign, Brand Renovation, and Use of Social Media Categories 2/2



THE INTERNATIONAL
BUSINESS AWARDS
BUSINESS AWARDS
THE INTERNATIONAL



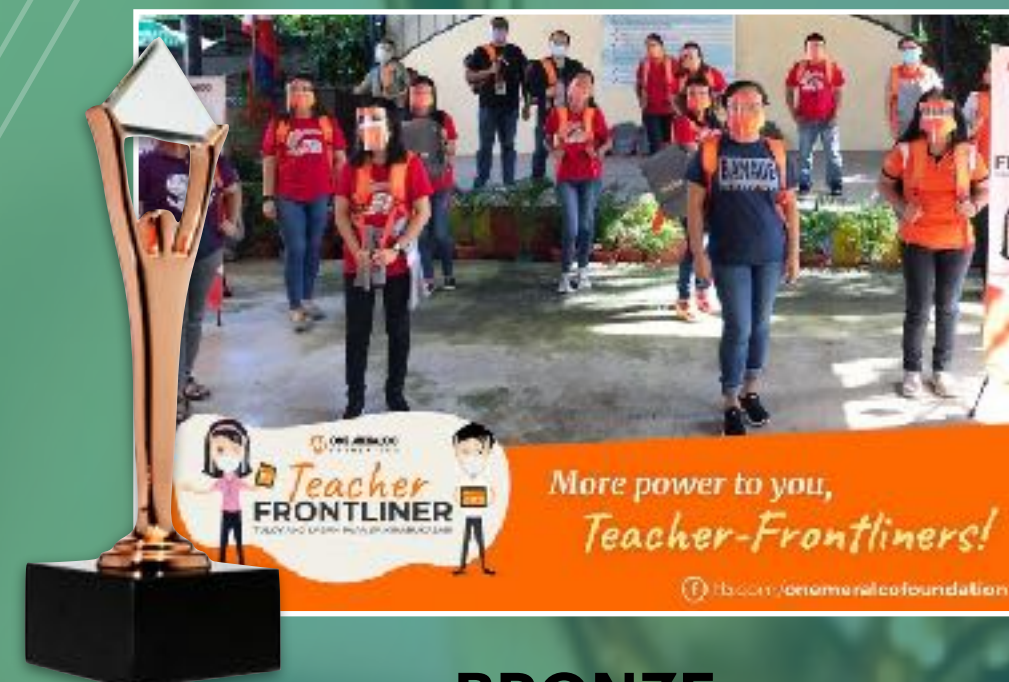
SILVER
Live Life:
Meralco 2020 Sustainability Report
ANNUAL REPORT



SILVER
Energizing off-grid Island and
Mountain Schools from Far-Flung
Communities in the Philippines
PR CAMPAIGN



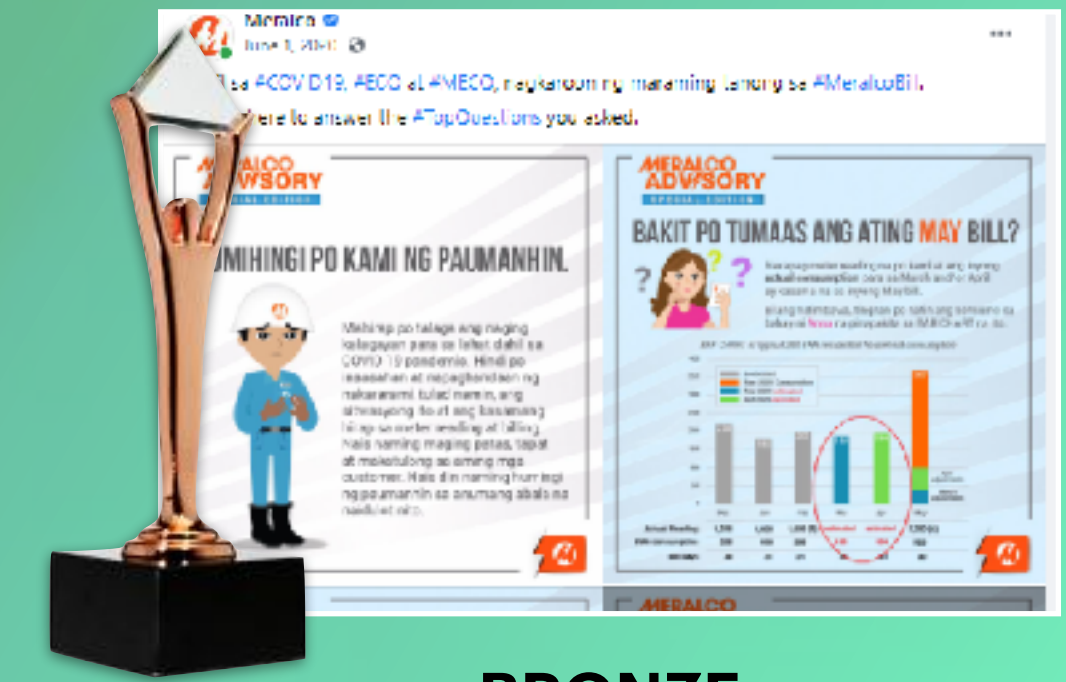
SILVER
Powering-up Communities
Amidst the Pandemic
PR CAMPAIGN



BRONZE
Teacher Frontliner: A Back-to-School
Program to support Filipino Teachers as
frontliners during the Pandemic
PR CAMPAIGN



BRONZE
The Evolution of Meralco Advisory:
Informing and Educating Customers via
Optimized Content
BRAND RENOVATION



BRONZE
Meralco's Facebook page
#KeepingTheLightsOn in the
#NewNormal
**USE OF SOCIAL MEDIA - COVID19 RELATED
INFORMATION**

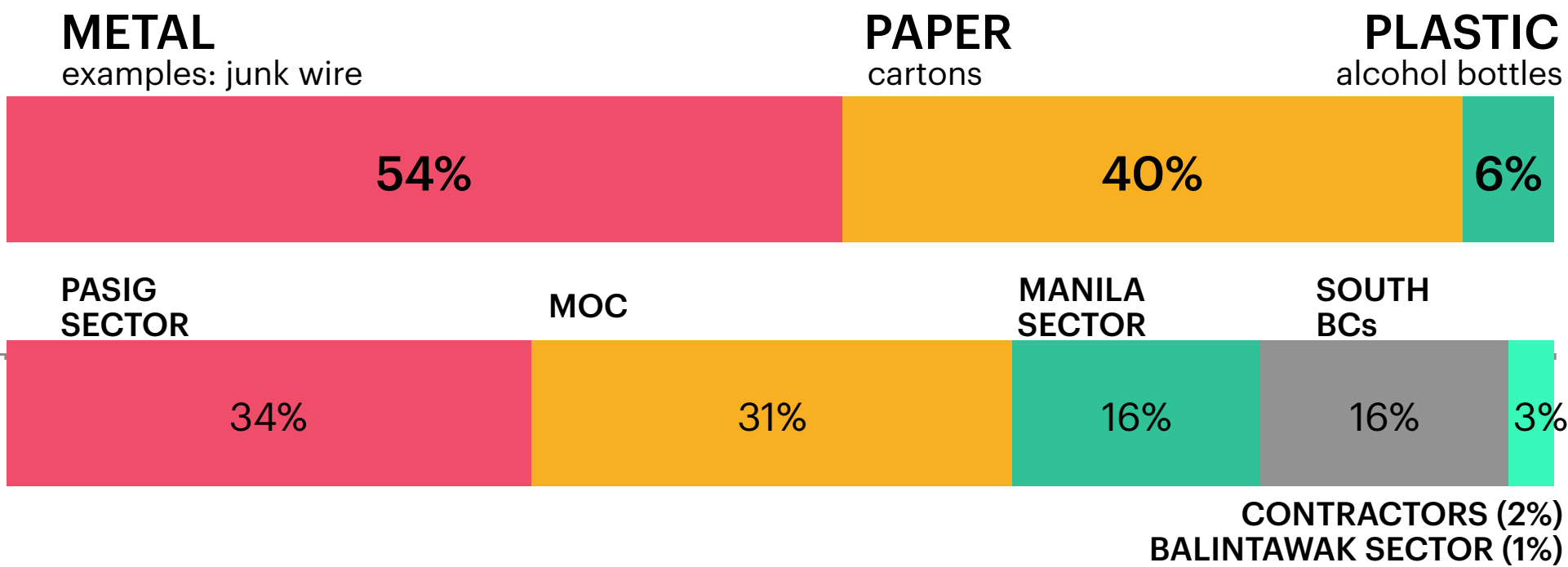
Meralco tops X-TRASH CHALLENGE

LESS BASURA, LESS PROBLEMA



- Inter-company waste management competition organized by Philippine Business for Social Progress (PBSP)
- May 1 to September 15, 2021
- Proceeds to benefit 300 low-income families

Meralco donated 37,593 kg of recyclable waste



KEYS TO SUCCESS

1. Company-wide Race to Zero Waste Program
 - Single-use plastic (SUP) ban
 - #HealthWithoutHarm
2. Systematic waste collection through Materials Recovery Facilities
3. Concerted effort across One Meralco



Rank	Company
1	MERALCO
2	BDO
3	Smart
4	PLDT
5	FLUOR®
6	BOYSEN® The No. 1 PAINT
7	MONOCRETE CONSTRUCTION PHILIPPINES, INC.
8	MAGSAYSAY
9	SyCip SALAZAR HERNANDEZ & GARMALAN
10	BK BANGKO KABISIG FOUNDATION, INC.

Launch of New Sustainability Microsite

www.meralco.com.ph/sustainability

- Digital presence highlighting Meralco's commitment to sustainability
- Went live on October 24: International Day of Climate Action
- **Key Sections**
 1. Sustainability at Meralco
 - Powering the Good Life
 - One for Trees
 - Contribution to UN SDGs
 2. Long-Term Sustainability Strategy
 3. Sustainability Leadership
 - Governance
 - Partnerships
 - Awards and Recognition
 4. Sustainability Reports

Powering the Good Life

Our mission is to ensure that electricity continually flows from our grid to our customers—to light up homes and offices, to power industries, and to energize our economy—today and for generations to come. We have therefore placed sustainability at the heart of Meralco, allowing us to better empower our people, protect our environment, and foster growth for a prosperous nation.



One for Trees

We aim to protect and preserve Philippine forests and watersheds by planting and nurturing 5 million trees by 2025.

[Learn More](#)



Green Mobility

We will electrify 100% of our Metro Manila Business Centers' vehicle fleet and 6% of our entire fleet by 2021.



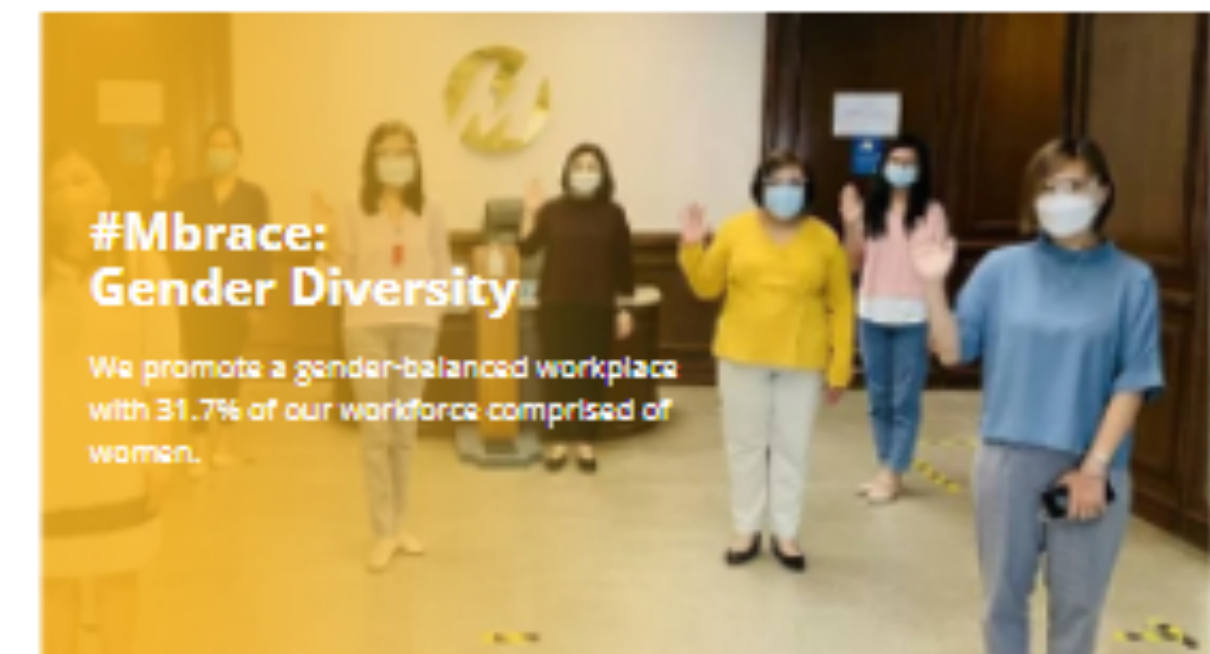
Ester Oil Transformers

We use only natural ester oil in 100% of our new distribution transformers, making them 99% biodegradable and recyclable.



#Mbrace: Gender Diversity

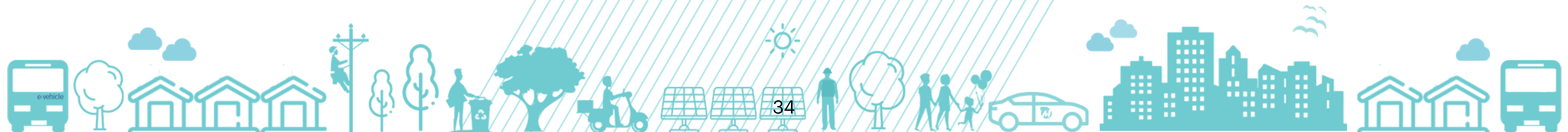
We promote a gender-balanced workplace with 31.7% of our workforce comprised of women.





NINE MONTHS ENDED SEPTEMBER 30, 2021 POWER GENERATION OPERATING RESULTS

October 25, 2021

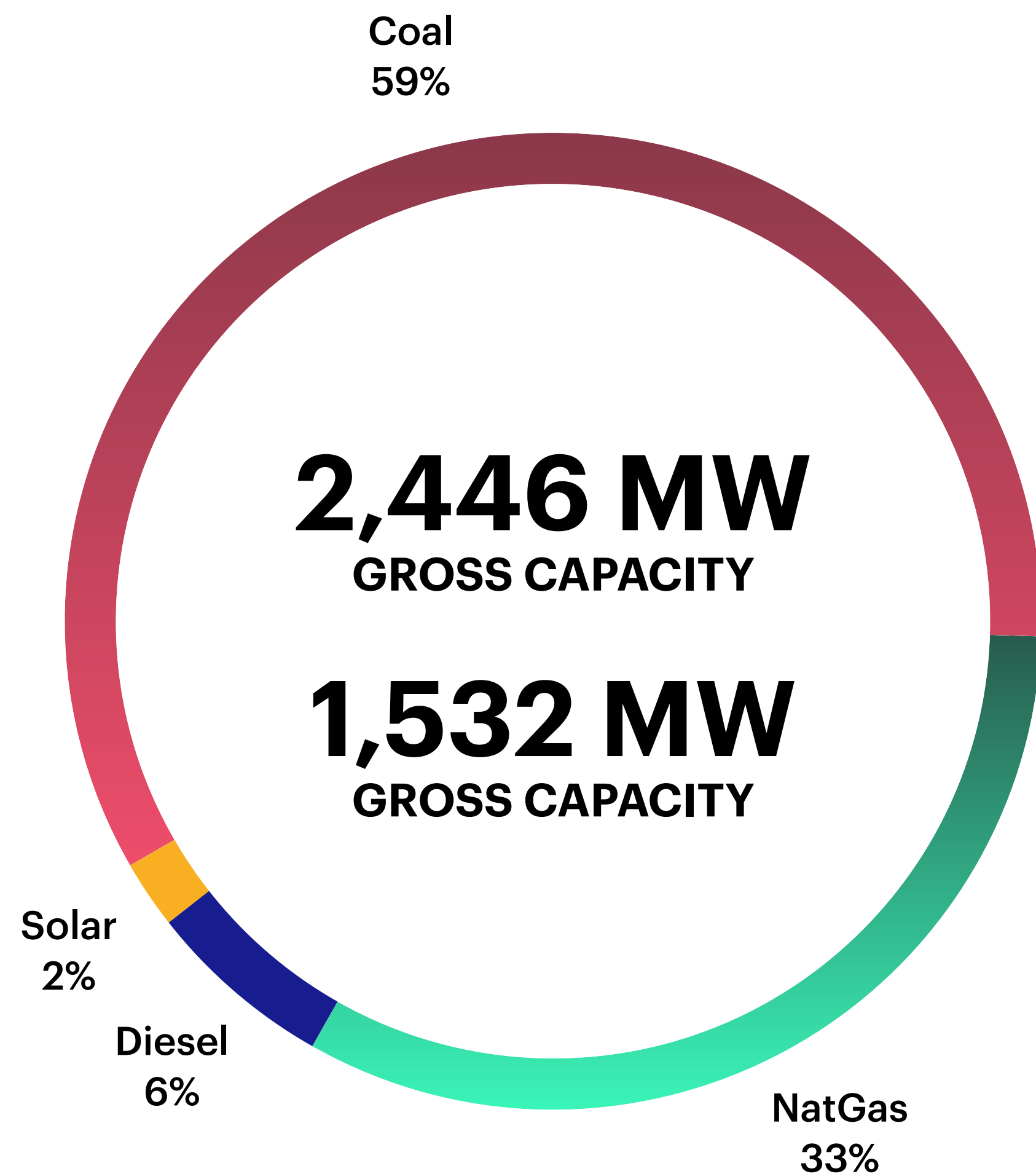




Following MGen's full acquisition of GBP on March 31, 2021, functional merger took effect on September 16, 2021

- Streamlined workforce and use of single headquarters by early next year
- Full integration to be completed in next 2 to 3 years following regulatory requirements

September 2021 YTD **Generation Capacity** in MW



	TECH	GROSS	ATTRIBUTABLE
San Buenaventura Power	Coal	500	255
Pacific Light Power	LNG	800	464
BulacanSol	Solar	55 (ac)	33 (ac)
TOTAL		1,355	752



	TECH	GROSS	ATTRIBUTABLE
Cebu Energy Dev't Corp.	Coal	246	128
Panay Energy Dev't Corp.	Coal	314	280
Toledo Power Co.	Coal/Diesel	182	182
Panay Power Corp.	Diesel	104.5	93
GBH Power Resources	Diesel	7.5	7.5
Sarangani Energy Corp.	Coal	237	89
TOTAL		1,091	780

Power Generation Project Update

Ongoing Renewables Development

- Target of **1,500 MW** renewable energy (RE) capacity in the next 5-7 years
- **2021 Solar Projects:**
 - 78 MWac in Baras, Rizal (ongoing construction)
 - 45 MWac in Cordon, Isabela
 - 19 MWac in Nueva Ecija
 - 50 MWac in Ilocos Norte
- **2022 and beyond:**
 - Construction of first large-scale wind farm
 - Solar/storage developments that can compete in mid-merit space





NINE MONTHS ENDED SEPTEMBER 30, 2021

FINANCIAL AND OPERATING RESULTS

October 25, 2021

