



FIRST PACIFIC

HKEx: 00142
ADR: FPAFY
www.firstpacific.com

2010 Annual Results Presentation
March 22, 2011

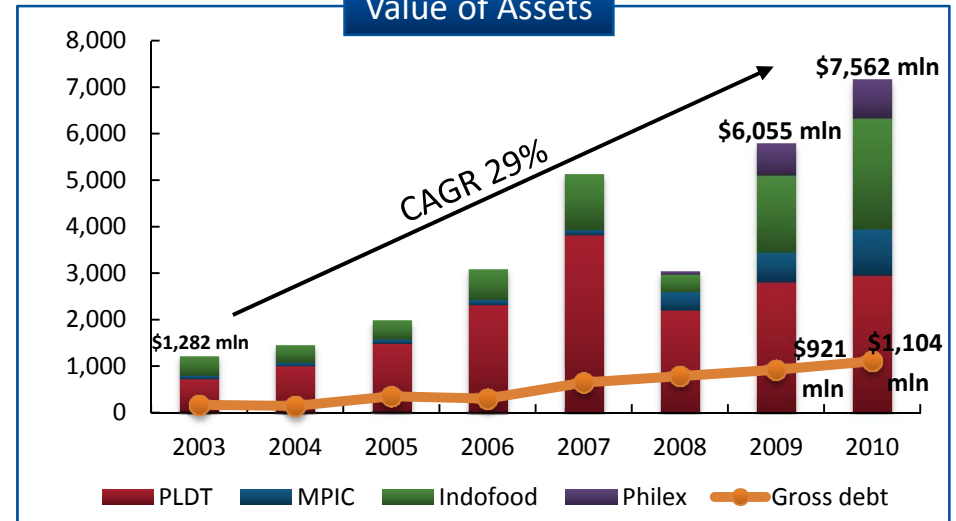
DEVELOPMENTS IN 2010



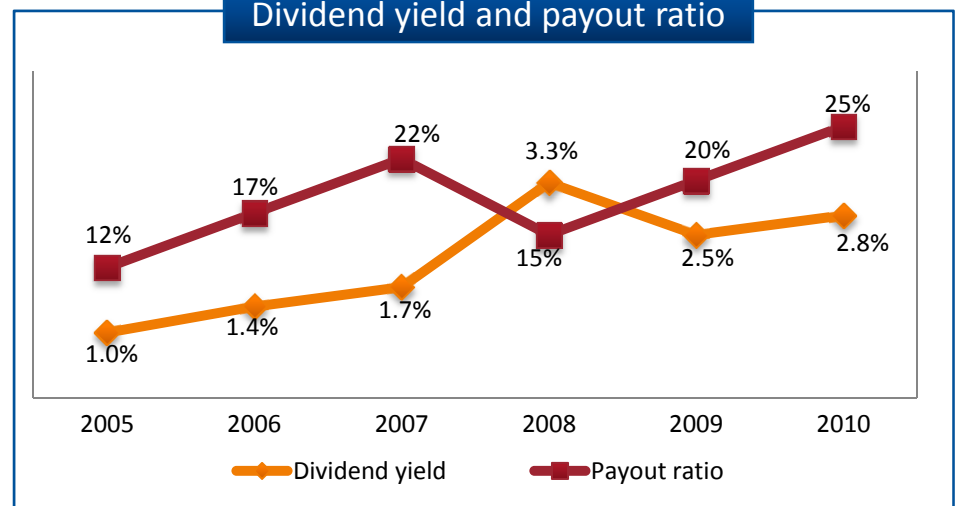
FY2010 investments of US\$ 641 mln (FY2009 – US\$1.3 bln)

- The Company acquired a further 5.9% interest in Philex (US\$129m)
- MPIC
 - acquired a 51% stake in Riverside (US\$6m)
 - Beacon Electric acquired a further 6.6% in Meralco (US\$497m)
 - secured a 20-year contract to manage and operate Our Lady of Lourdes Hospital
 - secured the SCTEX concession to 2043
- Philex consolidated its existing shareholdings in the hydrocarbon division with the investment of US\$9m to privatize Philex Gold and small increases in shareholdings in Forum Energy and FEC Resources
- First Pacific raised US\$700 mln with two bond issuances
- Indofood raised approximately US\$700 mln from the spin-off of ICBP
- First Pacific paid out US\$99 mln in respect of dividend: highest ever
- First Pacific invested US\$22 mln in respect of share repurchases

Value of Assets



Dividend yield and payout ratio



SUMMARY OF FY10 RESULTS



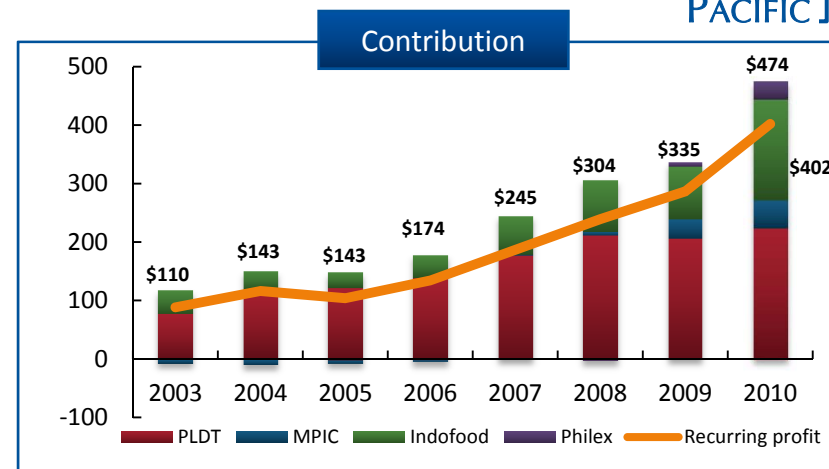
	<u>2010</u>	<u>2009</u>	<u>% Change</u>
(US\$m)			
Recurring profit	402.1	286.6	+40.3%
Profit contribution from operations	474.0	335.2	+41.5%
Non-recurring items	(8.8)	81.3	N/A
Profit attributable to owners of the parent company	403.7	401.6	+0.5%
Turnover	4,640.0	3,925.6	+18.2%
(U.S. cents)			
Basic earnings per share - recurring	10.36	8.36	+23.2%
Basic earnings per share - attributable	10.40	11.71	-11.2%
Basic earnings per share* - attributable	10.40	9.21	+13.7%
Proposed final dividend	1.54	1.03	+49.5%
Proposed final payout	25%	20%	N/A
(US\$m, except gearing ratio)			
	<u>31st Dec 2010</u>	<u>31st Dec 2009</u>	
Equity attributable to owners of parent company	2,575.2	1,916.2	+34.3%
Consolidated gearing ratio	0.33x	0.67x	N/A
Head office gearing ratio	0.46x	0.36x	N/A

* eliminating the dilution gains taken to Profit & Loss in 2009

HIGHLIGHTS OF OPERATING PERFORMANCE



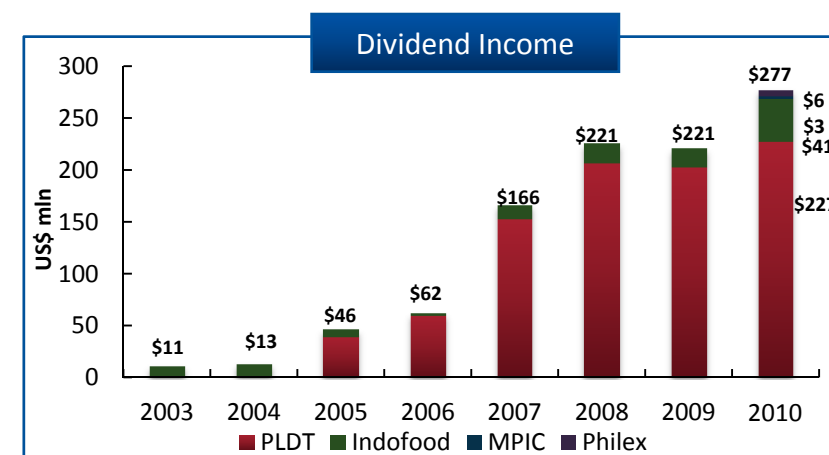
- Recurring profit increased 40% to US\$402.1m, another historic high
- Reported profit increased 0.5% to US\$403.7m due to strong operating performance
- Contribution of operating units increased to US\$474m



	Sales		Contribution (US\$m)		
	in LC *	in US\$	2010	2009	
PLDT	-2.3%	+3.7%	224	205	+9%
MPIC	+15.3%	+22.4%	47	33	+42%
Indofood	+2.7%	+17.8%	172	89	+93%
Philex	+47.9%	+56.3%	31	8	+288%

* Local currency

- Increased dividend payout to 25%, sixth consecutive year of increase
- Gearing at Company level: 0.46x (2009: 0.36x)
- Gearing on a consolidated basis: 0.33x (2009: 0.67x)
- Company gross debt US\$1.1b, US\$14m paid in Jan 2011, the remainder maturing in 2012 to 2020. Company net debt is US\$817m (2009: US\$652m)



	2004	2005	2006	2007	2008	2009	2010
Consolidated	1.45x	1.12x	0.83x	0.68x	1.06x	0.67x	0.33x
Holding Company	0.10x	0.11x	0.16x	0.35x	0.47x	0.36x	0.46x



PLDT SOLID AND SUSTAINED PERFORMANCE

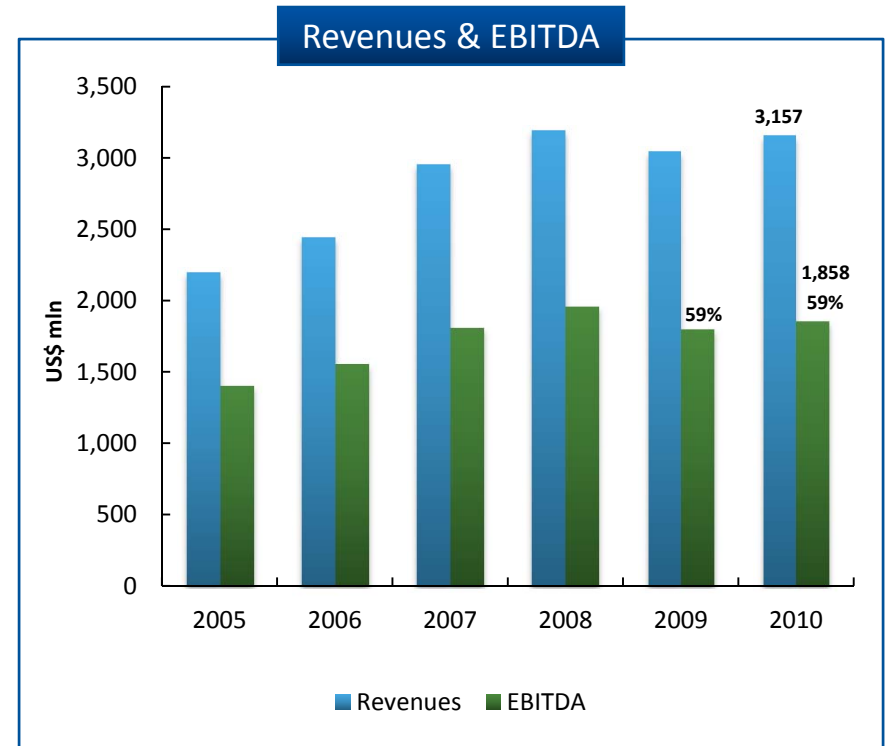


Sustained Performance

- Consolidated service revenues at US\$3.2 bln (-2.3% in Peso terms, +3.7% in US\$ terms)
 - GSM subscriber base grew 10% to 45.6 mln
 - Broadband subscribers (wired and wireless) increased 25% to 2.0 mln
- EBITDA remained at 59%
- Maintained free cash flow of Pesos 43.7 bln (US\$970 mln) despite a small increase in capital expenditure to Pesos 28.8 bln (US\$639 mln)
- Gross debt US\$2.1 bln, net debt US\$1.3 bln; US\$1.8 bln maturing in 2013 and onwards
- As at December 2010, bought back 2.7 mln shares (up to 5 million shares approved)
- Total dividend for 2010 at Pesos 222 (US\$4.93) representing 70% committed and 30% special payout of core earnings (2009: 100% payout, Pesos 218 (US\$4.56))

2011 Outlook

- Flat revenues
- Slight decrease in core net income



Core Net Income and Gearing

US\$ mln	2005	2006	2007	2008	2009	2010
Core net income	527	616	766	853	860	933
Dividend	175	512	755	837	851	910
Gearing	1.0x	0.6x	0.4x	0.4x	0.6x	0.5x

Profit Growth

- Recurring profit increased 88% to Pesos 3.9 bln (US\$85.6 mln)
- Reported profit increased 25% to Pesos 2.9 bln (US\$63.7 mln)

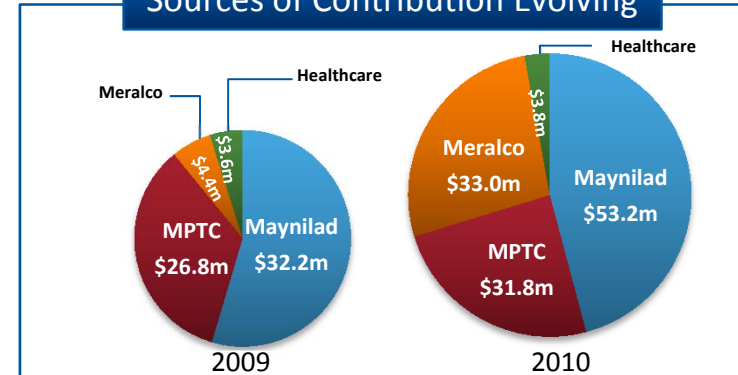
Strong operating performance

- Water revenues increased 13% as a result of additional connections (11%) and an increase in billed water volume to 374m cubic meters (an increase of 7% over 2009)
- Tollways traffic increased 6%
- Hospital portfolio boosted by contribution from Riverside and continued improvement in bed turn and diagnostic services offset by a significant decline in college enrollment
- Power sold increased by 7% to 30.2m Kwh
- Increased dividend payout to 10%
- Gearing at company level 0.24x
- Gearing at consolidated level 0.52x

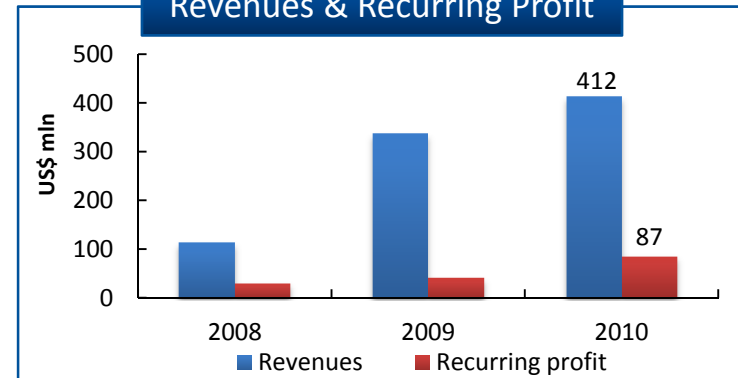
Goals for 2011

- Further consolidation of the Meralco stake into Beacon Electric
- Build volumes at Maynilad and Tollways
- Conclude further investments in tollways and secure funding for the extension projects
- Conclude investments in generating capacity of approximately 1,200MW
- Conclude the acquisition of a hospital(s)

Sources of Contribution Evolving



Revenues & Recurring Profit



Market cap and gearing

US\$m	2005	2006	2007	2008	2009	2010
Recurring profit	(8.8)	(6.8)	3.7	7.8	42.8	85.6
Reported profit	3.1	(13.6)	(2.4)	11.8	48.1	63.7
Market cap [#]	90	122	142	400	1,132.8	1,788.4
Gearing	1.29x	1.88x	1.54x	0.88x	0.56x	0.52x

[#] As at 19 March 2010, the 6th largest listed holding company in the Philippines

Profit Growth

- Sales increased by 2.7% to Rupiah 38.4 tln (in US\$4.2 bln) principally as a result of strong performance from ICBP and IndoAgri
- Core net income (excluding forex and derivative gains/losses and plantations fair value changes) increased by 97% to US\$330 mln
- Noodles operating margin improved to 16.4% positively impacted by price increases, volumes and improved product mix
- Operating margins improved across all divisions with the exception of edible oils and fats "EOF"

Operating margins (%)	2010	2009
ICBP / Noodles	14.7 / 16.4	11.0 / 11.8
Bogasari	14.1	9.8
Agribusiness / EOF	16.7 / 0.2	15.0 / 0.4
Distribution	3.2	2.5

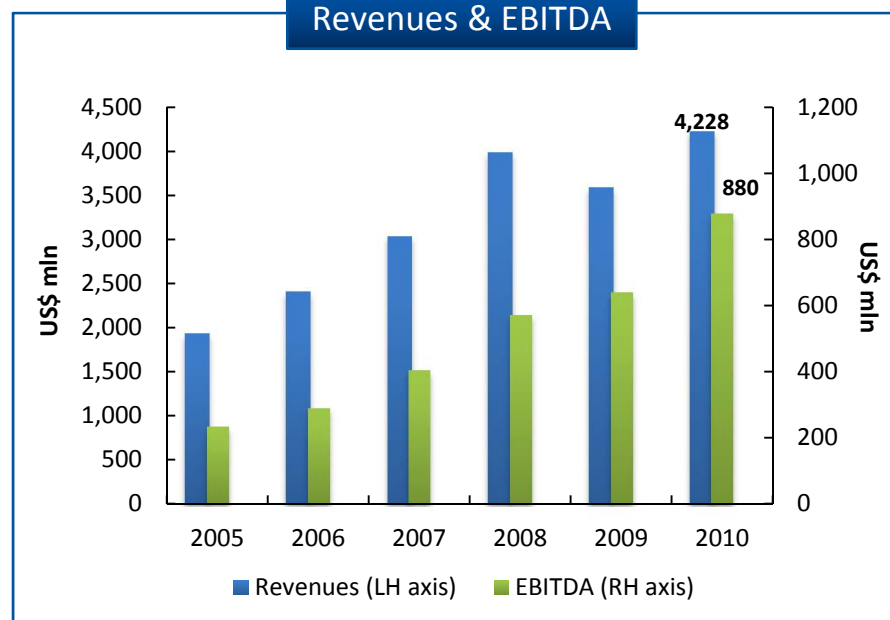
ICBP = Consumer branded products EOF = Edible oils & fats

- Planted additional 11,451 hectares of crude palm oil and 2,630 hectares of sugar, consolidated plantations land bank of 549,287 hectares (H), of which planted area is 242,107H

Goals for 2011

- Increase capacity in dairy, refinery and plantations
- Build brand recognition, develop advertising and support for both distributors and retailers
- Extend geographic coverage to a wider range of products

Revenues & EBITDA



Core Net Income, Gearing & Margin

US\$ mln	2006	2007	2008	2009	2010
Core net income	84	129	149	167	330
Net income	72	107	107	201	325
Dividend	29	43	43	80	130
Net debt	605	833	1,307	1,362	432
Gearing	0.98x	0.72x	1.09x	0.83x	0.16x
EBIT margin	8.9%	10.3%	11.2%	13.4%	17.5%

Developments

- Investments during the year; investment of US\$9m to privatize Philex Gold and small increases in shareholdings in Forum Energy and FEC Resources
- Resources, reserves

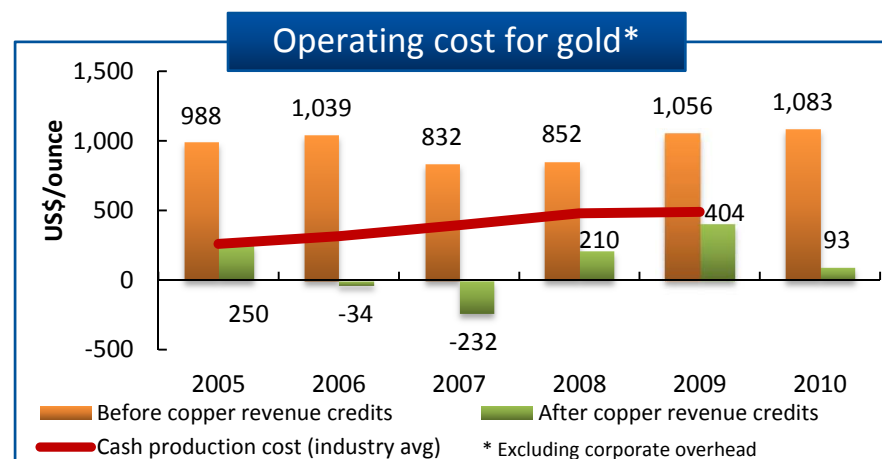
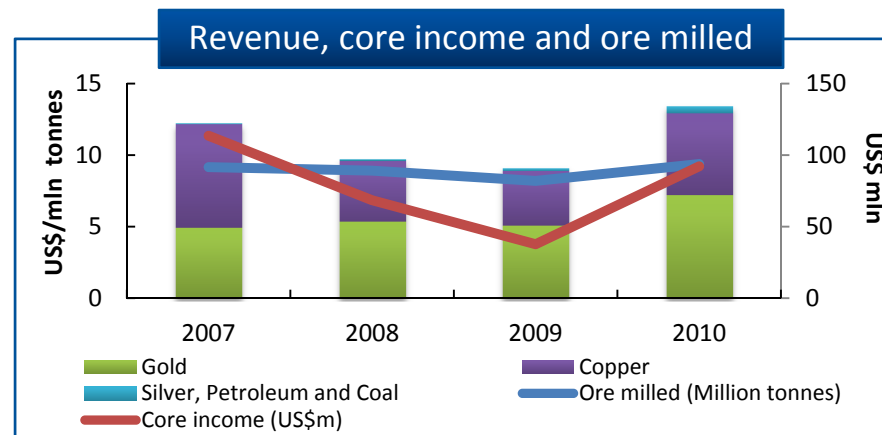
	mln tonnes	Resources	Reserves
Padcal		163	90
Silangan		224	t.b.d.

Profit Growth

- Revenues increased to Pesos 13.4 bln (US\$297.5 mln) due to increased prices and tonnage milled
- Core income increased 145% to US\$92.1m due to higher volume of metals produced and higher metal prices

Goals for 2011

- Maintain the output from the Padcal Mine at approximately 9 mln tonnes of ore
- Move forward on the Silangan Project
- Increase output from the Zamboanga coal mine of Brixton Energy & Mining Corporation to 200,000 tonnes
- Further evaluate opportunities for both metals mines and petroleum/hydro-carbon assets



Average realized prices and cash balance

US\$	2005	2006	2007	2008	2009	2010
Gold /oz.	430	610	708	788	946	1,217
Copper/lb.	1.76	3.23	3.47	2.22	2.24	3.63
Cash balance (US\$m)	13.3	32.5	63.7	225.4	62.4	86.2

FOCUS FOR 2011



First Pacific goals

- Promote the continuing growth in profitability across all group companies
- Continue to evaluate complementary investment opportunities in telecoms, infrastructure, consumer products and natural resources in the emerging markets of Asia
- Manage capital within the Group's financial resources and overall investment plans to enhance shareholder returns
- Expand mining portfolio
- Strengthen cash resources within the group to enhance shareholder returns

Telecom / Infrastructure

- Complete the consolidation of its interest in Meralco to Beacon Electric
- MPIC to extend its tollway portfolio organically and through acquisition
- Secure power generation investment(s)
- MPIC to continue evaluating complementary infrastructure opportunities

Natural Resources

- Move forward on the development of the Silangan project
- Expand the commercial operations of the Zamboangan coal mine
- Expand planting of sugar and crude palm oil

FINANCIAL PERFORMANCE



US\$ millions	<u>2010</u>	<u>2009</u>	<u>% Change</u>
PLDT	224.1	205.3	+9.2
MPIC	46.9	33.0	+42.1
Indofood	172.1	89.2	+92.9
Philex	30.9	7.7	+301.3
	<hr/>	<hr/>	<hr/>
Contribution from operations	474.0	335.2	+41.4
Head Office items:			
- Corporate overhead	(20.9)	(17.6)	+18.8
- Net interest expense	(45.0)	(24.0)	+87.5
- Other expenses	(6.0)	(7.0)	-14.3
	<hr/>	<hr/>	<hr/>
Recurring profit	402.1	286.6	+40.3
Foreign exchange and derivative (losses)/gains			
- Head Office	(3.0)	(3.0)	-
- Operating units	5.8	26.7	-78.3
Gain on changes in fair value of plantations	7.6	10.0	-24.0
Non-recurring items	(8.8)	81.3	-
	<hr/>	<hr/>	<hr/>
Profit attributable to owners of the parent	403.7	401.6	+0.5
	<hr/> <hr/>	<hr/> <hr/>	<hr/> <hr/>

CONSOLIDATED STATEMENT OF FINANCIAL POSITION



US\$ millions	31-Dec-10	31-Dec-09*	% Change
Non-current assets			
Property, plant and equipment	1,419.3	1,249.0	+13.6
Plantations	1,162.6	1,009.2	+15.2
Associated companies and joint ventures	2,439.4	2,068.0	+18.0
Goodwill	817.1	775.2	+5.4
Other intangible assets	1,960.1	1,728.4	+13.4
Other non-current assets	332.4	372.9	-10.9
	8,130.9	7,202.7	+12.9
Current assets			
Cash and cash equivalents	1,538.8	936.6	+64.3
Restricted cash and pledged deposits	53.4	29.2	+82.9
Available-for-sale assets	62.8	40.4	+55.4
Accounts receivable	492.7	632.1	-22.1
Inventories	635.5	549.2	+15.7
Other current assets	-	7.1	-
	2,783.2	2,194.6	+26.8
Current liabilities			
Accounts payable, other payables and accruals	707.5	628.2	+12.6
Short-term borrowings	645.4	829.7	-22.2
Other current liabilities	151.9	142.4	+6.7
	1,504.8	1,600.3	-6.0
Net current assets	1,278.4	594.3	+115.1
Total assets less current liabilities	9,409.3	7,797.0	+20.7

* Restated

CONSOLIDATED STATEMENT OF FINANCIAL POSITION (Cont.)



US\$ millions	31-Dec-10	31-Dec-09 *	% Change
Equity			
Issued share capital	39.0	38.6	+1.0
Retained earnings	858.7	556.4	+54.3
Other components of equity	1,677.5	1,321.2	+27.0
Equity attributable to owners of the parent	2,575.2	1,916.2	+34.4
Non-controlling interests	3,036.9	2,122.9	+43.1
Total equity	5,612.1	4,039.1	+38.9
Non-current liabilities			
Long-term borrowings	2,793.8	2,855.6	-2.1
Deferred liabilities and provisions	573.1	507.0	+13.0
Deferred tax liabilities	430.3	395.3	+8.9
	3,797.2	3,757.9	+1.0
	9,409.3	7,797.0	+20.7
Net debt	1,847.0	2,719.5	-32.1
Consolidated gearing (times)	0.33	0.67	

* Restated



FIRST
PACIFIC