

FIRST QUARTER 2022 FINANCIAL AND OPERATIONAL RESULTS ANALYSTS' BRIEFING

04 MAY 2022



METRO PACIFIC INVESTMENTS

We Invest. We Manage. We Transform.

CONTENTS



First Quarter 2022 Financial Highlights

Quarterly Highlights

Core Earnings Contribution Mix

Group Volume Dashboard

Stand-alone Performance of Operating Companies

Growth, Expansion, and Recent Developments

Sustainability at MPIC

Consolidated Income Statement

APPENDIX

Monthly Performance

Share in Operating Core Income

Condensed Income Statement of Operating Companies

Debt Profile

Balance Sheet Highlights

Illustrative Capital Expenditure and Cash Flows

FINANCIAL HIGHLIGHTS



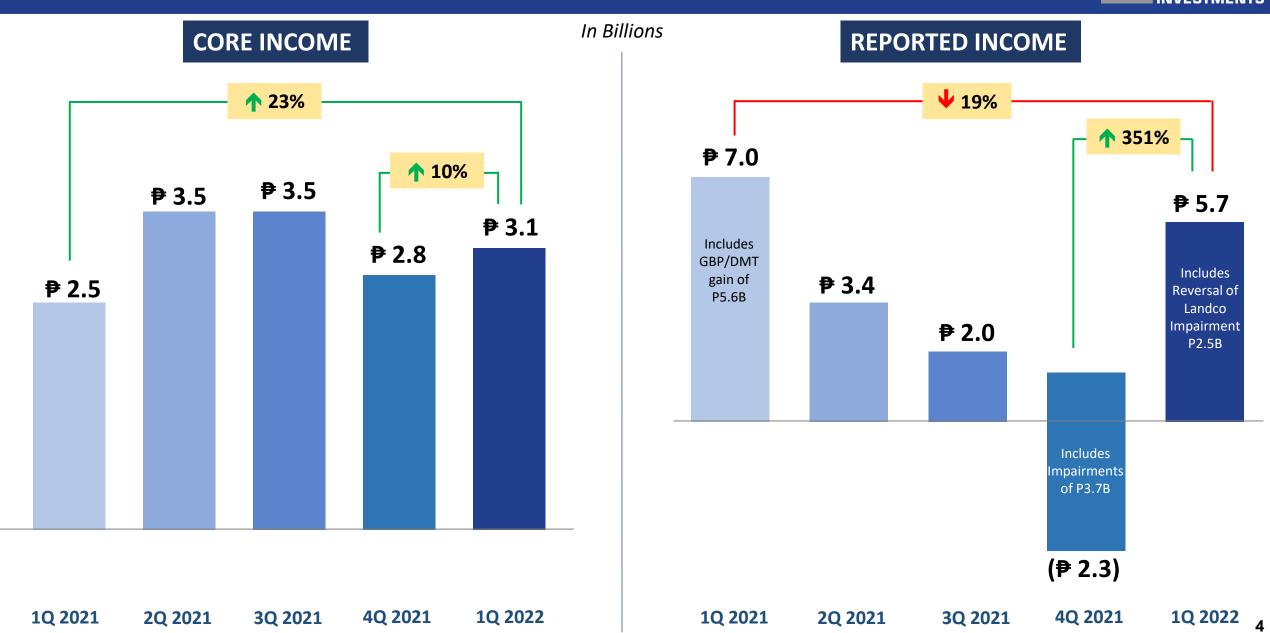
Gaining recovery momentum as economic activities resume

In Billions	1Q 2022	1Q 2021	%
	AGGREGATE GROUPWIDE		
REVENUES	₱ 106.4	₱89.0	1 20%
CORE EBITDA	₱18.6	₱ 18.4	1%
	MPIC SHARE		
SHARE IN OPERATING CORE INCOME	IG ₱4.3	₽ 3.8	14%
CORE INCOME	₱3.1	₽ 2.5	1 23%

^{*}Excluding Meralco pass-through revenues, aggregate groupwide revenues for 1Q2022 7 12% vs 1Q2021

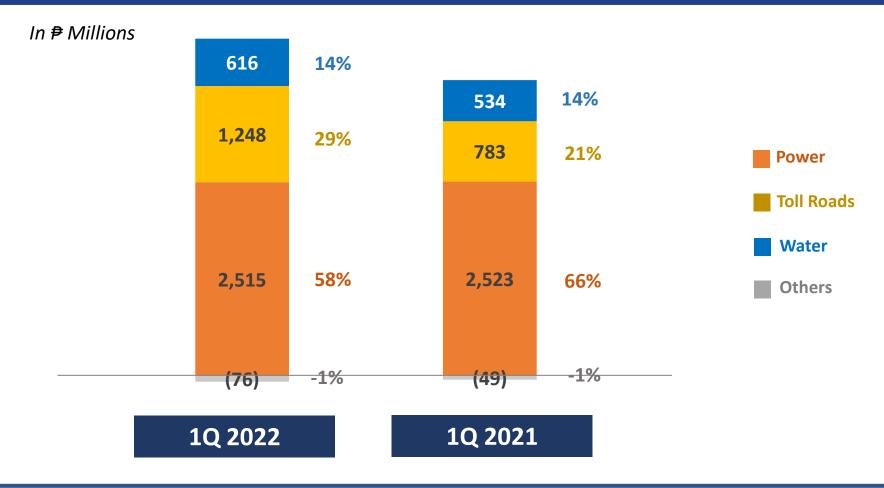
QUARTERLY HIGHLIGHTS





CORE EARNINGS CONTRIBUTION MIX





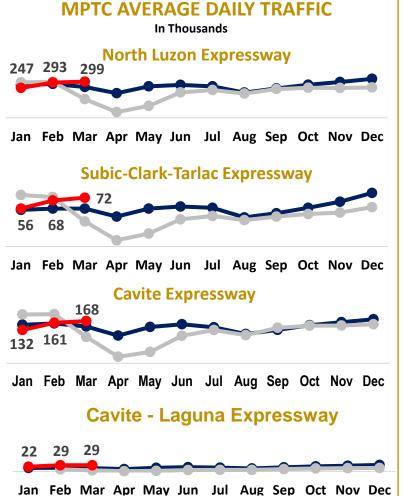
- ☐ Power segment has consistently been the largest contributor to earnings
- ☐ Toll roads business benefitted from toll rate adjustments, opening of new road and more relaxed quarantine measures
- ☐ Water business remained profitable despite reduction in volumes

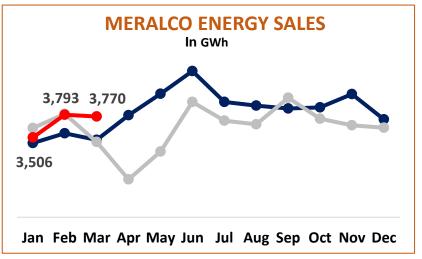
GROUP VOLUME DASHBOARD

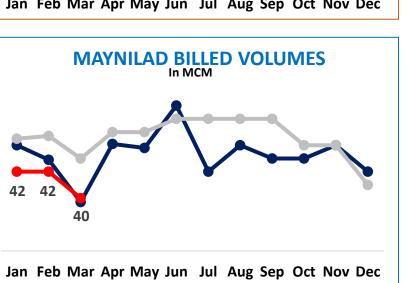


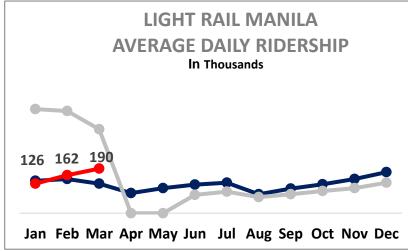
















STAND-ALONE PERFORMANCE OF OPERATING COMPANIES















MERALCO 1Q 2022 HIGHLIGHTS



FINANCIAL HIGHLIGHTS (In Billions)

REVENUES	₱85.9	1 33%
CORE EBITDA	₱9.0	4 25%
CORE INCOME	₱5.6	10%
CAPITAL EXPENDITURE	₱6.0	1 41%

OPERATIONAL HIGHLIGHTS

Total energy sales(a) (In GWh)	11,069	6 %
Residential	3,808	1 5%
Commercial	3,781	1 6%
Industrial	3,443	1 6%
Streetlights	37	1 3%
Average distribution rate per kWh	₽ 1.37	→ 0%
System loss	6.02%	y 2%



KEY DRIVERS OF PERFORMANCE

☐ Growth in Total Energy Sales arising from

Jan

Feb

- Residential continued work-from-home, remote learning setups and warmer temperature
- Commercial increased public confidence driving economic activity

May

- Industrial heightened steel and cement industries production from increased construction activity
- ☐ Higher contribution from the power generation business helped boost Core Income

Oct

Nov

Dec



METRO PACIFIC TOLLWAYS CORPORATION 1Q 2022 HIGHLIGHTS





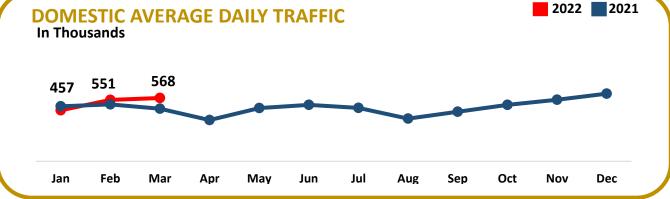
FINANCIAL HIGHLIGHTS (In Billions)

TOLL REVENUES	₽ 4.8	1	15%
CORE EBITDA	₱3.5	1	26 %
CORE INCOME	₱1.3	1	59%
CAPITAL EXPENDITURE	₱ 10.9	1	103%

OPERATIONAL HIGHLIGHTS

Total average daily traffic(a) (In Thousands)	835	11%
PHILIPPINES	524	1 7%
NLEX	280	1 4%
SCTEX	65	17 %
CAVITEX	153	1 %
CALAX	26	1 67%
INTERNATIONAL	311	1 20%
PT Nusantara (Indonesia)	240	13 %
CII B&R (Vietnam)	71	1 49%





KEY DRIVERS OF PERFORMANCE

- ☐ Toll Revenues improved due to:
 - Toll rate adjustment implemented in NLEX in May 2021 and start of toll collection in CALAX Sub-section 5 in August 2021
 - Higher contribution from PT Nusantara with the start of toll collection in Pettarani in May 2021
- ☐ Growth in Core EBITDA was driven by savings in operating expenses and higher non-toll income
- ☐ Core Income grew further due to the increase in contributions from CII B&R (Vietnam) owing to increased traffic from the opening of the Hanoi Highway and reduced COVID-19 restrictions



MAYNILAD WATER SERVICES 1Q 2022 HIGHLIGHTS



FINANCIAL HIGHLIGHTS (In Billions)

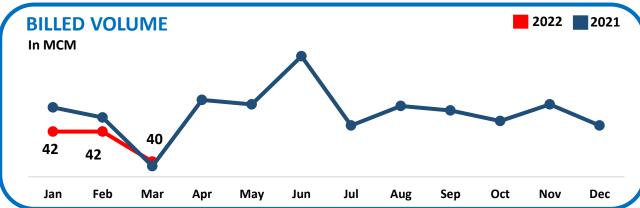
REVENUES	₱ 5.3	•	1%
CORE EBITDA	₱3.6	1	1%
CORE INCOME	₱1.4	1	10%
CAPITAL EXPENDITURE	₱3.4	1	113%



OPERATIONAL HIGHLIGHTS

Total billed volume* (In MCM)	124.0	4 2%
Residential	94.8	y 2%
Semi-business	8.5	V 2%
Commercial	14.8	→ 0%
Industrial	5.9	V 2%





KEY DRIVERS OF PERFORMANCE

- ☐ Decline in Revenues was mainly driven by lower volume sold
- ☐ Core EBITDA increased owing to savings in personnel costs as a result of the rightsizing in 2021
- Core Income improved further due to lower income tax provisions and lower expenses as a result of continuous operating efficiencies

COASTAL STORAGE AND METRO PACIFIC HOSPITALS **1Q 2022 HIGHLIGHTS**





	FINANCIA
ب	

AL HIGHLIGHTS (In Millions)

REVENUES	₱ 495	18%
CORE EBITDA	₱392	1 21%
CORE INCOME ^(a)	₱ 241	1 32%
CAPITAL EXPENDITURE	₽ 78	180%



OPERATIONAL HIGHLIGHT

Average Utilization (million barrels)	4.2	^	9%
Average Capacity (million barrels)	5.8	→	0%
Average Utilization Rate	73%	^	9%

KEY DRIVER OF PERFORMANCE

Increase in core income was mainly driven by higher storage revenues. Average utilization rate in March 2022 is at 73% vs. 67% in prior period.



FINANCIAL HIGHLIGHTS (In Millions)

REVENUES	₽ 4,605	1	1%
CORE EBITDA	₱909	4	1%
CORE INCOME	₱177	V	38%
CAPITAL EXPENDITURE	₱ 540	1	14%



OPERATIONAL HIGHLIGHTS

Total Patient Census (In Thousands)	867	^	10%
COVID-19 (admissions and testing)	180	^	31%
Regular	687	1	6%

KEY DRIVERS OF PERFORMANCE

The increase in revenue was mainly driven by revenues from Commonwealth Hospital^(b). This was, however, offset by higher personnel costs from additional headcount and higher depreciation from completed capital expenditures.

GROWTH, **EXPANSION, AND RECENT DEVELOPMENTS**















TOLL ROADS EXPANSION PROJECTS

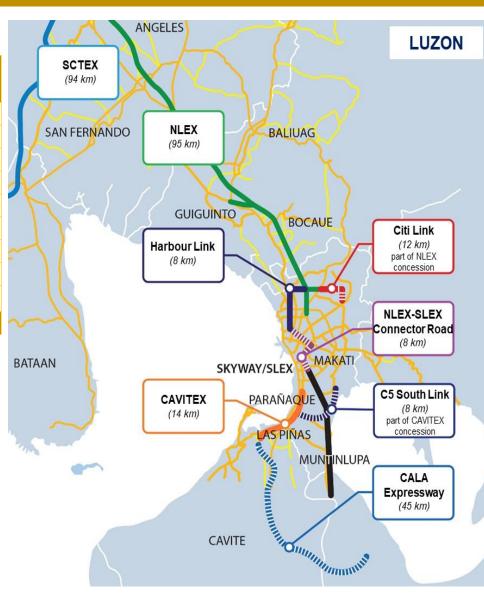


Continued execution on value-accretive projects despite pandemic challenges

Toll Road Projects	Length (In Km)	Construction Cost ^(a) (In Billions)	Target Completion ^(b)
Expansions to existing roads			
CAVITEX Segment 4 Extension	1.2	₱2.2	2023
CAVITEX – C5 South Link	7.7	14.5	2023
NLEX Segment 8.2 Section 1A	2.0	1.6	2023
Stand-alone road projects			
NLEX-SLEX Connector Road	8.0	15.7	2023
Cebu Cordova Link Expressway	8.9	32.8	2022
Cavite-Laguna Expressway	44.6	21.3	2023
TOTAL	72.4	₱88.1	







(a) Inclusive of FOE, Security and Other Costs and exclusive of Concession Fees (b) Subject to change arising from MPTC's response to Government measures in addressing the COVID-19 crisis

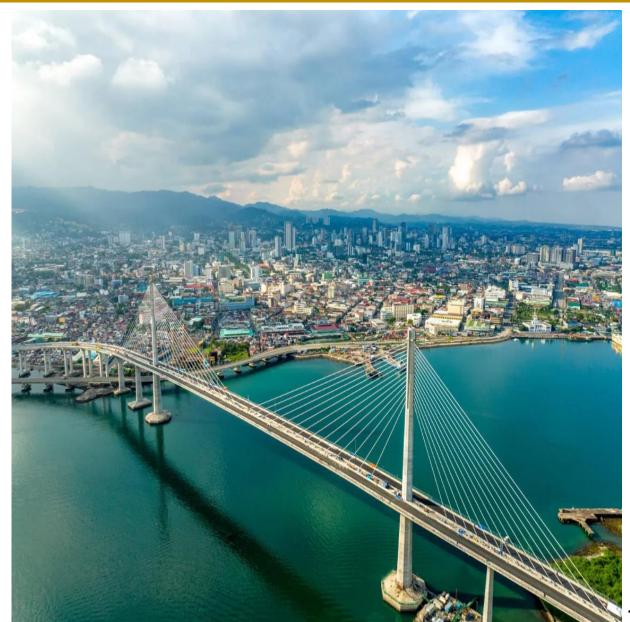
NEW ICON OF CEBU: CEBU-CORDOVA LINK EXPRESSWAY (CCLEX)



CCLEX is considered by many as the "Bridge of the Future" and is now the longest and tallest bridgeway structure in the Philippines

- ☐ President Rodrigo Duterte has been a part of this bridge's inception from groundbreaking in 2017 to its inauguration on April 27, 2022, which was finished in record time
- ☐ First local government granted SCA project
- Began commercial operations on April 30, 2022 and is expected to accommodate approximately 50,000 vehicles per day







MERALCO RENEWABLE ENERGY PROJECTS



Meralco fully supports the Department of Energy's Renewable Portfolio Standards and has committed to securing 1,500 MW of its power requirements from renewable energy sources in the next 5 years



Target of 1,500 MW renewable energy capacity in the next 5-7 years

Projects under development:

- ☐ 75 MWac solar in Baras, Rizal (in partnership with Mitsui)
- 45 MWac solar plant in Cordon, Isabel (in partnership with Mitsui)
- 68 MWac solar plant in Ilocos Norte (in partnership with Vena)

2022 and beyond:

- Exploring solar/storage developments that can compete in mid-merit space
- ☐ Construction of first large-scale wind farm

SETTING THE NEW STANDARD OF LIVING



Landco Pacific Corporation (Landco) is a pioneer upscale real estate developer in the Philippines developing leisure communities, resort-inspired condominiums, and luxury home communities







- Demonstrates leadership and advocacy in green hospitality among the country's prime tourist destinations
- Hitting their all-time high sales records due to surge of interest in residential resort projects, seaside residences

























SUSTAINABILITY AT MPIC















RELEASED FIRST MPIC INTEGRATED REPORT <IR> ALIGNED WITH 4 **GLOBAL SUSTAINABILITY STANDARDS AND FRAMEWORKS**





INCLUDED AT THE WBA's TOP 2000 MOST INFLUENTIAL COMPANIES



MPIC is now part of the prestigious list of top companies "that are going to shape the future"







- WBA represents organizations working to shape the private sector's contributions to achieving the UN SDGs
- It develops transformative benchmarks that will compare companies' performance on the SDGs

ACHIEVED THE SUSTAINALYTICS' ESG REGIONAL TOP-RATED BADGE



MPIC attains a notch higher in score – improved score to 11.0 from 12.8 previously among multi-sector holdings companies in PH



a Morningstar company





	COMPANY	ESG RISK RATING (Out of 40+)		INDUSTRY GROUP	INDUSTRY RANKING			
		20	021	2	022		2021	2022
0	Metro Pacific Investments Corporation	12.8	LOW	11.0	LOW	Diversified Financials	17 out of 794	20 out of 927



a Morningstar company

ESG
REGIONAL
TOP RATED

- Sustainalytics is a global leader in ESG research covering over 13,500 companies globally
- Its ratings are designed to help investors identify material ESG risks and its impact on various business sectors

TRAILBLAZERS FOR ENERGY, ENVIRONMENT, AND **QUALITY MANAGEMENT SYSTEMS**



MPTC South Hub conferred with Gold Leed Certification

NLEX attained new Corporate History record after securing 4 ISO Certificates



















CONSOLIDATED INCOME STATEMENT



Core Income for 1Q 2022 increased by 23% to ₱3.13 billion

In Billions of Pesos	1Q 2022	1Q 2021	%	
POWER	₱2,515	₱2,523	→	0%
TOLL ROADS	1,248	783	^	59%
WATER	616	534	^	15%
LIGHT RAIL	(86)	(66)	^	30%
HOSPITALS	35	57	4	39%
OTHERS	(25)	(40)	Ψ	38%
SHARE IN OPERATING CORE INCOME	4,303	3,791	↑	14%
Head Office	(305)	(284)	^	7%
Interest – Net	(866)	(968)	4	11%
CORE NET INCOME	3,132	2,539	^	23%
Non-recurring Items	2,546	4,493	4	43%
REPORTED NET INCOME	5,678	7,032	Ψ	19%

KEY DRIVERS OF PERFORMANCE

- ☐ Core Income increased by 23% due to:
 - Higher traffic on all of MPTC's toll roads
 - Contribution from MPW projects and lower operating expenses in Maynilad
 - Lower head office net interest expense due to refinancing and re-rating activities in 2021
- ☐ Reported Income is lower because 1Q 2021 had the benefit of the gains from the sale of Global Business Power and Don **Muang Tollways**

APPENDIX













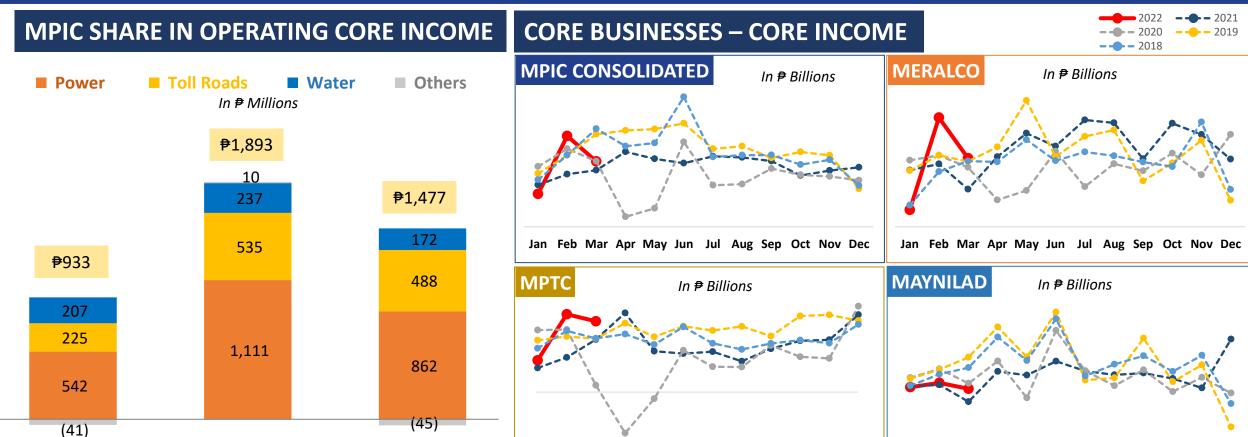


MONTHLY PERFORMANCE

Jan 2022

Feb 2022





☐ Meralco's and MPTC's volumes continue to recover as lesser COVID-19 restrictions were imposed. Maynilad, however, remained constrained with lower water consumption and no tariff increases

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

☐ Dips in volumes in 2020 were due to the strict lock-down imposed during the period

Mar 2022

Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

SHARE IN OPERATING CORE INCOME















In Millions

POWER	1Q 2022	1Q 2021	9	%
Meralco (45.5%)	₽ 2,557	₽ 2,325	1	10%
GBPC ^(a)	-	325	$lack \Psi$	100%
Beacon/FV and accounting	(42)	(127)	T	67%
adjustments	()	(127)		
	₱ 2,515	₽ 2,523	→	0%

TOLL ROADS	1Q 2022	1Q 2021	%	
MPTC (99.9%)	₱ 1,253	₱ 787	1	59%
FV and consolidation adjustments	(5)	(4)	1	25%
	₱ 1,248	₱ 783	1	59%

WATER	1Q 2022	1Q 2021	%	
Maynilad (52.8%)	₽ 715	₱648	1	10%
Fair value adjustments	(6)	(7)	$lack \Psi$	14%
MetroPac Water (100%)	(93)	(107)	Ψ	13%
	₱ 616	₱ 534	1	15%

LIGHT RAIL	1Q 2022	1Q 2021	%	6
LRMC (35.8%)	(₱64)	(₱37)	^	73%
Consolidation adjustments	(22)	(29)	V	24%
	(₱86)	(₱66)	^	30%

HOSPITALS, OTHERS	1Q 2022	1Q 2021	9	6
Hospitals (20%)	35	57	V	39%
Others	(25)	(40)	Ψ	38%
	₱10	₱17	ullet	41%

CONDENSED STATEMENTS OF INCOME





In Millions of Pesos	1Q 2022
Electricity	83,272
Non-Electricity	2,633
Gross profit	85,905
Purchased power	(61,657)
Operating expenses	(18,859)
Other income	1,803
Provision for income tax	(1,473)
Non-controlling interest	(95)
Core income	5,624
Non-core income	(60)
Reported Net Income	5,564
Core EBITDA Computation:	
Core income	5,624
Depreciation and amortization	3,279
Interest expense (income) - net	587
Provision for income tax	1,473
Others	(2,007)
Core EBITDA	8,956



In Millions of Pesos	1Q 2022
Net toll revenues	4,850
Cost of services	(1,892)
Gross profit	2,958
Operating expenses	(525)
Other income and expense - net	310
Share in earnings of associates	54
Interest expense - net	(660)
Provision for income tax	(462)
Non-controlling interest	(421)
Core income	1,254
Non-core income (expense)	(15)
Reported Net Income	1,239
Core EBITDA Computation:	
Core income	1,254
Depreciation, amortization and others	711
Interest expense - net	660
Provision for income tax	462
Non-controlling interest	421
Others	(54)
Core EBITDA	3,454

CONDENSED STATEMENTS OF INCOME





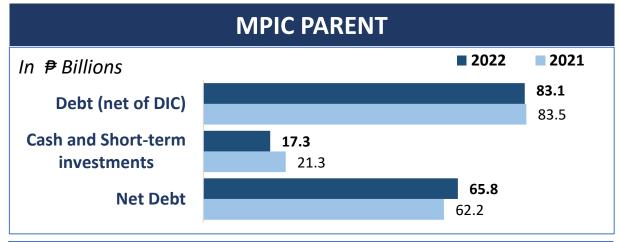
In Millions of Pesos	1Q 2022
Revenues	5,292
Cost of services	(2,047)
Gross profit	3,245
Operating expenses	(858)
Other income and expense - net	17
Interest expense - net	(541)
Provision for income tax	(509)
Core income	1,354
None-core expenses	3
Reported Net Income	1,357
Core EBITDA Computation:	
Core income	1,354
Depreciation and amortization	1,159
Interest expense - net	541
Provision for income tax	509
Core EBITDA	3,563

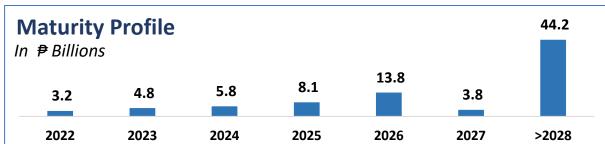


In Millions of Pesos	1Q 2022
Rail revenue	344
Cost of services	(352)
Gross profit	(8)
Operating expenses	(154)
Other income and expense - net	104
Interest income (expense) - net	(99)
Provision for income tax	(21)
Core income (loss)	(178)
Non-core income (expense)	(1)
Reported Net Income (loss)	(179)
Core EBITDA Computation:	
Core income (loss)	(178)
Depreciation and amortization	43
Interest expense (income) - net	99
Provision for income tax	21
Core EBITDA	(15)

DEBT PROFILE



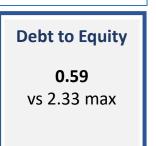


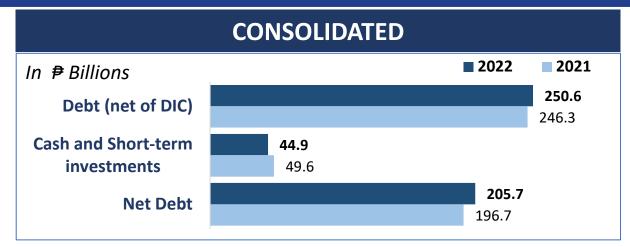












CONSOLIDATED:

- 83% fixed / 17% floating
- 89% Peso-denominated / 11% foreign currencies
- Average interest rate: 5.77% end of March 2022 vs. 5.68% in 2021
- Net gearing ratio: 85.8% end of March 2022 and 83.1% end of 2021
- Subsidiaries' default will not extend to MPIC Parent Company level

MPIC PARENT:

IN PHP

- ☐ Average interest rate: **4.93%** end of Q1 2022 vs. 5.42% in Q1 2021.
- Net gearing ratio: 46.7% end of March 2022 and 44.5% end of 2021.
- ☐ Loan to value: 25% based on internal NAV (without conglo discount)

	AS OF MARCH 31, 2022 (UNAUDITED)			
	GROSS	GROSS	TOTAL	TOTAL
I PHP MILLIONS	DEBT	CASH	ASSETS	EQUITY
MANILA ELECTRIC COMPANY	86,049	58,034	502,123	99,504
METRO PACIFIC TOLLWAYS CORPORATION	105,405	15,030	207,380	62,315
MAYNILAD WATER SERVICES	39,396	8,496	131,550	58,347
LIGHT RAIL MANILA CORPORATION	20,827	1,734	42,789	15,767

BALANCE SHEET HIGHLIGHTS



In Billions

1Q22 vs. FY21

CONSOLIDATED			
ASSETS			
Cash and short-term investments	₽ 44.6	_	10%
Receivables and other assets	77.3	+	19%
Investments and advances	167.2	_	1%
Service concession assets	308.2	+	3%

MPIC PARENT			
ASSETS			
Cash and short-term investments	₱ 17.3	_	19%
Investments and advances	215.4	+	1%
Other assets	6.3	+	174 %

LIABILITIES AND EQUITY Accounts payable and others ₱75.4 8% Service concession fees payable 31.5 1% Long-term debt 250.6 2% Non controlling interest 43.6 0% **Equity Attributable to Parent Company** 196.2 1%

Accounts payable & others	₱5.7	+	62%
Long-term debt	83.1		0%
Deferred tax and provisions	9.0	_	2%
Equity	141.2	+	1%

LIABILITIES AND EQUITY

ILLUSTRATIVE CAPITAL EXPENDITURE AND CASH FLOWS



CAPITAL EXPENDITURE

	2021		202	22
In Billions	Stand-alone	MPIC Share	Stand-alone	MPIC Share
TOLL ROADS	₱19.2	₽ _(a)	₱32.5	₽ _(a)
POWER	27.9	3.3 ^(b)	58.3	1.5
WATER	9.6	0.4	17.5	0.6
LIGHT RAIL	4.5	0.9	6.2	1.2
HOSPITALS	2.2	-	3.8	-
OIL STORAGE	0.2	7.1	1.1	-
OTHERS	0.8	2.0	1.8	17.2 ^(c)
SUB-TOTAL	64.4	13.7	121.2	20.5
SHARE BUY-BACK	-	2.3	-	5.0
TOTAL	₽ 64.4	₱16.0	₱121.2	₽ 25.5

NOTES:

- (a) Funded from proceeds of toll road assets sale
- (b) Remaining deferred payments for investment in Meralco
- (c) Includes other new projects
- (d) Includes net new borrowings
- (e) Includes ₱6.5 billion committed projects, ₱14.0 billion unallocated new projects for consideration/evaluation, and ₱2.3 and ₱5.0 billion MPI share buyback for 2021 and 2022, respectively

CASH FLOW INDICATORS

In Billions	2021	2022
Beginning cash	₱22.5	₱21.3
Proceeds from asset sell-down ^(d)	14.3	16.0
Dividend income	10.1	11.5
Net interest overhead and fees	(6.2)	(6.3)
Dividend commitment	(3.4)	(3.3)
Allocation for investments(e)	(16.0)	(25.5)

CAUTIONARY STATEMENTS

This report was prepared solely and exclusively for discussion purposes. This presentation and/or any part thereof may not be reproduced, disclosed or used without the prior written consent of Metro Pacific Investments Corporation (the "Company").

This presentation, as well as discussions arising therefrom, may contain statements relating to future expectations and/or projections of the Company by its management team, with respect to the Company and its portfolio companies. These statements are generally identified by forward-looking words such as "believe," "plan," "anticipate," "continue," "extimate," "expect," "may," "will," or other similar words. These statements are: (i) presented on the basis of current assumptions which the company's management team believes to be reasonable and presumed correct based on available data at the time these were made, (ii) based on assumptions regarding the Company's present and future business strategies, and the environment in which it will operate in the future, (iii) a reflection of our current views with respect to future events and not a guarantee of future performance, and (iv) subject to certain factors which may cause some or all of the assumptions not to occur or cause actual results to diverge significantly from those projected. Any and all forward-looking statements made by the Company or any persons acting on its behalf are deemed qualified in their entirety by these cautionary statements.

This presentation is solely for informational purposes and should in no way be construed as a solicitation or an offer to buy or sell securities or related financial instruments of the Company and/ or any of its subsidiaries and/or affiliates.

ABOUT MPIC

Metro Pacific Investments Corporation (PSE:MPI) is a Philippine-based, publicly listed investment and management company, focused on infrastructure, with holdings in Manila Electric Company, Maynilad Water Services, Inc., MetroPac Water Investments Corporation, Metro Pacific Tollways Corporation, Metro Pacific Hospital Holdings Inc., Light Rail Manila Corporation.

HEADQUARTERS

10/F MGO Building, Legazpi corner Dela Rosa Streets, Legazpi Village, Makati 0721 Philippines Phone: (+632) 8888-0888 / Facsimile: (+632) 8888-0813

Official Website: www.mpic.com.ph

INVESTOR RELATIONS (investorrelations@mpic.com.ph)

VP Investor Relations – Maricris C. Aldover – Ysmael, ICIR (<u>mdaldover@mpic.com.ph</u>)
IR Associate Manager – Jana Lyra M. Manlangit (<u>jmmanlangit@mpic.com.ph</u>)
IR Junior Specialist – Pauline Treshia J. Torre (<u>pitorre@mpic.com.ph</u>)



