



# Investor Presentation

## Nine-Month 2021 Results

HKEx: 00142  
ADR: FPAFY  
[www.firstpacific.com](http://www.firstpacific.com)

Creating  
long-term value  
in **Asia**

# FIRST PACIFIC

## Consumer Foods

**Indofood**  
THE SYMBOL OF QUALITY FOODS

**Indofood CBP**

First Pacific has an economic interest of 50.1% in Indofood, 40.3% in ICBP, and 40.3% in Pinehill.

## Infrastructure

**METRO  
PACIFIC**  
INVESTMENTS

**GBP** **MERALCO**  
GLOBAL BUSINESS POWER

First Pacific holds an economic interest of 44.0% in MPIC, 20.0% in both Meralco and Global Business Power, 53.6% in PacificLight, 23.2% in Maynilad, and 43.9% in Metro Pacific Tollways.

## Natural Resources

**PHILEX MINING  
CORPORATION**

**PXP**  
ENERGY

**IndoAgri**

First Pacific has an economic interest of 31.2% in Philex and Two Rivers, a Philippine affiliate, holds 15.0%. First Pacific holds effective economic interest of 42.4% in PXP Energy, 35.9% in IndoAgri, and 50.8% in Roxas Holdings.

## Telecommunications

**PLDT**

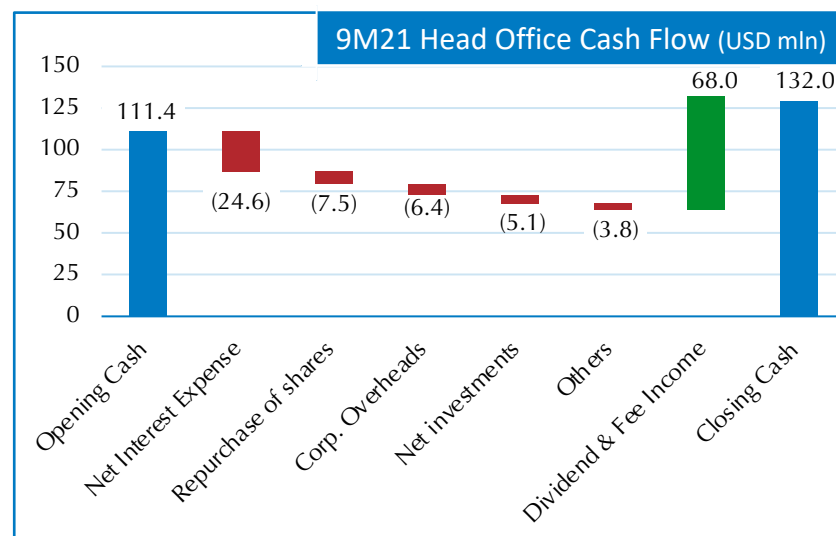
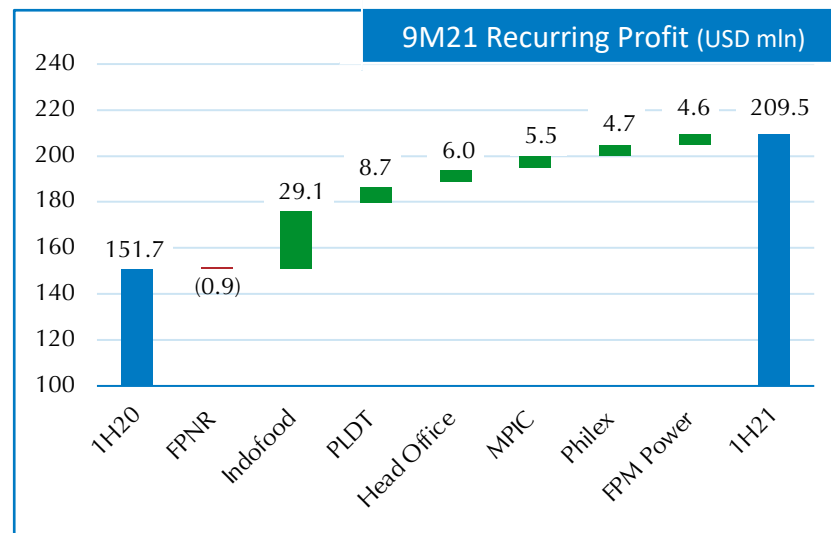
**Smart**

First Pacific holds an economic interest of 25.6% in PLDT which in turn owns 100% of Smart, its mobile telecommunications subsidiary.

# Earnings Rise, Dividend Up, Share Repurchases Continue

## Recurring Profit Rises 38% & Interim Distribution Jumps 2.0 HK cents to 9.0 HK cents per share

- Indofood and PLDT delivered their highest-ever first-half revenues on lockdown-induced increases in demand for both companies and, for Indofood, contribution of Pinehill businesses
- FPM Power makes first positive contribution on fuel-price competitiveness
- Contribution from operations rose 26% to \$249.2 million vs. \$197.4 million on strong performances by all operating companies save the sugar business RHI
- Sharply lower interest expense improved Head Office costs by \$6.0 million, resulting in a 38% improvement in recurring profit to \$209.5 million vs. \$151.7 million
- First Pacific recorded net profit of \$181.0 million vs. \$100.6 million as non-recurring losses fell 90% to \$5.4 million
- Interim distribution raised to 9.0 HK cents/share vs. 7.0 HK cents/share a year earlier on continuing commitment to distribute a quarter of recurring profit to shareholders
- \$100 million three-year share repurchase program well under way to enhance returns to shareholders
- Operating companies forecast higher earnings over the medium term as accelerating vaccination programs prod domestic economies to new growth
- Interest coverage ratio improved to 3.5 times (next slide)



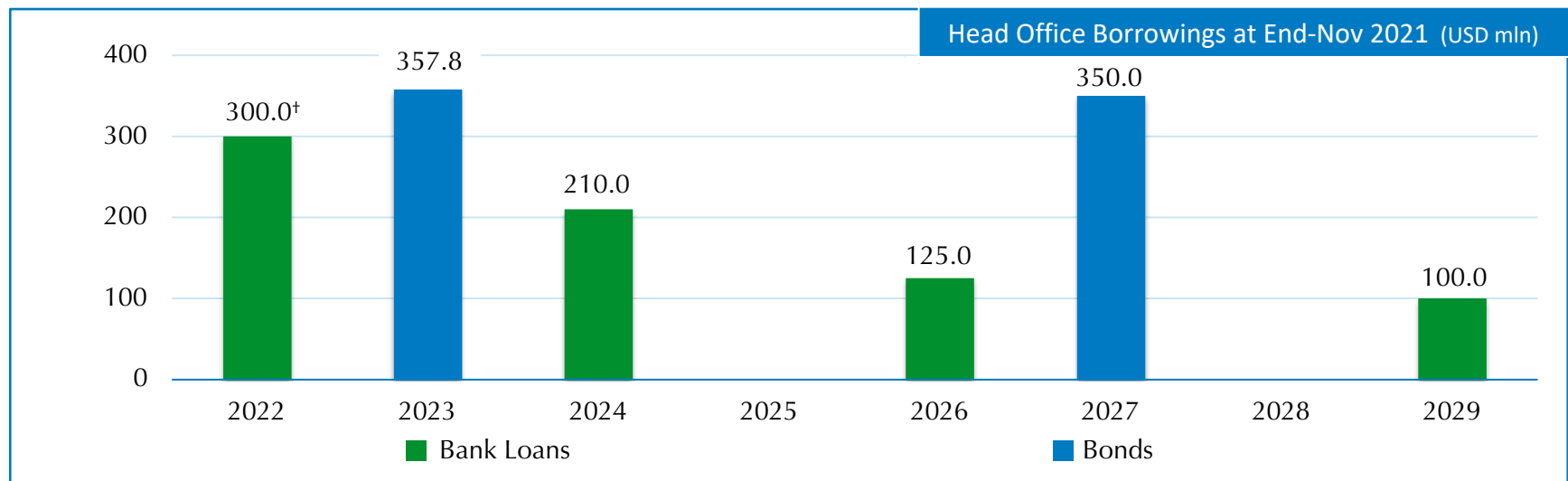
# Prudent Capital and Balance Sheet Management

## Head Office Balance Sheet as of end-June 2021

- Gross debt \$1.4 billion, gross debt cover 3.8x
- Net debt \$1.3 billion, net debt cover 4.0x
- Net Debt to GAV ratio at 27%, Gearing at 80%
- Cash balance of \$132 million
- Average debt maturity of 3.4 years
- Blended interest cost of 3.5%
- All borrowings are unsecured
- Fixed-rate borrowings amount to 74% of the total
- The Company's interest coverage ratio improved to 3.5x
- No subsidiaries, affiliates or associates have any recourse to First Pacific Head Office for any borrowings
- First Pacific's outstanding bonds (above, right) can be tracked on Bloomberg via FIRPAC <Corp> <Go>

Bonds Outstanding				
Principal	Coupon	Price*	Term	Maturity
US\$357.8 mln	4½%	103.749	10-Year	16 April 2023
US\$350.0 mln	4¾%	105.393	7-Year	11 Sept 2027

\*Mid-market data 1 December 2021.



<sup>†</sup>FPC has committed facilities to refinance 2022 maturities in full.



# First Pacific's Investment & Management Approach



## Investment Criteria & Strategies

- Geographic focus on emerging Asian economies
- Industry focus on consumer foods, infrastructure, natural resource, and telecommunications
- Companies will have strong or dominant market positions
- Companies will have potential for strong and committed profit growth, substantial cash flows and increasing dividends while following industry-leading ESG practices
- Potential co-investment in new digital and renewable energy businesses with group operating companies

## Management Approach

- Achieve significant management influence or control
- Engage actively in setting strategic direction, business plans and performance, and ESG targets
- Work closely with management of operating companies on acquisition and disposal activities
- Develop management incentive plans including financial and sustainability targets to align management interests with those of stakeholders
- Raise financial and ESG reporting standards to world-class levels throughout the Group

## Investment Objectives

- Create shareholder value by growing First Pacific's recurring earnings and dividends and increasing the share price over the medium term with emerging Asia investment focus
- By actively participating in management of operating companies grow their underlying earnings, cash flow and dividends
- Fully incorporate sustainability factors into investment decisions and management practices to manage risk and generate sustainable long-term returns

## Three-Year Share Buyback Program Launched

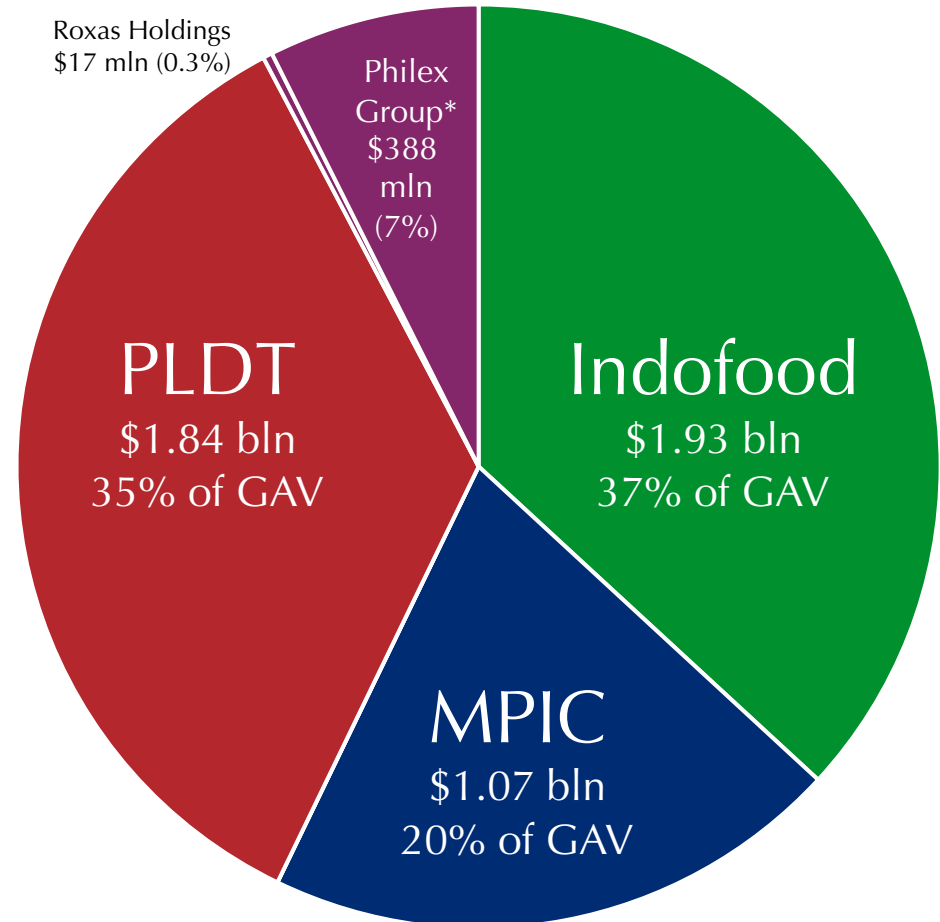
- First Pacific is currently trading at a relatively high discount to its net asset value
- First Pacific has accordingly launched a three-year \$100 million share repurchase program in March 2021 reflecting Management's commitment to reducing First Pacific's NAV discount
- Repurchased shares are canceled, immediately increasing NAV per share, earnings per share, and dividend per share for all shareholders

# Gross Asset Value of \$5.2 Billion

## Diversified Investments, Strong Returns

- Balanced weighting of mature and growth investments
- Balanced weighting of different sectors
- 17 years of growth: Gross Asset Value grew at a compound annual growth rate of 8% from end-2003 to end-June 2021
- CAGR of 17% in dividend income to First Pacific from 2003 to 2020
- First Pacific dividend policy of at least 25% of recurring profit since 2010
- \$100 million three-year share repurchase program launched in March 2021

Consumer Foods	37%
Infrastructure	20%
Telecommunications	35%
Natural Resources	7%



Data as of 30 November 2021; rounding may affect totals. Head Office net debt not included.

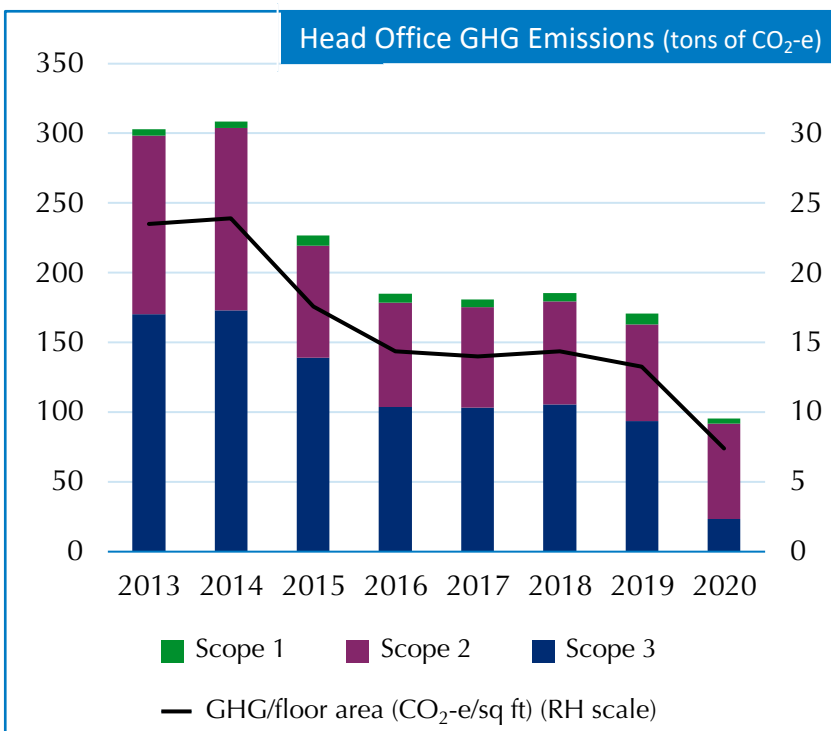
\*Includes Philex, PXP Energy, and SMECI notes (see [page 21](#)).

# UNPRI<sup>1</sup>, UNGC<sup>2</sup> & ILO<sup>3</sup> Among New Commitments



## New Commitments to Global Standards

- First Pacific's formal Responsible Investment Policy implements the six United Nations Principles of Responsible Investment<sup>1</sup>
- The Company has signed the United Nations Global Compact<sup>2</sup> and committed to its 10 core principles
- First Pacific formally complies with the eight fundamental conventions of the International Labour Organisation<sup>3</sup>
- Our ESG Reports are available [here](#)



## Proxy Advisor Ratings

HS Sustainability Benchmark Index	A+	1 <sup>st</sup> quartile
ISS Governance QualityScore	1	Best Possible Score
ISS ESG Corporate ESG Performance	C	Prime Status
MSCI ESG Rating	BB	Up from B in 2019
Sustainalytics ESG Risk Rating	15.2	"Low Risk"

## Excellence Award in Governance in Hong Kong

- First Pacific won the 2020 Award of Excellence in Corporate Governance from the Chamber of Hong Kong Listed Companies and Hong Kong Baptist University's Centre for Corporate Governance and Financial Policy
- The Company is a member of the Hang Seng Corporate Sustainability Benchmark Index with a rating of A+
- First Pacific was awarded a "Prime" status by ISS ESG for fulfilling "demanding requirements regarding sustainability performance"

## Head Office Emission Reduction Goals Exceeded

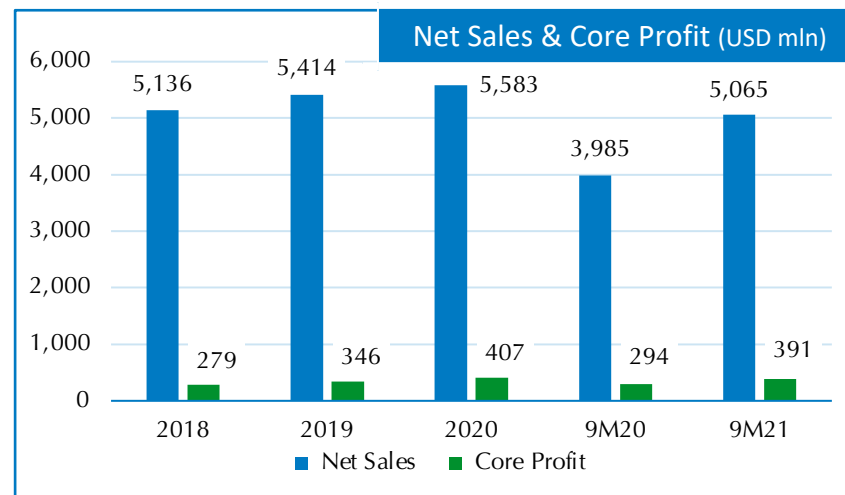
- In First Pacific's 2019 ESG Report, the Company committed to reducing Head Office total GHG emissions by 10% in 2021 and 15% in 2022 compared with the 2019 figure
- Having met both targets with a 44% fall in total GHG emissions in 2020, First Pacific is reassessing its targets, even as operating companies in the Group are encouraged to set their own goals
- First Pacific GHG emissions have been verified by Carbon Care Asia

## 9M 2021 Financial Highlights

- Net sales rose 24% to record high IDR72.8 trillion vs. IDR58.8 trillion on sales growth at Consumer Branded Products division followed by the Agribusiness, Bogasari flour and pasta, and Distribution divisions
- Core profit rose 29% to record high IDR5.6 trillion vs. IDR4.3 trillion driven by sales growth, contribution from Pinehill noodle maker purchased in August 2020, and stronger gross profit margin
  - CBP sales up 26% to IDR42.3 trillion, EBIT up 40% to IDR8.7 trillion driven by Noodles
  - Bogasari sales up 12% to IDR18.6 trillion, EBIT down 3% to IDR1.2 trillion on higher operating expenses
  - Agribusiness sales up 36% to IDR14.0 trillion, EBIT tripled to IDR1.9 trillion on higher commodity prices
  - Distribution sales up 13% to IDR3.9 trillion, EBIT up 39% to IDR187 billion

## Outlook

- Robust sales growth is seen continuing at CBP, driven by Pinehill operations in Africa, the Middle East and Southern Europe, as well as continuing demand growth for our consumer branded products, supported by strong product innovation across all food segments
- Pinehill noodles capacity up 20% from 2020 level to 12 billion packs/year
- Total noodle capacity of 33 billion packs/year makes Indofood the world's biggest instant noodle producer
- CPO milling, flour milling, and dairy also see capacity growth
- New products are already heading towards Pinehill's markets
- Earnings growth seen continuing into the fourth quarter of 2021 and beyond in both domestic Indonesian markets and Pinehill markets

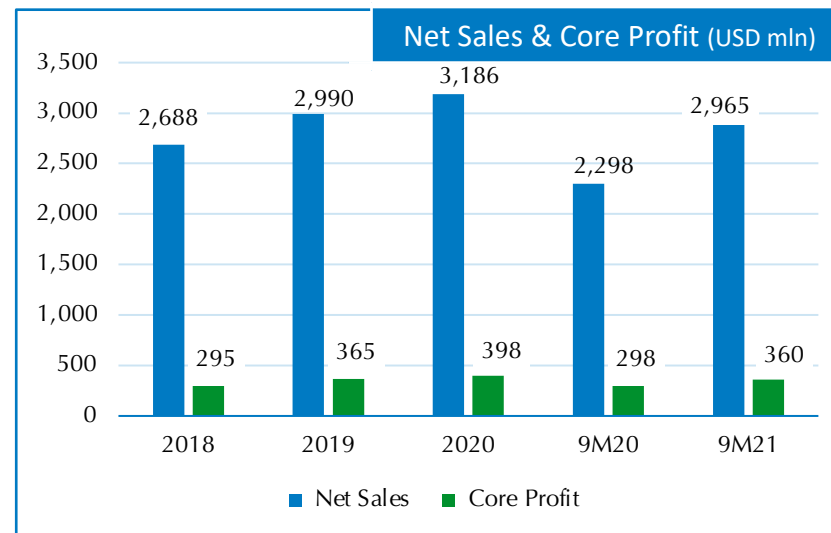


## EBIT Margins Compared

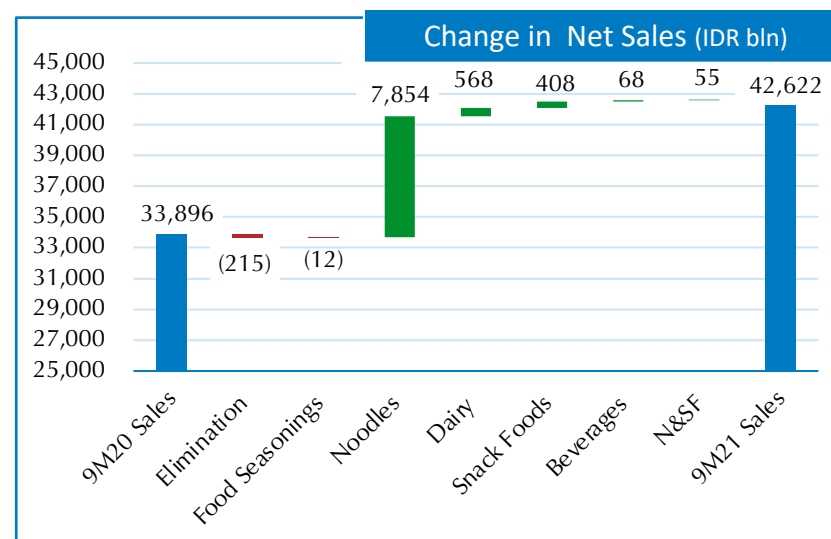
	9M20	9M21
Noodles	22.0%	24.1%
Dairy	12.0%	10.4%
Snack Foods	10.0%	10.7%
Food Seasonings	11.4%	12.3%
Nutrition & Specialty Foods	5.2%	6.7%
Beverages	-4.6%	1.6%
ICBP Overall	19.0%	20.7%
Bogasari	7.5%	6.5%
Agribusiness	5.5%	13.6%
Distribution	3.9%	4.8%
Indofood Overall	14.7%	16.8%

### 9M 2021 Financial Highlights

- Net sales rose 26% in Rupiah terms to a record high IDR42.6 trillion vs. IDR33.9 trillion on growth led by Noodles, driven by Pinehill
- EBITDA rose 34% to IDR10.0 trillion vs. IDR7.5 trillion on stronger sales
- EBIT margin rose to highest-ever 20.7% vs. 19.0%, lifted by surging Noodles margin to 24.1% vs. 22.0%
- Core profit rose 18% to IDR5.2 trillion vs. IDR4.4 trillion
- Global instant noodle production capacity up 10% in 2021 and still growing to meet steady demand growth
- With steady and strong sales growth, Indomie noodles remain well regarded all over the world

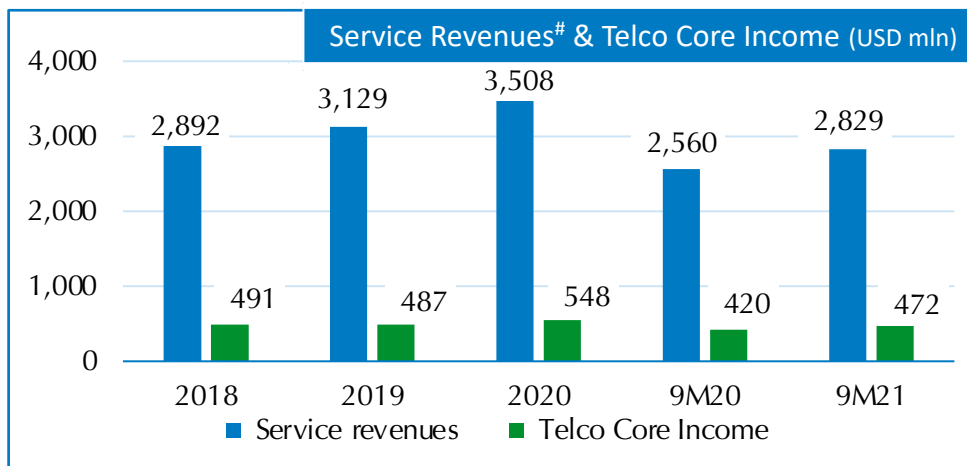


Net Sales by Source (IDR bln)			
	9M20	9M21	Change
Noodles	22,896	30,750	34%
Dairy	6,225	6,793	9%
Snack Foods	2,137	2,545	19%
Food Seasonings	2,285	2,273	-1%
Nutrition & Specialty Foods	709	764	8%
Beverages	935	1,003	7%
Elimination	(1,291)	(1,506)	17%
Total	33,896	42,622	26%



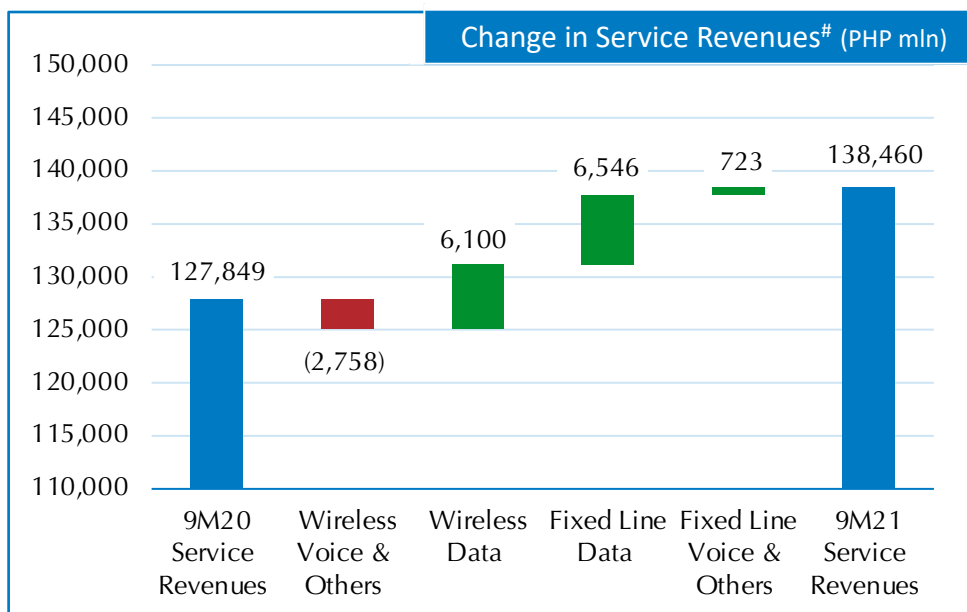
## 9M 2021 Financial Highlights

- Service revenues<sup>#</sup> rose 8% to record high ₱138.5 billion due to higher data and broadband revenues in wireless and fixed line
- EBITDA\* rose 8% to record high ₱71.1 billion on stronger service revenues and lower provisions, slightly offset by higher cash opex
- Telco core income rose 10% to ₱23.1 billion on higher EBITDA and lower provision for tax, offset by depreciation and financing costs
- Net debt/EBITDA at 2.42x with investment grade rating and pre-tax interest cost of 4.37%, down from 4.66% in 2020



## Outlook

- Service revenues seen reaching consecutive record high in 2021, driven by data and broadband revenues
- 2021 FY telco core profit seen at ₱30 billion
- Special dividend of 5% of telco core profit for 2021 under consideration in addition to regular 60% payout ratio
- 2021 capex guidance of ₱88-92 billion
- Fintech unit PayMaya has received a digital banking license, aiming to serve unbanked and under-banked consumers and businesses, building on its widely trusted e-wallet and proven technology platforms



\*Ex-manpower reduction program costs.

<sup>#</sup>Gross of interconnection costs.

## Home Business Continues to Expand Fixed Wireless

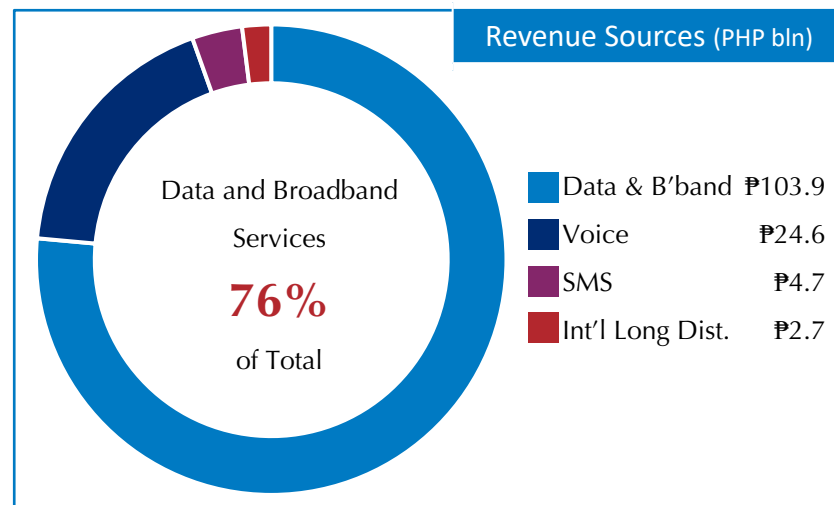
- 9M 2021 Home service revenues rose 25% to ₱35.3 billion, now 27% of service revenues
- Monthly installations reach 114,000 in Q3, exceeding 2021 target of 100,000, and up from 74,000 in 4Q 2020
- Stronger take-up of fixed wireless while payment terms extended
- Total homes passed up 41% since end-2020 to 12.7 million, total fiber footprint up 43% to 614,900 cable km
- Port capacity up 30% to 5.29 million
- Over 800,000 net fiber connections added in 9M 2021, seen exceeding 1 million in full year, now 2.1 million subscribers

## Individual Business Sees Mobile Data Surge

- 9M 2021 Individual service revenues rose 3% to ₱65.1 billion, now 46% of service revenues
- Individual business sees continuing strong revenue growth
- Mobile data traffic up 16% on-year to 2,458 Pb
- Mobile internet average data consumption at 7.9 Gb per subscriber per month in 9M 2021, up from 7.7 Gb in 1H
- Active data users totaled 40.0 million at end-September
- Smart's GigaLife app has been enhanced to include GigaPay with PayMaya to enable more convenient top-ups, data purchases and access to exclusive promotions

## PLDT Enterprise Business Banks on Racks for Growth

- 9M 2021 Enterprise service revenues rose 2% to ₱31.1 billion, driven by corporate data, wireless broadband, ICT co-location and cloud services
- Enterprise revenues now make up 23% of service revenues
- Largest data center portfolio in the Philippines: 10 data centers with over 9,000 racks, 72MW, 99.9% SLA redundant power
- Preparing construction of 11<sup>th</sup> data center for hyperscale clients
- Data/broadband revenues account for 72% of total Enterprise service revenues, up from 69% in FY2020



## PayMaya Wins Digital Bank License From BSP

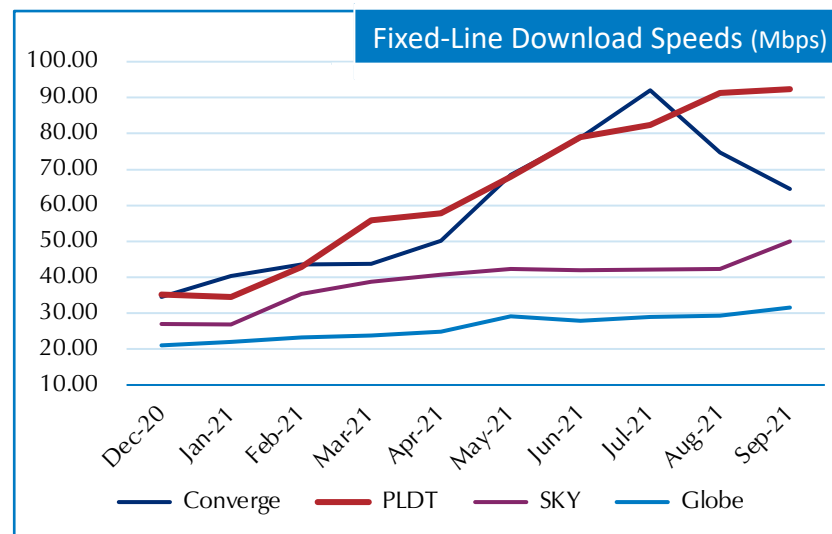
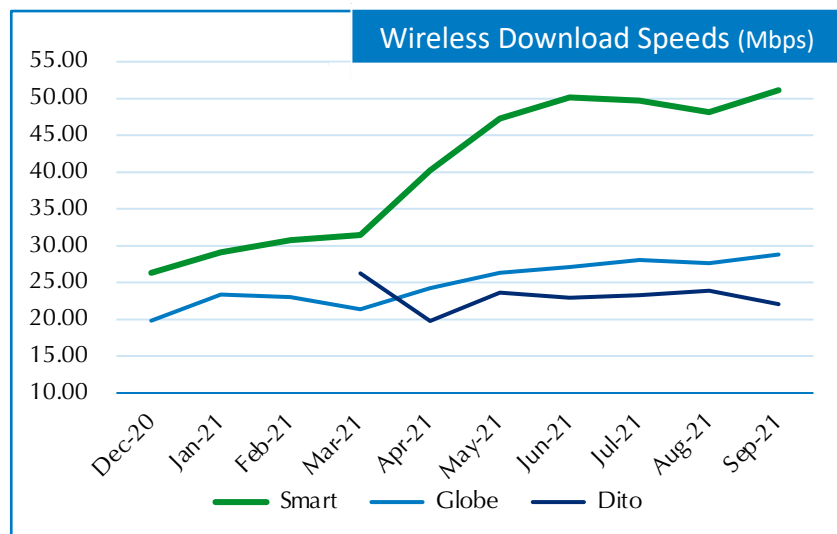
- PLDT's financial technology arm PayMaya won a digital banking license from the Philippine central bank BSP
- The new Maya Bank will focus on the 71% of Filipinos who are unbanked and the under-served among the country's micro, small, and medium-sized businesses
- PLDT offers the Philippines' broadest fintech ecosystem including e-wallet (PayMaya), a remittance network (Smart Padala), and a non-bank payments processing business





## PLDT Network Is the Country's Best, Say Observers Integrated Fixed & Wireless Network Architecture

- Independent industry observers agree PLDT's customer experience is the market's best in both fixed and wireless
- In October 2021 report, [Opensignal](#) reported that PLDT's mobile brand Smart won six out of seven categories
- Smart won Ookla's Speedtest Award for Fastest Network in the Philippines for three years in a row 2018-2020
- Fixed line traffic jumped 62% to 54,190 Tb/day in 9M
- Mobile data traffic rose 14% to 9,491 Tb/day in 9M
- LTE/4G devices make up 80% of all subscribed SIM cards (85% in metro Manila)
- 2G devices make up 13% (8% in metro Manila)
- 3G make up 6% of the total (5% in metro Manila)
- 5G devices make up 1% (2% in metro Manila)
- Demand-driven 2021 capex guidance of ₱88-92 billion to be 23-28% higher than 2020 to underpin revenue targets
- Completing the Jupiter Cable system by Q1 2022 to raise international capacity to 60 Tbps from 16 Tbps now
- 4G LTE base stations rose 6,800 in 9M 2021 to 36,900; 3G base stations up 600 to 16,800; 5G up 5,900 to 6,400
- Raising domestic backbone capacity of 55 Tbps nationwide to 92 Tbps by year-end; international up to 60 Tbps by 1Q 2022 from 16 Tbps today
- 2021 focus on 5G coverage and rollout, ensuring no LTE congestion, transport/backhaul expansion, and transformation by "fibering" the base stations, extending fiber footprint for capacity and resiliency, and further expansion of data centers
- Total capex for past 10 years of ₱460.8 billion





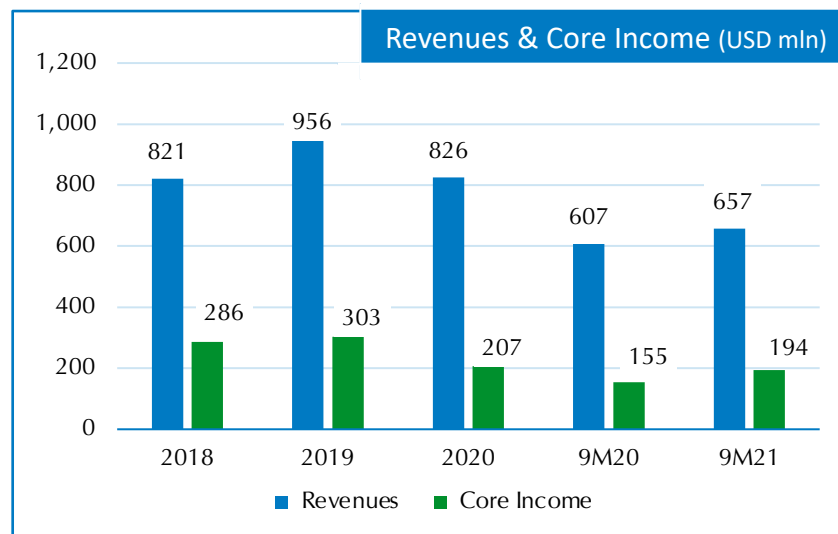
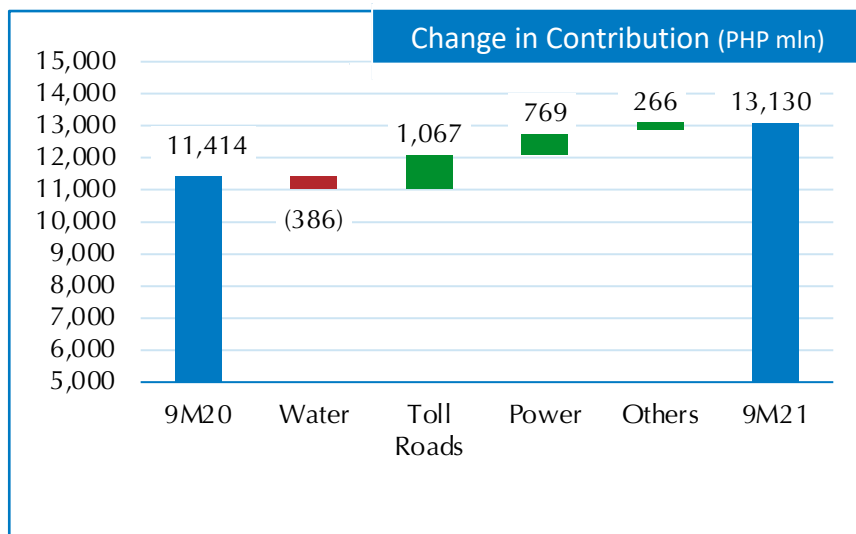


## 9M 2021 Financial Highlights

- Contribution from operating companies rose 15% to ₱13.1 billion vs. ₱11.4 billion on higher contributions from toll roads, power, and hospitals businesses
- Core income rose 23% to ₱9.5 billion vs. ₱7.7 billion
- Non-recurring items swung to a gain of ₱2.9 billion vs. loss of ₱2.7 billion on sale of Global Business Power and Don Muang Tollways
- MPIC Head Office cash at ₱26.6 billion end-September
- Recovery in the Power and Toll Roads businesses with the easing of COVID-19 movement restrictions are seen leading to FY core profit of at least ₱12.0 billion vs. ₱10.2 billion in 2020

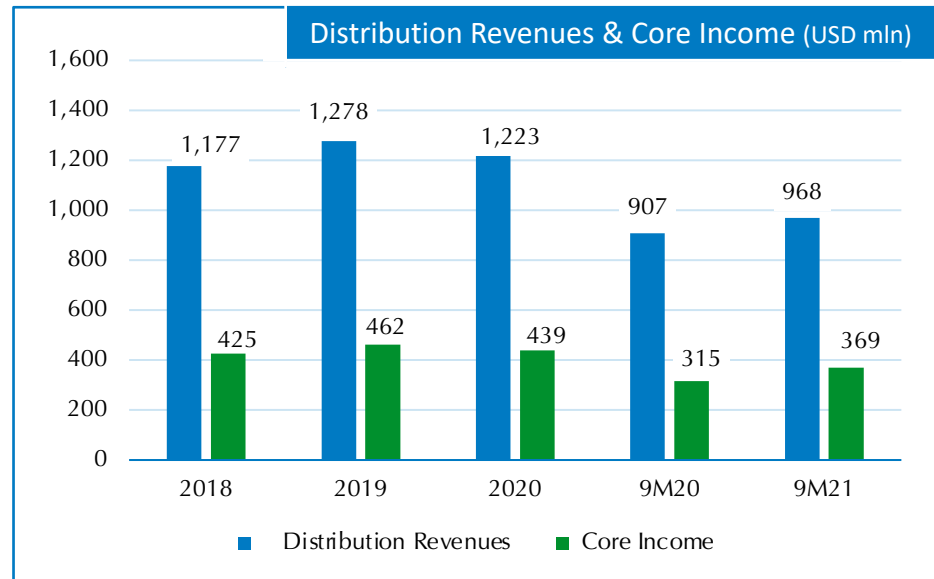
## Earnings Growth and Sustainability Commitment

- FY 2021 earnings growth from gradual exit from community quarantine with increased vaccination rates leading towards higher demand for the services provided by MPIC businesses and as a result of lower corporate taxes
- MPIC has deferred discretionary investments to focus on infrastructure capital expenditure
- MPIC formed a Group Sustainability Council to embed sustainability in core operations and joined Sustainability Accounting Standards Board alliance
- MPIC also commits to aligning its 2021 report with the TCFD disclosure framework



## 9M 2021 Financial Highlights & Outlook: Meralco

- Distribution revenues rose 5% to ₱47.4 billion vs. ₱45.3 billion on 6% higher volumes sold
- Core EBITDA rose 43% on higher distribution revenues, reversals of provisions, and consolidation of GBP
- Core income rose 15% to ₱18.1 billion vs. ₱15.7 billion on higher revenues
- Volume sold rose 6% to 34,398 GWh
- 50MWac Bulacan Solar Power Plant now online
- Purchase of GBP from MPIC consolidates power portfolio and strategy under one parent company with medium-term aim of building 3,000 MW of new power plants, half of which to be fueled by renewables



Note: Meralco franchise until 2028.

## 9M 2021 Operational Highlights: Generation

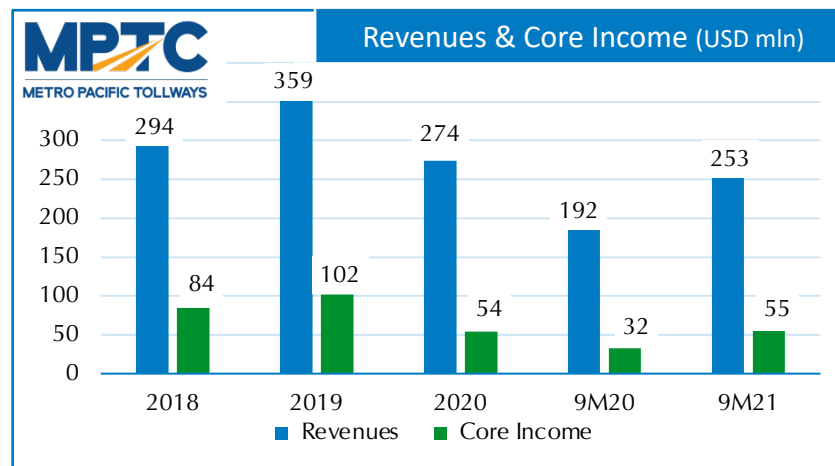
- MPIC completed its sale of its stake in GBP to Meralco's wholly owned generation subsidiary MGen at the end of 1Q 2021
- GBP, a leading independent power producer in the Visayas, has an existing portfolio totaling 780 MW of attributable capacity in coal and diesel generation
- Functional merger of GBP and MGen took place in September 2021 with unified generation headquarters expected during 2022
- Full integration to take place over 2-3 years

## Renewable Power Generation Begins in Bulk

- MGreen renewable generation subsidiary plans 1,500 MW of new capacity construction by decade-end, up from a negligible share
- Renewables capex seen up to ₱6 billion in 2021-22
- Powersource First Bulacan Solar's 50 MW plant in Bulacan commenced commercial operations in May
- GBP subsidiary PH Renewables broke ground on 115 MW solar power plant in Baras, Rizal on June 30 with aim of commencing commercial operations in 2022

## 9M 2021 Financial Highlights & Outlook: Toll Roads

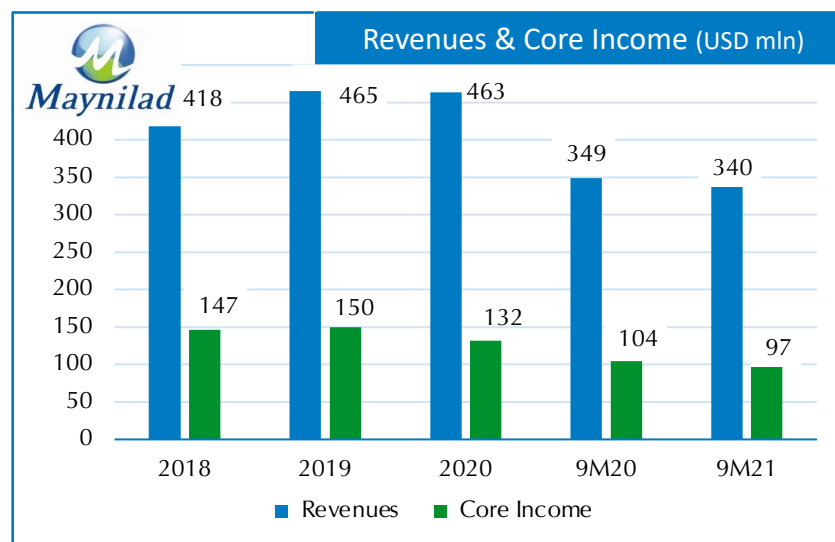
- Revenues rose 29% to ₱12.4 billion on eased quarantine restrictions
- Core income rose more steeply, gaining 67% to ₱2.7 billion vs. ₱1.6 billion on shift to Optional Standard Deduction in tax regime
- Philippine traffic rose with a 27% increase in vehicle entries to an average of 459,000 on all domestic roads
- Nusantara in Indonesia saw traffic increase 8%, while CII B&R in Vietnam saw a decline of 5% on surge in cases of COVID-19
- Revenues seen rising further with toll road expansions



Note: NLEX concession until 2037; SCTEX until 2043; CAVITEX until 2033/2046.

## 9M 2021 Financial Highlights & Outlook: Water

- Maynilad revenues fell 4% to ₱16.6 billion vs. ₱17.4 billion on 4% decline in billed volumes and 1% decline in the average effective tariff
- Core income fell 9% to ₱4.7 billion vs. ₱5.2 billion on higher operating costs and amortization arising from continuing facilities upgrades, partly offset by the impact of the CREATE tax legislation reducing corporate income tax rates
- Average non-revenue water rose to 31.6% vs. 25.3%
- Revised concession agreement signed in May 2021 with regulator establishes stable terms and “reasonable” returns for the life of the concession

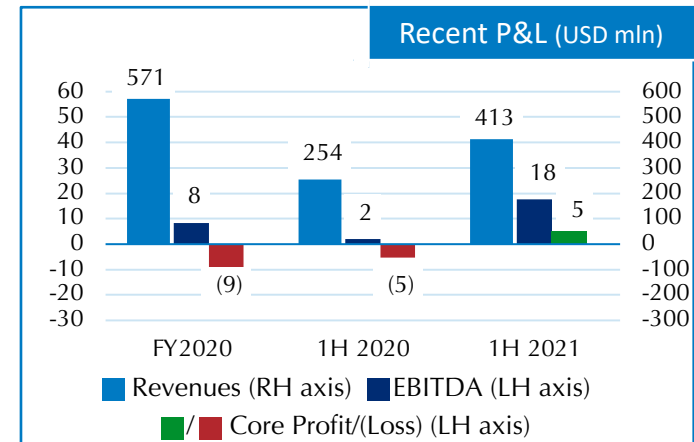


Note: Maynilad concession until 31 July 2037.



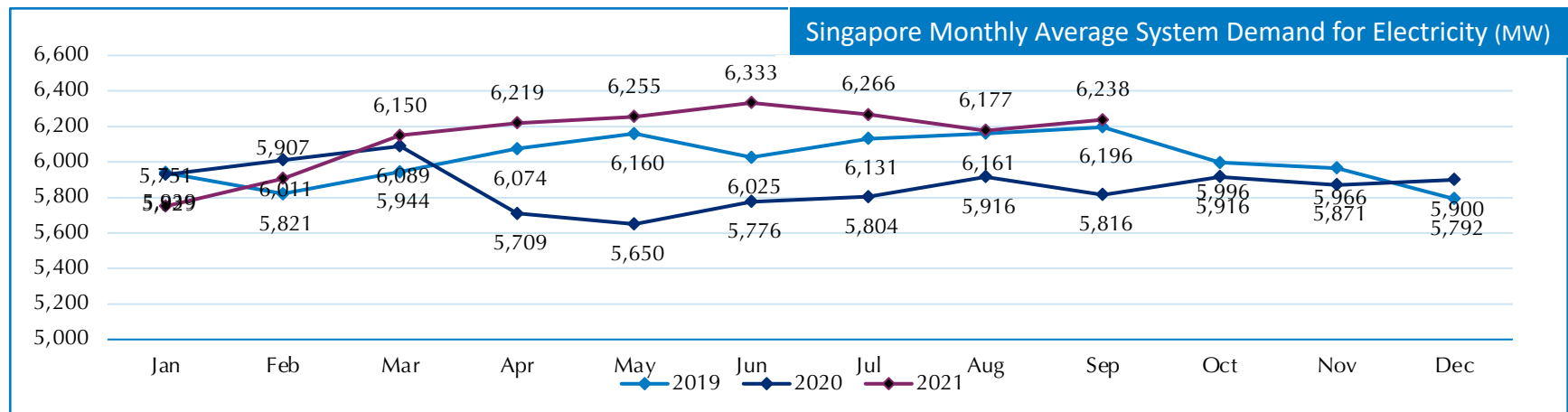
## 9M 2021 Financial Highlights

- PLP financial performance in 9M2021 improved as electricity demand in Singapore continued its recovery from last year's COVID-19 lows, reaching an all-time high in June 2021
- Revenues rose 55% to S\$550.8 million (US\$412.9 million) on the strength of higher sales volume and electricity prices
- EBITDA was S\$23.6 million (US\$17.7 million), significantly up from S\$2.6 million (US\$1.9 million) achieved in the same period last year
- Core net profit (excluding shareholder loan interest) also improved to S\$7.0 million (US\$5.2 million) in 9M2021 versus a core net loss of S\$7.7 million (US\$5.4 million) for the first half of 2020



## Outlook

- Improvement in supply/demand dynamic in Singapore's electricity market is expected to continue
- PLP is part of a consortium behind a [project](#) to import 100 megawatts of solar-generated electricity to Singapore from Indonesia, joined by Medco Power Indonesia and Gallant Venture Ltd., a Salim Group company
- The Bulan Island solar plant is expected to have installed generation capacity of 670MWp in the initial phase, supplied via a dedicated plant-to-grid 230 kV subsea connection to Singapore

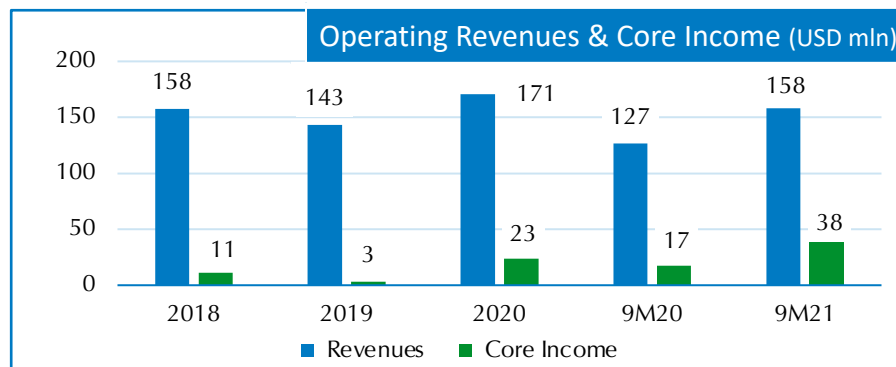


## 9M 2021 Financial Highlights

- Operating revenue rose 22% to ₱7.7 billion vs. ₱6.3 billion as a result of a surge in the average realized price of copper and higher gold price, offset in part by a stronger Peso and lower metal production
- Cash production costs rose 5% to ₱553/ton vs. ₱526/ton on higher power and labor costs
- Core income more than doubled to a nine-year high of ₱1.9 billion vs. ₱865 million a year earlier on higher operating revenue as a result of higher copper prices
- Realized gold price rose 2% to \$1,786 vs. \$1,750 per oz.
- Realized copper price rose 55% to \$4.14 vs. \$2.68 per lb.

## 9M 2021 Production Highlights

- Volume of ore milled was flat at 5.97 million tons
- Gold output 41,295 oz., down 4% from 43,136 oz. on lower recovery and grade
- Gold grade 0.284 grams/ton vs. 0.286 grams/ton
- Copper output fell 2% to 19.7 million lb. vs. 20.2 million lb. on lower recovery and grade
- Copper grade at 0.186% vs. 0.189%
- Co-production operating cost per ounce of gold was \$1,241 vs. \$1,397, and \$2.88 vs. \$2.14 per pound of copper produced



## Outlook

- The mine life of the current operations at Padcal has been extended by two years to the end of 2024
- The extension allows further time for development of the resource-rich Silangan Project (see box below)
- In-Phase Development Plan for Silangan aims to start in 2022 with Silangan commercial operations in 2025
- Philex is holding a stock rights offering of up to ₱3.15 billion in support of financing the Silangan Project

Silangan Mineral Resource Estimate					
	Metric tonnes (mln)	Cu (percent)	Au (g/t)	Cu (mln lb.)	Au ('000 oz.)
Measured	438	0.55	0.67	5,280	9,390
Indicated	133	0.43	0.47	1,260	2,010
Total M&I	571	0.52	0.62	6,540	11,400
Inferred	224	0.36	0.48	1,790	3,490
Total	795	0.47	0.58	8,320	14,890

# Appendix

Shareholder Information  
Selected Financial Data



# Covid-19 Response



## **First Pacific Has Stress-Tested Operations & Liquidity**

- The Covid-19 pandemic has coincided with greater demand for many of the products and services provided by First Pacific Group companies
- The Company has prepared several scenarios of potential impacts on operations and liquidity
- First Pacific holds sufficient cash resources to meet all cash requirements, including all interest expenses and Head Office overheads plus a reserve
- No borrowings fall due in 2021
- FPC pandemic response at Head Office included temperature checks at building entrances, work-from-home procedures where necessary, and persistent advocacy of thorough hand-washing, social distancing and the wearing of masks
- All business travel remains suspended indefinitely

## **Philex and Roxas Are Helping Their Communities**

- Philex, a large gold and copper mining company, has introduced pandemic response policies at all its sites
- Roxas, a sugar and alcohol producer, is producing 70% ethyl alcohol for use in hand and surface disinfectants for use in hospitals and public places

## **Group Companies Press Vaccination Efforts**

- First Pacific Group companies are working together and with government and healthcare authorities to maximize vaccination rates among employees, their families and other stakeholders

## **Indofood Is Gearing up to Help Those in Need**

- In a practice it has followed for many years when Indonesia faces natural disaster, Indofood is helping authorities to ensure that all regions of the country have adequate food supplies
- Like other Group companies, Indofood and its subsidiaries are following government guidelines for helping to slow and isolate the pandemic, such as work-from-home policies where possible, temperature checks of staff and visitors, and other such practices

## **PLDT Is Ensuring its Data Network Remains Robust**

- PLDT is ensuring that its data network is prepared to withstand greatly increased demands for bandwidth
- It has introduced data discounts and giveaways to protect public access to news and information
- PLDT has strengthened sanitation measures at stores and service centers and introduced temperature checks

## **MPIC Companies Are Adjusting to Evolving Demand**

- The toll roads business has introduced electronic contactless payment at all tolls
- Meralco is observing declines in electricity demand from the industrial and commercial sectors while residential demand rises with more people staying home
- MPIC's 20%-owned hospitals business continues to redirect capacity to help cope with the Covid-19 pandemic



# Adjusted NAV per Share



		At 29 October 2021	At 31 December 2020
US\$ millions	Basis		
Indofood	(i)	1,970.3	2,143.9
PLDT	(i)	1,799.1	1,541.5
MPIC	(i)	983.5	1,178.5
Philex	(i)	235.7	235.2
PXP	(i)	72.8	127.3
FP Natural Resources	(ii)	17.8	27.2
Head Office - Other assets	(iii)	100.0	104.9
- Net debt		(1,303.3)	(1,319.5)
<b>Total valuation</b>		<b>3,875.9</b>	<b>4,029.9</b>
<b>Number of ordinary shares in issue (millions)</b>		<b>4,306.5</b>	<b>4,344.9</b>
Value per share - U.S. dollars		0.90	0.93
- HK dollars		7.00	7.23
Company's closing share price (HK\$)		3.11	2.47
Share price discount to HK\$ value per share (%)		55.6	65.8

(i) Based on quoted share prices applied to the Group's economic interests.

(ii) Based on quoted share price of RHI applied to the Group's effective economic interest.

(iii) Represents the carrying value of SMECI's notes.

# Contribution & Profit Summary



For the six months ended 30 June	Turnover		Contribution to Group profit	
	2021	2020 (Restated)	2021	2020
US\$ millions				
Indofood	3,293.4	2,671.4	122.9	93.8
PLDT	-	-	71.2	62.5
MPIC	448.5	394.5	49.9	44.4
Philex	-	-	6.9	2.2
FPM Power	412.9	253.9	2.8	(1.8)
FP Natural Resources	71.2	117.9	(4.5)	(3.7)
<b>Contribution from operations</b>	<b>4,226.0</b>	<b>3,437.7</b>	<b>249.2</b>	<b>197.4</b>
Head Office items:				
– Corporate overhead			(9.8)	(9.4)
– Net interest expense			(25.8)	(31.5)
– Other expenses			(4.1)	(4.8)
<b>Recurring profit</b>			<b>209.5</b>	<b>151.7</b>
Foreign exchange and derivative (losses)/gains, net			(22.5)	4.5
Loss on changes in fair value of biological assets			(0.6)	(2.2)
Non-recurring items			(5.4)	(53.4)
<b>Profit attributable to owners of the parent</b>			<b>181.0</b>	<b>100.6</b>

# Head Office Net Debt & Cash Flow



US\$ millions	Borrowings	Cash and cash equivalents	Net debt
At 1 January 2021	1,430.9	(111.4)	1,319.5
Movement	1.3	(20.6)	(19.3)
<b>At 30 June 2021</b>	<b>1,432.2</b>	<b>(132.0)</b>	<b>1,300.2</b>

## Head Office cash flow

For the six months ended 30 June

US\$ millions	2021	2020
Dividend and fee income	68.0	61.1
Head Office overhead expense	(6.4)	(6.2)
Net cash interest expense	(24.6)	(28.6)
Tax paid	-	(0.2)
<b>Net cash inflow from operating activities</b>	<b>37.0</b>	<b>26.1</b>
Net investments	(5.1)	(1.0)
Financing activities		
- Repurchase of shares	(7.5)	-
- Repayment of borrowings	-	(1.1)
- Others <sup>(i)</sup>	(3.8)	(1.2)
<b>Net increase in cash and cash equivalents</b>	<b>20.6</b>	<b>22.8</b>
Cash and cash equivalents at 1 January	111.4	325.0
<b>Cash and cash equivalents at 30 June</b>	<b>132.0</b>	<b>347.8</b>

(i) Mainly payments for lease liabilities and to the trustee for share purchase scheme.

# Group Net Debt and Gearing

## Consolidated

	At 30 June 2021			At 31 December 2020		
US\$ millions	Net Debt <sup>(i)</sup>	Total Equity	Gearing <sup>(ii)</sup> (times)	Net Debt <sup>(i)</sup>	Total Equity	Gearing <sup>(ii)</sup> (times)
Head Office	1,300.2	1,451.6	0.90x	1,319.5	1,621.2	0.81x
Indofood	2,466.3	5,731.6	0.43x	2,548.1	5,598.2	0.46x
MPIC	3,731.0	4,715.5	0.79x	3,762.8	5,079.5	0.74x
FPM Power	438.5	(37.4)	-	468.4	(42.9)	-
FP Natural Resources	97.4	38.0	2.56x	106.8	55.3	1.93x
Group adjustments <sup>(iii)</sup>	-	(1,462.4)	-	-	(1,682.8)	-
<b>Total</b>	<b>8,033.4</b>	<b>10,436.9</b>	<b>0.77x</b>	<b>8,205.6</b>	<b>10,628.5</b>	<b>0.77x</b>

## Associated Companies

	At 30 June 2021			At 31 December 2020		
US\$ millions	Net Debt <sup>(i)</sup>	Total Equity	Gearing (times)	Net Debt <sup>(i)</sup>	Total Equity	Gearing (times)
PLDT	4,356.8	2,473.4	1.76x	3,801.1	2,492.0	1.53x
Philex	175.4	519.7	0.34x	182.6	504.5	0.36x

(i) Includes short-term deposits and restricted cash.

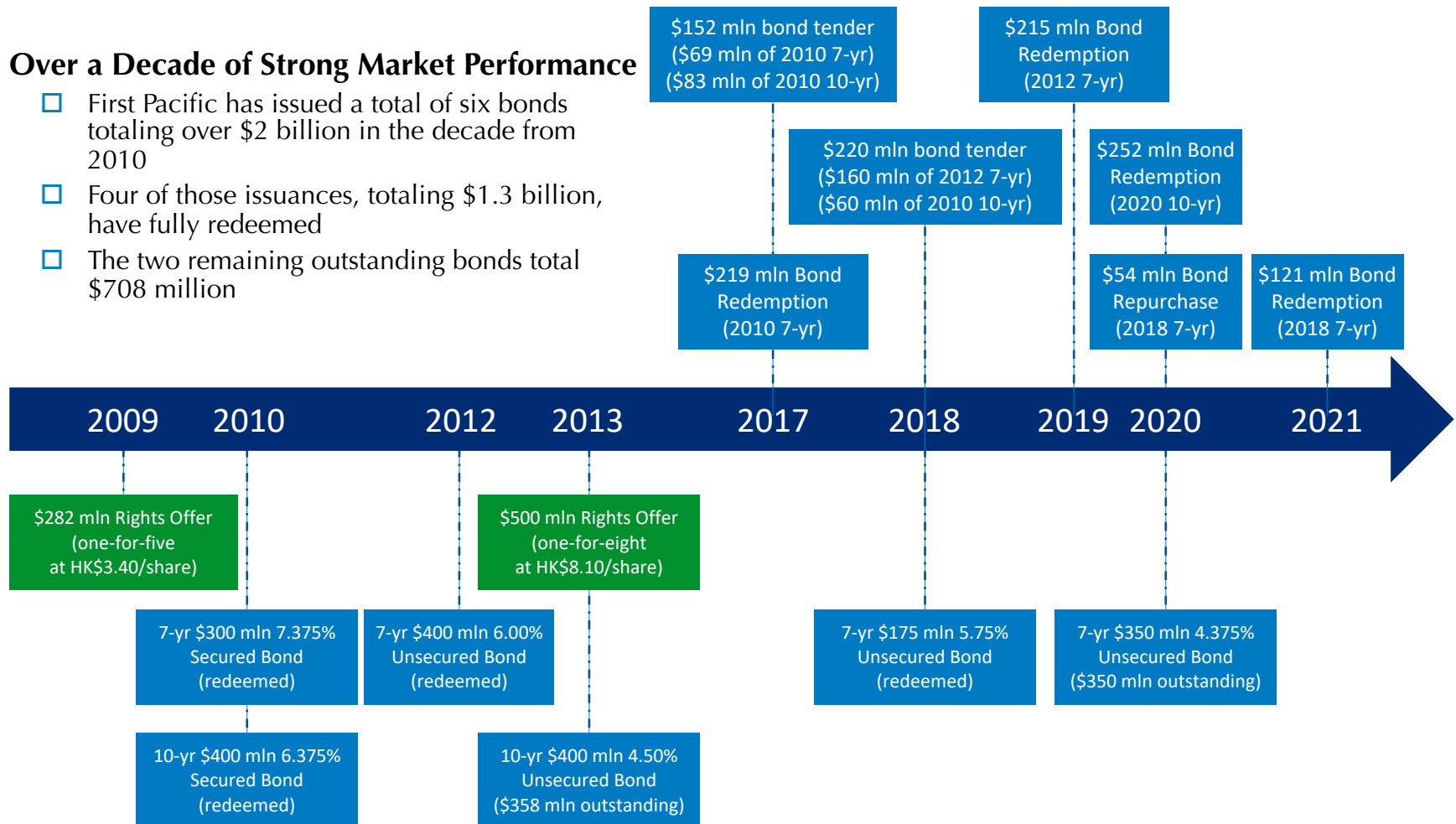
(ii) Calculated at net debt divided by equity.

(iii) Group adjustments mainly represents elimination of goodwill arising from acquisitions prior to 1 January 2001 against the Group's retained earnings and other standard consolidation adjustments to present the Group as a single economic entity.

# Proven Track Record in the Capital Markets

## Over a Decade of Strong Market Performance

- First Pacific has issued a total of six bonds totaling over \$2 billion in the decade from 2010
- Four of those issuances, totaling \$1.3 billion, have fully redeemed
- The two remaining outstanding bonds total \$708 million



# Senior Management of First Pacific



Joseph H.P. Ng  
*Associate Director*



Chris H. Young  
*Executive Director & CFO*



Manuel V. Pangilinan  
*Managing Director & CEO*



John W. Ryan  
*Associate Director*



Ray C. Espinosa  
*Associate Director*



Richard P.C. Chan  
*Exec. Vice President,  
Financial Controller*



Peter T.H. Lin  
*Exec. Vice President,  
Tax & Treasury*



Stanley H. Yang  
*Exec. Vice President,  
Corp. Development*

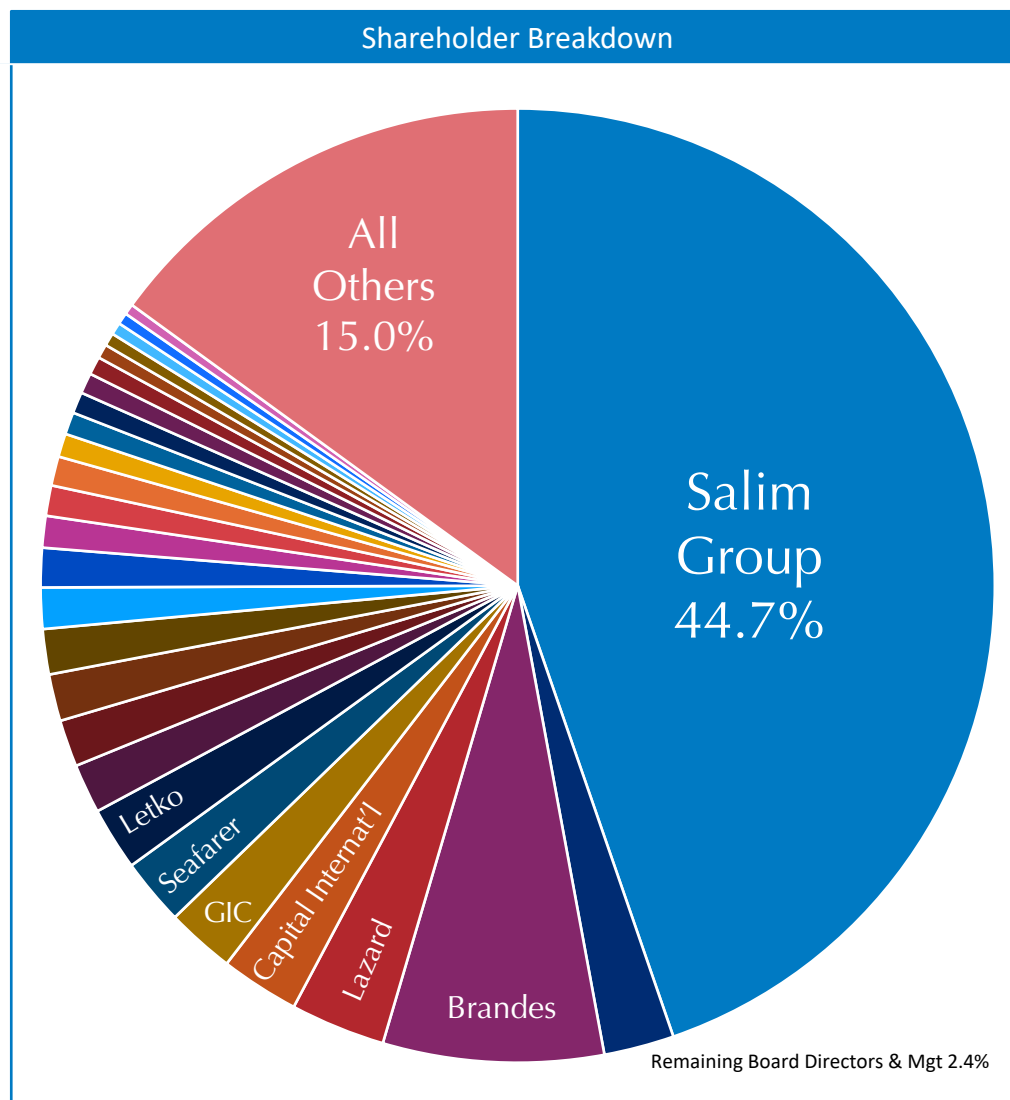


Victorico P. Vargas  
*Associate Director*



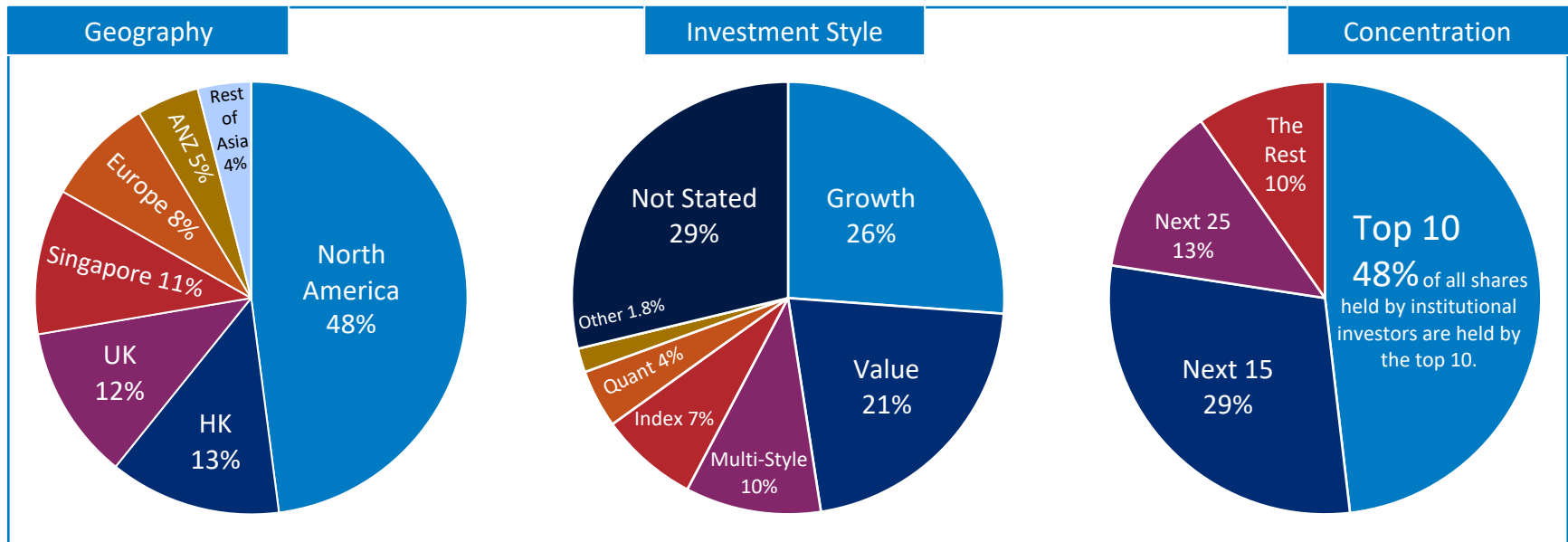
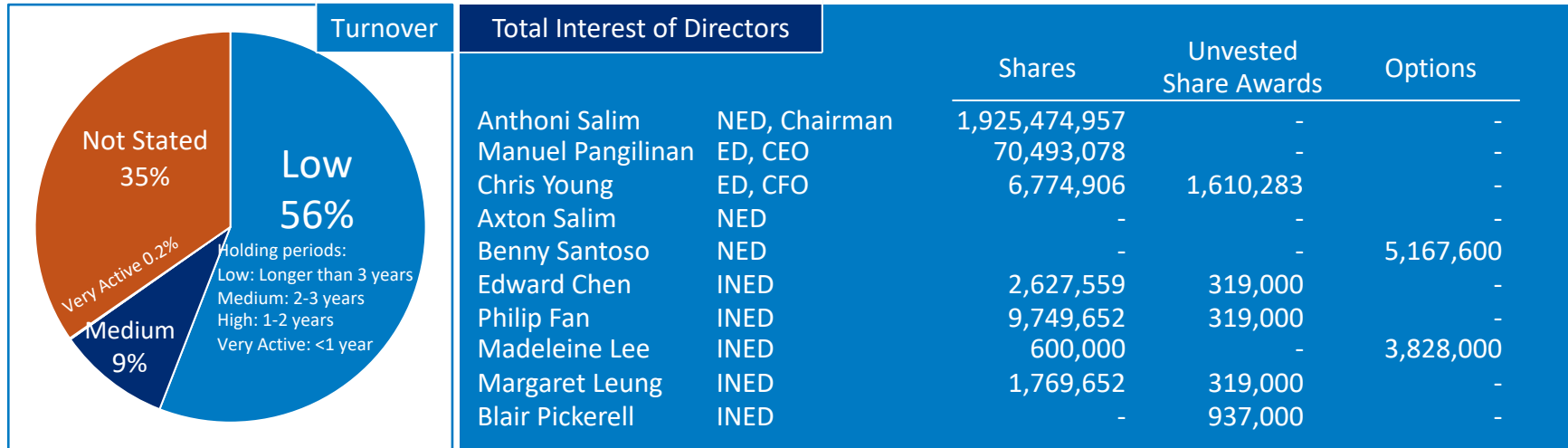
Marilyn A.  
Victorio-Aquino  
*Associate Director*

# Shareholding Structure of the Company



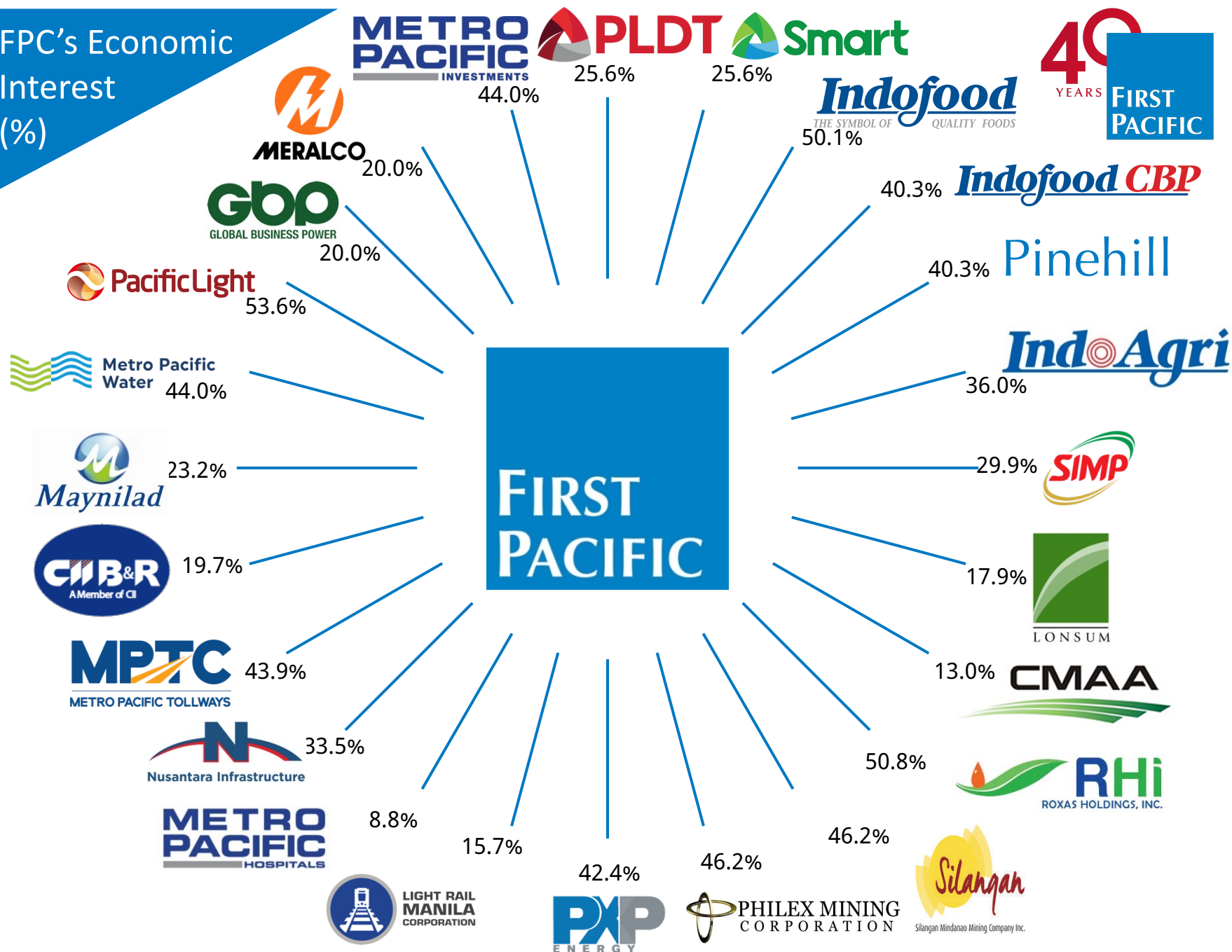
Minority Shareholders		MIn Shares	% Stake
1	Brandes Investment Partners	322	7.5%
2	Lazard Asset Management	138	3.2%
3	Capital International	115	2.7%
4	GIC Asset Management	100	2.3%
5	Seafarer Capital Partners	97	2.3%
6	Letko, Brosseau & Associates	92	2.1%
7	Dimensional Fund Advisors	72	1.7%
8	The Vanguard Group	68	1.6%
9	Gokongwei Investors	68	1.6%
10	Guthrie Venture	66	1.5%
11	M&G Investment Management	60	1.4%
12	Prusik Investment Management	57	1.3%
13	BlackRock Fund Advisors	46	1.1%
14	Oldfield Partners	44	1.0%
15	Charles Schwab IM	43	1.0%
16	Marathon Asset Management	34	0.8%
17	Neon Liberty Capital Management	32	0.8%
18	Maple-Brown Abbott	31	0.7%
19	Santa Lucia Asset Mgt	30	0.7%
20	Banque Pictet & Cie	26	0.6%
21	Hof Hoorneman Bankiers	21	0.5%
22	Value Square	19	0.4%
23	Morgan Stanley Asia	18	0.4%
24	State Street Global Advisors	17	0.4%
25	GMO	15	0.4%

# Insider Ownership & Institutional Shareholder Statistics





# FPC's Economic Interest (%)



# Notes

# IMPORTANT NOTICE



This presentation is provided for information purposes only. It does not constitute an offer or invitation to purchase or subscribe for any securities of First Pacific or any of its subsidiaries or other companies it is invested in, and no part of this presentation shall form the basis of or be relied upon in connection with any contract or commitment.

Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements that are based on third-party sources and involve known and unknown risks and uncertainties. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future.

There is no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation.

The dollar sign (“\$”) is used throughout this presentation to represent U.S. dollars except where otherwise indicated. “Ton” and “tons” refer to the metric unit of mass.

We hope the hyperlinks in this document are useful. Please report any breakages or errors.

# Contact Us



First Pacific Company Limited  
*(Incorporated with limited liability under the laws of Bermuda)*

24<sup>th</sup> Floor, Two Exchange Square  
8 Connaught Place, Central  
Hong Kong

Tel: +852 2842 4306

Email us at [info@firstpacific.com](mailto:info@firstpacific.com)

[firstpacific.com](http://firstpacific.com)