



Aboitiz Equity Ventures, Inc.

Annual Stockholders Meeting

Ballroom 1, Fairmont Hotel, 1 Raffles Drive

Makati, 1224 Metro Manila

Monday, May 21, 2018

abotiz



A handwritten signature in black ink, appearing to read 'Erramon I. Aboitiz'.

Erramon I. Aboitiz

President & CEO
Aboitiz Group



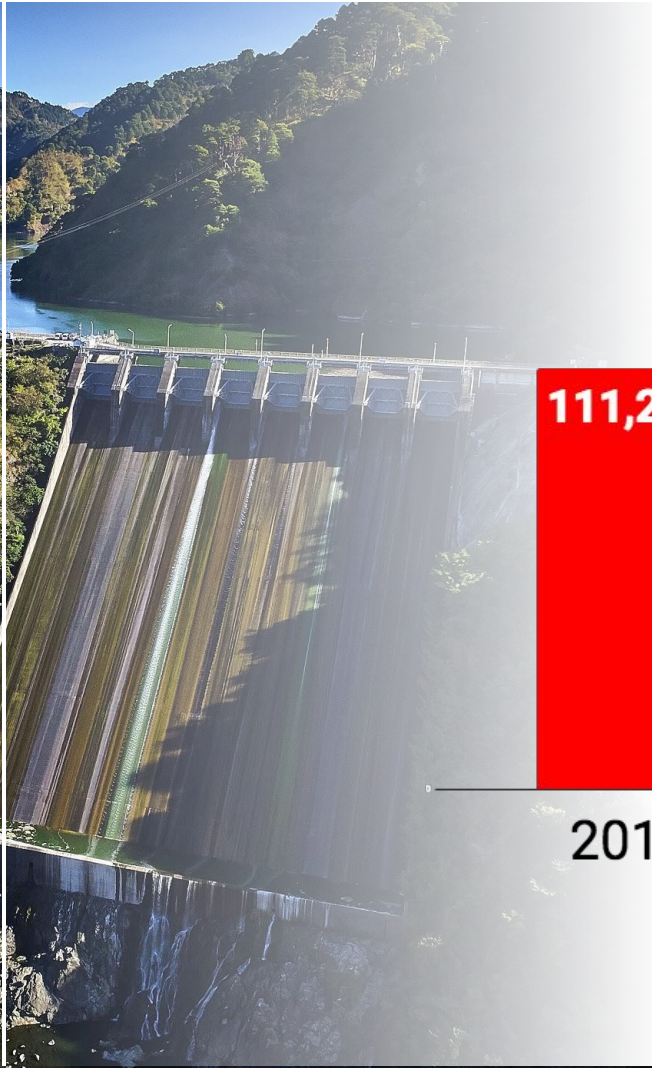
Best Performing Emerging Economy in Asia

Philippine GDP
grew by

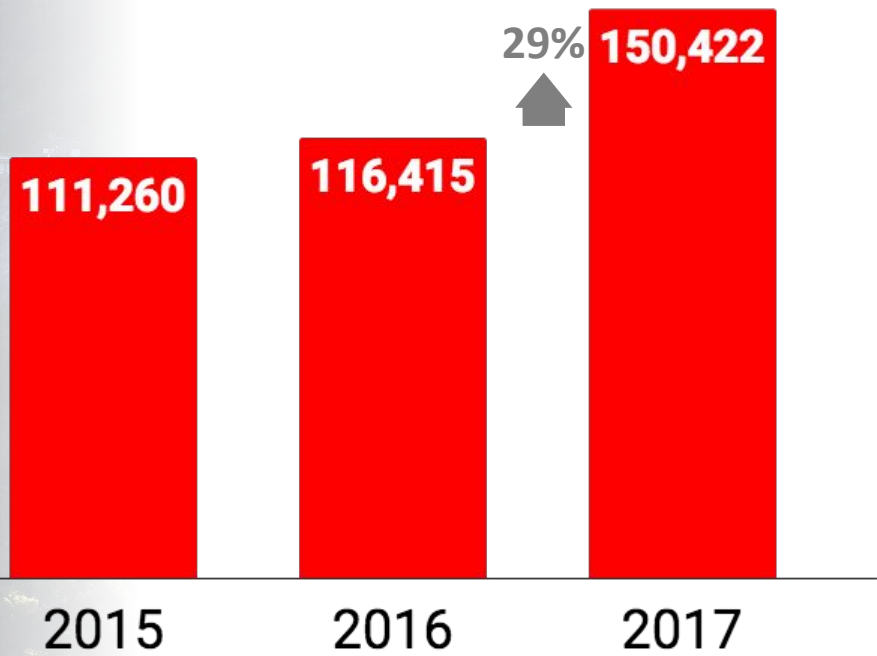
↑ 6.7%



Financial Highlights



Revenue
(in PHP Millions)

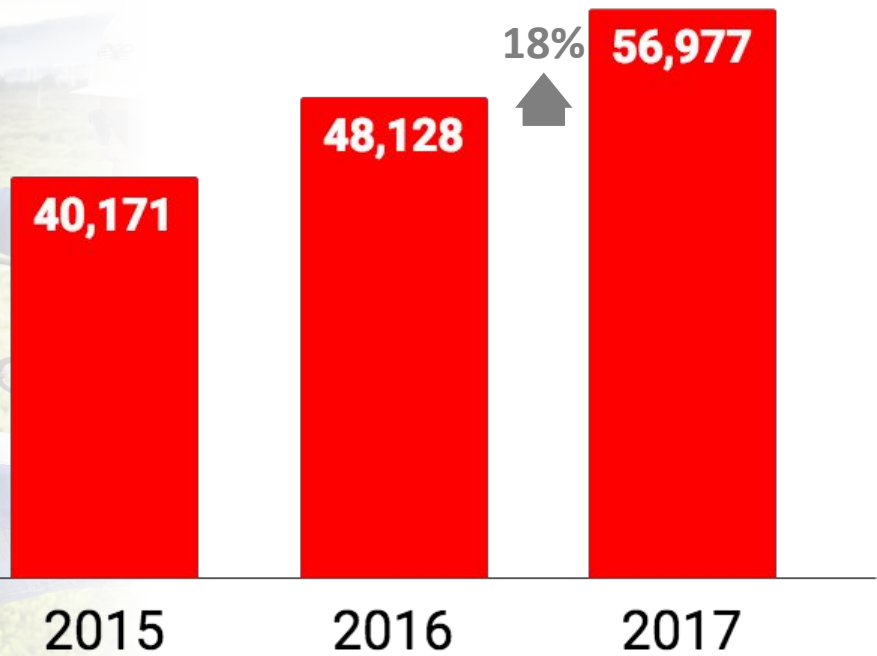




Financial Highlights



EBITDA
(in PHP Millions)

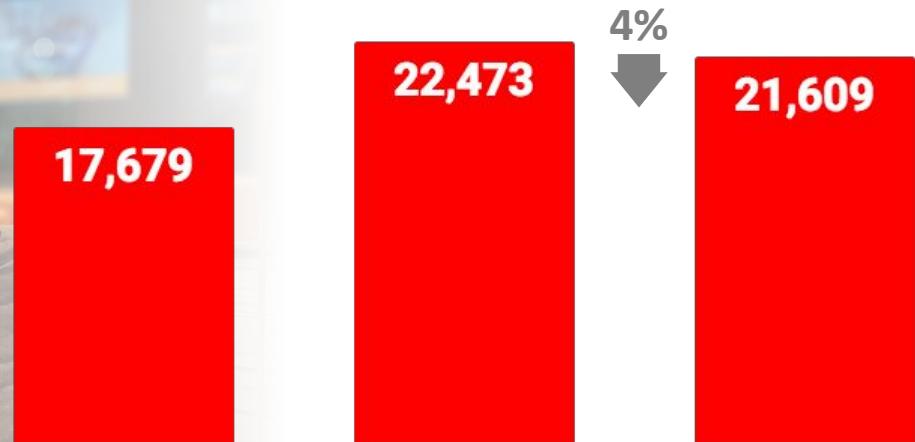




Financial Highlights



Net Income (in PHP Millions)

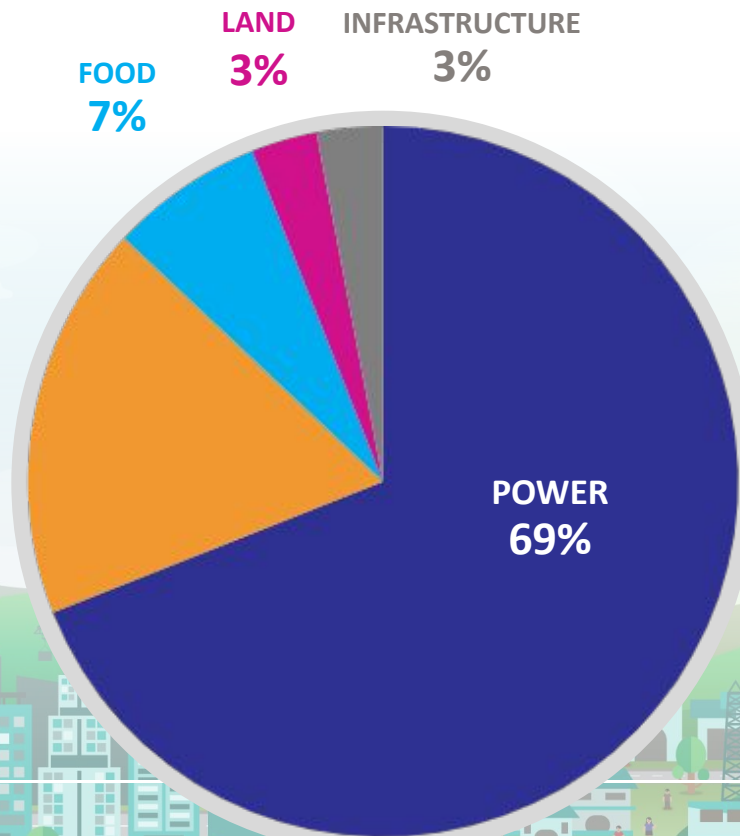


	2015	2016	2017
ROE	17%	20%	16%
EPS	3.18	4.02	3.84



Financial Highlights

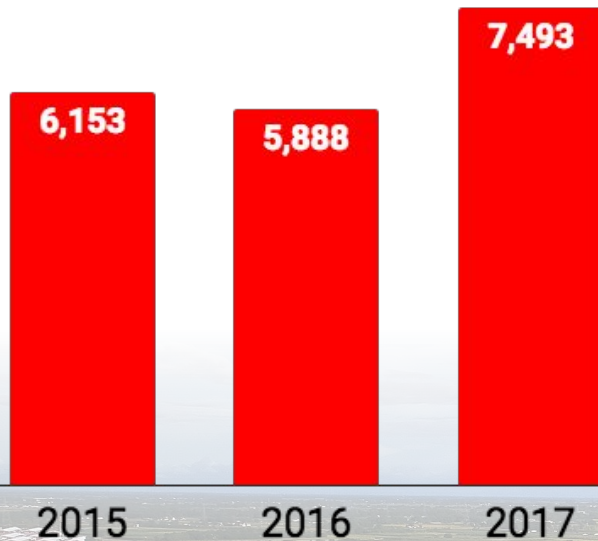
Earnings Contribution 2017





Dividend Policy

Cash Dividend (in PHP Millions)



2016 –	P1.06 / SHARE
2017 –	P1.33 / SHARE
2018 –	P1.28 / SHARE

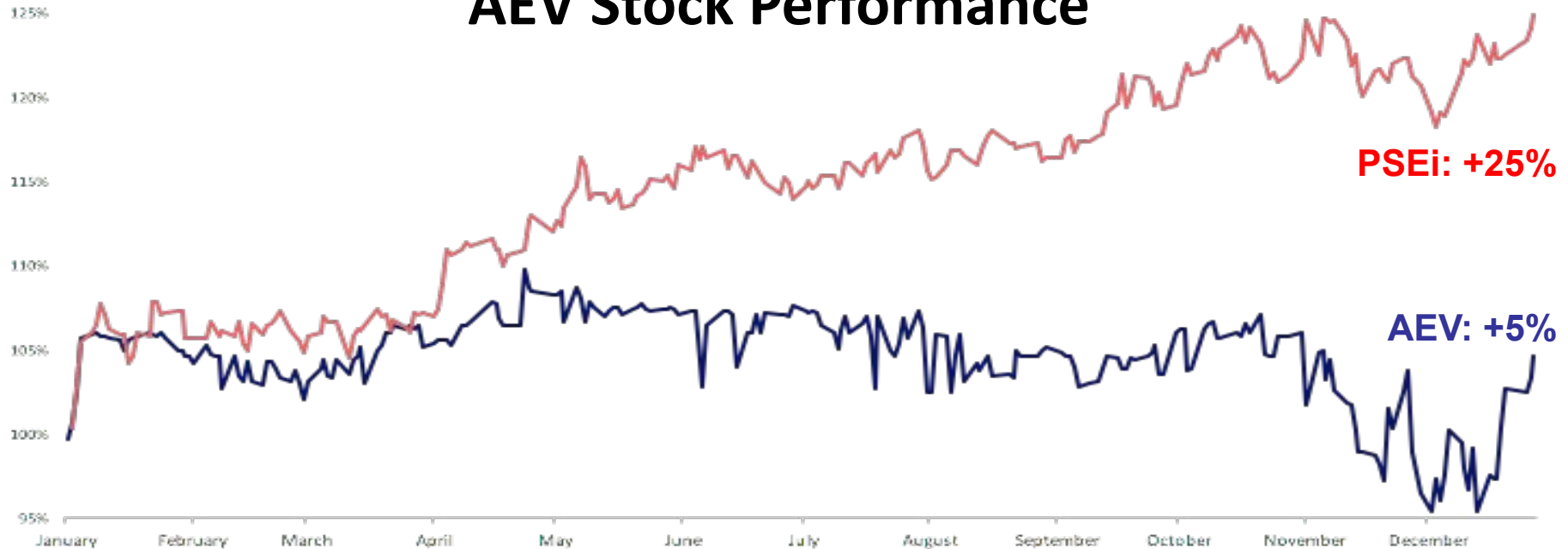
DIVIDEND PAYOUT RATIO

1/3

OF PREVIOUS YEAR'S
NET INCOME



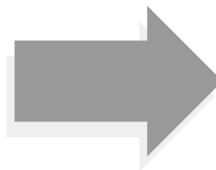
AEV Stock Performance



Total Shareholder Return CAGR

6%

1 YEAR



9%

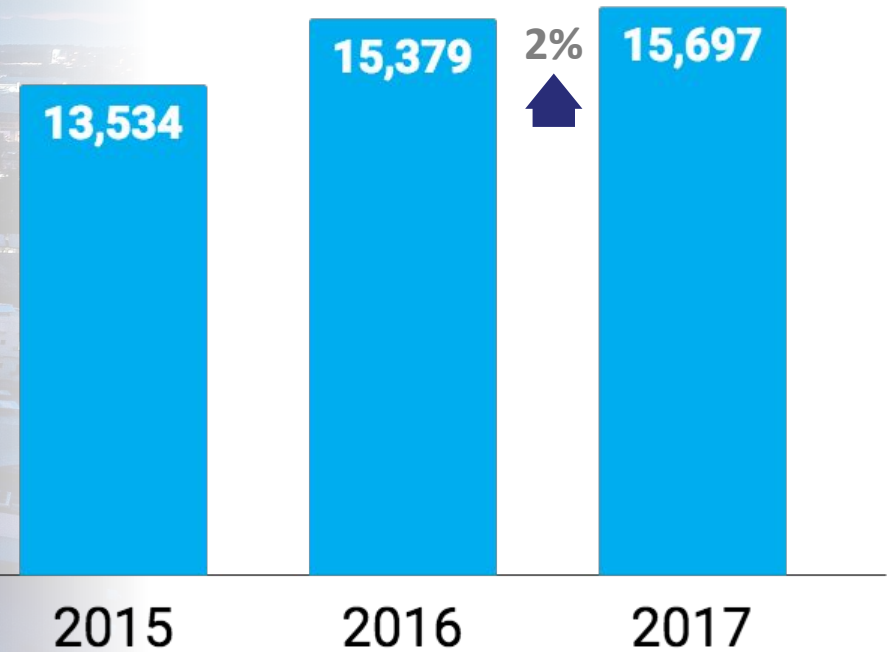
5 Years



Operating Results: Power



Income Contribution (in PHP Millions)

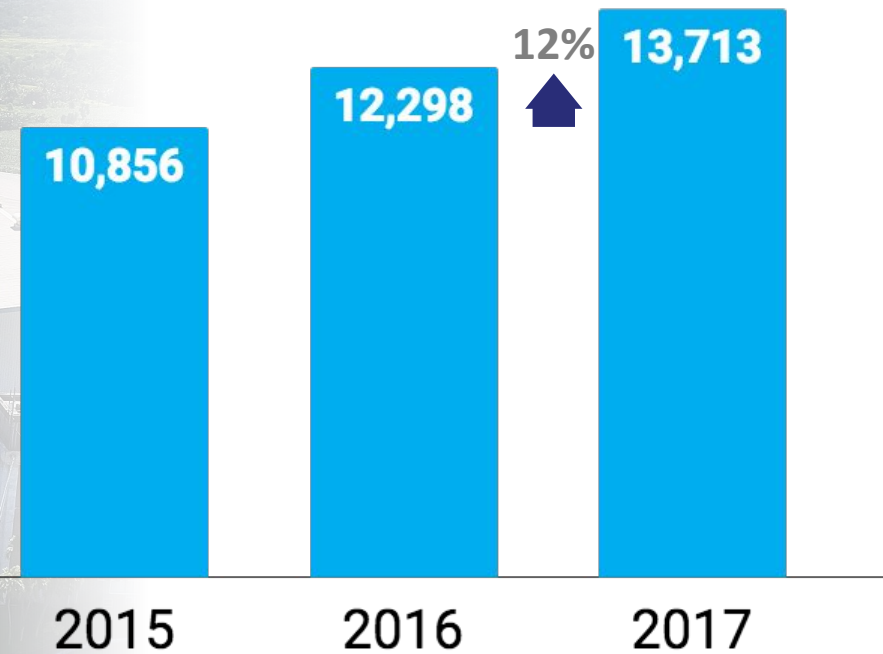




Operating Results: Power Generation



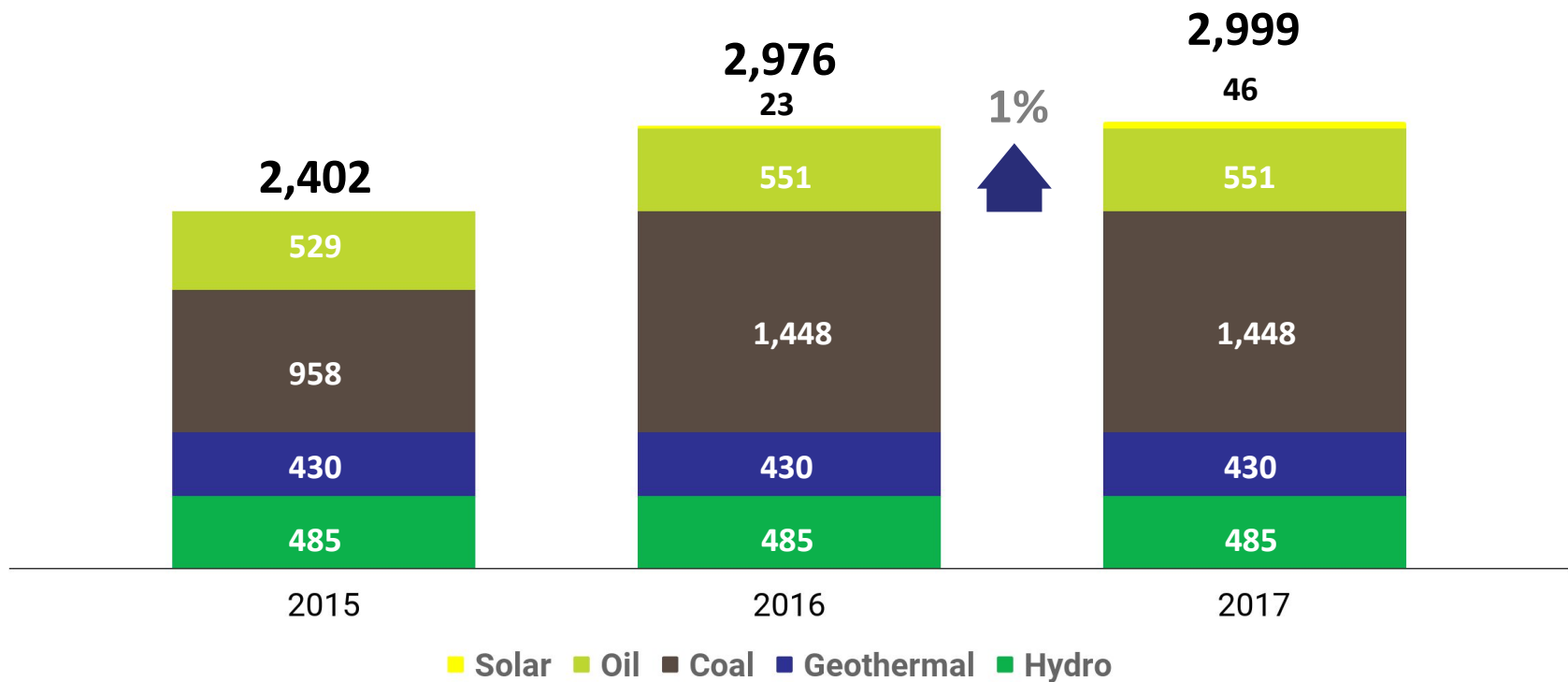
Income Contribution (in PHP Millions)





Operating Results: Power Generation

Net Sellable Capacity (MW)



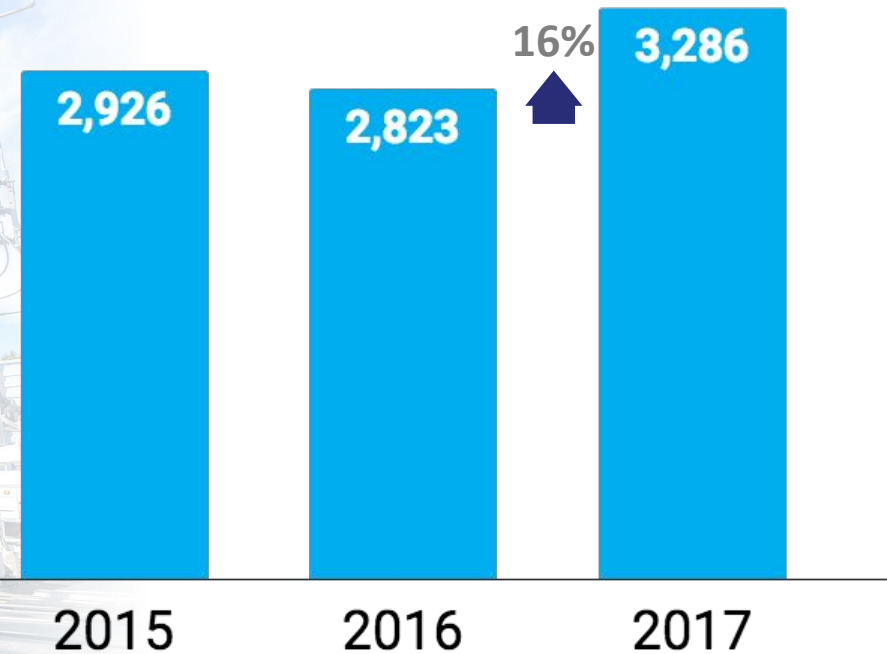
Energy Sales (GWh)	12,550	13,636	15,849
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Operating Results: Power Distribution



Income Contribution (in PHP Millions)

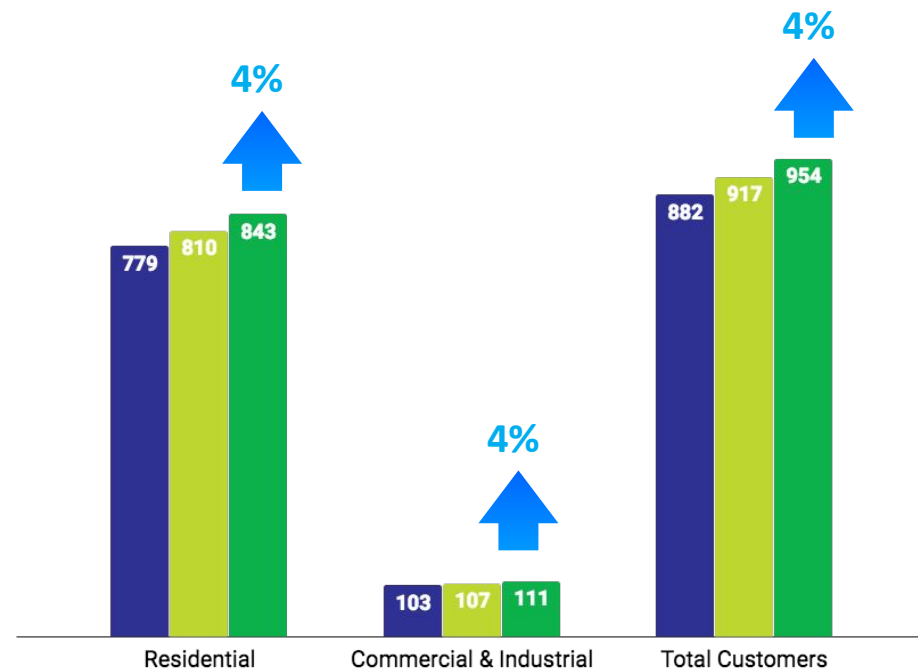
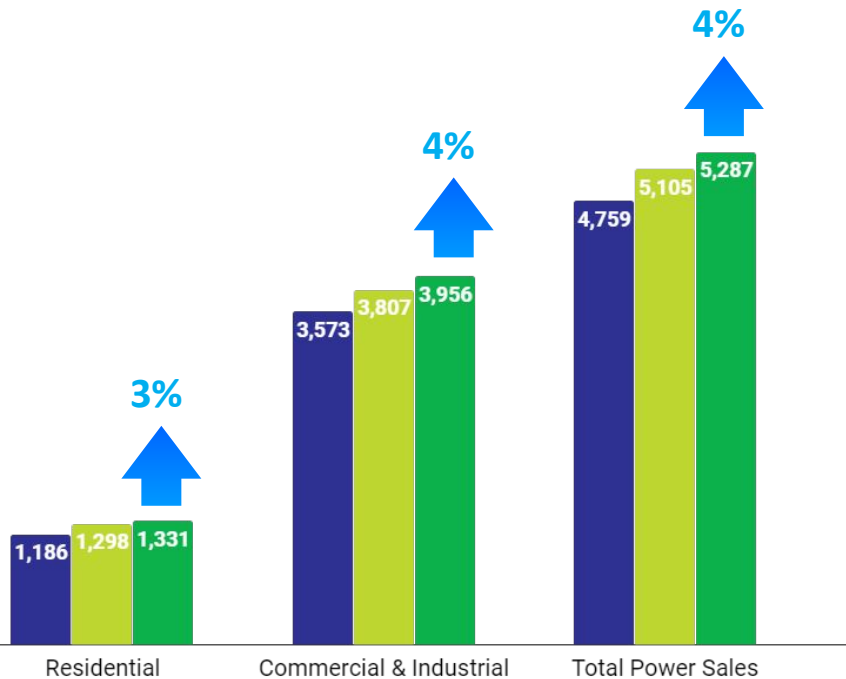




Operating Results: Power Distribution

Beneficial Power Sales
(GWh)

Total Number of Customers
(Thousands)



■ 2015 ■ 2016 ■ 2017



Power Outlook

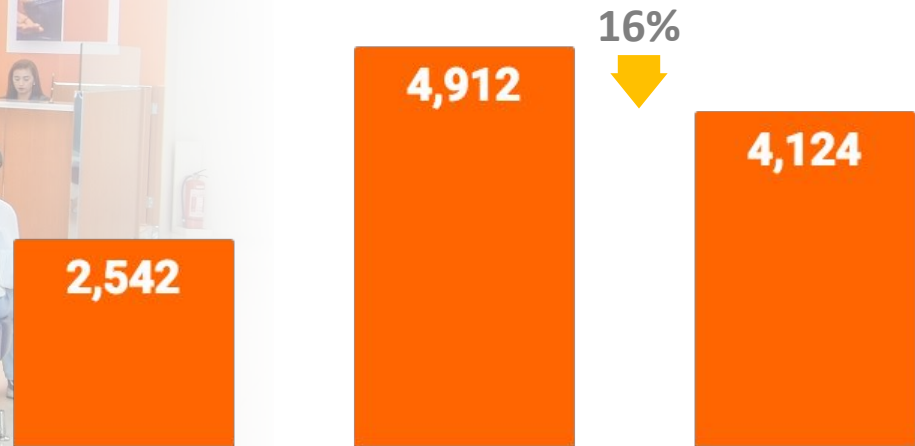




Operating Results: Banking and Financial Services



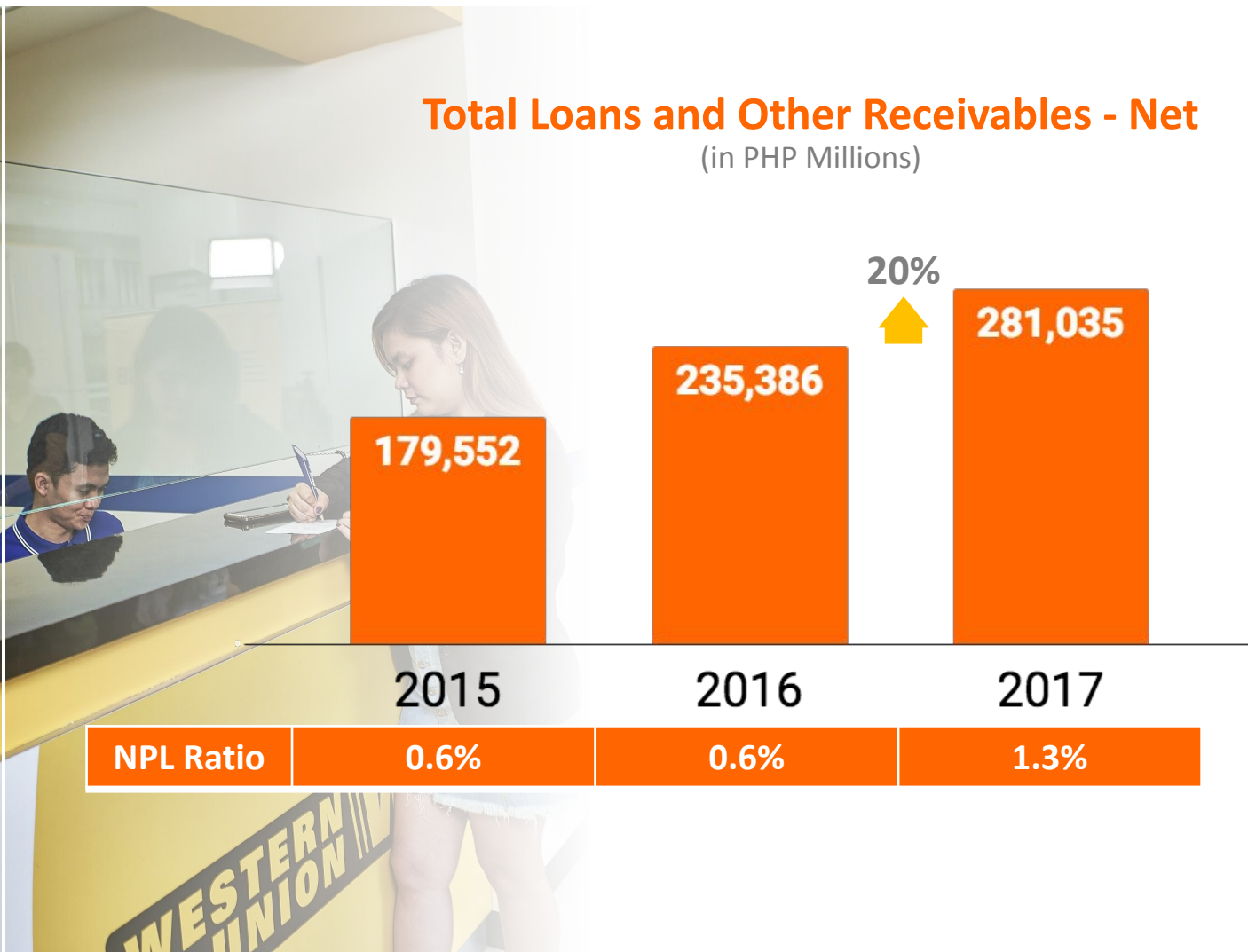
Income Contribution (in PHP Millions)



	2015	2016	2017
ROAE	11%	17%	12%
ROAA	1.6%	2.2%	1.5%



Operating Results: Banking and Financial Services





Banking and Financial Services Outlook

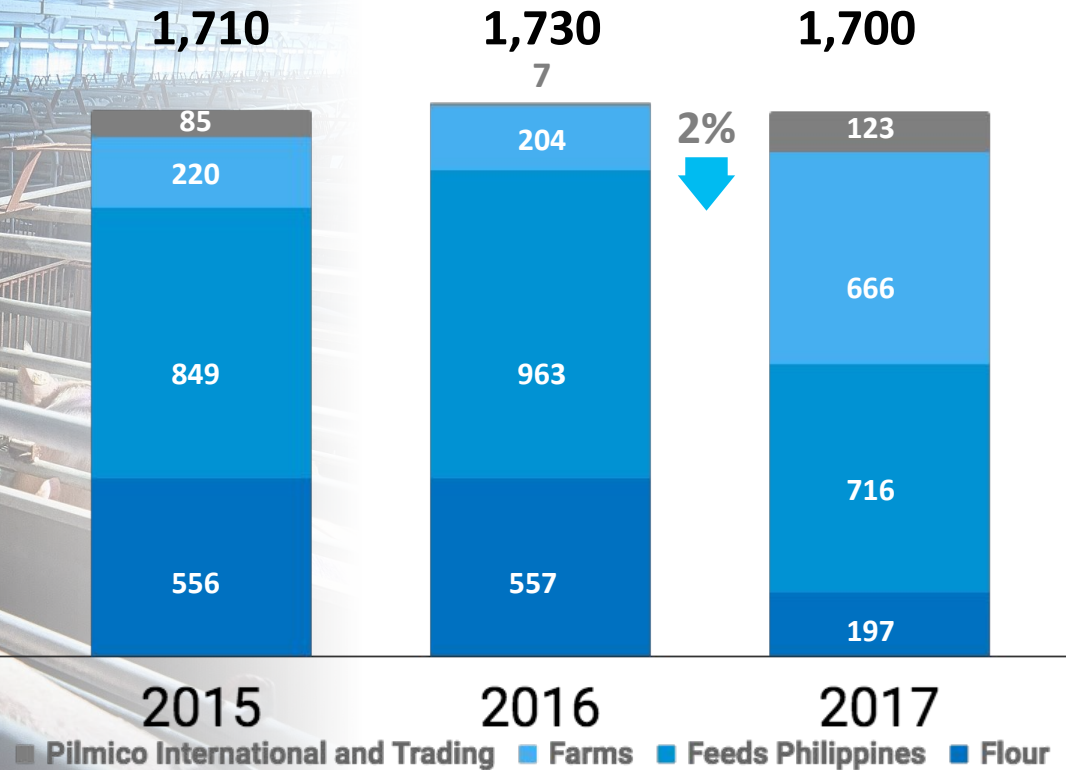




Operating Results: Food

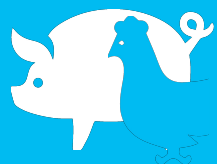


Income Contribution (in PHP Millions)





Operating Results: Food



Farms

HOG FARMS

Sow Level Capacity
(in heads)

2014 – 8,360
2017 – 14,376
2020 – 20,000

LAYER FARMS

Ready-to-Lay Hen Capacity
(in heads)

2017 – 172,800
2020 – 1 Million



Feeds

Philippines

ANIMAL FEEDS

Capacity
(tons per hour)

2014 – 73 TPH
2017 – 113 TPH
2020 – 153 TPH



Feeds

Vietnam

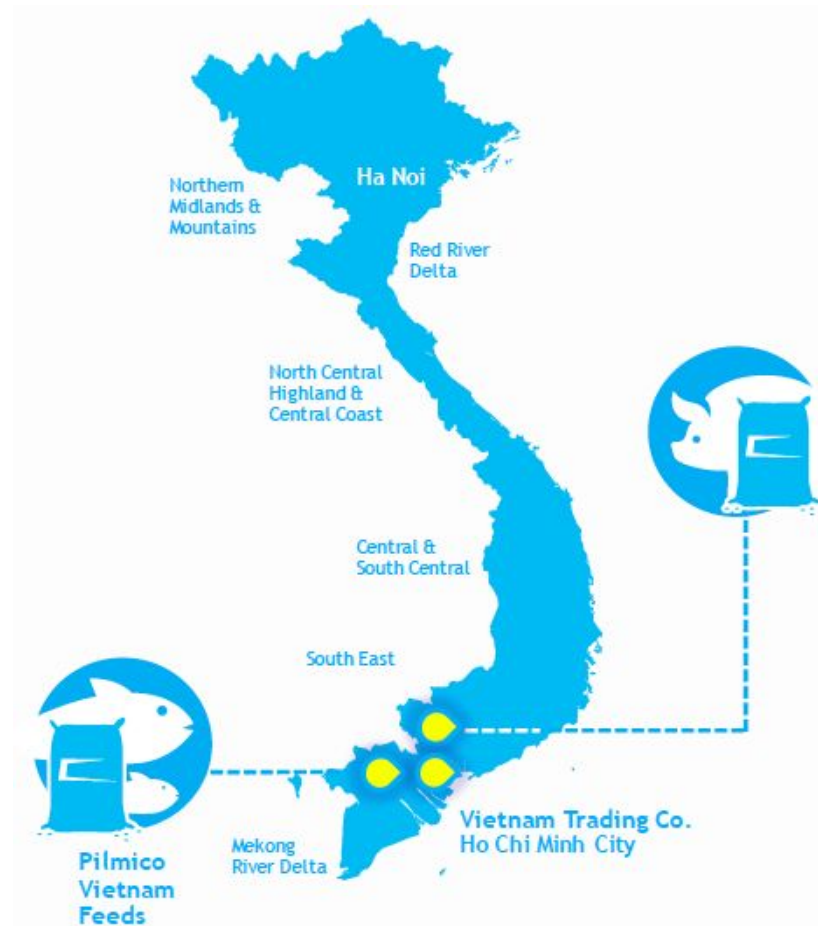
AQUA FEEDS

Capacity
(tons per hour)

2014 – 24 TPH
2017 – 44 TPH
2020 – 64 TPH



Operating Results: Food



EUROFEED (Animal)

- Intro to animal feed milling industry in Vietnam
- 16 TPH Animal Feed Mill in Binh Duong, South Vietnam (26km N of HCMC)
- 70% equity stake valued at USD 3.71 million
- Turn-over scheduled on September 2017

FEEDS VIETNAM (Aqua)

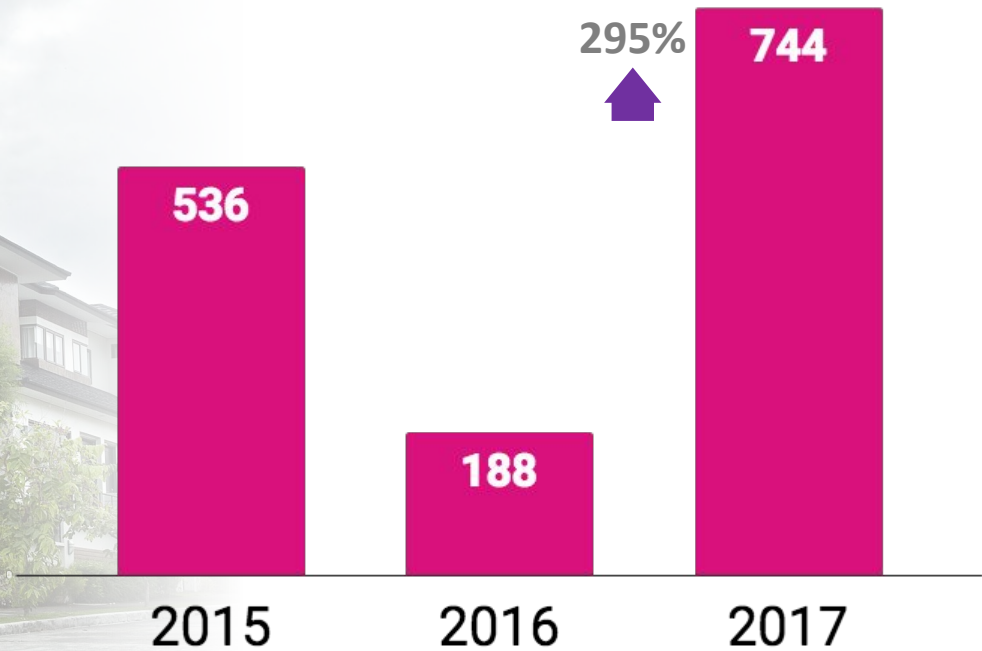
- 44 TPH Aqua Feed Mill in Dong Thap, South Vietnam
- Additional 15% Equity Buy-out of minority valued at USD4.5M last August 1



Operating Results: Land

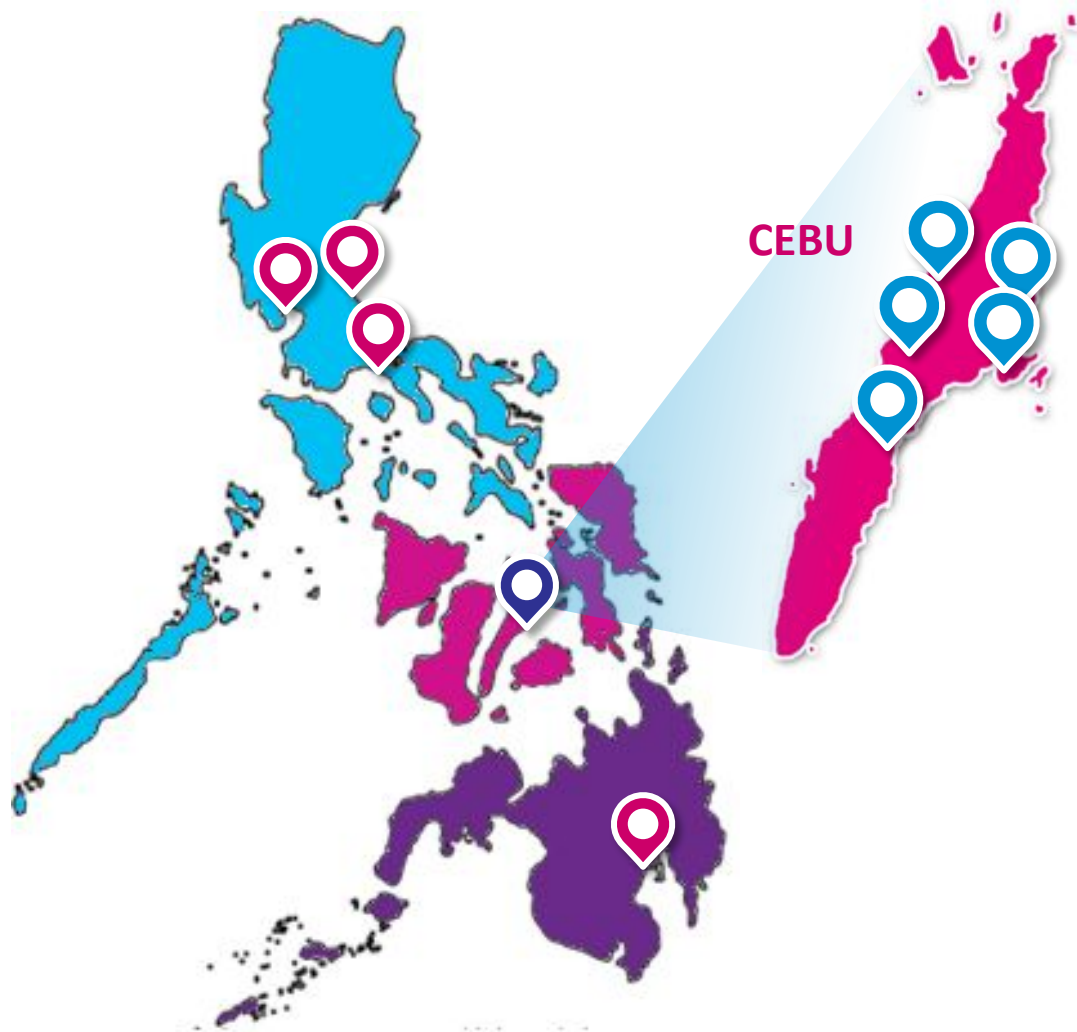


Income Contribution (in PHP Millions)





Operating Results: Land



Expand nationally



Intensify landbanking efforts in provincial growth areas to achieve scale



Explore commercial projects in existing residential projects



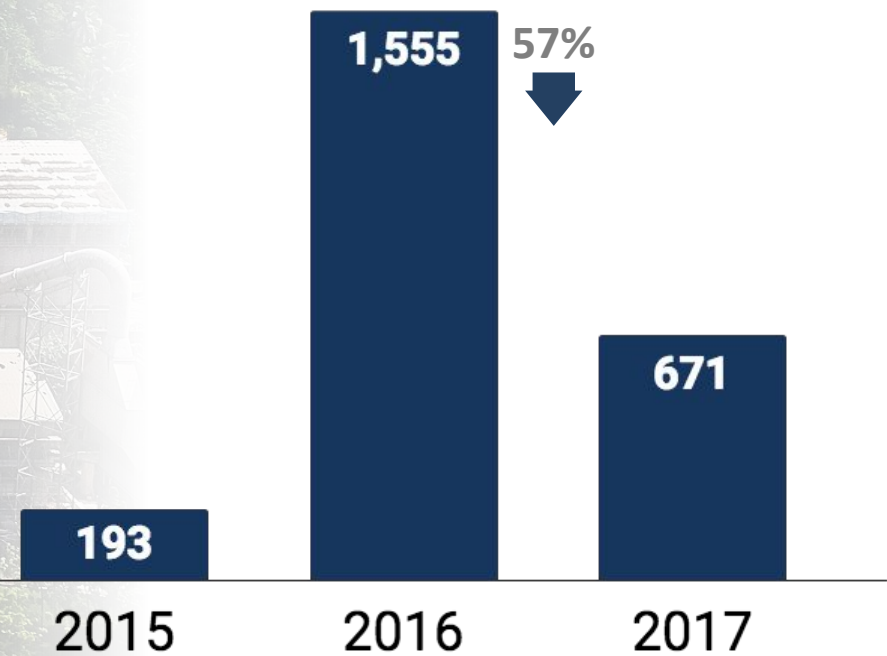
Capture growing industrial demand



Operating Results: Republic Cement



Income Contribution (in PHP Millions)





Infrastructure Update

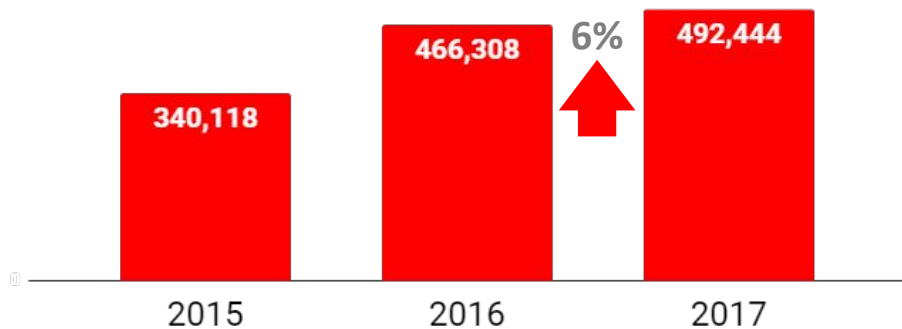




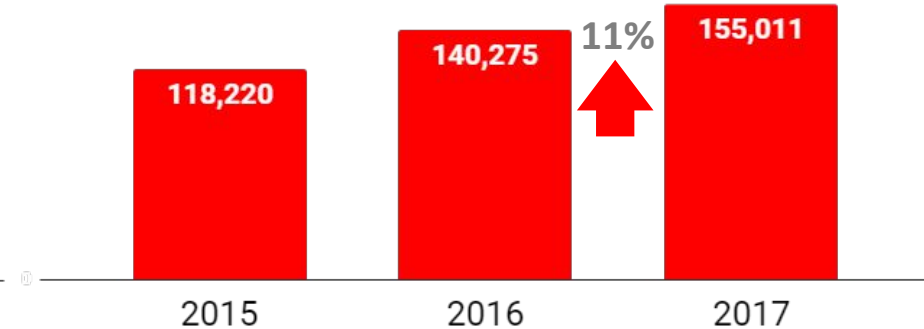
Balance Sheet

In PHP Millions

Total Assets

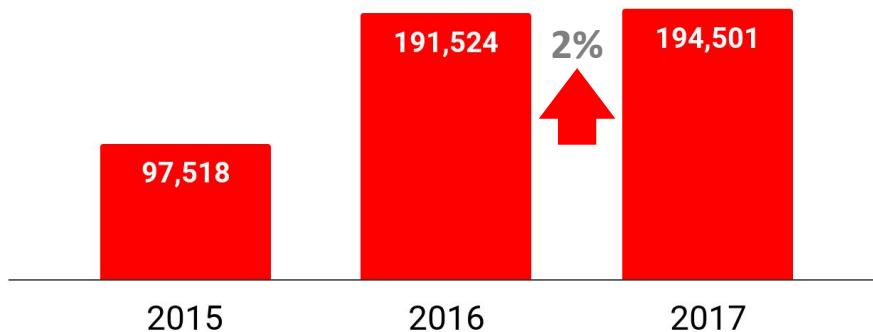


Stockholders Equity*



**Equity Attributable to Equity Holders of the Parent*

Net Debt

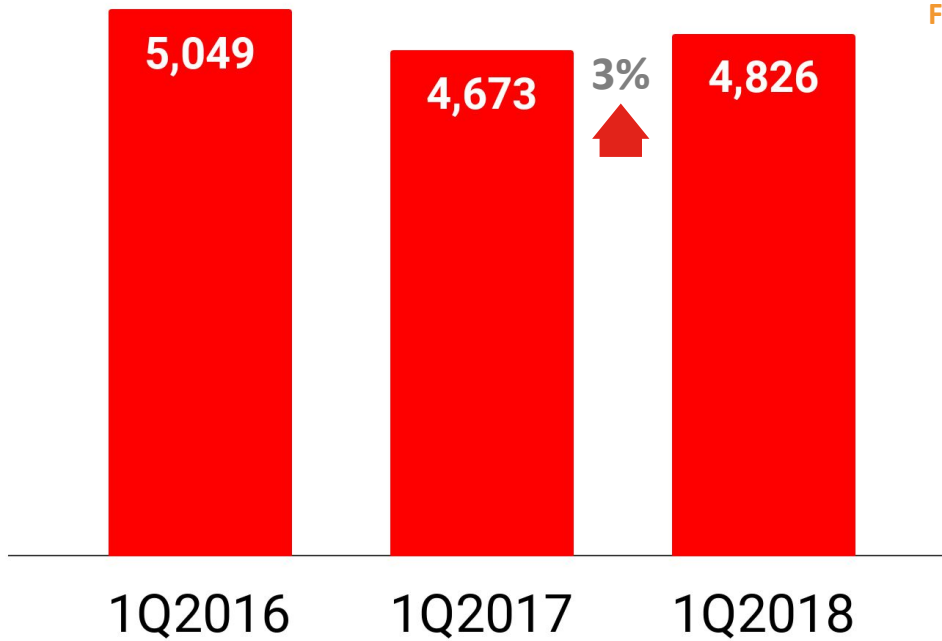


	2015	2016	2017
Net D/E Ratio	0.66x	1.10x	1.01x
Current Ratio	2.84x	2.51X	1.56x

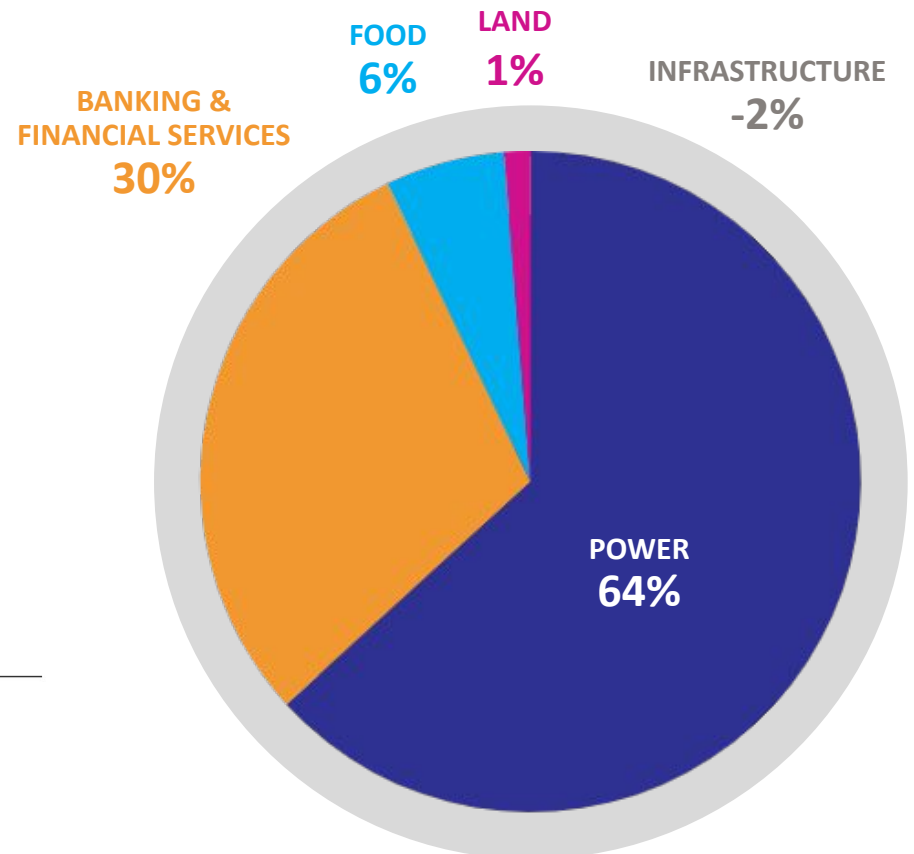


First Quarter 2018

Net Income
(In PHP Millions)

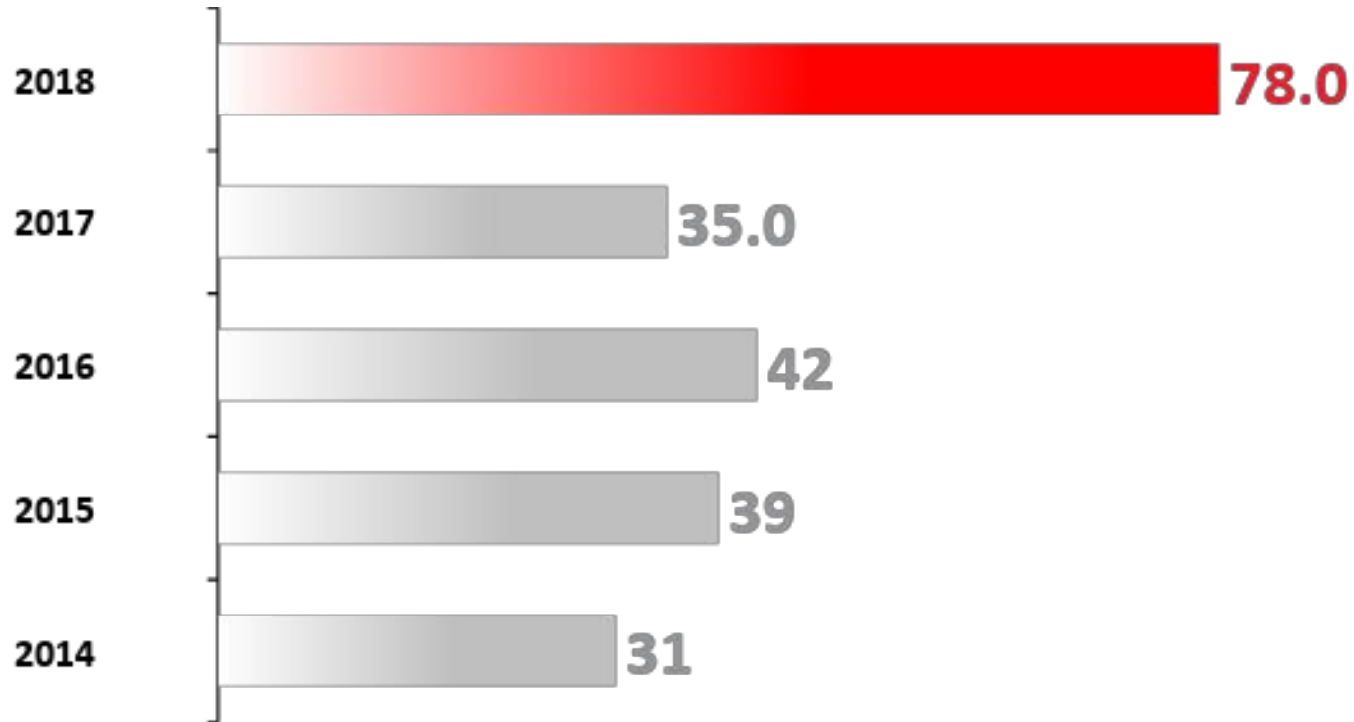


Net Income Contribution





AEV Group Capital Expenditure



Includes 100% of subsidiaries and affiliates



The Road to Organizational Resilience





Future-proofing Digital Transformation





Strengthening Our Culture

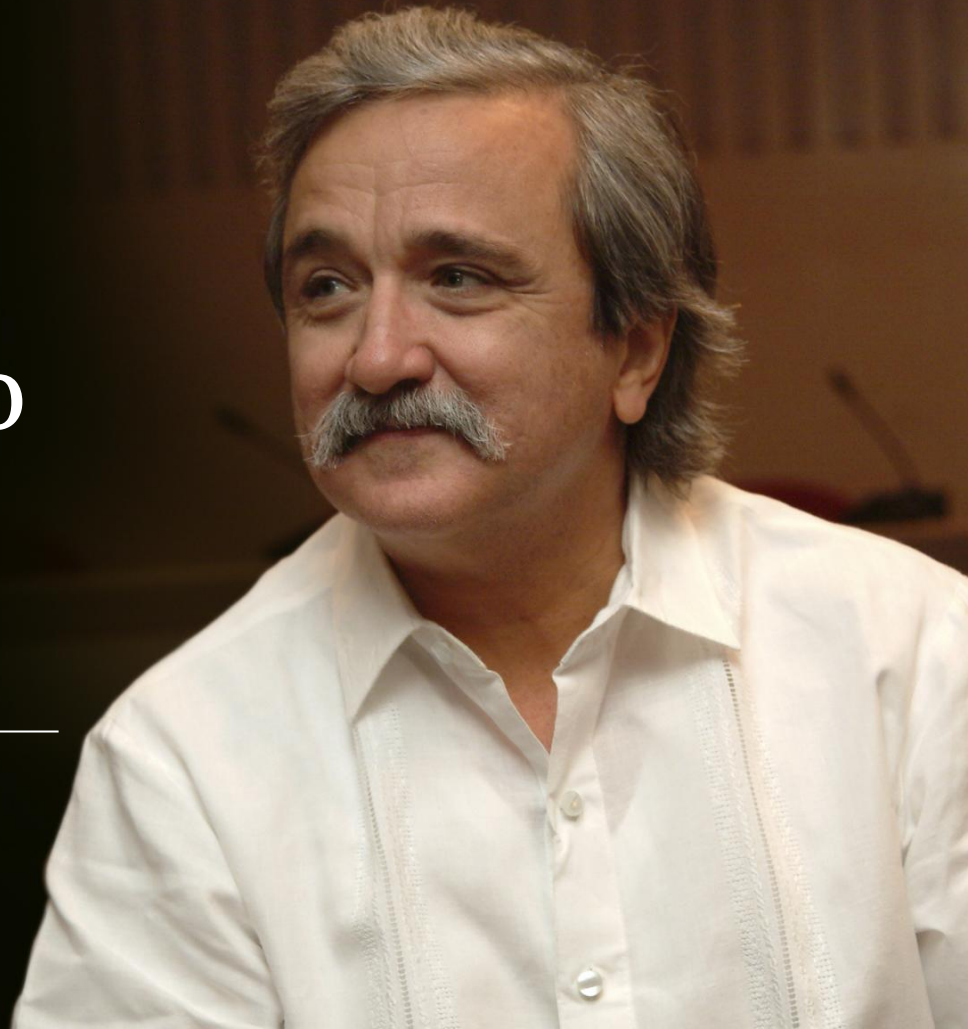




In Memoriam

Roberto Eduardo
“Bobby”
M. Aboitiz

1947 – 2017





In Memoriam

Rene Manuel
B. Ronquillo

1956 – 2017





Opening New Chapters



Justo A. Ortiz

Chairman

Union Bank of the Philippines



Andoni F. Aboitiz

Chief Executive Officer
Aboitiz Land, Inc.



aboitiz



ADVANCING BUSINESS
AND COMMUNITIES