



# President's Report

Transitioning Pathways towards  
Sustainability

**2022 Annual Stockholders' Meeting**  
Monday, April 25, 2022

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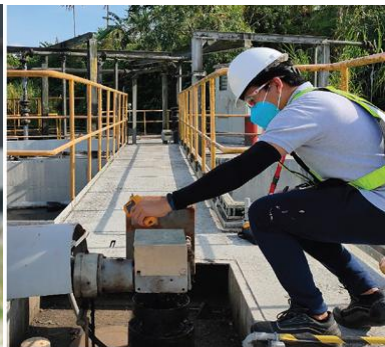
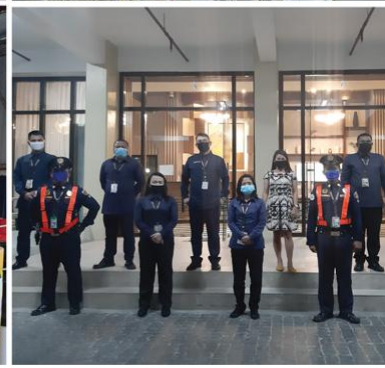
# **Sabin M. Aboitiz**

*President and CEO  
Aboitiz Equity Ventures Inc.*

# 2021 Philippines GDP

# 5.6%

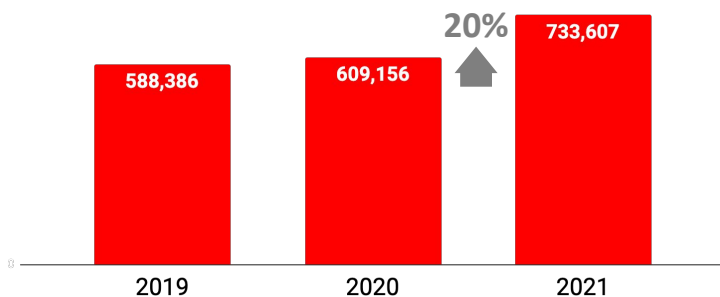




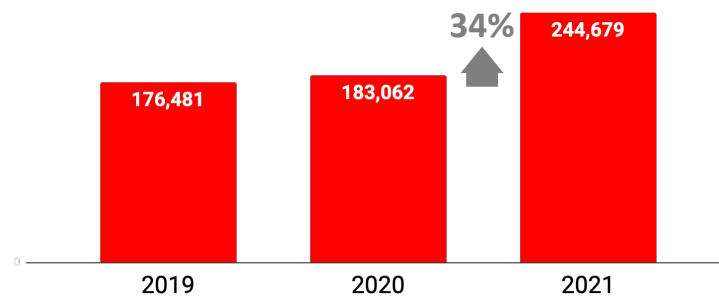
# Balance Sheet

In PHP Millions

## Total Assets

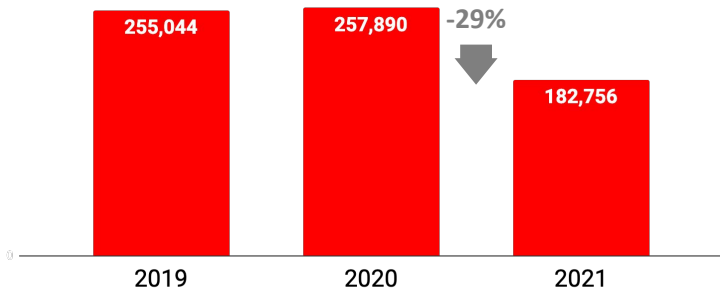


## Stockholders Equity



*\*Equity Attributable to Equity Holders of the Parent*

## Net Debt

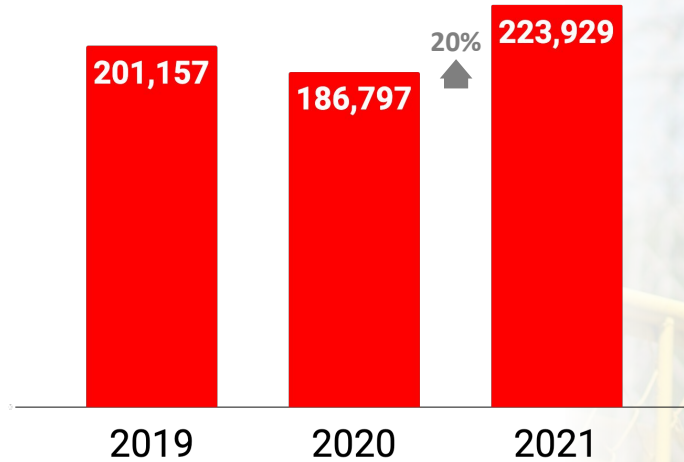


	2019	2020	2021
Net D/E Ratio	1.17x	1.14x	0.56x
Current Ratio	1.27x	1.60x	2.32x

# 2021 Financial Highlights

## Revenue

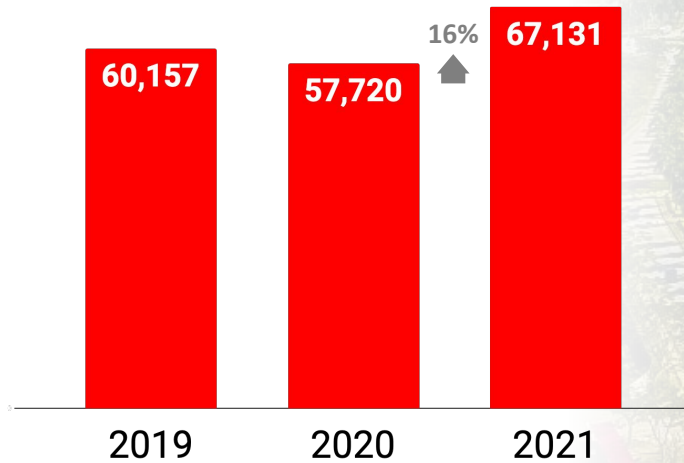
(in PHP Millions)



# 2021 Financial Highlights

## EBITDA

(in PHP Millions)

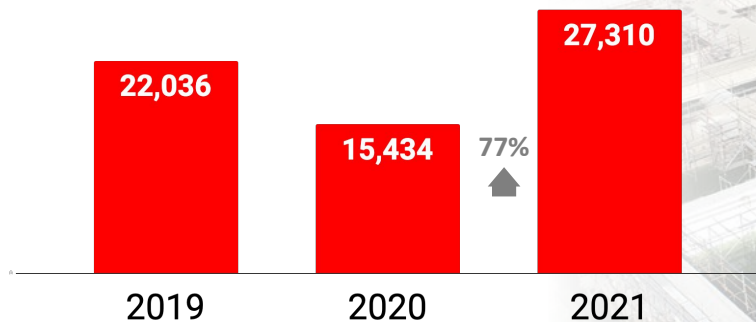




# 2021 Financial Highlights

## Net Income

(in PHP Millions)

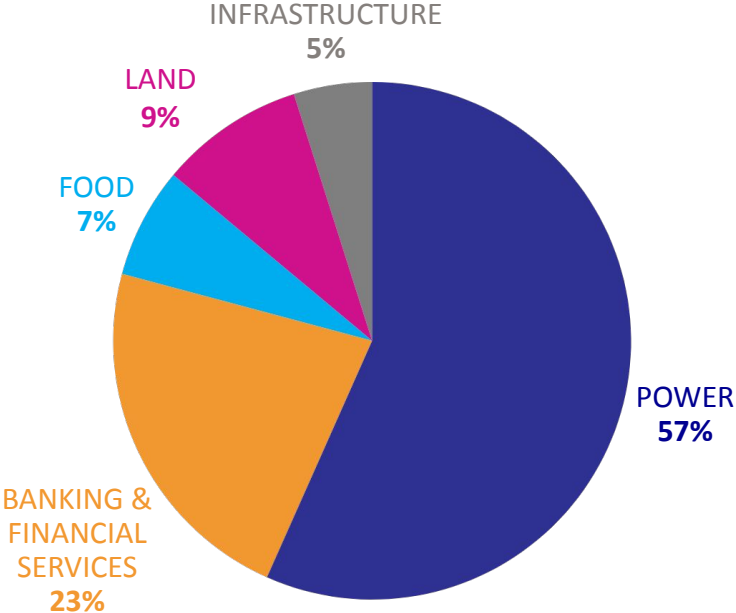


EPS	3.91	2.74	4.85
ROE	13%	9%	15%

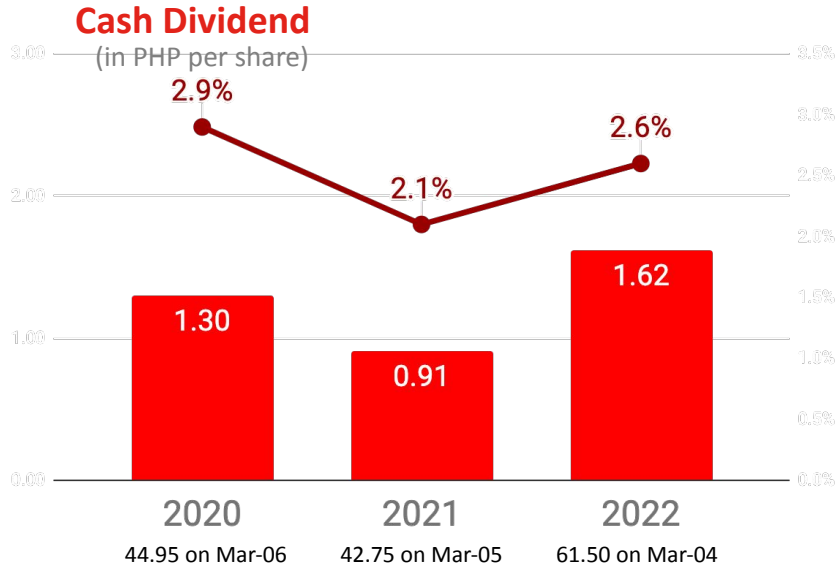
# 2021 Financial Highlights



## Earnings Contribution



# Dividends



- Dividend yield (yields are computed by dividing DPS by the closing price on declaration date)
- Dividend per share (in pesos/share)

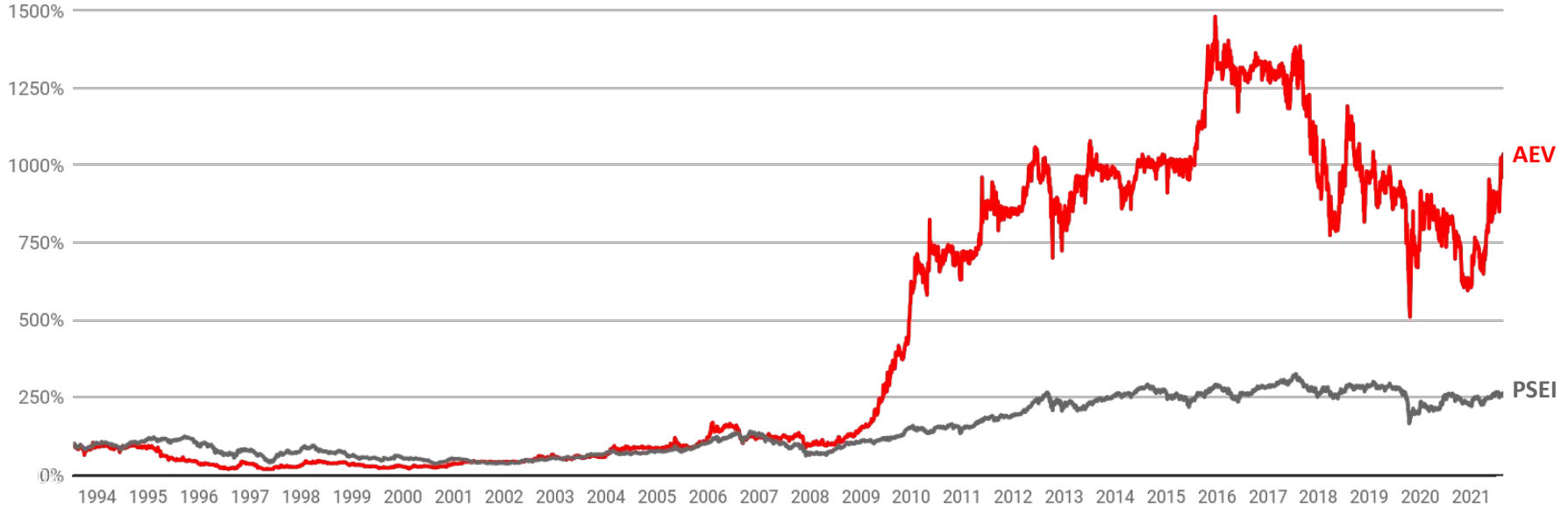
<b>PSE</b>	<b>MEMORANDUM</b>	CN - No. 2022-0013									
<b>THE PHILIPPINE STOCK EXCHANGE, INC.</b>											
<input type="checkbox"/> Listing <input type="checkbox"/> Market Education <input type="checkbox"/> Market Information <input checked="" type="checkbox"/> Products and Services											
<input type="checkbox"/> Public Advisory <input type="checkbox"/> Regulatory Updates <input type="checkbox"/> TP Announcements <input type="checkbox"/> Others											
<b>TO</b>	:	<b>INVESTING PUBLIC AND ALL TRADING PARTICIPANTS</b>									
<b>DATE</b>	:	<b>March 28, 2022</b>									
<b>SUBJECT</b>	:	<b>LAUNCH OF THE PSE DIVIDEND YIELD AND PSE MIDCAP INDEX</b>									
<p>The Philippine Stock Exchange is announcing the launch of two new indices, the PSE Dividend Yield Index and the PSE MidCap Index today, March 28, 2022.</p> <p><b>PSE Dividend Yield Index</b></p> <p>The PSE Dividend Yield ("PSE DivY") Index focuses on companies that consistently give high-yielding dividends. The 20 companies in this index are selected based on liquidity, free float, financials, and three-year average dividend yield performance.</p> <p>The current list of constituents of the PSE DivY Index is as follows:</p>											
<table border="1"> <thead> <tr> <th>Count</th> <th>Company</th> <th>Code</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Abolitz Equity Ventures, Inc.</td> <td>AEV</td> </tr> <tr> <td>2</td> <td>Abolitz Power Corporation</td> <td>AP</td> </tr> </tbody> </table>			Count	Company	Code	1	Abolitz Equity Ventures, Inc.	AEV	2	Abolitz Power Corporation	AP
Count	Company	Code									
1	Abolitz Equity Ventures, Inc.	AEV									
2	Abolitz Power Corporation	AP									

DIVIDEND PAYOUT RATIO

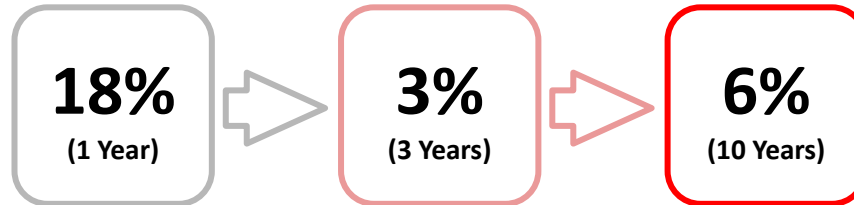
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OF PREVIOUS YEAR'S  
NET INCOME

# AEV 27-year Stock Performance



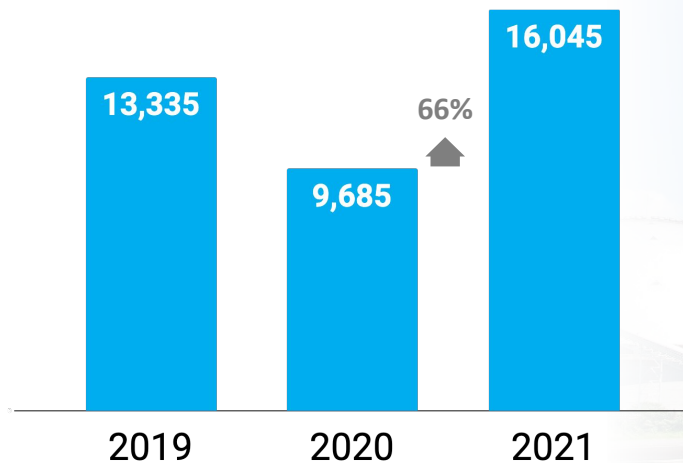
## Total Shareholder Return Compounded Annual Growth Rate



*Total shareholder return (TSR) is computed by combining share price appreciation and dividends paid to show TRS expressed as a compounded annual growth rate (CAGR)*

# Operating Results: POWER

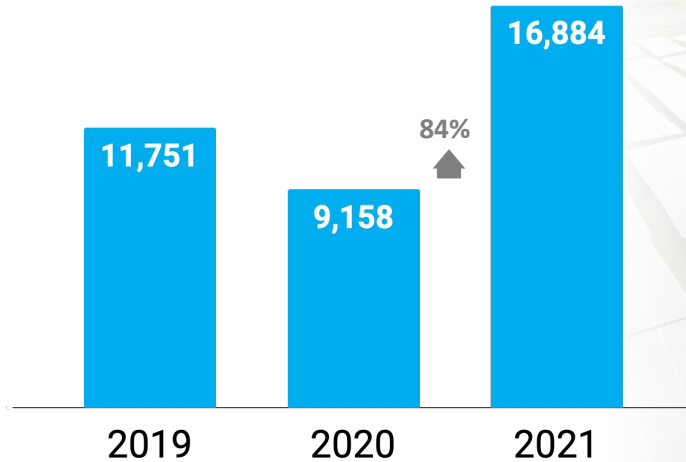
## Income Contribution (in PHP Millions)



# Operating Results:

## Power Generation and Retail Electric Supply

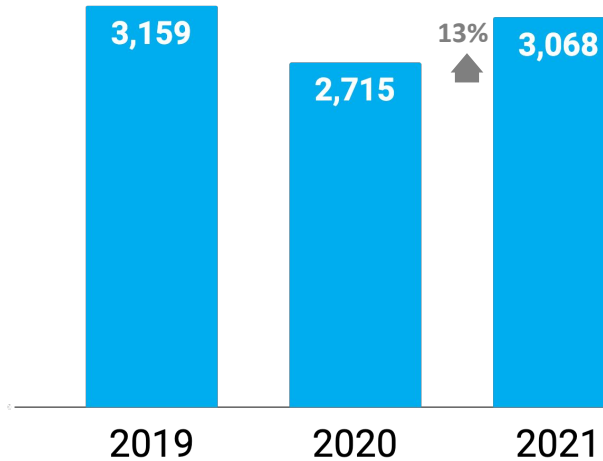
### Income Contribution (in PHP Millions)



# Operating Results: Power Distribution

## Income Contribution

(in PHP Millions)





# Power Outlook

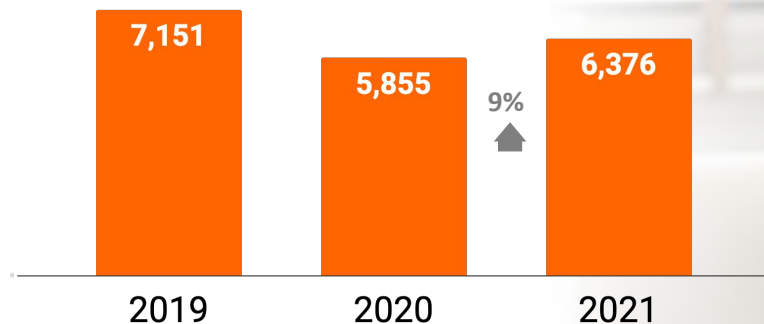


# Operating Results:

## Banking and Financial Services

### Income Contribution

(in PHP Millions)



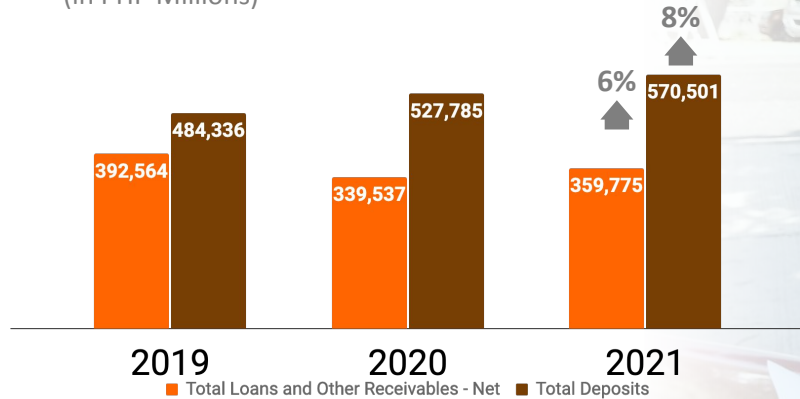
ROAE	15.3%	11.5%	11.6%
ROAA	1.9%	1.5%	1.6%

# Operating Results:

## Banking and Financial Services

### Total Deposits and Total Loans & Other Receivables - Net

(in PHP Millions)



Net NPL Ratio	2019	2020	2021
	1.8%	3.2%	2.4%



# Operating Results: Sustained Increase in Digital Adoption

## Phase 1 Build the Core

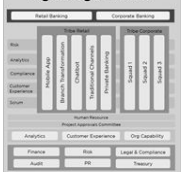
### Infrastructure & Technology

- Enterprise Architecture
- Business Process Automation
- Robotics Process Automation
- Open API Strategy
- Integrated Operations Center
- Triangulation of Data Center
- Cloud Migration



### People & Organization

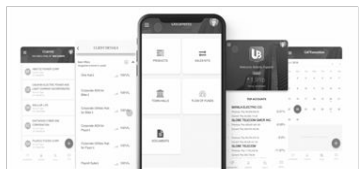
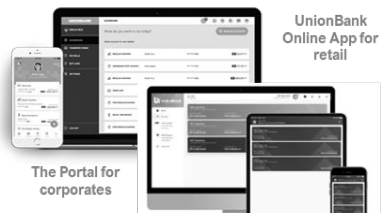
#### Agile Organization



- Formed new groups; Hired industry experts
- Added new roles
- Adopted agile ways of working
- Upskilled employees with on-demand learning tools

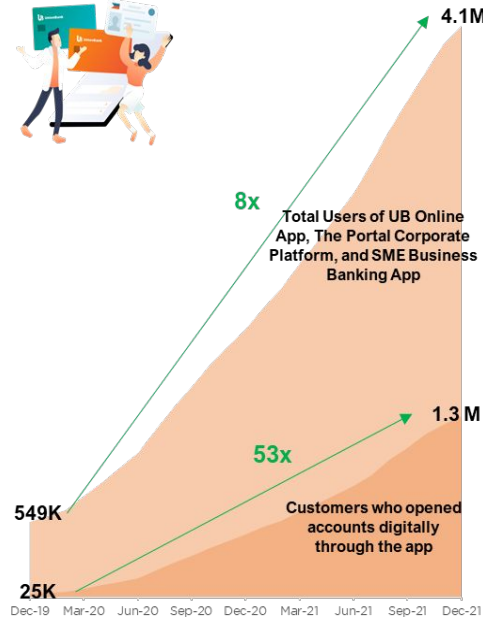


## Phase 2 Launch Digital Channels

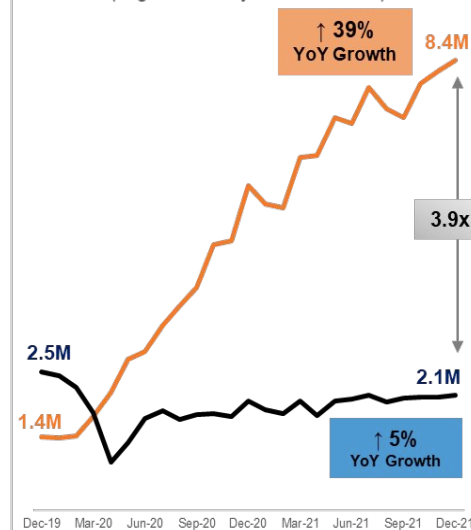


## Phase 3 Rollout and Commercialization

### Total Registered Digital Users



### Monthly Transaction Count (Digital vs. Physical Channel)



Digital Txns: Fund Transfer, Bills Payment, Load Purchase, Mobile Check Deposits, FX, Remittance, FSC, and Checkwriter from UB Online App, The Portal, and MSME Business Banking -- Branch Txns: Fund Transfer, Bills Payment, Cash Deposit, Check Deposit, Cash Withdrawal, Check Encashment, Remittance, MC/DD Nego/Application, Time Deposit Renewal, Bank Cert, TD Closing, etc. -- ATM Txns: Fund Transfer, Bills Payment, Cash Withdrawal

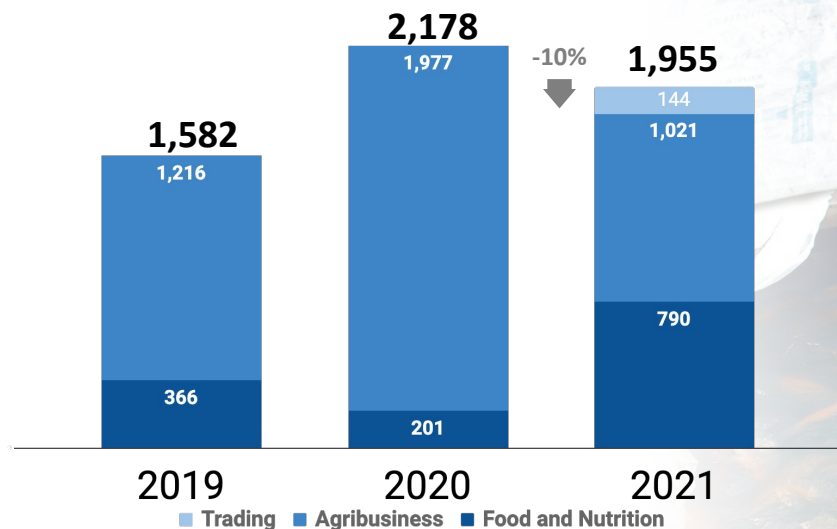


# Banking and Financial Services Outlook

# Operating Results:

## Food

### Income Contribution (in PHP Millions)



■ Trading ■ Agribusiness ■ Food and Nutrition





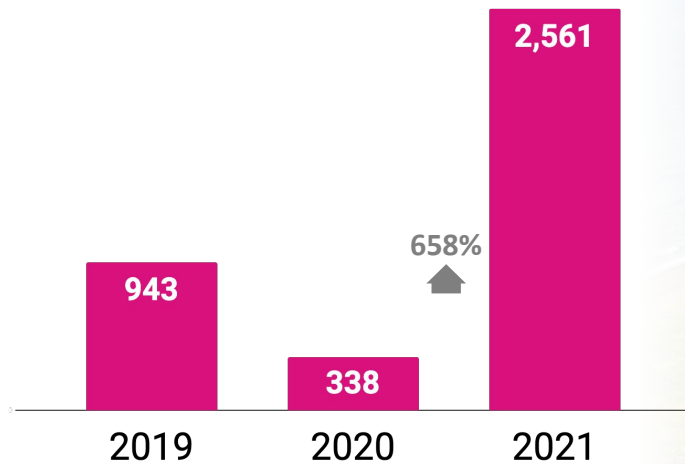
# Food Outlook

# Operating Results:

## Land

### Income Contribution

(in PHP Millions)



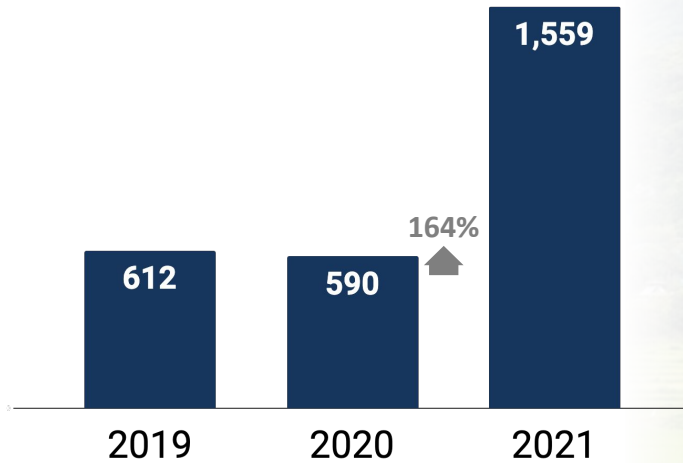


# Land Outlook



# Operating Results: Republic Cement

## Income Contribution (in PHP Millions)

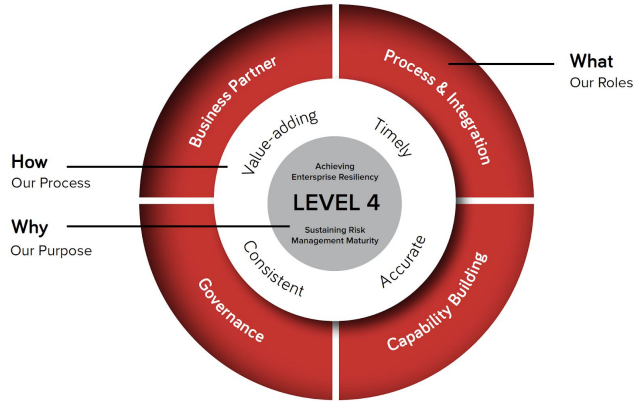
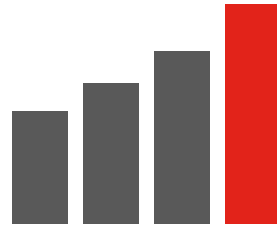




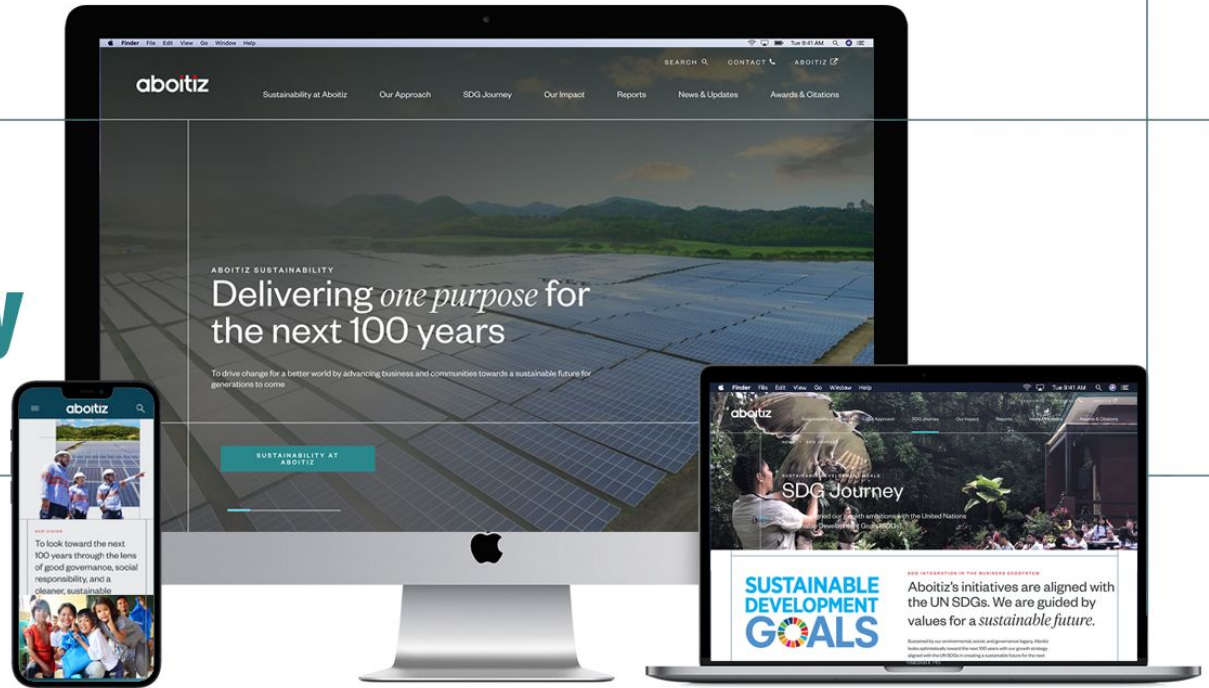
# Infrastructure Outlook

# Risk Management

# Level 4 Risk Maturity



# #OneAboitiz Sustainability MICROSITE



Leadership towards a Sustainable Future

**ESG** ENVIRONMENT  
SOCIAL  
GOVERNANCE

ESG data can be accessed in the aboitiz website

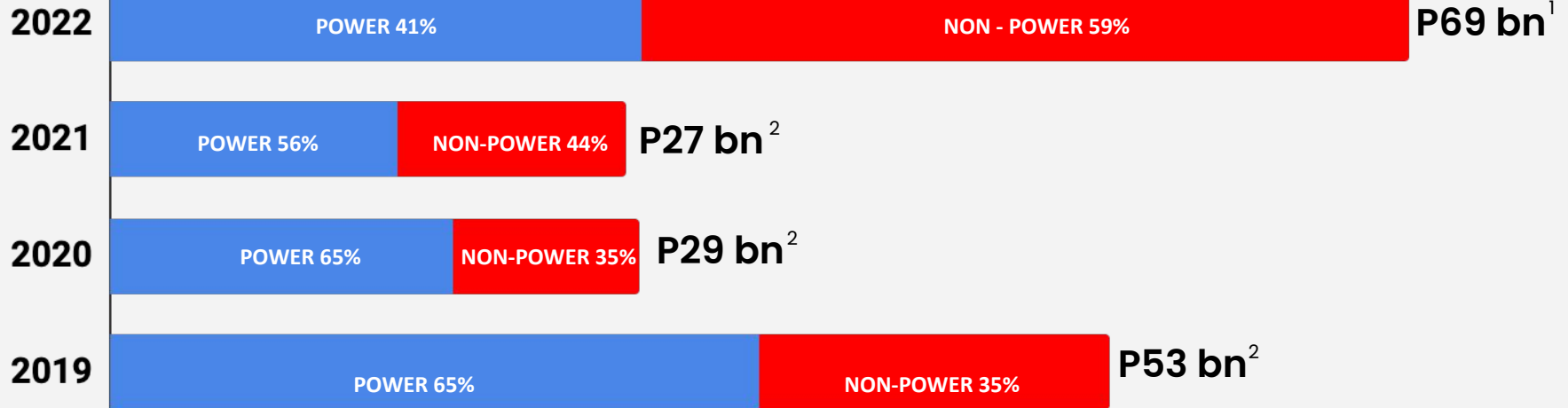
[https://aboitiz.com/  
sustainability/sustainability-at-aboitiz/](https://aboitiz.com/sustainability/sustainability-at-aboitiz/)





# Capital Expenditures

(with partners)



Includes 100% of Subsidiaries and Affiliates 1- Budgeted figures 2-Actual figure



## AEV Board of Directors



**MANUEL R. SALAK III**



**CESAR G. ROMERO**



**aboitiz**



**GT2025**<sup>∞</sup>  
THE GREAT TRANSFORMATION BEGINS WITH YOU AND ME