

CIMB ASIA PACIFIC LEADERS' CONFERENCE

Le Parker Meridien, New York
4 - 5th March 2013

YOU SEE



KEEPING THE LIGHTS ON

CIMB ASIA PACIFIC LEADERS' CONFERENCE

PART ONE

YOU SEE



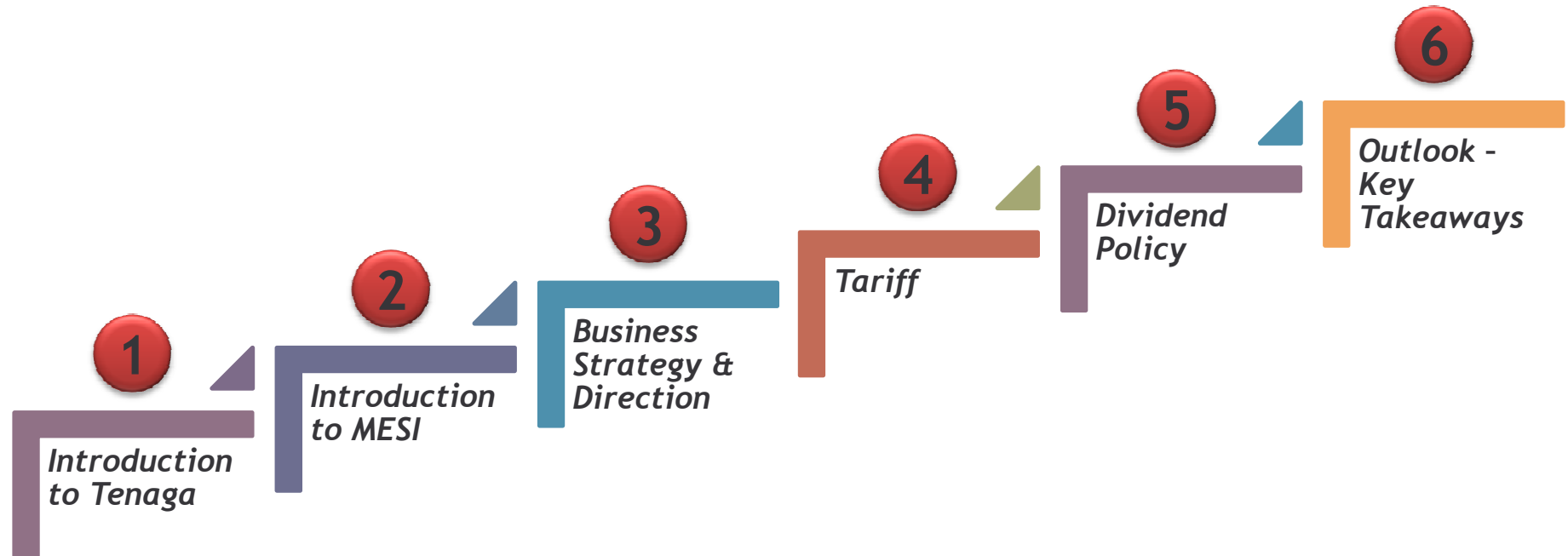
KEEPING THE LIGHTS ON



AGENDA

CIMB ASIA PACIFIC LEADERS' CONFERENCE

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① INTRODUCTION TO TENAGA

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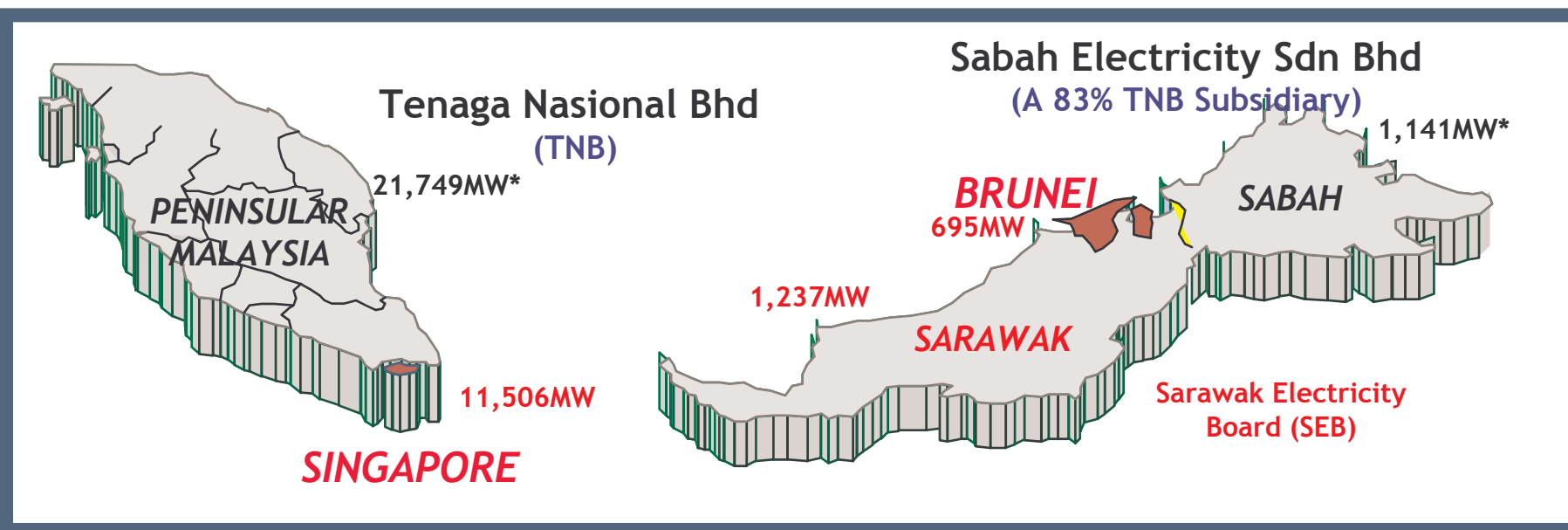
KEEPING THE LIGHTS ON



INTRODUCTION TO TENAGA

Three Major Utilities in Malaysia

YOU SEE



	<u>FY'92</u>	<u>FY'99</u>	<u>FY'06</u>	<u>FY'07</u>	<u>FY'08</u>	<u>FY'09</u>	<u>FY'10</u>	<u>FY'11</u>	<u>FY'12</u>
TNB (Peninsular) Installed Capacity (MW)	5,652	7,520	11,464	11,515	11,515	11,530	11,530	11,530	11,462
Total units sold (Gwh)	22,631	49,322	82,215	86,545	90,650	87,780	95,196.6	97,1887.8	102,131.5
Total customers (million)	3.32	5.09	6.81	7.07	7.33	7.59	7.87	8.11	8.36
Total employees	22,752	24,786	28,067	28,822	29,210	29,149	30,535	31,935	33,568
Total assets (RM billion)	19.72	48.61	65.09	67.72	69.84	71.36	75.88	79.00	88.47



* Includes IPPs

INTRODUCTION TO TENAGA

Vertically Integrated Utility



Core Business
- Peninsula

52.7%



Generation

100%



Transmission

100%



Distribution

As at 1QFY'13:

Total Installed Capacity	21,749 MW	
Assets	RM 89.0 bn	(USD 29.3bn)
Revenue	RM 9.1 bn	(USD 3.0 bn)
Net Profit Attributable to Shareholders	RM 1.4 bn	(USD 0.5 bn)
Market Capitalisation (7 th)	RM 28.7 bn	(USD 9.4 bn)



* Exchange rate of USD1 = RM3.04

INTRODUCTION TO TENAGA

Installed Capacity vs Generation Mix

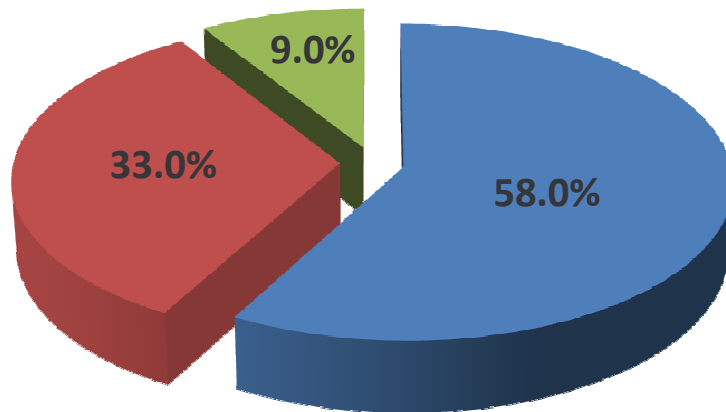


Total Installed Capacity

Installed Capacity Market Share:

TNB : 52.7%

IPP : 47.3%



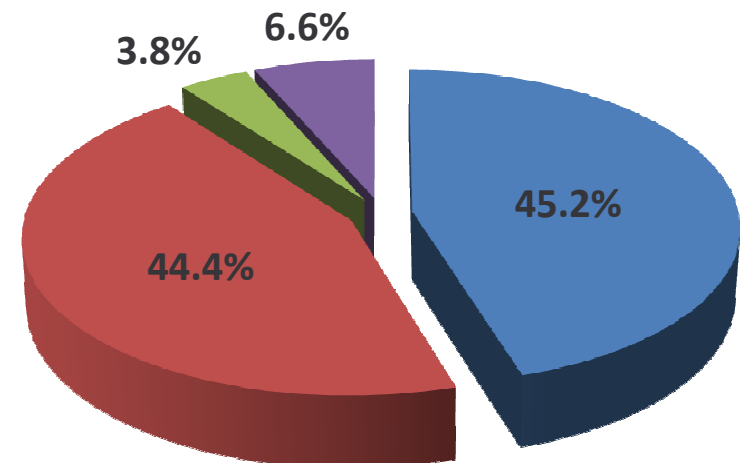
■ Gas ■ Coal ■ Hydro & Others

Generation Mix as at Nov 2012

Generation Market Share :

TNB : 48.3%

IPP : 51.7%

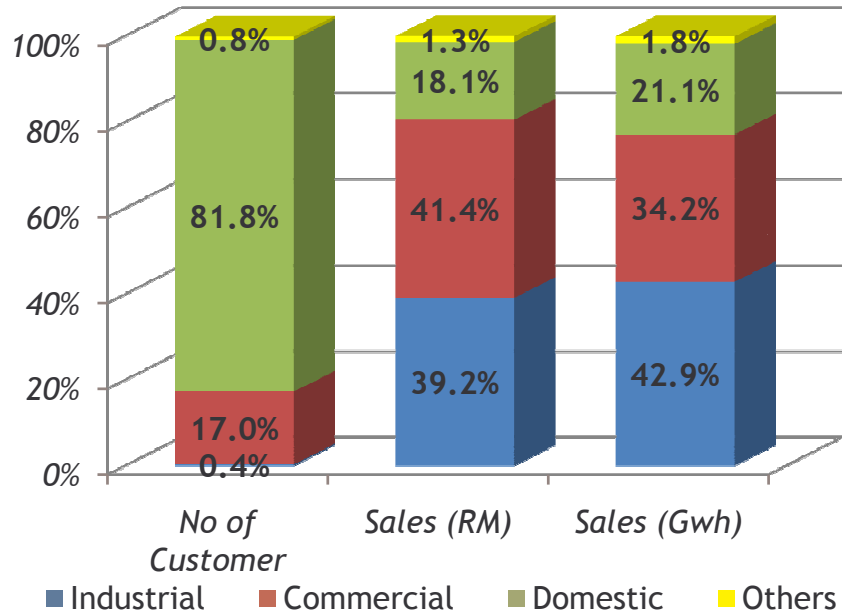


■ Gas ■ Coal ■ Hydro ■ Oil & Distillate

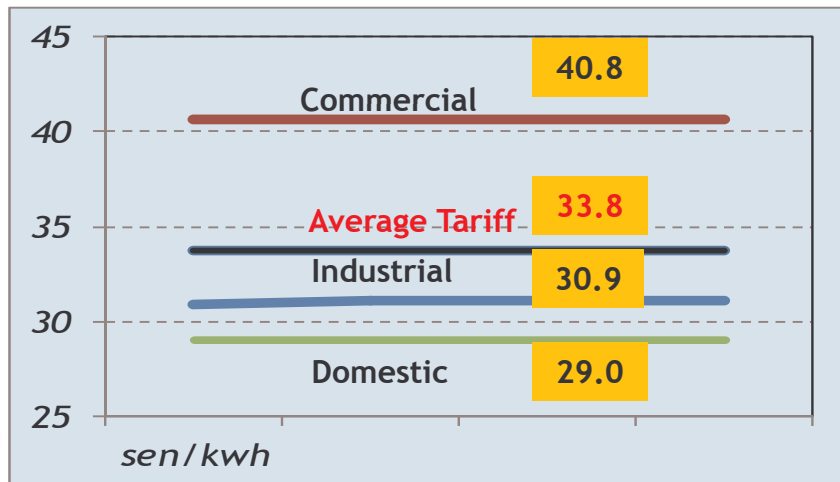


INTRODUCTION TO TENAGA

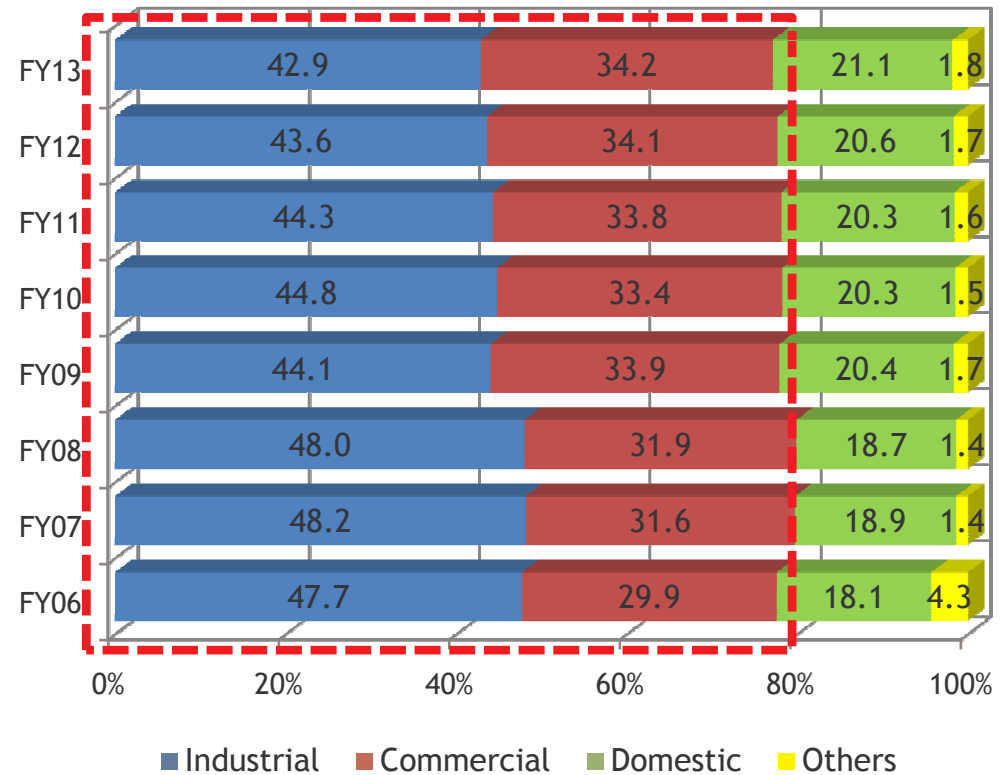
No of Customer vs Sales Value vs Unit Sales



Average Tariff by Sector



Sectoral Sales Analysis (Gwh)

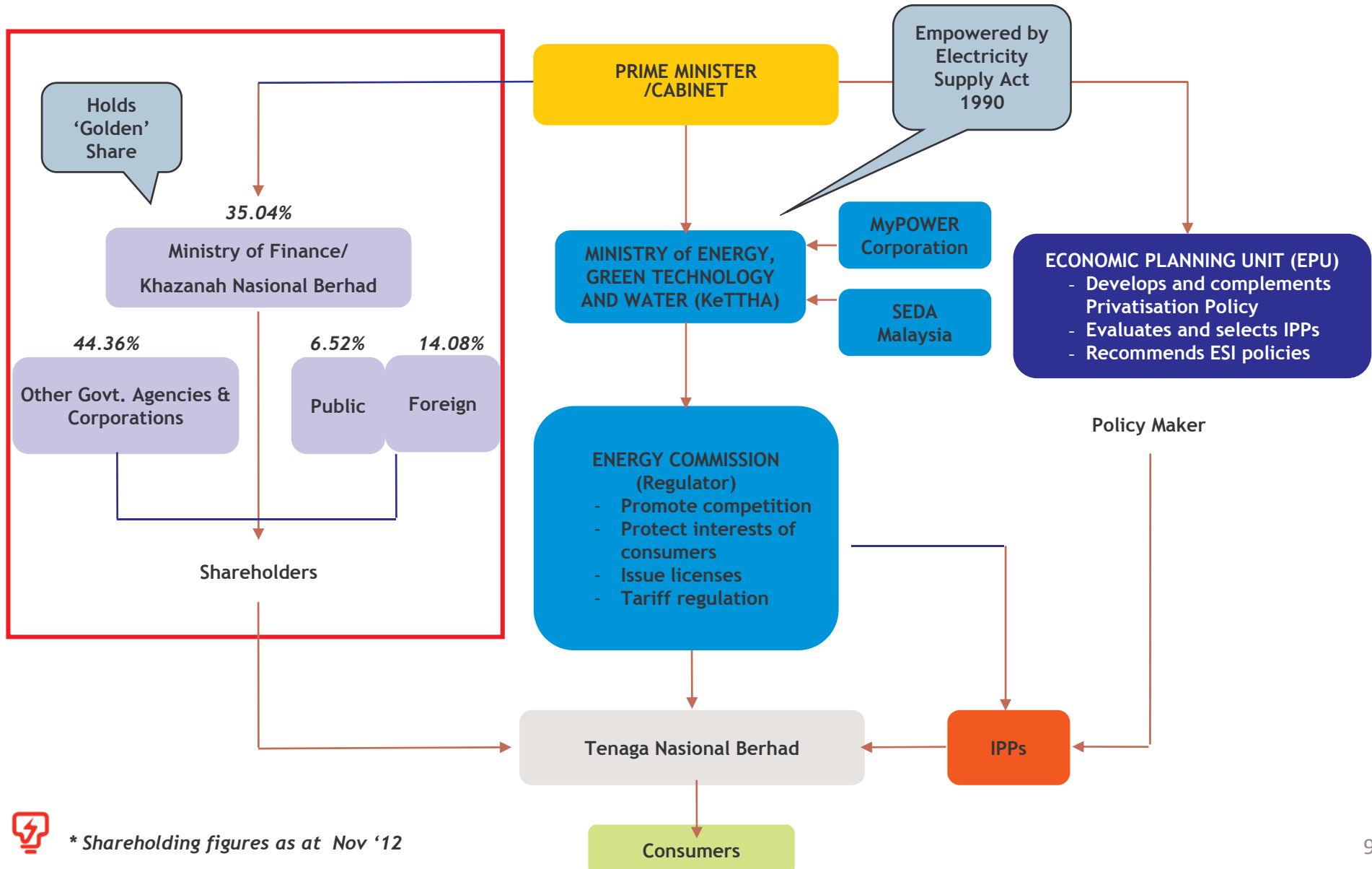


- Shift from Industrial-based to Service-based economy
- Increasing market share from Commercial sector
- Commercial sector contributes the highest electricity sales margin

* 1QFY13

INTRODUCTION TO TENAGA

Industry Regulatory Framework



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**INTRODUCTION TO
② MALAYSIAN ELECTRICITY
SUPPLY INDUSTRY (MESI)**

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KEEPING THE LIGHTS ON



INTRODUCTION TO MESI

Transformation Initiatives by Government



Jun - Dec 2008
Khazanah's MESI Study

Jan - Dec 2009
KeTTHA-led syndication

4 Dec 2009
Cabinet endorsement to transform ESI



Aimed at delivering a reliable, transparent, efficient and sustainable ESI



*Source: MyPower

INTRODUCTION TO MESI

Transformation Plan: Background



KeTTHA has Embarked on a Power Sector Transformation Programme

- MyPOWER is a special purpose agency created to detail out the key reform initiatives of the **Malaysian Electricity Supply Industry (MESI)** that are aligned with the Government and Economic Transformation Programmes (ETP)
- MESI Transformation Agenda** seeks to address the industry issues and long term needs with regards to reliability, transparency, efficiency, and sustainability in the electricity supply industry in Peninsular Malaysia
- Fragmented Governance for MESI:

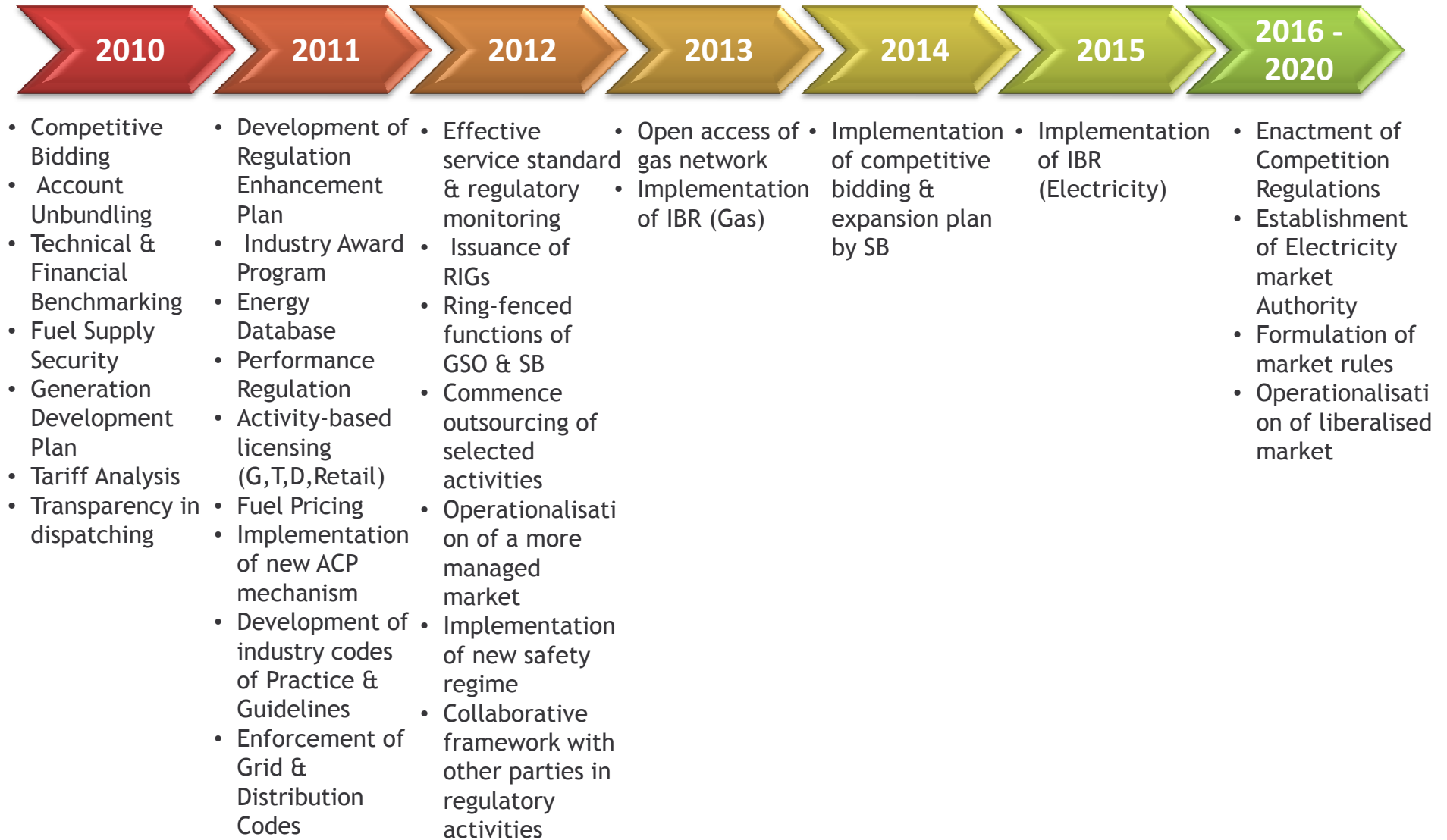
<div> Influencer Decision making </div>		New investments Generation	New investment T&D	Tariff setting	Fuel policy	Liberalization	Tax and incentives
	<ul style="list-style-type: none"> Incumbent utility Single buyer of IPP generation Full control over system dispatch Access to end users 	 Capacity required					
	<ul style="list-style-type: none"> Formulates energy policy Approves and develops recommendation on capacity expansion for cabinet approval Formulates privatization policy 	 PPA awards			 Gas subsidies		
	<ul style="list-style-type: none"> Approves end user tariff Coordinates implementation of energy policy Minister KeTTHA chairs JPPPET 				 Policies		
 Energy Commission	<ul style="list-style-type: none"> Implement and enforce electricity supply law (e.g., Grid code) Advisor to KeTTHA Monitors TNB's performance 						
	<ul style="list-style-type: none"> Windfall taxes for IPPs Bakun project 						
	<ul style="list-style-type: none"> Chaired by KeTTHA Minister, includes EPU, MoF, MITI, MIDA, ST, MTDC, TNB, SESB, PETRONAS Discusses tariff review, plant-up programme and service standards 				 PETRONAS on gas supply		



*Source: MyPower

INTRODUCTION TO MESI

Transformation Plan : Timeline



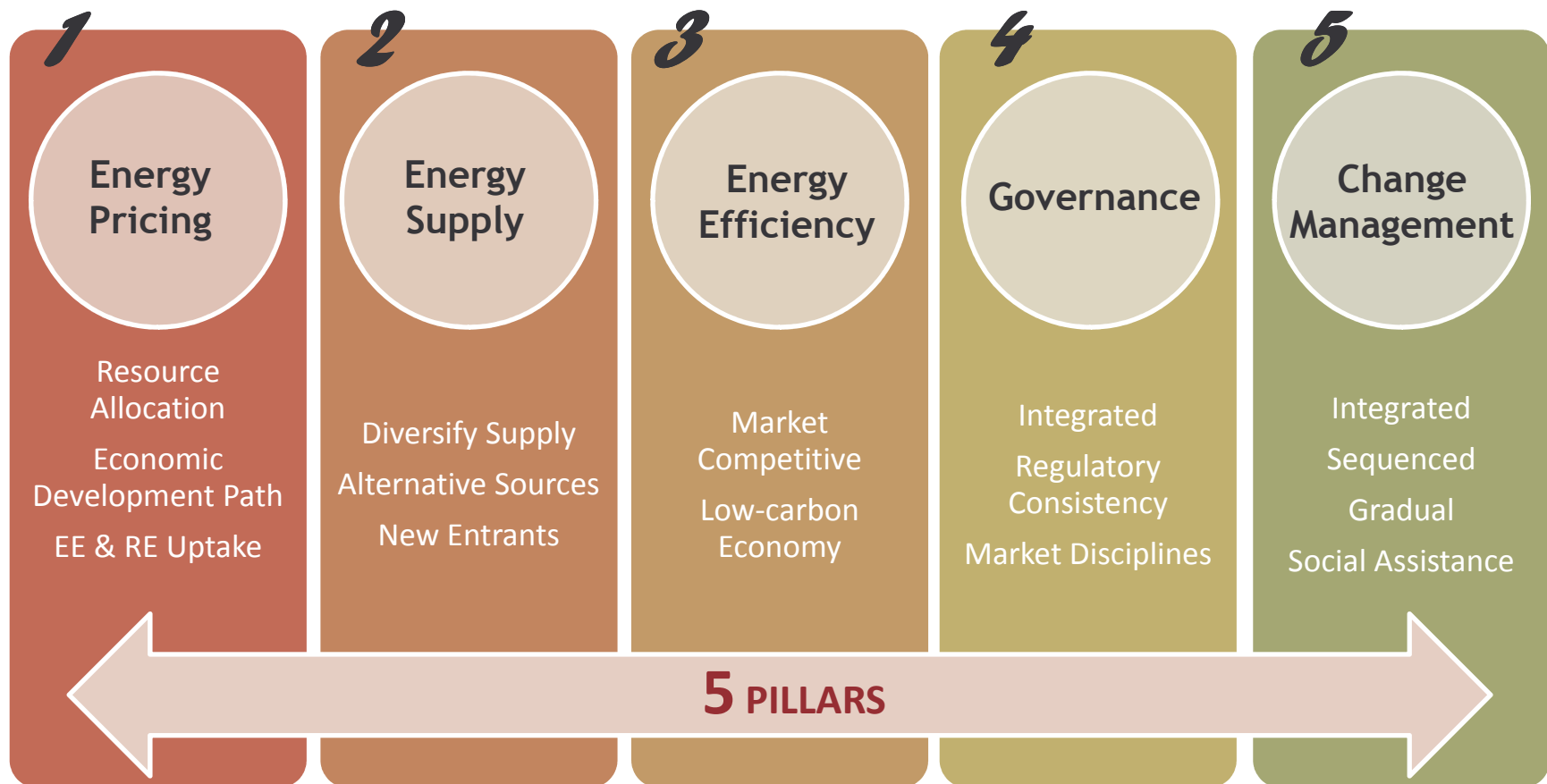
*Source: EC

INTRODUCTION TO MESI

New Energy Policy



The New Energy Policy Addresses Economic Efficiency,
Security of Supply and Social and Environmental Objectives



*Source: EC

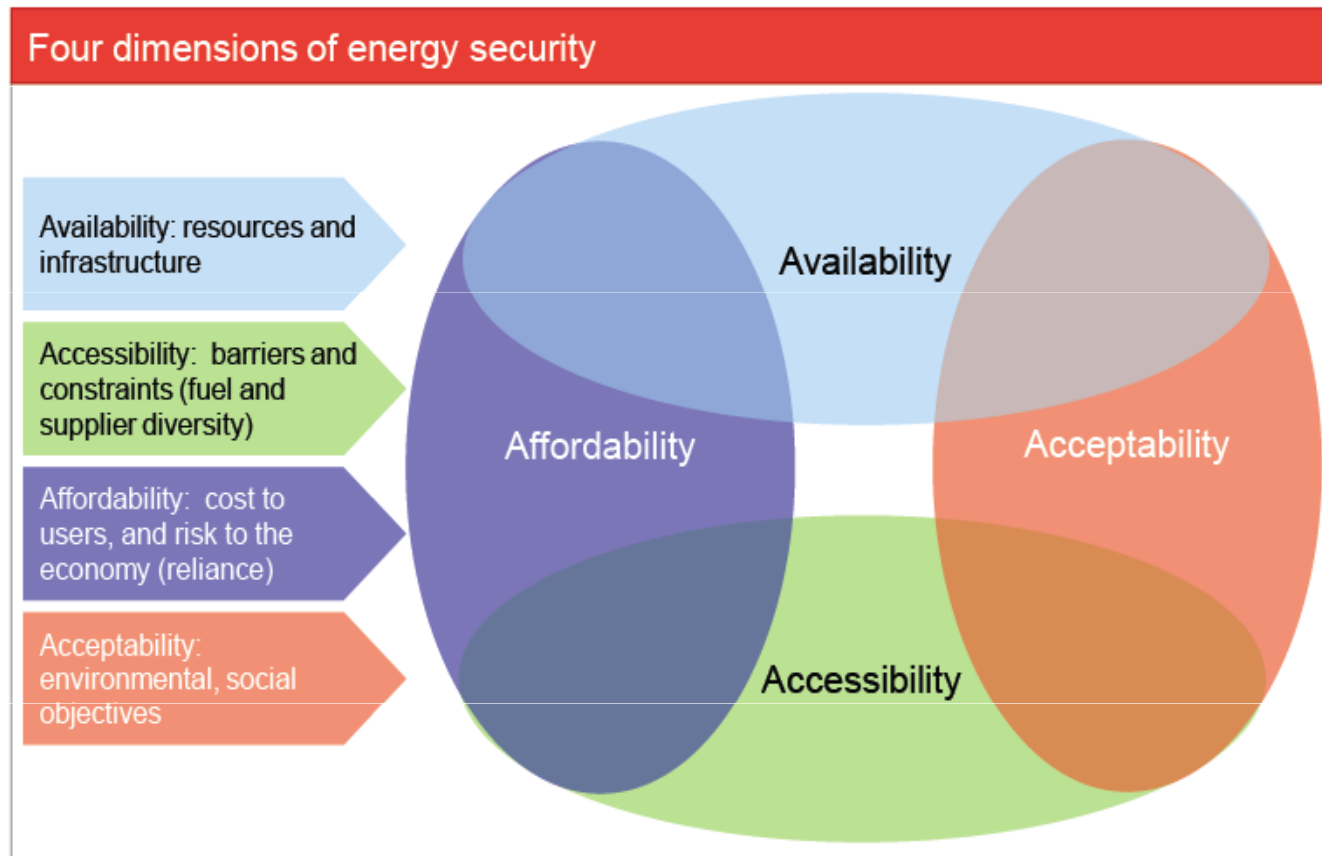
INTRODUCTION TO MESI

Four Dimensions of Energy Security



Fuel Mix and Fuel Supply Security Must Be Managed
to Ensure A Reliable Electricity Supply

To ensure an **efficient, secure and environmentally sustainable** supply of energy
– source *Malaysia National Energy Policy 1979*



*Source: MyPower / Frontier Economics

INTRODUCTION TO MESI

Competitive Bidding - Track 1



Tenaga has been awarded by Energy Commission (EC) to develop 2 x 535MW Combined Cycle Gas Turbine (CCGT) Power Plant at Prai, Pulau Pinang to TNB Prai Sdn Bhd. The project is expected to be commissioned by January 2016.

Capacity	2 x 535 MW
Main Fuel	Natural Gas
Commercial Operation Date	1 st January 2016
Project Duration	32 months
Technology	Siemens' latest H-Class technology gas turbine with a supercritical, once-through Benson-type Heat Recovery Steam Generator (HRSG), with a combined-cycle efficiency of greater than 50%
Levelised Tariff	34.7 sen/kWh
Signing of PPA	30 th November 2012

On 21st January 2013, Tenaga has signed 3 agreements for a RM2.47 billion CCGT power plant at Prai:

Engineering, Procurement & Construction (EPC)	TNB Northern Energy Berhad and Samsung Engineering & Construction Malaysia Sdn Bhd
Long Term Service Agreement (LTSA)	TNB Prai Sdn Bhd and Siemens AG
Operation and Maintenance Agreement (OMA)	TNB Prai Sdn Bhd and TNB REMACO



INTRODUCTION TO MESI

Competitive Bidding - Track 2 Renewal of 1st Generation IPPs



Bidding invitation:

- Restricted tender are open to 6 IPPs + 5 TNBs
- Closing date was 30th July 2012
- Bidding results announcement was 9th October 2012

No	Company	Existing Site	Existing Capacity	Expiry PPA
1	YTL	Paka, Terengganu	780 MW	Sept 2015
2	YTL	Pasir Gudang, Johor	390 MW	Sept 2015
3	Genting Sanyen	Kuala Langat, Selangor	720 MW	Feb 2016
4	Segari	Lumut, Perak	1,303 MW	Jun 2017
5	PD Power	Tanjung Gemuk, PD	436 MW	Jan 2016
6	Powertek	Teluk Gong, Melaka	434 MW	Jan 2016
7	TNB	Connaught Bridge (OC)	478 MW	Aug 2014
8	TNB	Paka, Terengganu	999 MW	Aug 2017
9	TNB	Pasir Gudang (CC)	249 MW	Aug 2017
10	TNB	Pasir Gudang (OC)	205 MW	Aug 2016
11	TNB	Serdang (Unit, 1,2,3)	326 MW	Aug 2014/15

Bidding Results:

- Letter of invitation to negotiate were issued to all shortlisted bidders to respectively negotiate and finalise the bid agreements

IPP	Levelised Tariff (sen/kWh)	Status
GENTING Sanyen Power Sdn Bhd (675MW)	35.3	TNB has signed Supplementary PPA and Extension PPA with all successful bidders on 25 th Feb 2013 to meet growing demand starting 2016 at the lowest energy cost and minimum completion risks: i. <i>Supplementary Agreement</i> - for the reduced rates offered effective 1 st March 2013 until expiry of current PPA ii. <i>Extension PPA</i> - for the extension periods of 10 yrs for Genting & Segari and 5 years for TPGE
SEGARI Energy Ventures Sdn Bhd (1,303MW)	36.3	
TNB Pasir Gudang Energy Sdn Bhd (275MW)	37.4	



INTRODUCTION TO MESI

Competitive Bidding - Track 3 Project 3A & 3B

YOU SEE



1,000MW (Fast Track Project 3A)

- Supercritical/ultra-supercritical coal fired power plant to be commissioned in October 2017.
- As at 7th February 2013, the Energy Commission has completed the evaluations of two (2) RFQ. Submissions dated 21st January 2013 from :
 1. Tenaga & Marubeni Corporation
 - Site : Manjung, Perak
 2. 1Malaysia Development Berhad & Mitsui & Co. Ltd.
 - Site : Jimah, Negeri Sembilan
- Closing date for RFP : 20th May 2013

2x1,000MW (Project 3B)

- Scheduled to be in operation in stages in October 2018 and April 2019.
- Closing date: 11th March 2013.
- Bidders will be responsible for identifying & securing an appropriate site.
- The project scope will include the transmission line to the 500kv grid system.

Shortlisted bidders are invited to purchase the Request For Proposal (RFP) document for the 1,000MW Project 3A beginning 8th February 2013



INTRODUCTION TO MESI

Incentive Based Regulation (IBR)

YOU SEE



Economic regulation methodology proposed by Energy Commission (EC)
to promote efficiency and transparency
through incentive and penalty mechanism

3 broad efficiency categories offered by IBR:

Operational Efficiencies

- Rewarded for seeking efficiencies in operational and capital expenditure

Financial Efficiencies

- Rewarded for maintaining an efficient capital structure

Performance Efficiencies

- Rewarded for delivering improvements in network performance



INTRODUCTION TO MESI

Incentive Based Regulation (IBR)



Submission of IBR Proposal

- Tenaga has submitted its full IBR proposal for the Interim Year FY 2014 and First Regulatory Period of FY 2015-FY 2017 in November 2012 to EC.
- The IBR submission consists of:

Proposed Regulatory cost elements which facilitates:

- Specified regulatory cost recovery procedures
 - Reward based on KPI performance
- ✓ To recover the revenue requirement for its operational expenditure, invest in new assets, to sustain a secure and reliable electricity supply to customers.
 - ✓ To provide Tenaga with market based return equivalent to its regulatory WACC.
 - ✓ To recover any fuel related costs due to changes in fuel price and quantity and other generation specific cost.



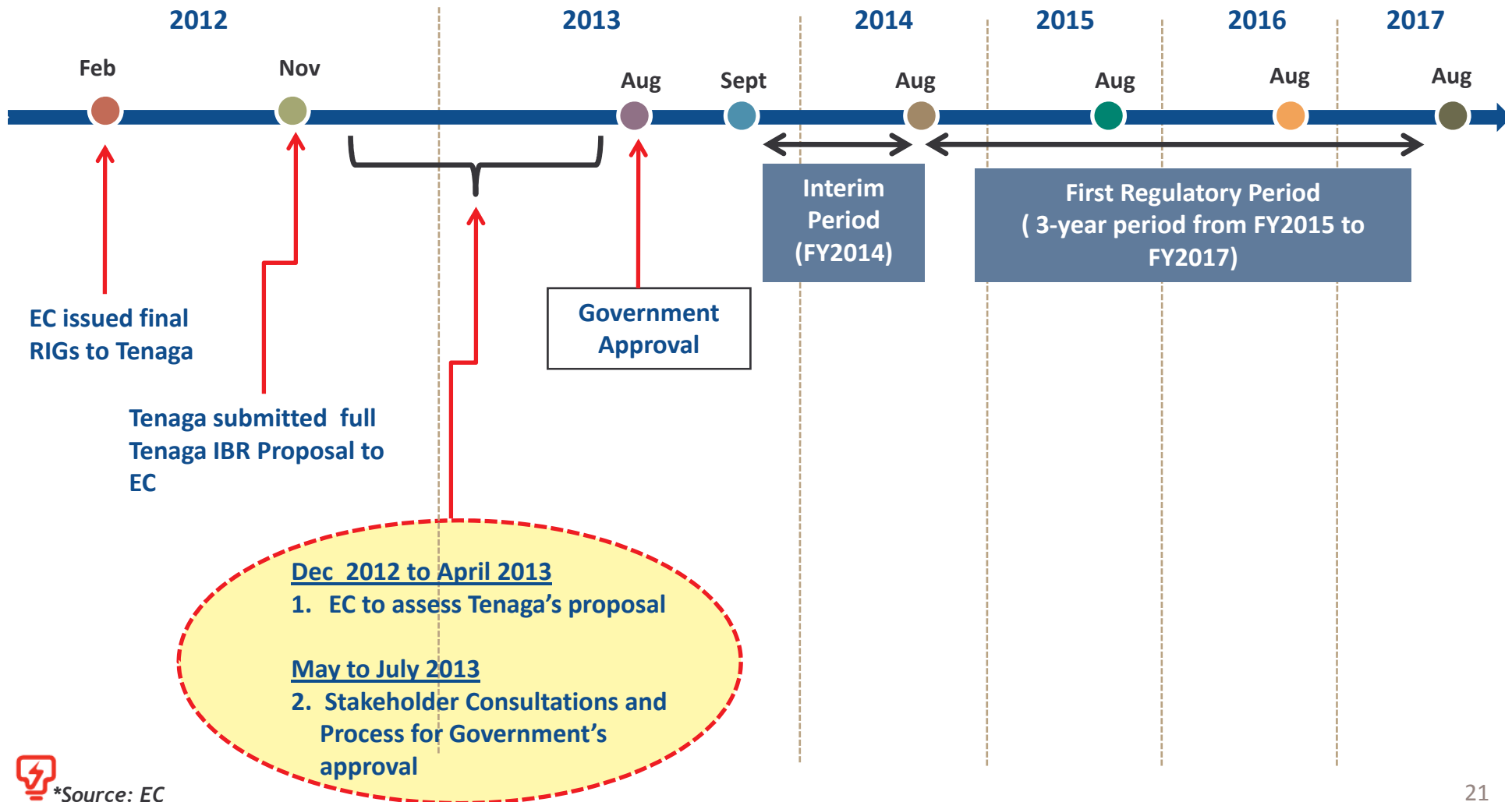
INTRODUCTION TO MESI

Incentive Based Regulation (IBR)

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IBR Implementation Timeline by Energy Commission (EC)



*Source: EC

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3 BUSINESS STRATEGY & DIRECTION

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KEEPING THE LIGHTS ON

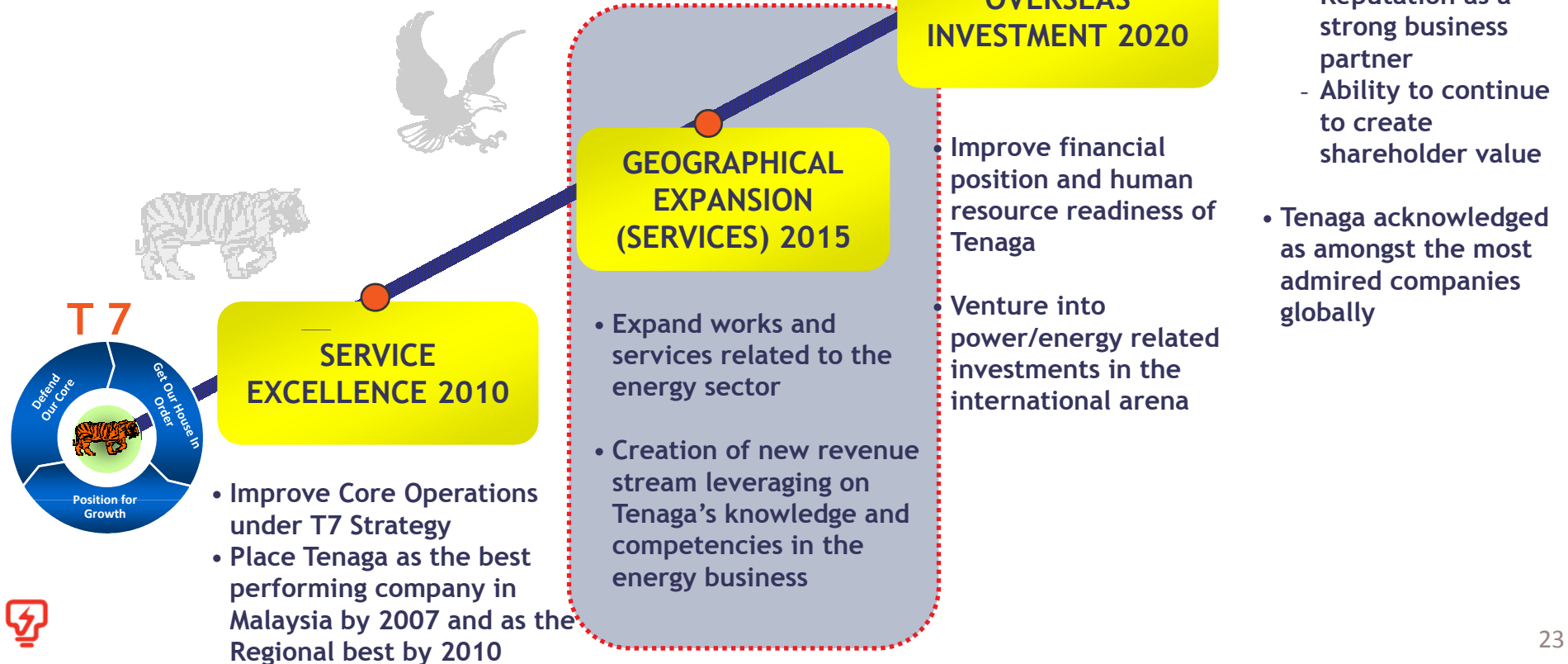


BUSINESS STRATEGY & DIRECTION

20-Year Strategic Plan



THE PLAN LAYS DOWN THE PATH TOWARDS
REALISING OUR VISION OF GLOBAL LEADERSHIP
It builds upon the progress of T7

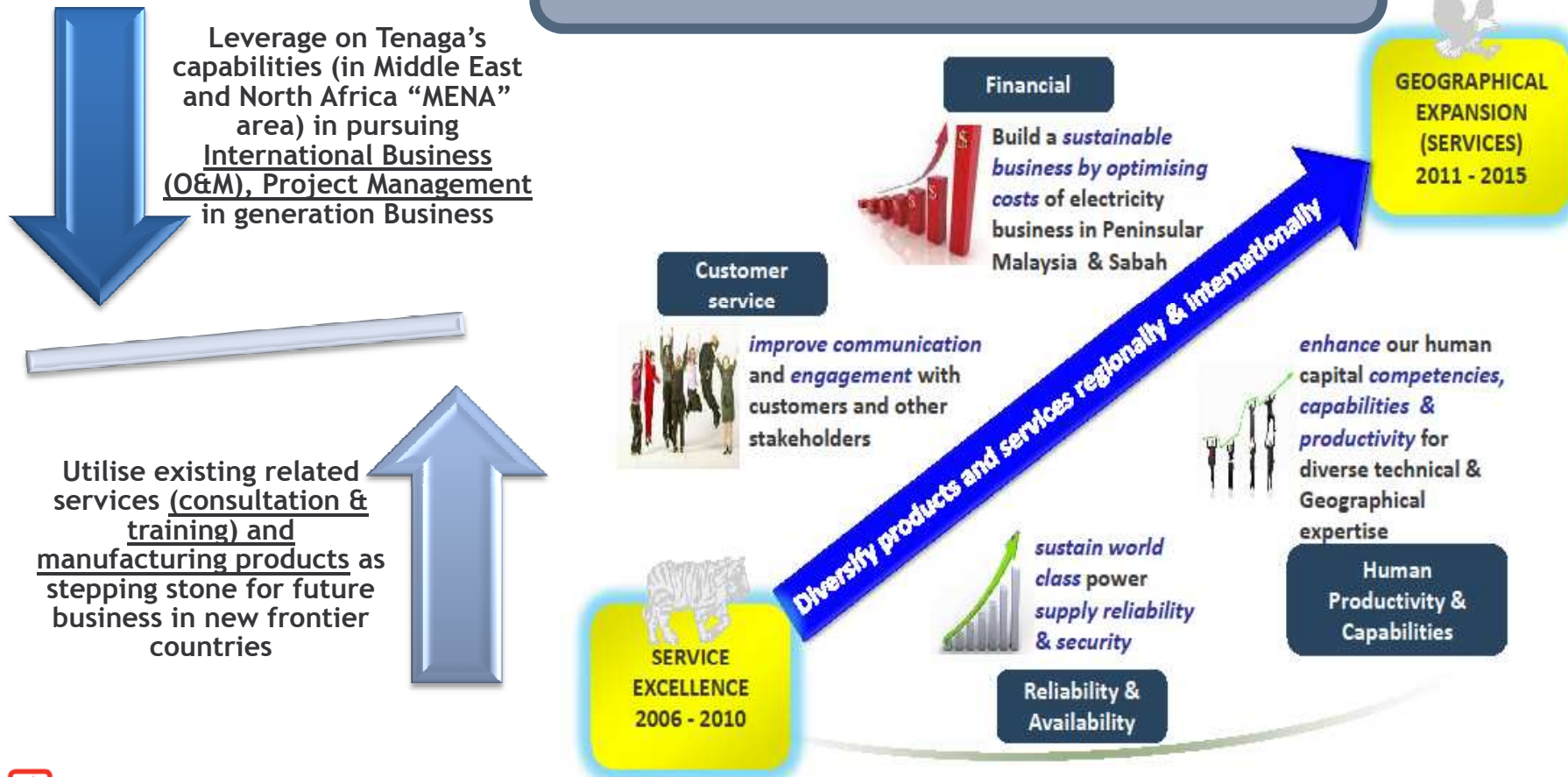


BUSINESS STRATEGY & DIRECTION

2nd Phase of the 20-Year Strategic Plan: Geographical Expansion



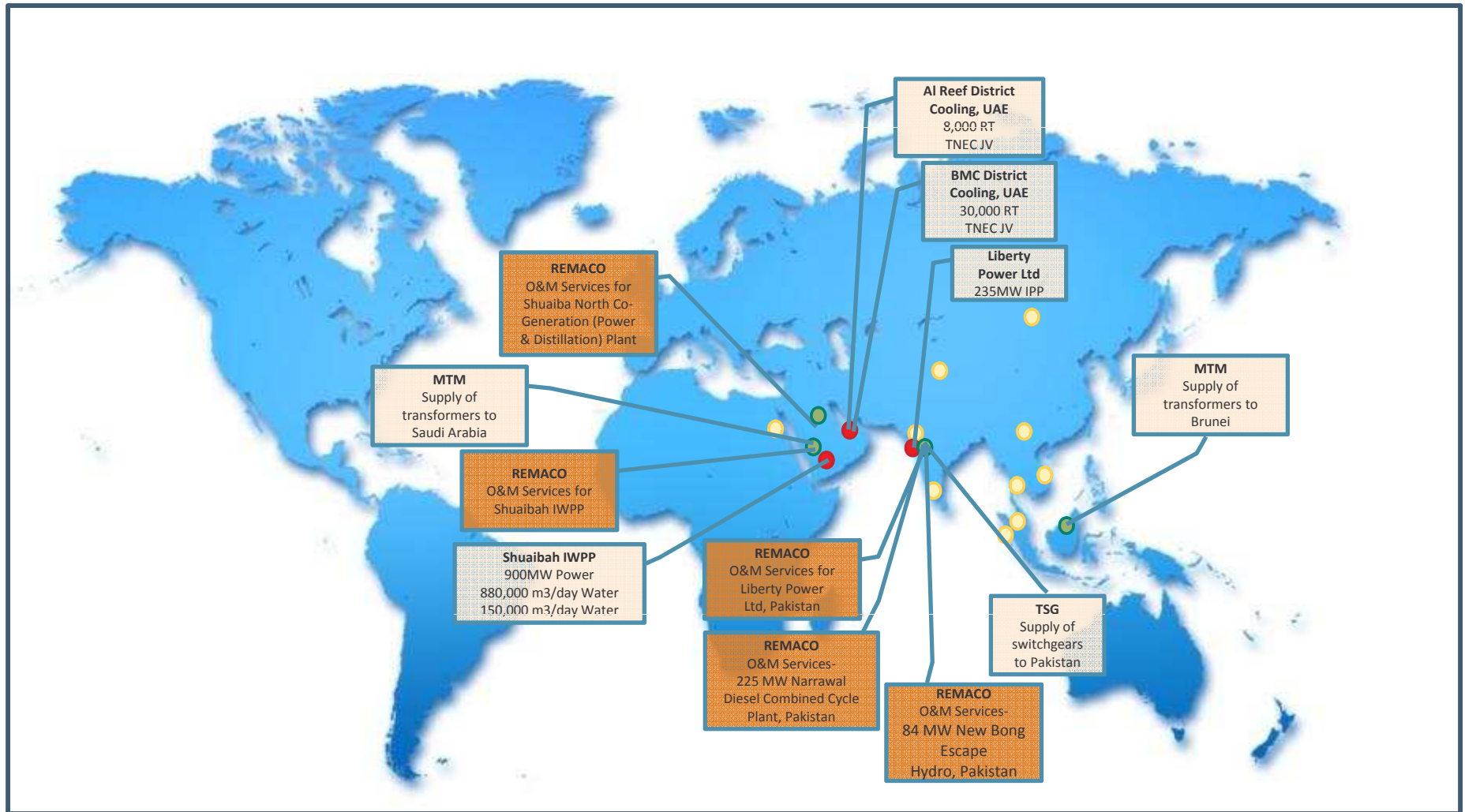
Growth Strategies to Move Tenaga to the Next Level



BUSINESS STRATEGY & DIRECTION

International Experience (Completed/Ongoing Projects)

YOU SEE



● IPP, IWPP & Development Projects

● Supply & Services

● ILSAS continues to provide services for power companies in emerging countries including Vietnam, Yemen, Mongolia, Laos, Indonesia, Thailand, Nepal, Egypt and Pakistan



BUSINESS STRATEGY & DIRECTION

Vibrant Workforce, Productivity Revolution



Focusing on Performance Management

Focusing on Non-Regulated Businesses

Focusing on Improvement in Communication and Stakeholders Engagement



BUSINESS STRATEGY & DIRECTION

Vibrant Workforce, Productivity Revolution



Leveraging on Four Core Success Thrust



BUSINESS STRATEGY & DIRECTION

Achievements During 1st Phase TNB 20-Year Strategic Plan



Most Targets that were Set in 2005 were Met Ahead of Target Date

		FY2010 Target Set in 2005	FY2005 Actual	FY2006 Actual	FY2007 Actual	FY2008 Actual	FY2009 Actual	FY2010 Actual
Financial Indicators	Return on Assets (ROA)	6.5%	2.2%	3.3%	6.3%	4.6%	4.0%	4.7%
	Achieved Gearing	< 60.0%	64.9%	58.1%	49.9%	46.9%	46.5%	42.5%
Technical Indicators	Unplanned Outage Rate (UOR)	No targets set for 1st Phase	6.1%	4.7%	2.2%	3.3%	2.9%	2.7%
	T&D Losses	No targets set for 1st Phase	10.5%	11.0%	10.0%	9.5%	9.7%	9.5%
	Achieved Sys. Minutes (mins)	9.0	14.0	7.3	9.3	6.6	1.0	0.9
	Achieved SAIDI (mins)	< 100.0	148.0	101.6	83.0	78.0	68.6	* 65.0



* 87.4 mins based on revised formula

BUSINESS STRATEGY & DIRECTION

Headline KPIs : 2nd Phase TNB 20-Year Strategic Plan



INITIATIVES		ACTUAL FY 2011	ACTUAL FY 2012 (Restated)	YTD FY 2013 1 st Qtr	TARGET FY2015
Financial Indicators	Return on Assets (ROA) (%)	2.1	4.5	5.4	6 - 7
	Company CPU (sen/kwh)	32.7	31.9	29.0	< 29.9
	Revenue from Non-Regulated Business (RM bn)	1.8	2.3	0.5	5.0
Technical Indicators	Unplanned Outage Rate (UOR)(%)	7.1	3.5	5.0	< 4.0
	T & D Losses (%)	9.0	8.2	8.7	6 - 7
	Transmission System Minutes (mins)	1.0	1.0	0.1	< 1.0
	Distribution SAIDI (mins)	78.9	62.3	15.1	< 50.0



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4 TARIFF

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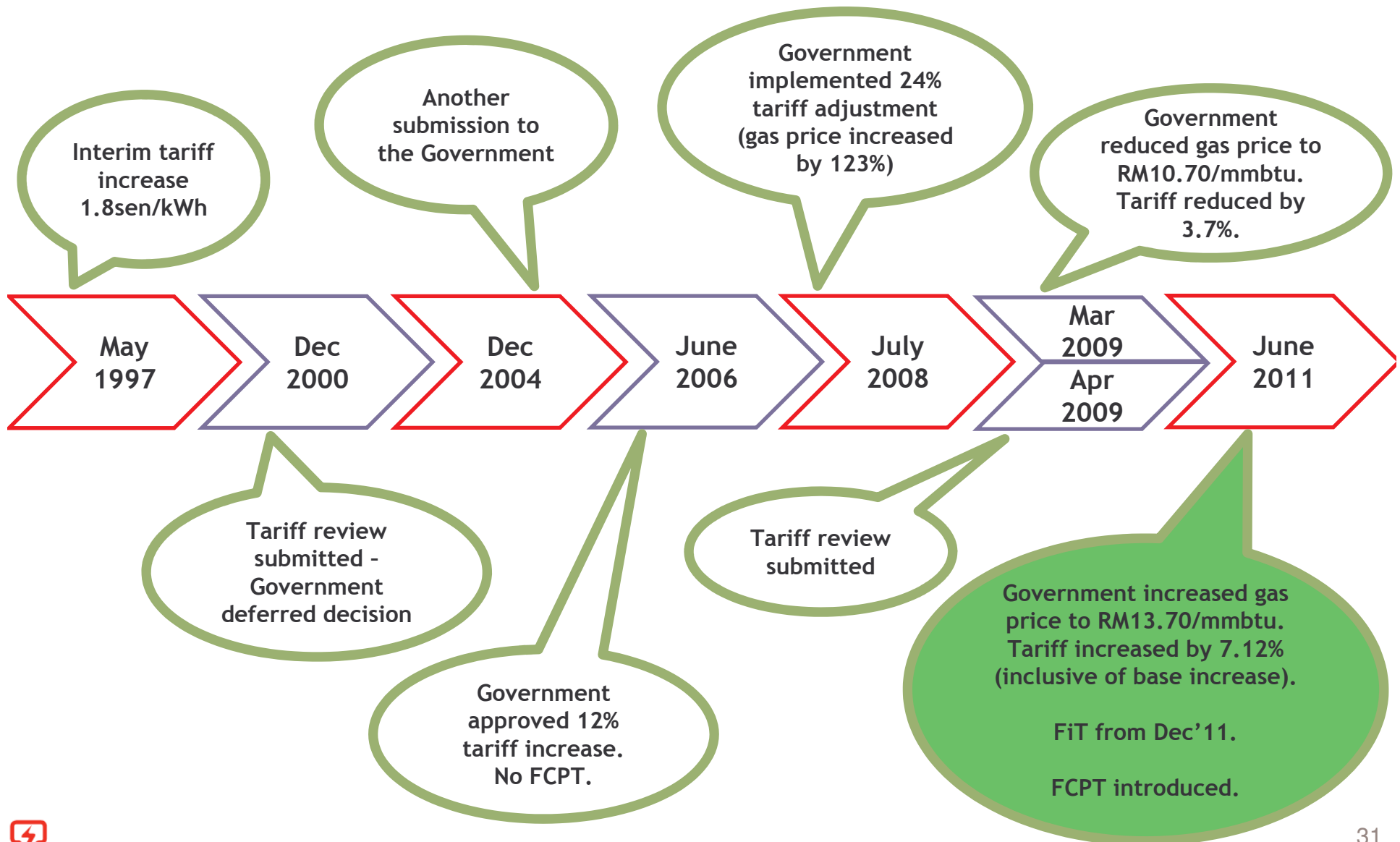


KEEPING THE LIGHTS ON



TARIFF

History: Timeline



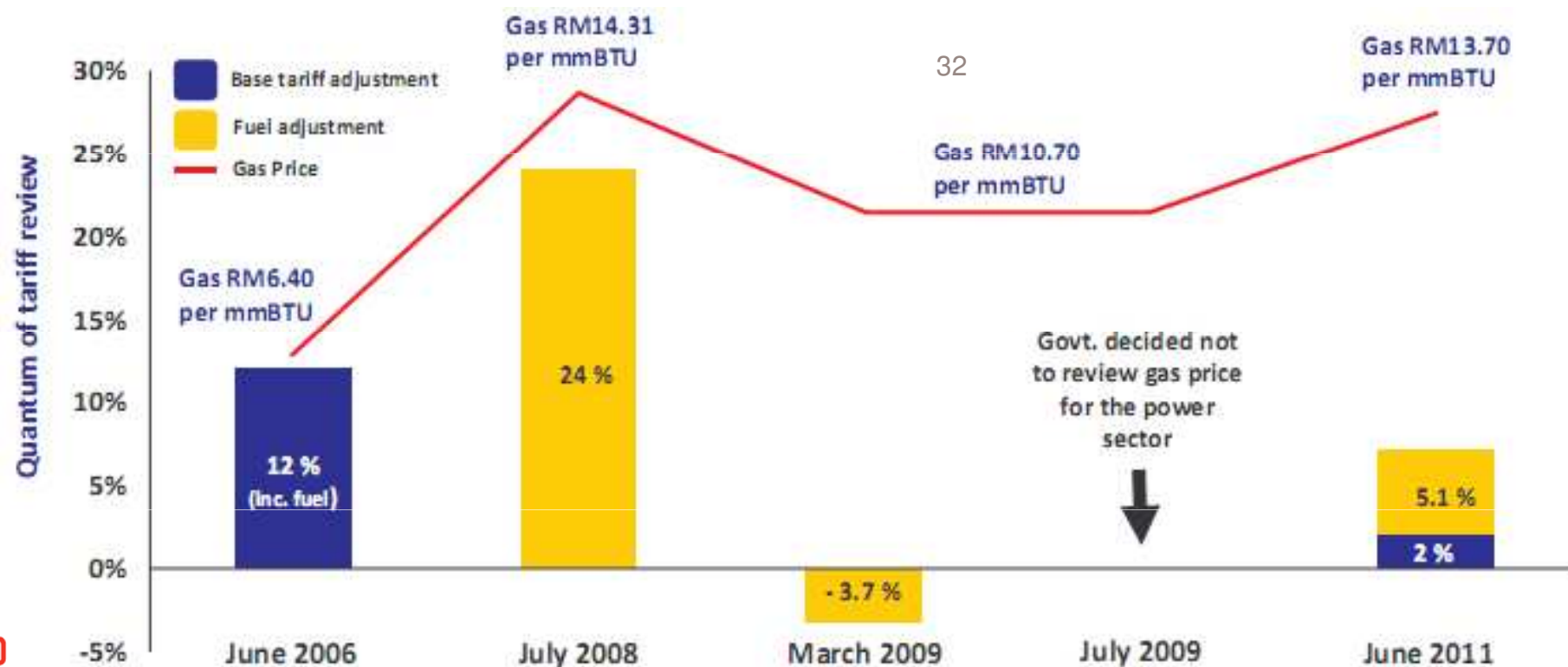
TARIFF

Electricity Tariff Review

YOU SEE



Approval date	May 2006	Jun 2008	Feb 2009	Jun 2009	May 2011
Effective date	Jun 2006	Jul 2008	Mar 2009	Jul 2009	Jun 2011
Quantum	12%	23 – 24%	(3.7%)	Neutral	7.1%
Gas (RM/mmbtu)	6.40	14.31	10.70	10.70	13.70
Coal (USD/MT)	45.00	75.00	85.00	85.00	85.00
Average Tariff (sen/kWh)	26.2	32.5	31.3	31.3	33.5



TARIFF

Electricity Tariff Review: Sectoral Revision



To encourage domestic users to use energy efficiently

In support of the Government's efforts to introduce an economic stimulus package to mitigate the economic slowdown

In line with the Government's effort to restructure and gradually reduce subsidies

Revision	June 2006	July 2008	March 2009	June 2011
Quantum	12%	23 – 24%	(3.7%)	7.1%

SECTOR TARIFF(Average):

Commercial	Average increase between 0 to 12%	Average increase between 18 to 26%	Average reduction of 2.7% (-2.6 to -2.7%)	Average increase of 8.3% (6.2 to 8.3%)
Industrial	Average increase between 0 to 12%	Average increase between 18 to 26%	Average reduction of 5.0% (-4.8 to -5.2%)	Average increase of 8.3% (6.2 to 10%)
Domestic	Average increase between 0 to 12%	Average increase between 0 to 11%	Average reduction of 2.54% (-3.0 to -4.7%)	Average increase of 10%

59% of household consumers were not affected

59.1% of household consumers were not affected

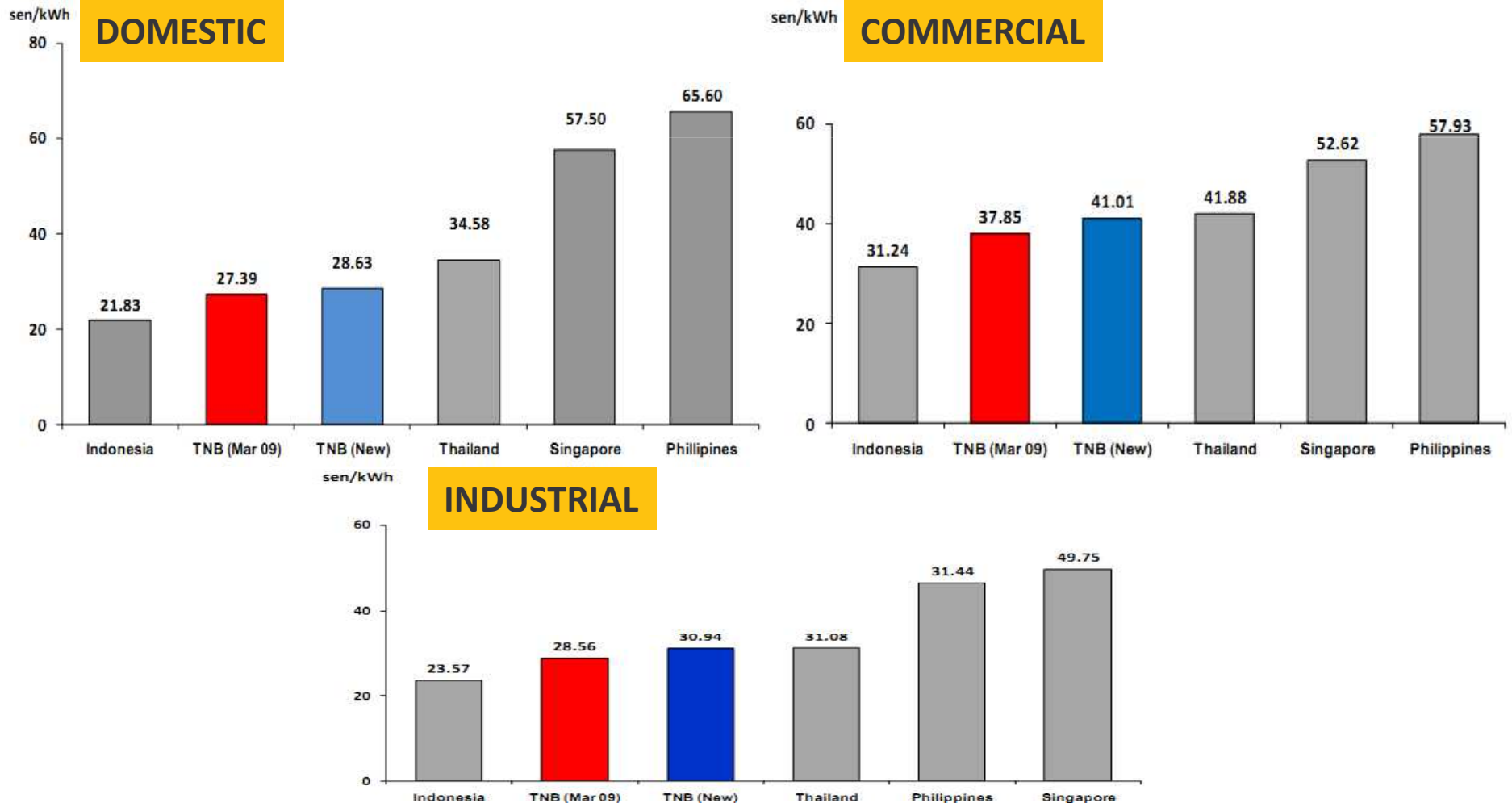
No tariff increase for 75% of the household consumers



TARIFF

Benchmarking: Comparison with Regional Countries

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Notes:

1. Singapore - Average reduction of 3.3% from 1st Oct 2010 based on latest fuel cost pass-through
2. Thailand - Jan-Dec 2010, include fuel adjustment, (Ft). Ft has been maintained since Jan 2009.
3. Indonesia (PLN) - 10% tariff increase effective 1st July 2010, Indonesia Govt. subsidy of about USD7billion per year
4. Philippines (Meralco) - Jan-Dec 2008
5. TNB (New) - average 7.12% increase effective 1st June 2011

Source: TNB Analysis, ASEAN Utility Data Exchange, SP Services



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5 DIVIDEND

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DIVIDEND

Policy and Yield

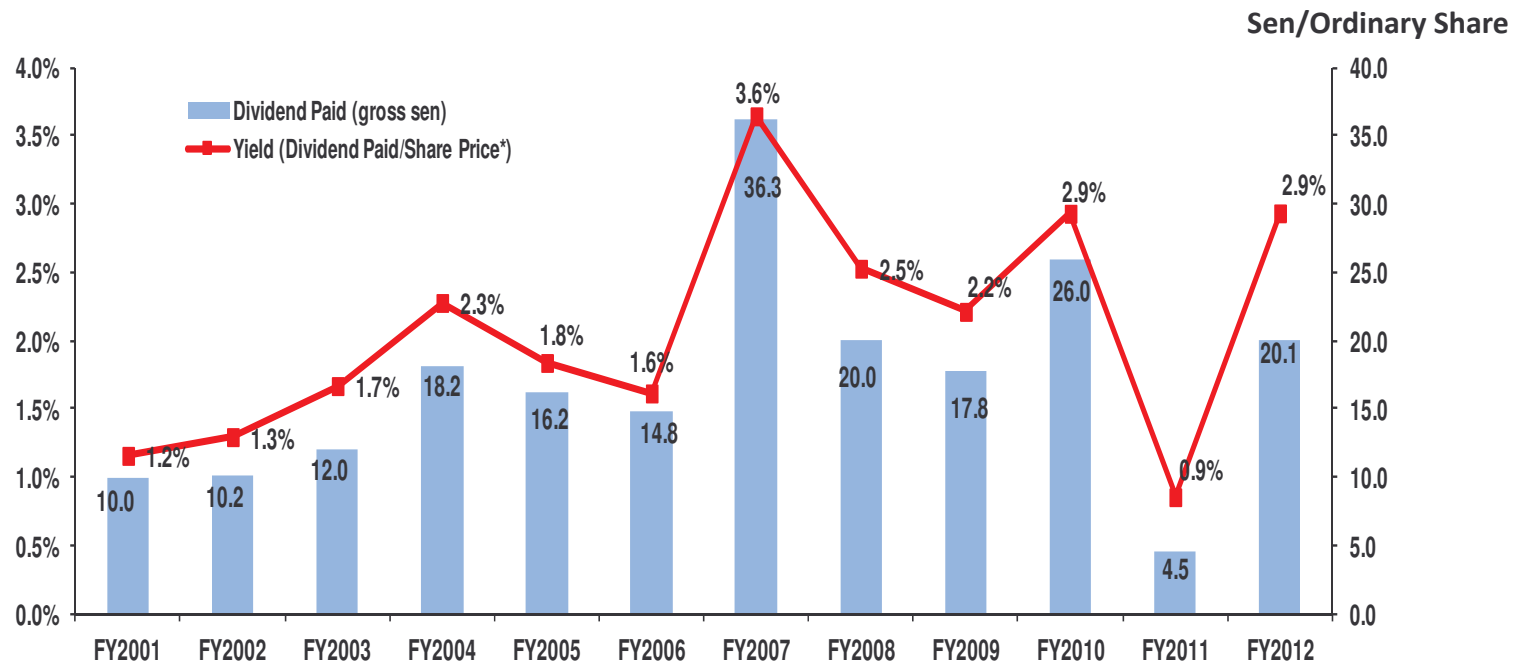


Tenaga is committed to pay out dividend based on its Dividend Policy whereby:

Dividend is paid out based on 40% to 60% of its Company's annual free cash flow;
Cash flow from Operations less Normalized Capex and Interest Servicing

FY12

The Board of Directors has recommended a final single-tier dividend of 15.0 sen per ordinary share in respect of the financial year ending 31st August 2012.



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⑥ OUTLOOK - KEY TAKEAWAYS

YOU SEE



KEEPING THE LIGHTS ON



OUTLOOK - KEY TAKEAWAYS

Outlook FY2013 - Demand

YOU SEE



Group's Performance for the FY Ending 31st August 2013
is Expected to Remain Challenging

1

DEMAND

Remains healthy with the implementation of Economic Transformation Programme.

The forecasted GDP of 4.5% - 5.5% for 2013.

The power industry is also expected to benefit from the Government's initiative to turn Malaysia into a global integrated trading hub for oil and gas. This may result in a more stable supply of fuel and assist Tenaga in relation to fuel security.



OUTLOOK - KEY TAKEAWAYS

Outlook FY2013 - Gas

YOU SEE

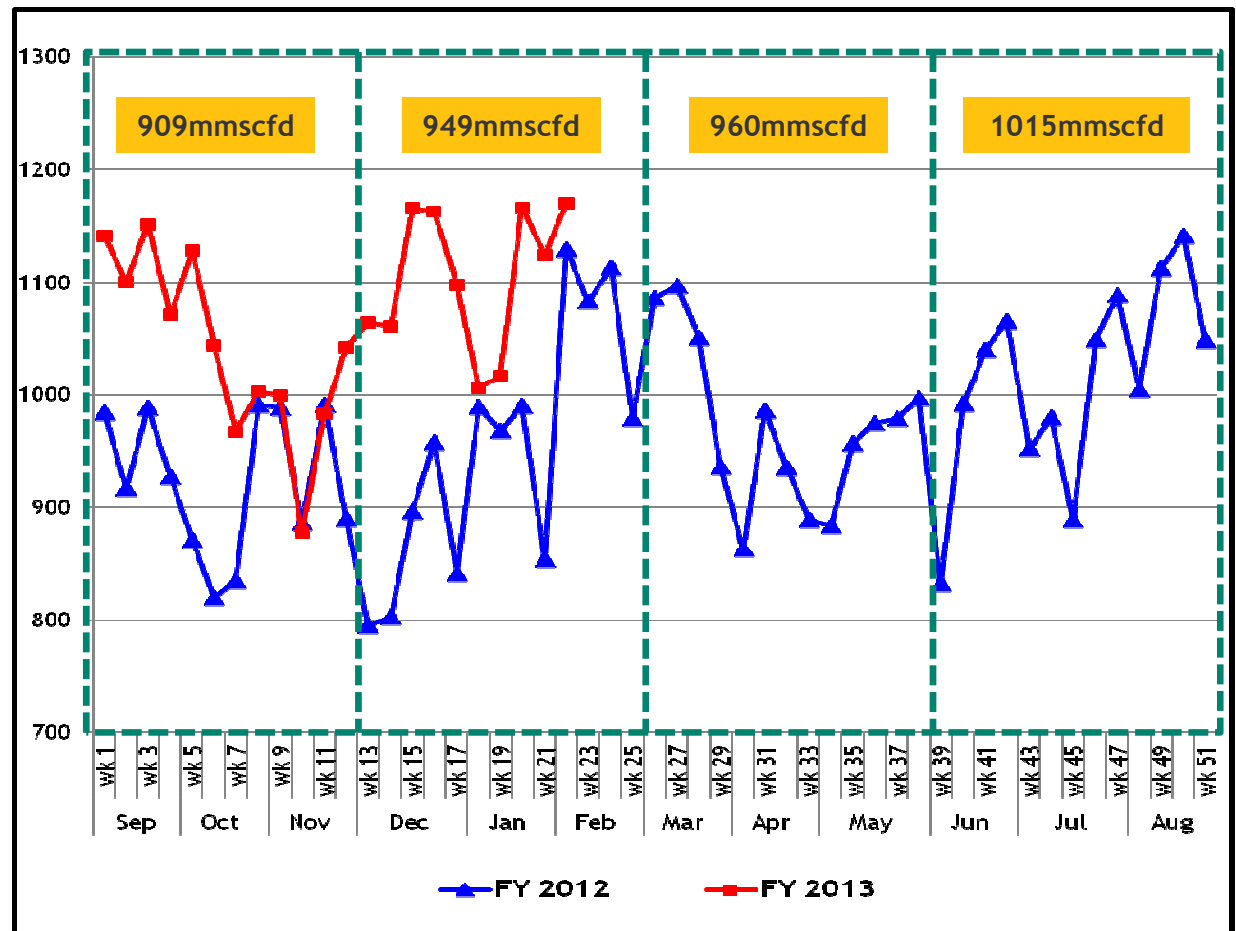


Group's Performance for the FY Ending 31st August 2013
is Expected to Remain Challenging

2 GAS VOLUME

Expected to be around
1,000mmscfd.

	Daily average gas volume (mmscfd)
4QFY2012	1,015
1QFY2013	1,043



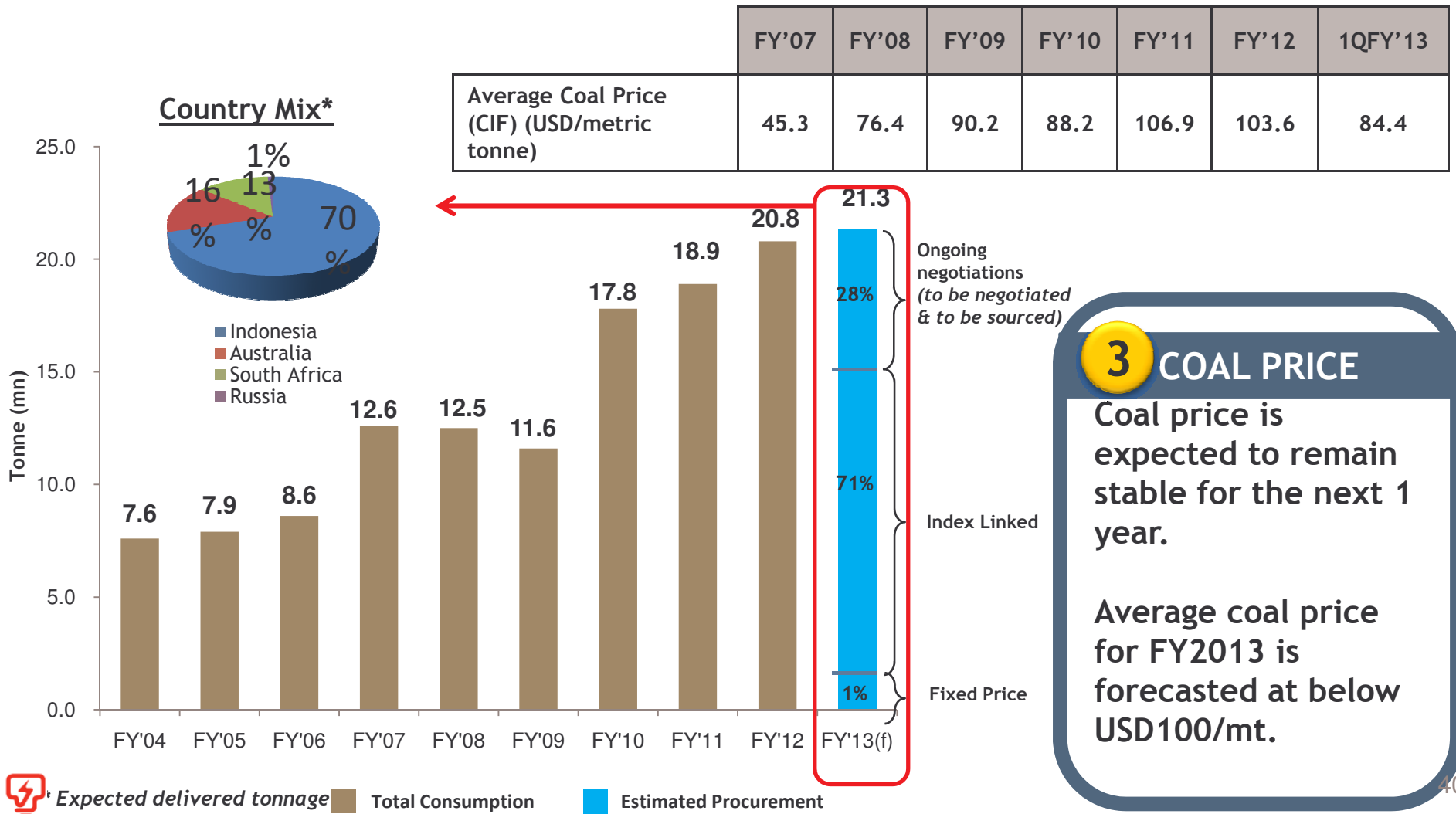
OUTLOOK - KEY TAKEAWAYS

Outlook FY2013 - Coal

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Coal Procurement Estimate for FY2013 is at 21.3 mn MT



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PART TWO

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1QFY2013 RESULTS SNAPSHOTS

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KEEPING THE LIGHTS ON



1QFY2013 RESULTS SNAPSHOTS

YOU SEE



3-Month Ended 30th November 2012 (1st Quarter FY2013)

- Net Profit of RM1.4 billion (1QFY2012: Net loss of RM0.1 billion).
- EBITDA margin at 31.0% (1QFY2012: 18.0%).
- 3.5% unit electricity demand growth in Peninsular Malaysia mainly driven from the Commercial sector.
- Average Coal Price of USD84.4/mt (1QFY2012: USD110.0/mt).
- Strengthening of RM against Yen and USD by 7.4% and 2.7% respectively.



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1QFY2013 RESULTS HIGHLIGHTS

YOU SEE



KEEPING THE LIGHTS ON



1QFY2013 RESULTS HIGHLIGHTS

Unaudited Income Statement (Group)

YOU SEE



- 5.0% Increase in Group Revenue against 9.6% Decrease in Operating Expenses
- Operating Profit Increased Mainly Attributed to Lower Coal Price
- Net Profit Attributable to the Owners of the Company of RM1.4bn

RM'mn	YTD 1QFY 2012 Restated	YTD 1QFY 2013	Variance %
Continuing Operations:			
Revenue	8,694.4	9,130.8	5.0
Operating expenses	(8,259.8)	(7,465.9)	9.6
Operating income	94.9	92.9	(2.1)
Operating profit	529.5	1,757.8	>100.0
Forex			
- Transaction Gain / (Loss)	(1.1)	2.4	>100.0
- Translation Gain / (Loss)	(419.1)	397.4	>100.0
Share of results of jointly controlled entities and associates (net of tax)	19.8	25.6	29.3
Profit before finance cost	129.1	2,183.2	>100.0
Finance income	69.4	49.0	(29.4)
Finance cost	(211.9)	(229.6)	(8.4)
Profit/(Loss) before taxation	(13.4)	2,002.6	>100.0
Taxation and Zakat			
- Company and subsidiaries	(18.8)	(551.0)	>(100.0)
- Deferred taxation	(44.2)	(36.2)	18.1
Profit/(Loss) from continuing operations	(76.4)	1,415.4	>100.0
Discontinued Operations:			
Profit/(Loss) from discontinued operations (net of tax)	-	-	-
Profit/(Loss) for the financial period	(76.4)	1,415.4	>100.0
Attributable to:			
- Owners of the Company	(74.1)	1,415.5	>100.0
- Non-controlling interests	(2.3)	(0.1)	95.7
	(76.4)	1,415.4	>100.0



1QFY2013 RESULTS HIGHLIGHTS

YOU SEE



- The Fuel Cost Sharing Mechanism was approved to address the current increased cost borne by Tenaga due to gas shortage.
- The decision provides that Tenaga, Petronas and the Government will each equally share the differential cost incurred by Tenaga due to dispatching of alternative fuels and also imports.
- The Fuel Cost Sharing Mechanism will continue until the Regasification Terminal in Melaka is in operation, projected by middle 2013.

ANALYSIS OF FINANCIAL RESULTS WITH RESTATED FUEL COST COMPENSATION



1QFY2013 RESULTS HIGHLIGHTS

Adjusted Net Profit (Restated Fuel Cost Compensation)

YOU SEE



**37.2% Improvement in Adjusted Net Profit Before Forex Translation
Mainly Attributed to Lower Coal Price**

RM bn	1QFY 2012 (Restated)	** 1QFY 2013	Variance
Net Profit Attributable to the Owners of the Company	(74.1)	1,415.5	>100%
<i>Adjustments*</i>			
Fuel Cost Compensation	529.6		
Tax	(132.4)		
Adjusted Net Profit	323.1	1,415.5	>100%
Forex Translation Gain/(Loss)	(419.1)	397.4	
Forex Translation Gain/(Loss)	742.2	1,018.1	37.2%

* Mechanism was approved in Apr 2012, and only recognised and restated into respective periods in 3QFY12

** Includes Fuel Cost Compensation of RM538.5mn

Summary of FCC (RM'bil)	FY'10-'11	FY'12				FY'13	Total
		1QFY12	2QFY12	3QFY12	4QFY12	1QFY13	
Fuel Costs Compensation (2/3)	1.68	0.53	0.17	0.44	0.33	0.54	3.69
Amounts Received	1.68	0.53	0.17	0.39	0.28	-	3.05

1QFY2013 RESULTS HIGHLIGHTS

Year-on-Year Analysis (Restated Fuel Cost Compensation)

YOU SEE



Improved EBITDA Margin Resulted from Lower Generation Costs & Steady Demand from Commercial Sector

RM mn	YTD 1QFY2012 (Restated)	YTD 1QFY2013
Total Units Sold (GWh)	25,225.0	26,070.4
Revenue	8,694.4	9,130.8
Operating Expenses (before depreciation)	6,698.5	6,394.5
Operating Income	94.9	92.9
EBITDA	2,090.8	2,829.2
EBITDA Margin (%)	24.0%	31.0%
Depreciation and Amortisation	1,031.7	1,071.4
EBIT	1,059.1	1,757.8
EBIT Margin (%)	12.2%	19.3%
Finance Cost	211.9	229.6
Profit Before Tax & Forex Translation	935.3	1,605.2
Net Profit Before Forex Translation	742.2	1,018.1
Translation Gain / (Loss)	(419.1)	397.4
Net Profit attributable to : Equity Holders	323.1	1,415.5
Non-controlling Interest	(2.3)	(0.1)

COAL PRICE & CONSUMPTION

	1st Qtr (Sept-Nov)		
	FY'12	FY'13	Var (%)
Average Coal Price Consumed (USD/MT) *			
FOB	100.8	75.5	-25.1%
Freight	8.7	8.4	-3.4%
Others	0.5	0.5	0.0%
CIF	110.0	84.4	-23.3%
Average Coal Price Consumed (RM/MT) (CIF)	342.0	258.7	-24.4%
Coal Consumption (mn MT)	5.0	5.1	2.0%



1QFY2013 RESULTS HIGHLIGHTS

Year-on-Year Analysis OPEX (Restated Fuel Cost Compensation)

YOU SEE



3.4% Decrease in Operating Expenses due to Lower Coal Price and Recognition of Fuel Cost Compensation

RM mn	YTD 1QFY2012 [Restated]	YTD 1QFY2013	Variance RM mn	Variance %
Total IPPs Purchases/Costs	3,547.7	3,631.6	83.9	2.4
Fuel Costs	1,850.4	1,385.0	(465.4)	(25.2)
Repair & Maintenance	292.9	311.5	18.6	6.4
Staff Costs	680.0	682.3	2.3	0.3
TNB General Expenses	180.2	210.2	30.0	16.6
Subs. Gen Exp, Cost of Sales & Provision	147.3	173.9	26.6	18.1
Depreciation & Amortisation	1,031.7	1,071.4	39.7	3.8
Total Operating Expenses	7,730.2	7,465.9	(264.3)	(3.4)



1QFY2013 RESULTS HIGHLIGHTS

Fuel Analysis: Year-on-Year Generation Mix (Peninsula)

YOU SEE



Y-o-Y Analysis Shows Lower Fuel Costs due to Lower Coal Price and Strengthening of RM Against USD

Fuel Cost (RM mn)				
Fuel Type	YTD		Variance	
	1QFY'12	1QFY'13	RM mn	%
Gas	1,408.1	1,423.8	15.7	1.1
Coal	1,827.0	1,326.8	(500.2)	(27.4)
Dist.	413.8	612.5	198.7	48.0
Oil	593.3	393.8	(199.5)	(33.6)
Hydro	0.0	0.0	-	-
Sub Total	4,242.2	3,756.9	(485.3)	(11.4)
Fuel Cost Compensation	529.6	538.5	8.9	1.7
Total	3,712.6	3,218.4	(494.2)	(13.3)

Units Generated (Gwh)				
Fuel Type	YTD		Variance	
	1QFY'12	1QFY'13	Gwh	%
Gas	11,244.8	12,244.9	1,000.1	8.9
Coal	11,848.9	12,010.8	161.9	1.4
Dist.	718.5	1,019.3	300.8	41.9
Oil	1,114.7	744.5	(370.2)	(33.2)
Hydro	1,357.8	1,037.5	(320.3)	(23.6)
Total	26,284.7	27,057.0	772.3	2.9

Consumption	YTD 1QFY'12	YTD 1QFY'13	Variance
Oil (MT)	271,949	184,207	(87,742)
Distillate (mn litres)	169	250	81



1QFY2013 RESULTS HIGHLIGHTS

Headline Key Performance Indicators



INITIATIVES	ACTUAL FY 2012 (Restated)	YTD FY 2013
		1st Qtr
Return on Assets (ROA) (%)	4.5	5.4
Company CPU (sen/kwh)	31.9	29.0
Revenue from Non-Regulated Business (RM bn)	2.3	0.5
Unplanned Outage Rate (UOR)(%)	3.5	5.0
T & D Losses (%)	8.2	8.7
Transmission System Minutes (mins)	1.0	0.1
Distribution SAIDI (mins)	62.3	15.1



1QFY2013 RESULTS HIGHLIGHTS

Analysis of Electricity Growth in Peninsula

YOU SEE



Year-on-Year Demand Growth of 3.5% Mainly Driven by Commercial Sector of 5.0%

UNITS SALES		FY 2012												FY 2013			
		Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec
Industrial	Gwh	3,500	3,310	3,620	3,396	3,455	3,247	3,301	3,642	3,520	3,683	3,593	3,655	3,395	3,518	3,628	3,410
	Growth (%)	3.6	7.7	3.4	3.2	0.9	(5.7)	8.5	0.8	0.7	4.8	3.7	0.8	(3.0)	6.3	0.2	0.4
Commercial	Gwh	2,687	2,856	2,470	2,677	2,678	2,662	2,612	2,809	2,778	2,895	2,832	2,873	2,765	2,724	2,922	2,669
	Growth (%)	2.9	16.0	(7.9)	11.6	5.6	7.1	11.5	1.2	2.8	4.9	3.5	5.3	2.9	(4.6)	18.3	(0.3)
Domestic	Gwh	1,779	1,522	1,577	1,517	1,623	1,610	1,605	1,654	1,706	1,814	1,724	1,744	1,802	1,614	1,760	1,645
	Growth (%)	6.3	2.9	(1.7)	4.3	9.2	13.2	10.4	4.0	3.3	8.4	4.8	9.0	1.3	6.0	11.6	8.4
Others	Gwh	163	166	69	134	141	131	132	139	137	145	137	136	150	136	147	145
	Growth (%)	40.5	35.0	(43.9)	8.1	11.9	9.2	16.8	9.4	10.5	9.8	13.2	9.7	(8.0)	(18.1)	113.0	8.2
TOTAL	Gwh	8,129	7,854	7,736	7,724	7,897	7,650	7,650	8,244	8,141	8,537	8,286	8,408	8,112	7,992	8,457	7,869
	Growth (%)	4.5	10.1	(2.2)	6.3	4.3	2.4	10.1	1.7	2.1	5.7	4.0	4.1	(0.2)	1.8	9.3	1.9

1st Qtr FY'12
3.9%

2nd Qtr FY'12
4.3%

3rd Qtr FY'12
4.4%

4th Qtr FY'12
4.6%

1st Qtr FY'13
3.5%

FY2012
4.3%

4 Months FY'13
3.1%

1st Qtr	YTD FY 2012	YTD FY 2013
Growth (%)	3.9	3.5



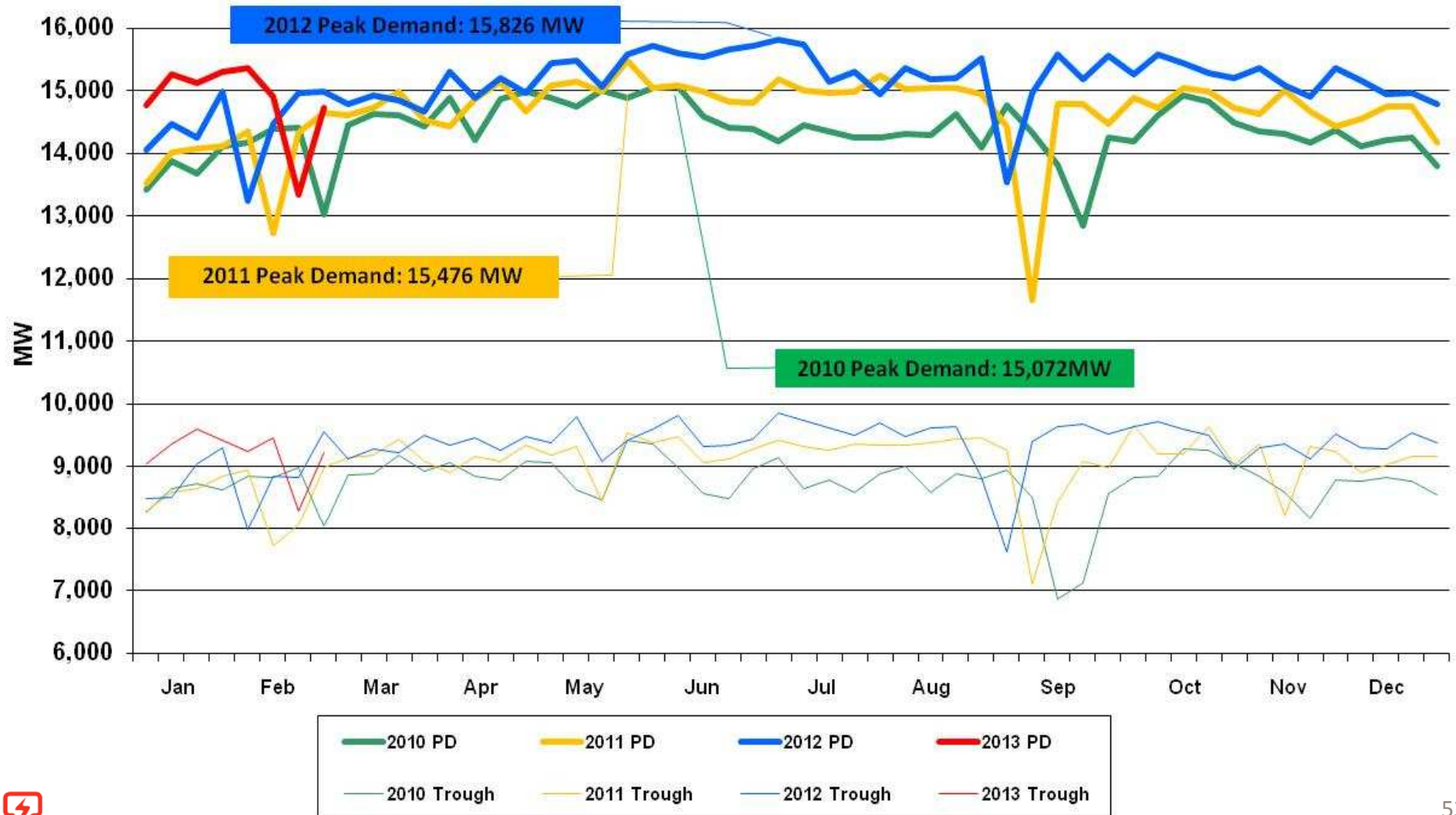
1QFY2013 RESULTS HIGHLIGHTS

System Weekly Peak Demand (Peninsula) for FY2009/10 to FY2013/14

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Weekly Peak Demand & Trough (MW) - Week Ending 24th February 2013



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CONTACT DETAILS



For further enquiries, kindly contact us at:

**INVESTOR RELATIONS & MANAGEMENT
REPORTING DEPARTMENT**

**Tenaga Nasional Berhad
4th Floor, TNB Headquarters
No.129, Jalan Bangsar,
59200 Kuala Lumpur, MALAYSIA**

Tel : +603 2296 5566

Fax : +603 2284 0095

Email : tenaga_ird@tnb.com.my

Website : www.tnb.com.my

IR OFFICERS:

<i>Anida</i>	+603 2296 6077	anidai@tnb.com.my
<i>Sherleen</i>	+603 2296 6183	sherleenaa@tnb.com.my
<i>Effa</i>	+603 2296 6647	effarizamn@tnb.com.my
<i>Nadia</i>	+603 2296 6787	nuranadiaah@tnb.com.my



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KEEPING THE LIGHTS ON