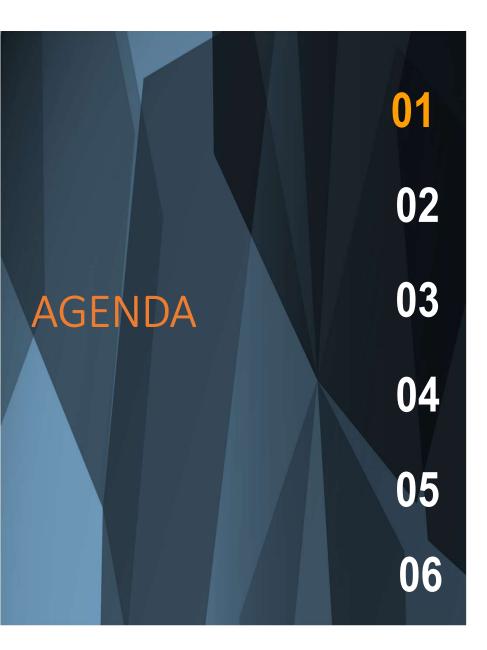
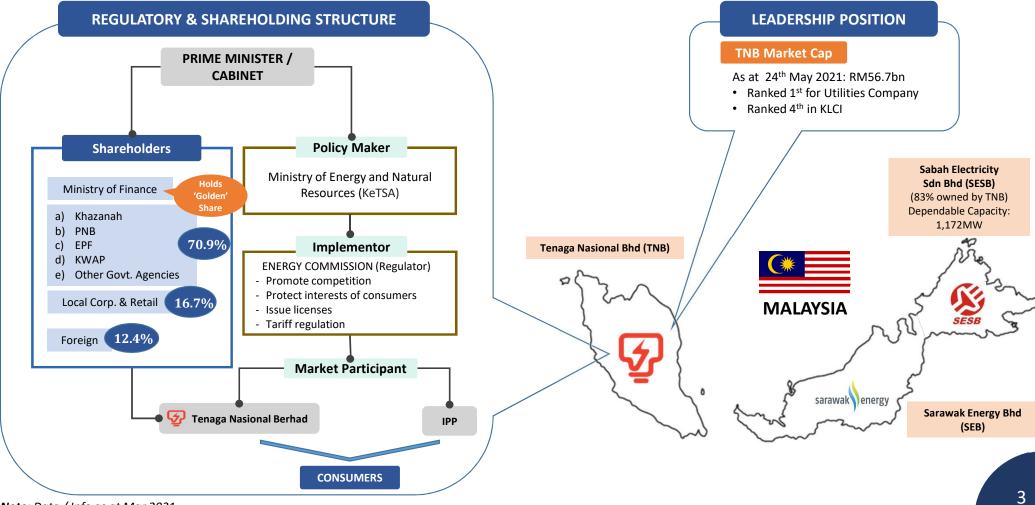


COE – INVESTOR RELATIONS



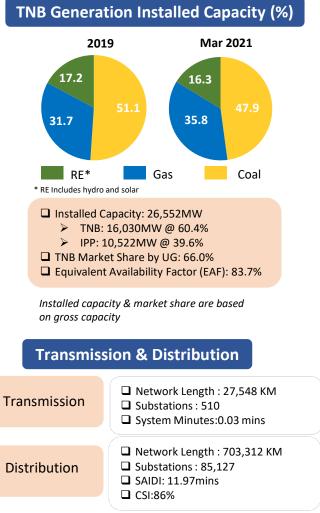
INTRODUCTION TO TENAGA REGULATORY **BUSINESS STRATEGY & DIRECTION** DIVIDEND FY2021 OUTLOOK **APPENDIX**

Regulatory & Shareholding Structure

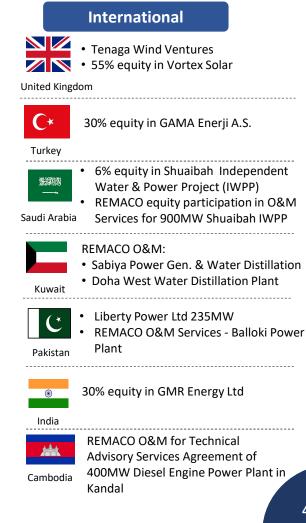


Note: Data / Info as at Mar 2021

Regulated & Non-Regulated Business

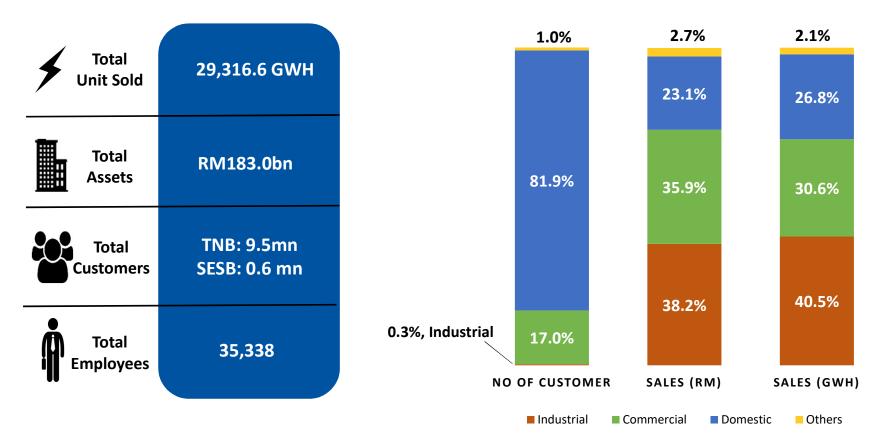


Major Subsidiaries TNB Power Generation Sdn. Bhd **Operation &** Maintenance (0&M) **TNB REMACO** tci MALAYSIA TRANSFORMER Manufacturing TENAGA SWITCHGEAR Renewables, Energy Efficiency & Other Services Evolve · Sustain · Value Education & UNIVERSITI TENAGA Research **TNB RESEARCH**



Source: TNB Data / Info as at Mar 2021

Vertically integrated utility company serving more than 9mil customers throughout Peninsula Malaysia



TNB Sectoral Sales Analysis*

Note: Data / Info as at Mar 2021

* Peninsular Malaysia only (TNB exclude SESB and other subsidiaries)

Our 1QFY'21 performance remain resilient, although some challenges persist

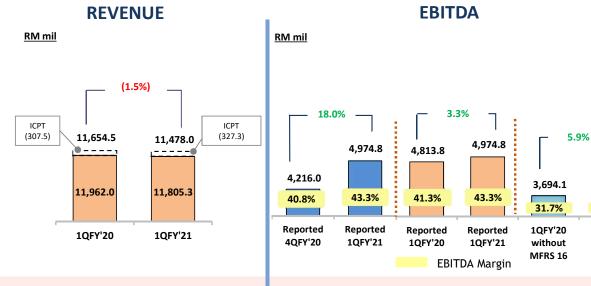
3,911.1

34.1%

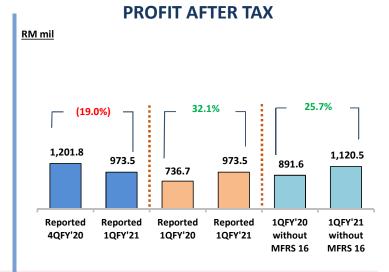
1QFY'21

without

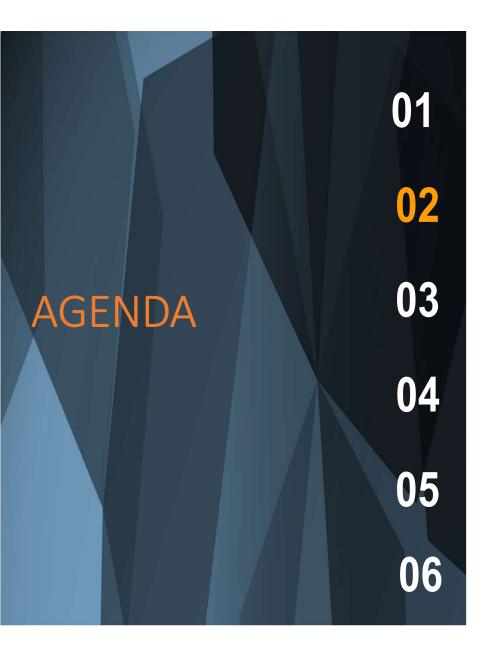
MFRS 16



- Revenue impacted by :
 - Lower sales of electricity as unit sold decrease by 0.2% Y-o-Y at 29,316.6 GWh (29,374.9 GWh - 1QFY'20), amounting to RM165mil.
- Reported EBITDA margin increased to 43.3% due to lower operating expenses by 6.5% recorded in 1QFY'21 mainly on lower generation costs resulted from reduction in demand and gas price.
- Our EBITDA performance supported by :
 - Generation business (GenCo) with EBITDA recorded at RM 965.5mil.
 - International Business portfolio recorded positive EBITDA equivalent to USD 123.7mil.



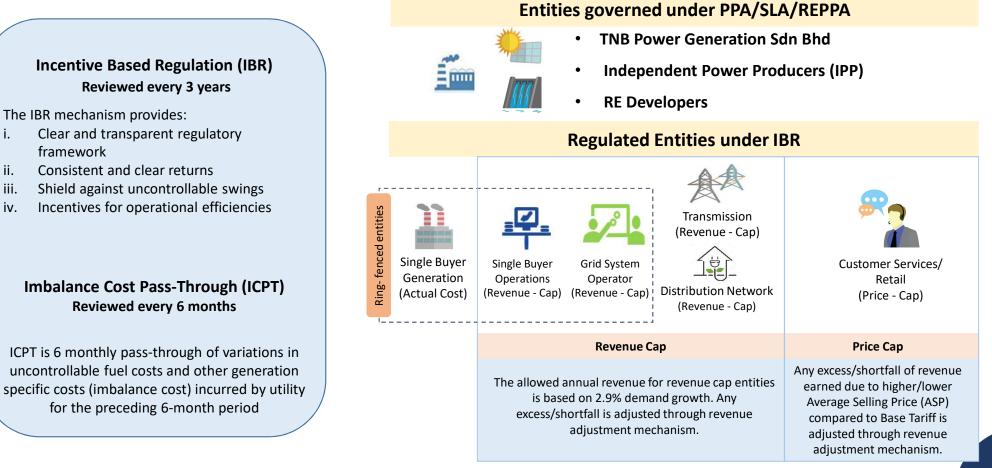
- Reported PAT 1QFY'21 includes:
 - Negative MFRS16 impact of RM147.0mil (1QFY'20 : RM154.9mil)
 - Forex translation loss of RM56.8mil (1QFY'20 : RM388.0mil)
 - Gain on Fair Value of Financial Instrument of RM109.3mil (1QFY'20 : Loss of RM26.0mil)
 - GenCo recorded higher PAT of RM 570.1mil resulted from better hydro power plant performance due to monsoon season.



INTRODUCTION TO TENAGA REGULATORY **BUSINESS STRATEGY & DIRECTION** DIVIDEND FY2021 OUTLOOK **APPENDIX**

INCENTIVE BASED REGULATION (IBR)

IBR mechanism ensures a transparent tariff setting with incentives to improve efficiency of the Malaysia electricity industry



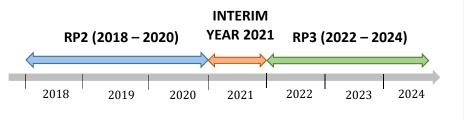
Source: Energy Commission (EC)

i.

ii. iii.

iv.

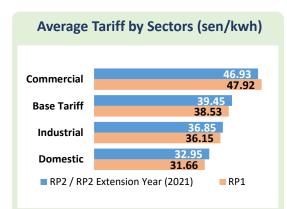
INCENTIVE BASED REGULATION (IBR) Regulatory Period 2 (RP2) Extension Year (2021)



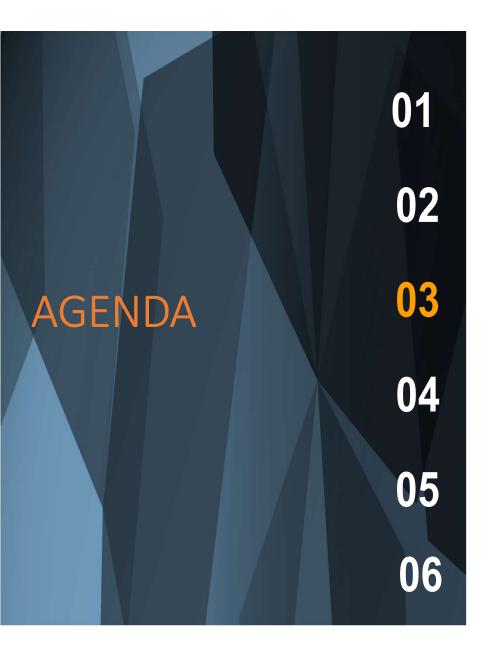
- > The Government has approved a one-year extension of the Second RP2 of the IBR for year 2021.
- This decision was made following the uncertainty in \triangleright demand outlook for 2021 and the instability of the current global fuel markets following the COVID-19 pandemic.
- We have submitted RP3 proposal to the Energy \geq Commission (EC) on 26th February 2021. Currently, we are in the midst of discussion with ST on the RP3 proposal, with final determination and cabinet approval is expected to obtain by end of this year.



Average Tariff by Entities (sen/kWh)

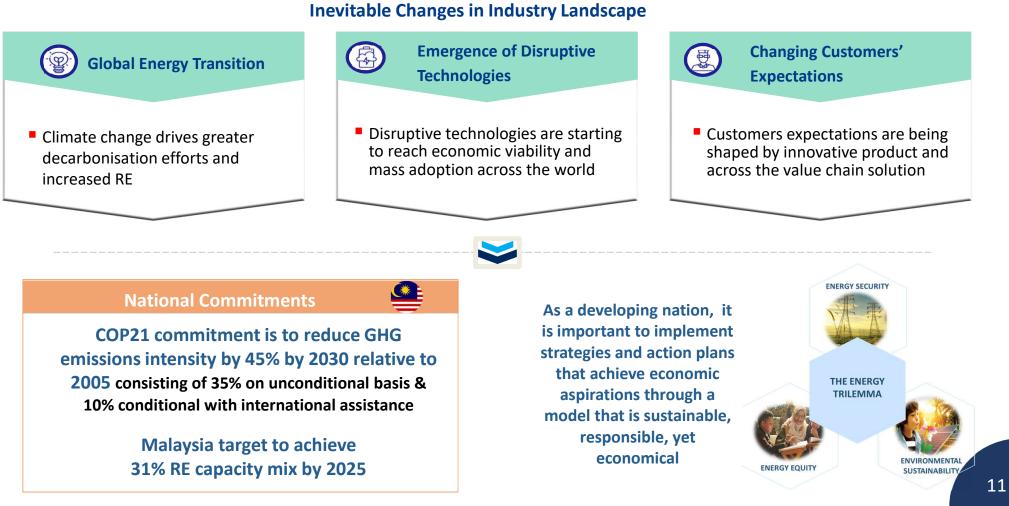


Fuel Parameters	Other Parameters
COAL USD67.45/MT @ RM4.212/USD RP2 : USD75.00/MT (RM14.47/mmbtu @ RM4.212/USD)	WACC TARIFF 7.3% 39.45 sen/kwh RP2 : 7.3% RP2 : 39.45 sen/kwh OPEX CAPEX RM6.30bn RM7.3bn
REGULATED GAS @1,000mmscfd RM27.20/mmbtu (Jan'21 – Dec'21) RP2 : i. RM24.20/mmbtu (Jan'18 - Jun'18) ii. RM25.70/mmbtu (Jul'18 - Dec'18) iii. RM27.20/mmbtu (Jan'19 - Dec'20)	RW0.50011RW0.50011(approved OPEX)(approved CAPEX)RP2 : RM18.2bnRP2 : RM18.8bn(Average yearly: (Average per year): RM6.07bn)(Average per year): RM6.63bn)Regulated Asset Based (RAB)RM62.4bn (Expected closing RAB 2021) RP2 closing : RM59.1bn

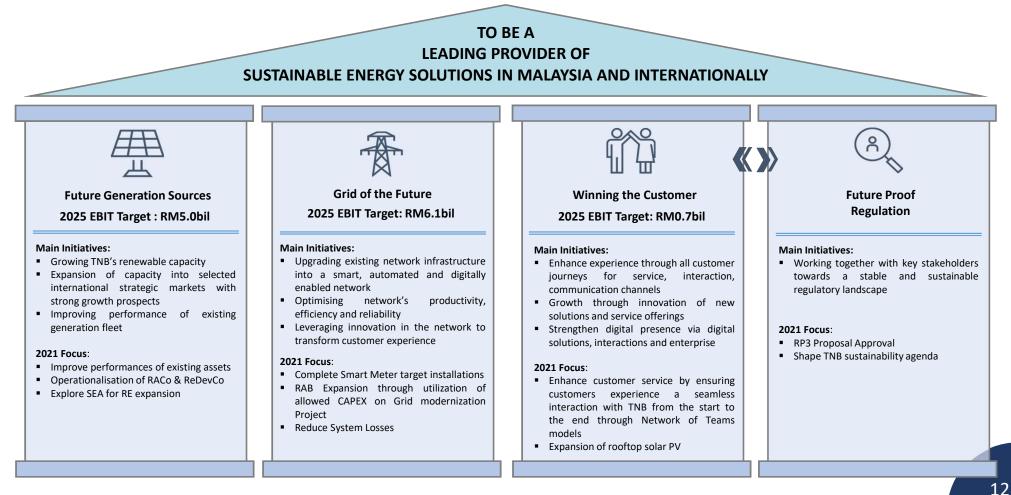


INTRODUCTION TO TENAGA REGULATORY **BUSINESS STRATEGY & DIRECTION** DIVIDEND FY2021 OUTLOOK **APPENDIX**

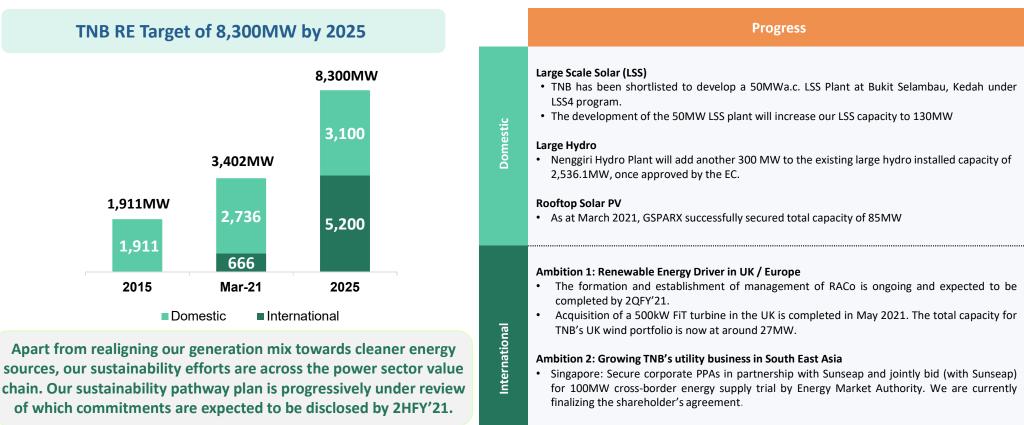
Electricity industry continues to evolve, creating new opportunities and pushing the boundaries for innovation



TNB champions an ambitious strategy to drive the nation's Energy Transition amidst a rapidly-evolving industry landscape



The increasing emphasis on Sustainable Energy sets the tone for ambitious RE targets



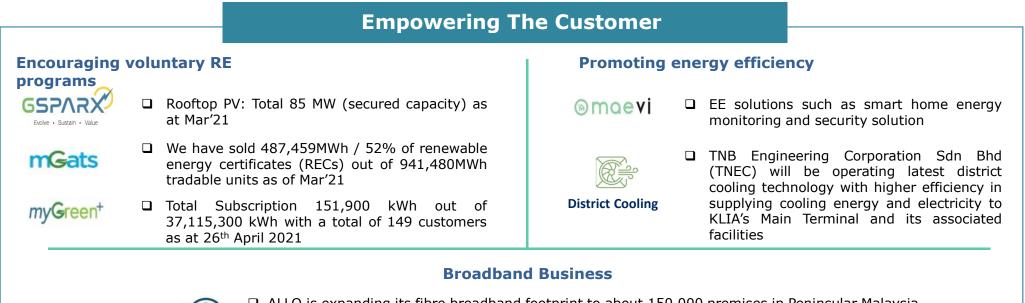
Note: RE includes large hydro • Vietnam: Finalising acquisition of 39% stake from Sunseap in 21.6MW rooftop solar project which expected to be completed by 2QFY'21.

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CAPEX under regulated business is key to enabling Malaysia's Energy Transition (ET)

Regulated busir average ~16% of supporting Er	its CAPEX to	wards			Major projects related to ET
Annual Regulated Energy 12.3%	d CAPEX to su Transition 19.3%	CAPEX for Energy		Advanced Metering Infra. (AMI)	 Smart meter program enables customer to have an improved access and management to their energy consumption. It also improves operational effectiveness by reducing response time, automating processes and improving data accuracy. As at March 2021, 1,116,651 units of smart meters installed out of 1.5mil units to be installed across Peninsular Malaysia in 2021.
		∫ Transition		Advanced Distribution Management System (ADMS)	 ADMS is the software platform that supports the full suite of distribution management and optimization. An ADMS includes functions that automate outage restoration and optimize the performance of the distribution grid.
87.7%	80.7%	4	* * *	LED Relamping	 Replacement of traditional high pressure sodium vapor (HPSV) street lightings with light emitting Diode (LED) which are cost efficient (longer lifespan), lower electricity consumption and more environmental friendly. As at March 2021, 486,712 units installed out of 0.63mil units to be installed across Peninsular Malaysia in 2021.
AVG RP2 + RP2 Extension (2018-2021) Approved	AVG RP3 (2022-2024) Proposed		ß	Volt-Var Optimisation (VVO)	 VVO is an advanced application that runs periodically or in response to operator demand, at the control center for distribution systems or in substation automation systems. Benefits of VVO includes improve compliance to statutory voltage limit, enhance network efficiency and reduce power losses at both transmission and distribution network level.

TNB is empowering customer participation in the Energy Transition via various programmes and offerings



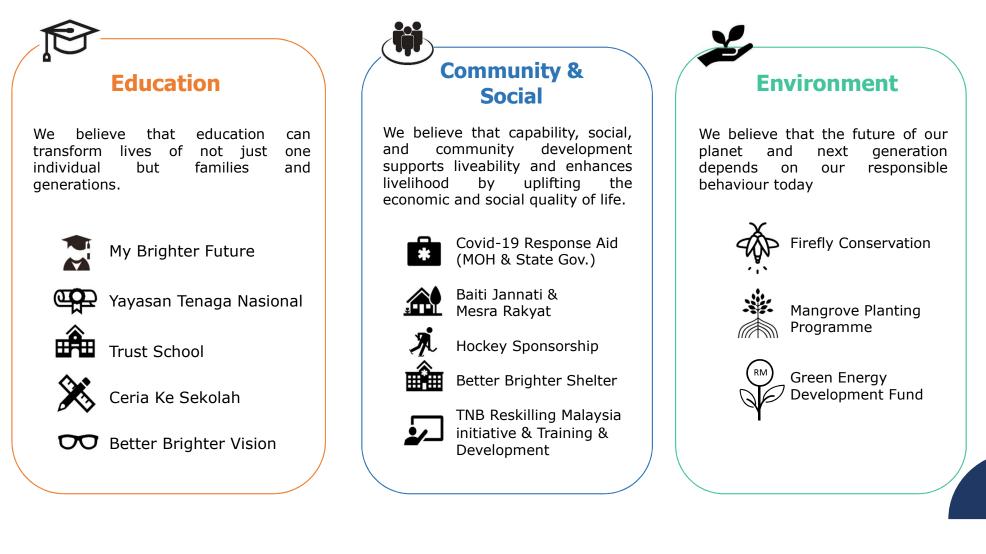
□ ALLO is expanding its fibre broadband footprint to about 150,000 premises in Peninsular Malaysia.

□ TNB is also working closely with the regulators to achieve the aspiration of the JENDELA



Our Customer Satisfaction Index score was 86% in FY2020, an increase from 81% in the past 4 consecutive years and the highest in 20 years

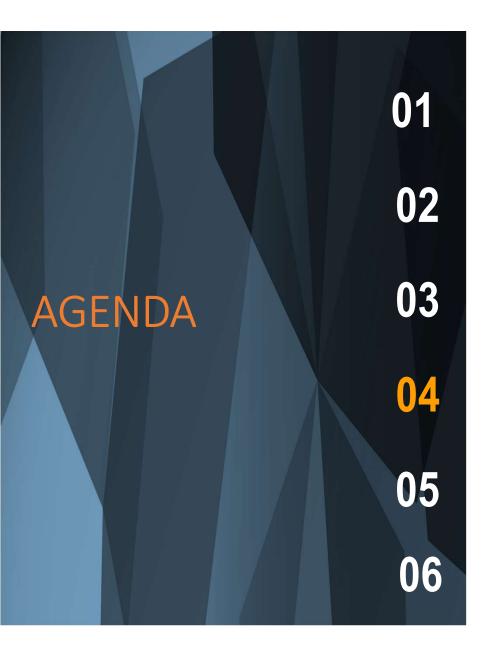
We strive to make lives better and brighter, investing RM173.9 mil in 2020 towards providing opportunities to education, sustaining the environment and enhancing livelihoods



TNB upholds the highest standards of corporate governance embedded in a culture that values ethical behaviour, integrity and sustainability

TNB Corporate Governance Framework	 Main Market Listing Requirements of Bursa Malaysia Securities Berhad Malaysian Code on Corporate Governance 2017 Companies Act 2016 Capital Markets and Services Act 2007 Benchmark against the ASEAN Corporate Governance Scorecard 		
Remuneration	 The Board reviews the overall remuneration policy of the Non-Executive Directors, Executive Director and Top Management. The remuneration policy aims to attract, retain and motivate executives and Directors who will create sustainable value and returns for the Company's shareholders and other stakeholders. 		
Board Diversity	 TNB strongly supports diversity within its Board of Directors, including gender, age, professional diversity as well as diversity of thought i.e. TNB Board composition comprises various backgrounds from finance & accounting, legal, engineering and others. More than half of the Board comprises Independent Directors. 		
TNB Sustainability Reporting Framework	 Bursa Malaysia's Sustainability Reporting Guidelines Global Reporting Initiative (GRI) standards United Nations Sustainable Development Goals (UN SDGs) Task Force on Climate-related Financial Disclosures (preliminary stage) Sustainability Accounting Standards Board (SASB)* FTSE4Good* 		

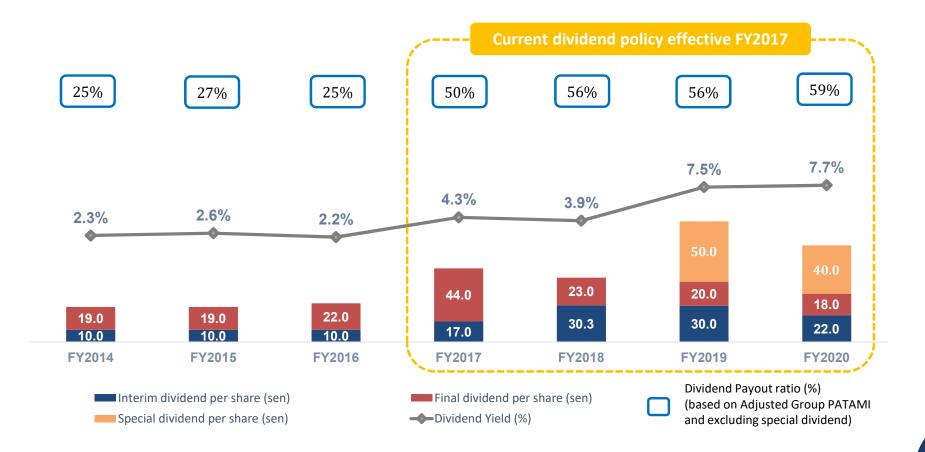
*Conducting preliminary mapping of sustainability disclosures to SASB and FTSE4Good indicators in FY'20

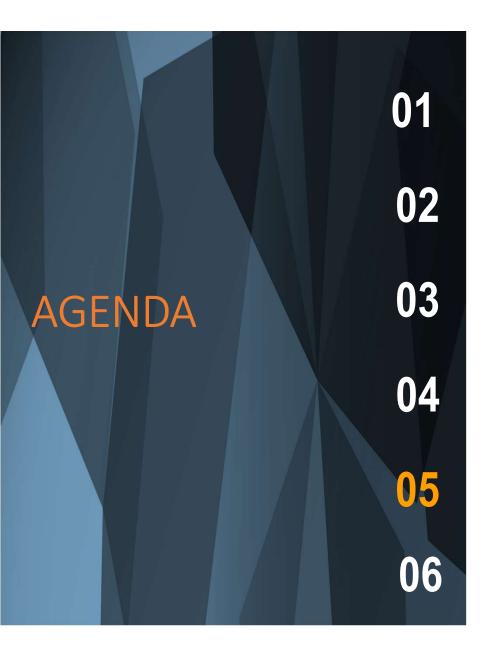


INTRODUCTION TO TENAGA REGULATORY **BUSINESS STRATEGY & DIRECTION** DIVIDEND FY2021 OUTLOOK **APPENDIX**

DIVIDEND

Distribution of dividend is based on 30% to 60% dividend payout ratio, based on the reported Consolidated Net Profit Attributable to Shareholders After Minority Interest, excluding Extraordinary, Non-Recurring items





INTRODUCTION TO TENAGA REGULATORY **BUSINESS STRATEGY & DIRECTION** DIVIDEND FY2021 OUTLOOK **APPENDIX**

FY2021 OUTLOOK



Electricity

Demand

- Under RP2 extension year, our approved demand forecast is 113,909 GWh or 2.9% growth compared to contraction of 4.9% in 2020.
- We expect the lockdown for this year to be less severe than in FY2020 as most businesses are allowed to operate during MCO/CMCO.
- Nevertheless, earnings of our regulated revenue cap entities are guaranteed at demand growth as stipulated by the IBR guidelines.



MESI 2.0

- MESI 2.0 is currently under review by the Government. TNB is working closely with the Regulators towards realising the reform plans.
- TNB has been preparing for any future scenario reforms, putting in place a strong business strategy since 2015 i.e. Reimagining TNB. The separation of TNB Power Generation Sdn Bhd (TPGSB) and TNB Retail Sdn Bhd (TRSB) is part of navigating the Group towards being resilient to the industry changes.
- The Group anticipates that changes will happen in a managed and controlled manner. Therefore, impacts from the policy reforms are expected to be manageable.

FY2021 OUTLOOK

Regulatory Period 3

• TNB is in the midst of discussion with EC in regards to RP3. TNB to continue to pursue the right returns, as under investments (due to insufficient returns) could potentially risk the reliability of the network, fail to meet the growing and changing needs of customers and disrupt Malaysia's energy transition efforts.

GenCo

Main focus includes:

- Performance To deliver sustainable returns by ensuring high availability and reliability for key assets.
- Growth To capture new clean and green plant-ups opportunities whilst growing our asset-light services (Operation & Maintenance and other adjacent sectors i.e. oil & gas).
- Efficiency To deliver plant operational excellence by scaling up turnaround programs and uplifting productivity across the business.

International Business

- For 2021, we will be executing a strategy aimed at protecting value from existing assets, which includes Liberty, Shuaiba, GEAS and GEL and creating value for performing assets (Vortex and TWV)
- Part of this strategy involves executing a plan focusing on growing TNB's international Renewable Energy business leveraging on existing assets, capabilities and experience.

Sustainability

We aim to champion the Energy Transition and we are ramping up our efforts across the power sector value chain which includes Grid of The Future investments and sustainable energy offerings.



Business

Focus

2021

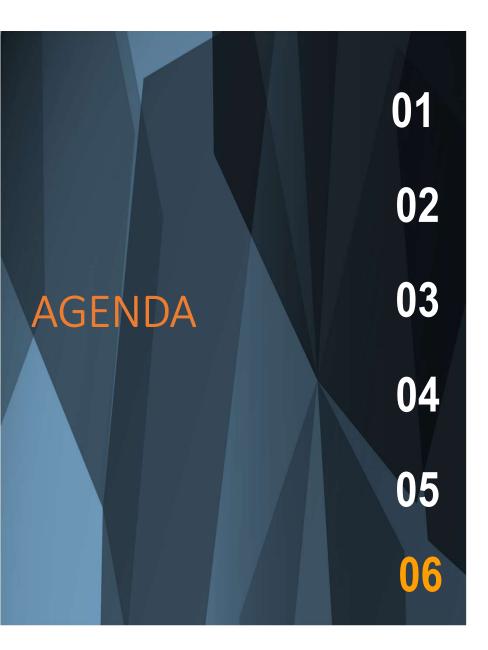
CAPEX

We will continue to honour our dividend policy of 30% to 60% dividend payout ratio, based on the reported Consolidated Net Profit Attributable to Shareholders After Minority Interest, excluding Extraordinary, Non-Recurring items.



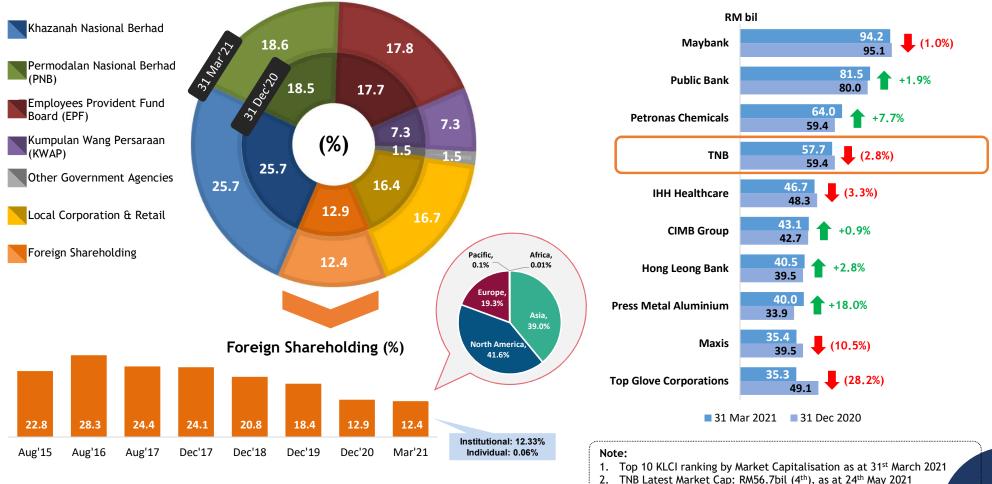


- Regulated Recurring : RM7.3bil
- Others : RM2.2bil



INTRODUCTION TO TENAGA REGULATORY **BUSINESS STRATEGY & DIRECTION** DIVIDEND FY2021 OUTLOOK **APPENDIX**

APPENDIX TNB Shareholding Structure

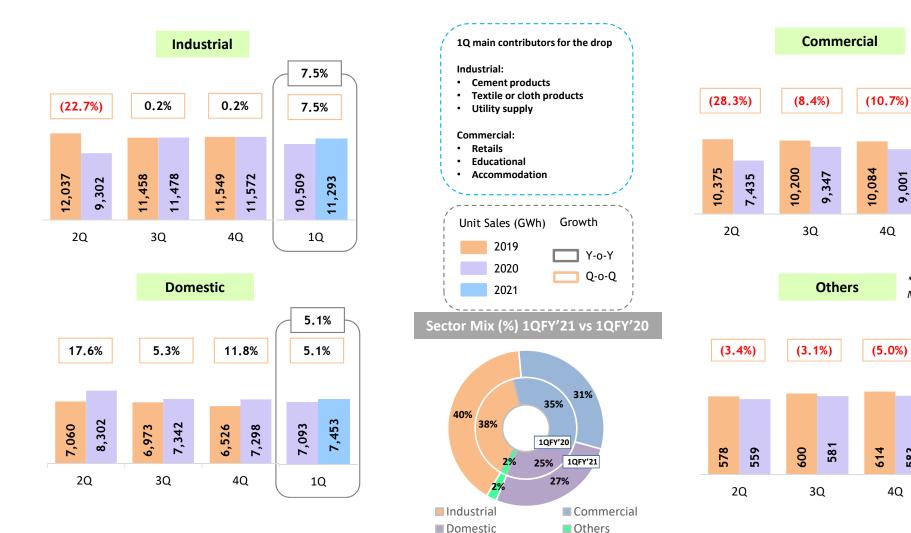


Source: Share Registrar, Bloomberg and IR Internal Analysis

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Top 10 KLCI Stocks by Market Capitalisation

Lower electricity demand from sluggish commercial sector





(12.6%)

(12.6%)

8,530

1Q

*includes Agriculture,

Mining & Public Lighting

0.0%

0.0%

577

1Q

583

4Q

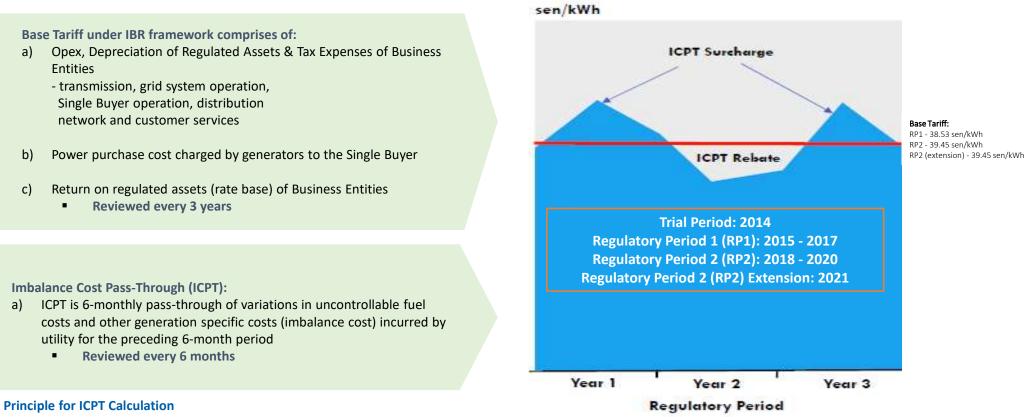
577

9,759

9,001

4Q

Incentive Based Regulation (IBR) – Imbalance Cost Pass-Through (ICPT) Mechanisms Ensures TNB Remain Neutral



Cost components comprise of

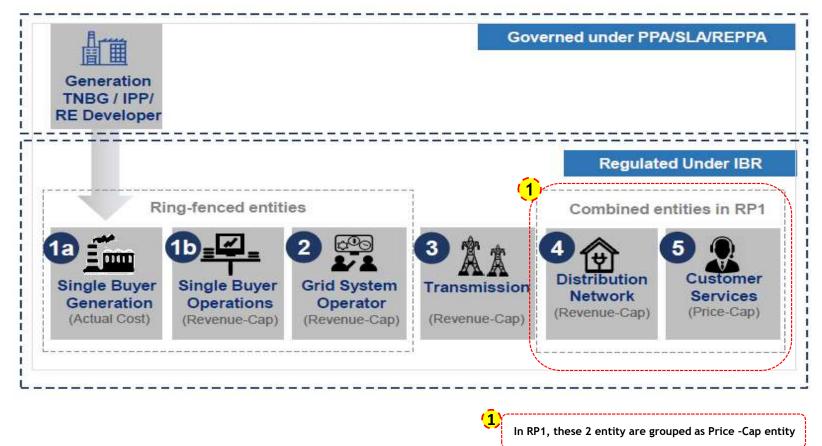
• The ICPT is calculated based on an estimated actual fuel cost and generation specific costs for a particular six (6) months period against the corresponding baseline costs in the Base Tariff.

Source: Energy Commission (EC)

Incentive Based Regulation (IBR) – New Features in Electricity Tariff Review for RP2 (2018-2020)

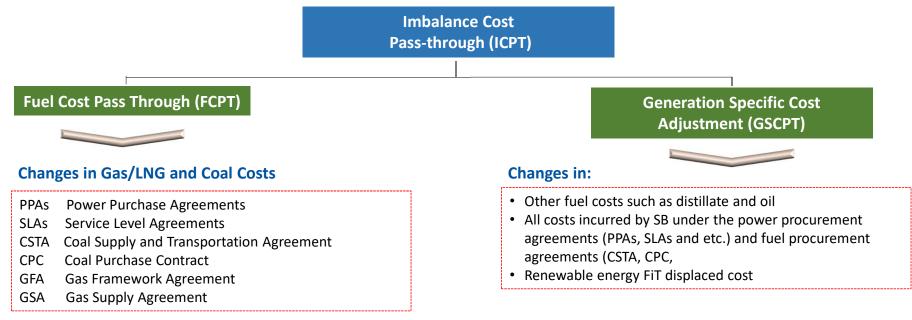
More efficient and reliable electricity supply	Support Government's initiatives and aspirations	New addition in Key Performance Indicators	Separation of Distribution Networks and Customer Services
 Efficient and reliable electricity supply at the lowest efficient cost; Enhancement in safety and reliability with smart grid capabilities. 	 Supporting Government's initiatives in green energy and sustainability for example AMI, Distribution Automation, Group Relamping of streetlight, etc. Continue the gas price subsidy rationalization by gradual removal of gas price subsidy; 	 New performance indicators on each business entity that are in line with Government's policies; Enhancement on KPI mechanisms and principles (symmetric and asymmetric). 	 Separation of these business entities will enhance the system reliability and consumer experience; This will increase the productivity and consumer satisfaction.

Incentive Based Regulation (IBR) – IBR Entities



Source: Energy Commission (EC)

Incentive Based Regulation (IBR) – Imbalance Cost Pass-Through (ICPT) Comprises Two Components



<u>RP2</u>

ICPT	Surcharge / Rebate	Implementation Period
Jul – Dec'18	2.15sen/kWh	Jan – Jun'19
Jan – Jun'19	2.55sen/kWh	Jul – Dec'19
Jul – Dec'19	2.00sen/kWh	Jan – Jun'20
Jan – Jun'20	0.00sen/kWh	Jul – Dec'20
Jul – Dec'20	2.00sen/kWh	Jan – Jun'21

Source: Energy Commission, company presentations, company fillings

Sustainability – Our journey towards transitioning into a cleaner and sustainable energy provider

TNB's RE Capacity		TNB's RE Strategy	
WIND 144 MW	International: UK (TNB Wind Ventures): 26 MW Turkey (GAMA): 118 MW	International Renewable Energy Driver (UK / Europe) Growing TNB's utility business in South East Asia (SEA) Technology Catalyst 	
SOLAR 556 MW	International: • UK (Vortex): 365 MW • India (GMR): 26MW Domestic: • Large scale solar: 80 MW • Rooftop PV: Total 85 MW (secured capacity)	 Focus Market TNB's growth strategy will focus on selected growth markets and regions where we have presence (UK, Europe and South East Asia) and specific asset classes/technology that are key to the Energy transition. The country selection is based on fit to TNB strategy, elimination of high-risk countries, power growth, market attractiveness and openness to foreign investments. 	
BIOGAS & BIOMASS 13 MW	Domestic: • Biogas: 3MW • Biomass: 10MW	 Domestic 1) Win LSS - Largest driver which focuses on winning local LSS bids, exploration of new entry points through NEDA and Green Corporate PPA as well as expansion on Asset Management Services. 	
HYDRO 2,689 MW	International: Turkey (GAMA): 131 MW Domestic: • Large Hydro: 2,536 MW • Mini Hydro: 22 MW	 Secure Small RE - Focus on mini hydro, biogas and Waste to Energy through the existing Feed-In Tariff Scheme and other initiatives. GSPARX – To be the top solar distributed generation provider in Malaysia with end to end delivery. 	

Sustainability (Governance) – Composition of BOD



CHAIRMAN DATO' SERI DIRAJA MAHDZIR KHALID





EXECUTIVE DIRECTOR / CEO DATUK IR. BAHARIN BIN DIN

Non-Independent Non-Executive Directors (Total =2)



NORAINI BINTI CHE DAN Expertise: Audit & Finance



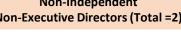
ONG AI LIN Expertise: Audit & Finance



GOPALA KRISHNAN A/L **K.SUNDARAM** Expertise: Law



DATUK RAWISANDRAN A/L NARAYANAN Expertise: Business





DATO' ASRI BIN HAMIDIN @ HAMIDON (MoF)



JUNIWATI BINTI RAHMAT HUSSIN Expertise: Project Management, Corporate Planning and Human Resource



DATO' ROSLINA BINTI ZAINAL **Expertise: Engineering**

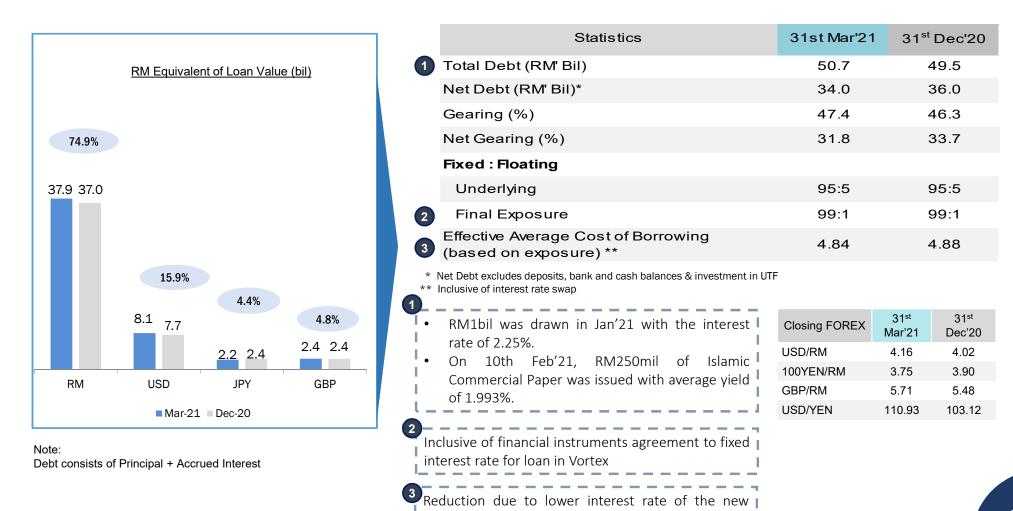


DATO' IR NAWAWI BIN AHMAD Expertise: Engineering



AMRAN HAFIZ BIN AFFIFUDIN (Khazanah)

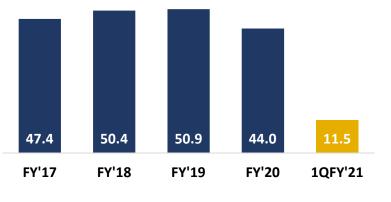
Gearing - Increased in total debt due to drawdown of new sukuk, however capital headroom remains healthy



drawdown

APPENDIX Financial Highlights

REVENUE (RM bil)

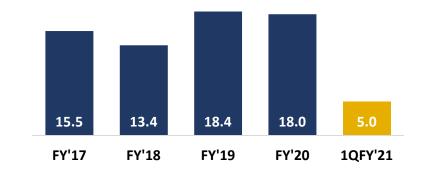


PAT (RM bil)



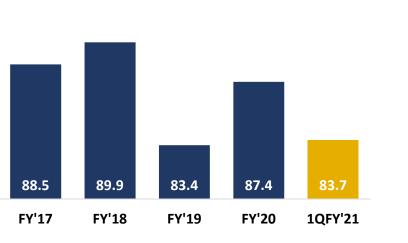
Note: FY2019 is after MFRS16 implementation

<u>EBITDA (RM bil)</u>



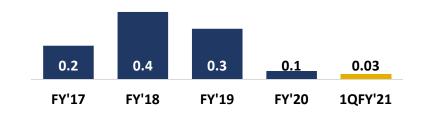
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APPENDIX Technical Highlights



<u>EAF (%)</u>

Transmission System Minute (mins)



Distribution SAIDI (mins)



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THANK YOU

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