



# PRESENTATION TO ANALYSTS

**Unaudited Consolidated Results for the  
2<sup>nd</sup> Quarter FY2015 ended 28<sup>th</sup> February 2015**

**27<sup>th</sup> April 2015**

**RESULTS SNAPSHOTS**

**RESULTS HIGHLIGHTS**





**RESULTS DETAILS**

**QUESTION & ANSWER**

# 2<sup>nd</sup> QUARTER FY2015

3-Month Ended 28<sup>th</sup> February 2015



	2QFY2015	1QFY2015		QoQ
Profit After Tax	RM2.13 bn	RM2.35 bn		9.2%
EBITDA Margin	37.8%	36.3%		1.5ppt
Average Coal Price	USD66.4/mt	USD70.2/mt		5.4%
Forex Translation Gain/(Loss)	(RM303.3 mn)	RM45.9 mn		>(100.0%)

# 1<sup>st</sup> HALF FY2015

6 Months FY2015



	1HFY2015	1HFY2014		YoY
Profit After Tax	RM4.48 bn	RM3.47 bn		29.4%
EBITDA Margin	37.1%	27.5%		9.6ppt
Average Coal Price	USD68.4/mt	USD77.5/mt		11.7%
Forex Translation Gain/(Loss)	(RM257.4 mn)	RM133.7 mn		>(100.0%)

\* FY2014 restated

# GROUP PROFIT ANALYSIS



## Improved Profit due to Lower Generation Costs

(RM mn)	1HFY'15	1HFY'14 (Restated)
Profit After Tax	4,484.7	3,465.7
Adjustments:		
Forex Translation (Gain) / Loss	257.4	(133.7)
Change in Corporate Tax Rate		(188.7)
Reinvestment Allowance	(771.9)	(939.2)
Adjusted Profit After Tax	3,970.2	2,204.1

# GENERATION MIX (PENINSULA) con't

## Year-on-Year Analysis



### 9.2% Reduction in Fuel Costs Mainly due to Lower Generation from Gas & LNG

Table 1:

Fuel Cost (RM mn)				
Fuel Type	1HFY'14	1HFY'15	Variance	
			RM mn	%
Gas	4,044.7	3,515.6	(529.1)	(13.1)
LNG	1,410.5	993.1	(417.4)	(29.6)
Coal	2,277.9	2,674.2	396.3	17.4
Dist.	187.8	116.4	(71.4)	(38.0)
Oil	229.1	100.9	(128.2)	(56.0)
Hydro	0.0	0.0	0.0	0.0
<b>Total</b>	<b>8,150.0</b>	<b>7,400.2</b>	<b>(749.8)</b>	<b>(9.2)</b>

Units Generated (Gwh)				
Fuel Type	1HFY'14	1HFY'15	Variance	
			Gwh	%
Gas & LNG	30,888.5	26,115.5	(4,773.0)	(15.5)
Coal	20,614.6	25,588.2	4,973.6	24.1
Dist.	304.5	151.7	(152.8)	(50.2)
Oil	434.9	208.0	(226.9)	(52.2)
Hydro	2,703.9	2,803.7	99.8	3.7
<b>Total</b>	<b>54,946.4</b>	<b>54,867.1</b>	<b>(79.3)</b>	<b>(0.1)</b>

Table 2:

Average Gas Volume (mmscfd)	
1QFY'14	1,321
2QFY'14	1,383
3QFY'14	1,405
4QFY'14	1,217
1QFY'15	1,218
2QFY'15	1,060

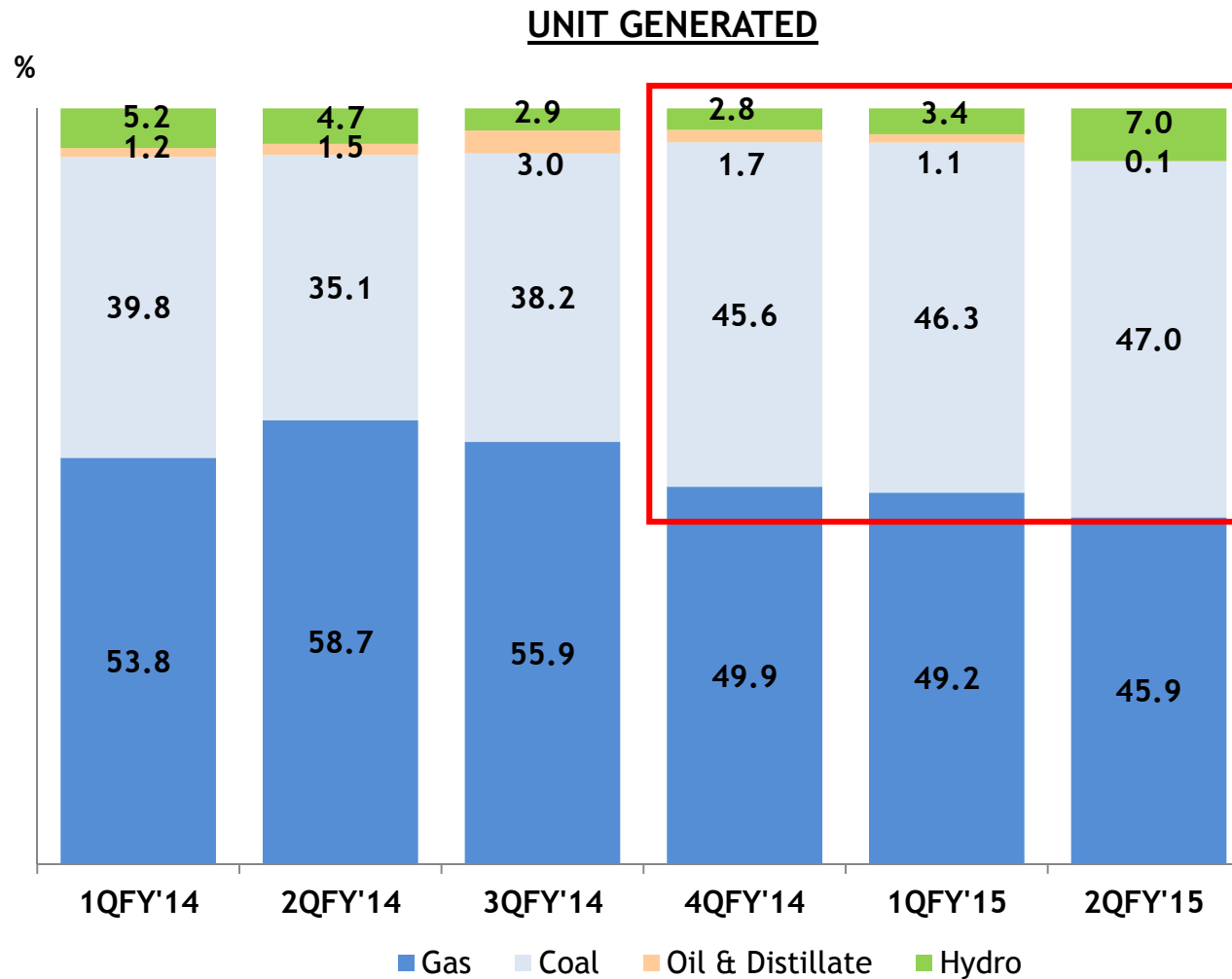
Table 3:

	1HFY'14	1HFY'15	Var (%)
<b>Average Coal Price Consumed (USD/MT)</b>			
FOB	67.8	59.4	-12.4%
Freight	9.1	8.4	-7.7%
Others	0.6	0.6	0.0%
<b>CIF</b>	<b>77.5</b>	<b>68.4</b>	<b>-11.7%</b>
<b>Average Coal Price Consumed (RM/MT) (CIF)</b>	<b>252.6</b>	<b>233.2</b>	<b>-7.7%</b>
<b>Coal Consumption (mn MT)</b>	<b>8.7</b>	<b>10.9</b>	<b>25.3%</b>

# GENERATION MIX (PENINSULA)

## Quarter-on-Quarter Analysis

### Improved Hydro & Stable Coal Generation in 2QFY'15



# ELECTRICITY GROWTH IN PENINSULA



UNITS SALES		FY2014				FY2015						
		1Q	2Q	3Q	4Q	Sept	Oct	Nov	Dec	Jan	Feb	Mar
Industrial	Gwh	10,644	10,802	10,584	10,998	3,704	3,582	3,687	3,587	3,660	3,729	3,256
	Growth (%)	1.0	2.5	1.8	0.1	9.0	0.9	(0.2)	0.7	0.7	3.5	0.2
Commercial	Gwh	8,718	8,596	8,865	9,175	2,867	3,006	3,145	3,007	2,936	2,917	2,741
	Growth (%)	3.6	1.4	4.0	2.4	0.5	4.0	5.7	5.1	1.3	2.8	(1.1)
Domestic	Gwh	5,379	5,229	5,545	5,971	1,842	1,886	1,810	1,789	1,730	1,819	1,886
	Growth (%)	3.9	1.9	3.1	6.0	2.6	4.1	2.1	3.9	1.2	1.2	2.8
Others	Gwh	464	467	466	480	168	164	164	165	166	162	151
	Growth (%)	7.2	1.7	4.0	15.4	7.0	5.8	7.9	5.8	6.4	4.5	1.3
TOTAL	Gwh	25,205	25,094	25,460	26,624	8,581	8,638	8,806	8,548	8,492	8,627	8,034
	Growth (%)	2.6	2.0	2.9	2.4	4.6	2.8	2.5	3.0	1.1	2.8	0.4

FY'14  
2.5%

1QFY'15  
3.3%

2QFY'15  
2.3%

7MFY'15  
2.4%

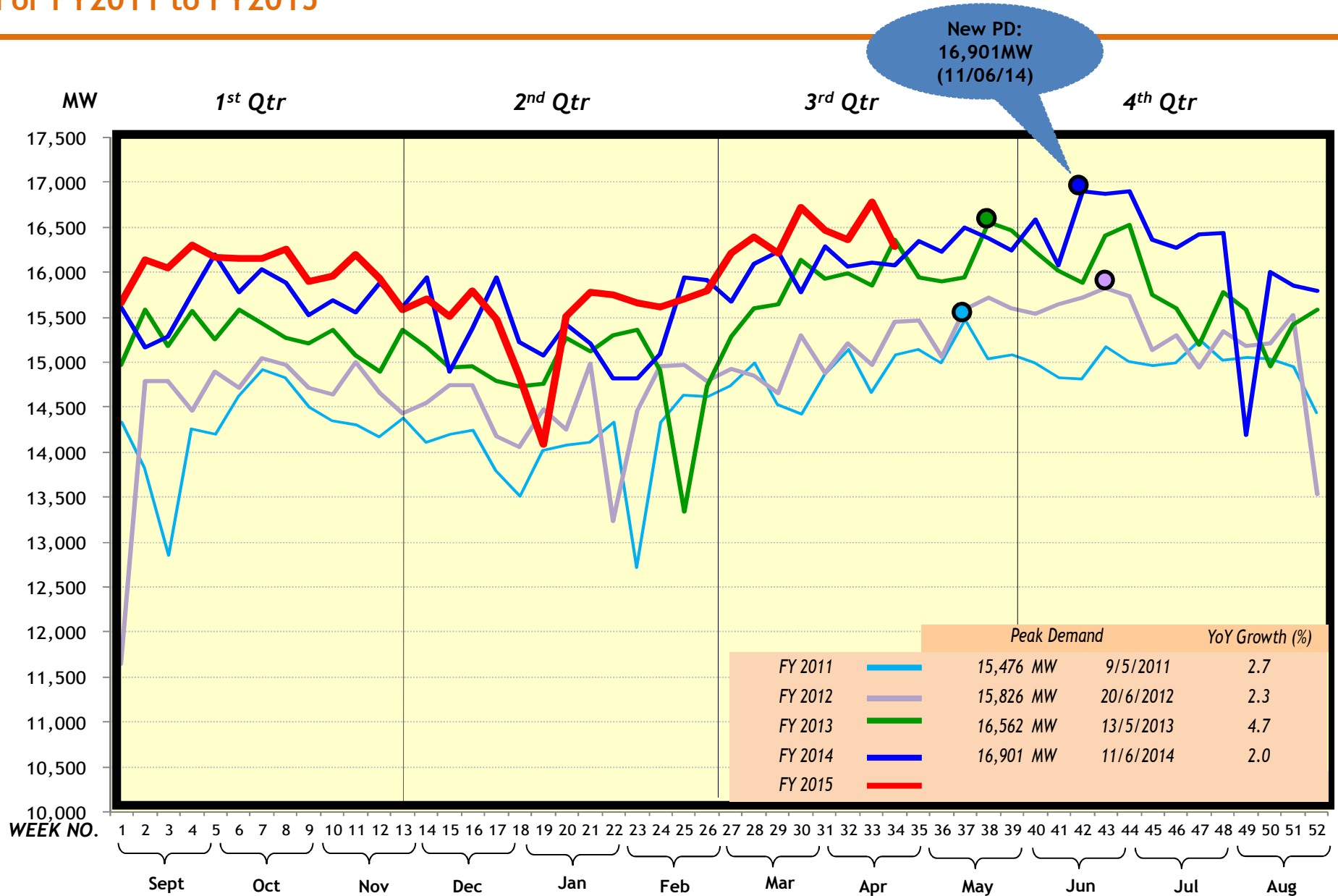
	1HFY'14	1HFY'15
Growth (%)	2.3	2.8



# SYSTEM WEEKLY MAXIMUM DEMAND (PENINSULA)



For FY2011 to FY2015



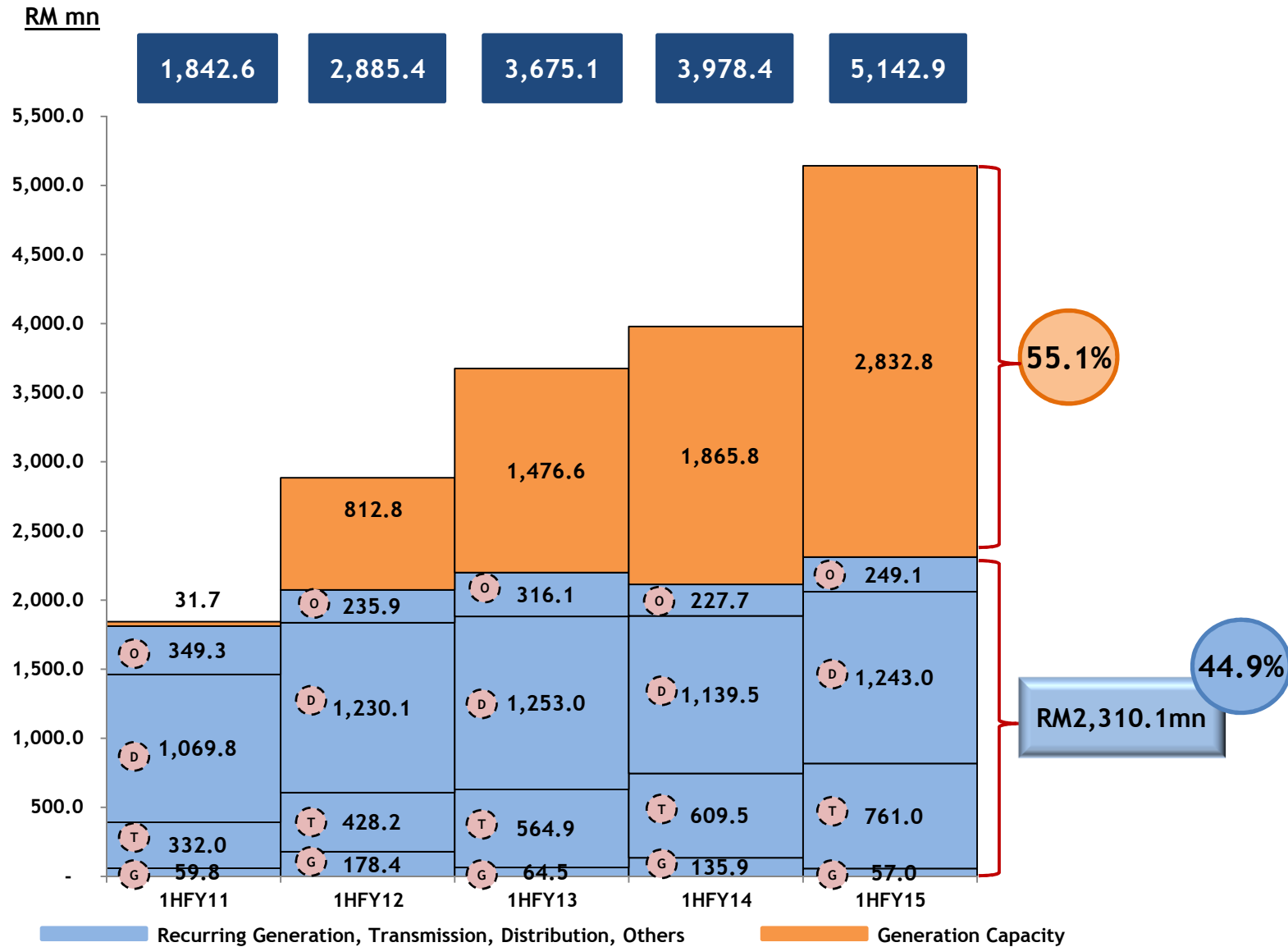
# HEADLINE KEY PERFORMANCE INDICATORS



INITIATIVES	FY'14	1HFY'15
• Return on Assets (ROA) (%)	6.2	8.3
• Company CPU (sen/kwh)	35.0	31.8
• Revenue from Non-Regulated Business (RM bn)	2.5	1.2
• Equivalent Plant Availability Factor (EAF) (%)	85.6	88.7
• Transmission System Minutes (mins)	0.1	0.2
• Distribution SAIDI (mins)	55.0	23.2

# CAPITAL EXPENDITURE

Major Projects Represent 55.1% of Total CAPEX



# STATUS OF MAJOR PROJECTS

## Janamanjung Unit 4

**COMPLETED** 1,010MW

COD 14<sup>th</sup> Apr 2015

## Janamanjung Unit 5

39% 1,000MW

COD 1<sup>st</sup> Oct 2017

## Hulu Terengganu Hydro

92% 265MW

COD Sept 2015 (U1)  
Dec 2015 (U2)

## Ulu Jelai Hydro

86% 372MW

COD Dec 2015 (U1)  
Mar 2016 (U2)

## Connaught Bridge

78% 385MW

COD 1<sup>st</sup> Sept 2015

## Prai

94% 1,071MW

COD 1<sup>st</sup> Jan 2016

## INTERIM DIVIDEND

**Interim Single-Tier Dividend  
of 10.0 sen per ordinary share**

Tenaga is committed to pay out dividend based on its Dividend Policy whereby:  
*Dividend is paid out based on 40%-60% of its Company's Annual Free Cashflow;  
Cashflow from Operations less Normalised Capex and Interest Servicing*

The Books Closure and payment dates will be announced in due course.

**RESULTS SNAPSHOTS**

**RESULTS HIGHLIGHTS**

**RESULTS DETAILS**

**QUESTION & ANSWER**

# UNAUDITED INCOME STATEMENT (GROUP)

## Year-on-Year Analysis



- 10.6% Increase in Revenue
- Lower Operating Expenses due to Lower Generation Costs
- Net Profit of RM4.48bn

RM'mn	CUMULATIVE		
	Current Year To Date 28.02.15	Preceding Year Corresponding Period (Restated) 28.02.14	Variance %
Revenue	21,637.1	19,569.1	10.6
Operating expenses	(16,457.1)	(16,733.9)	1.7
Other operating income	340.2	184.6	84.3
<b>Operating profit</b>	<b>5,520.2</b>	<b>3,019.8</b>	<b>82.8</b>
Foreign exchange			
- Translation gain/(loss)	(257.4)	133.7	>(100.0)
- Transaction gain	27.8	12.2	>100.0
Share of results of joint ventures	12.0	13.0	(7.7)
Share of results of associates (net of tax)	12.2	38.3	(68.1)
<b>Profit before finance cost</b>	<b>5,314.8</b>	<b>3,217.0</b>	<b>65.2</b>
Finance income	135.7	106.2	27.8
Finance cost	(464.2)	(388.4)	(19.5)
<b>Profit from ordinary activities before taxation</b>	<b>4,986.3</b>	<b>2,934.8</b>	<b>69.9</b>
Taxation and Zakat			
- Company and subsidiaries	(445.3)	417.0	>(100.0)
- Deferred taxation	(56.3)	113.9	>(100.0)
<b>Profit for the period</b>	<b>4,484.7</b>	<b>3,465.7</b>	<b>29.4</b>
Attributable to:			
- Owners of the Company	4,508.1	3,484.2	29.4
- Non-controlling interests	(23.4)	(18.5)	(26.5)
<b>Profit for the period</b>	<b>4,484.7</b>	<b>3,465.7</b>	<b>29.4</b>

# QUARTERLY & YEARLY ANALYSIS



Improved EBITDA Margin Resulted from Improved Revenue & Lower Generation Costs

RM mn	1QFY'15	2QFY'15	1HFY'15	1HFY'14 (Restated)
<b>Total Units Sold (GWh)</b>	27,431.2	27,197.6	54,628.8	52,974.8
Revenue	11,027.1	10,610.0	21,637.1	19,569.1
Operating Expenses (before depreciation)	7,161.8	6,798.2	13,960.0	14,375.7
Operating Income	136.9	203.3	340.2	184.6
<b>EBITDA</b>	<b>4,002.2</b>	<b>4,015.1</b>	<b>8,017.3</b>	<b>5,378.0</b>
<b>EBITDA Margin (%)</b>	<b>36.3%</b>	<b>37.8%</b>	<b>37.1%</b>	<b>27.5%</b>
Depreciation and Amortisation	1,257.4	1,239.7	2,497.1	2,358.2
<b>EBIT</b>	<b>2,744.8</b>	<b>2,775.4</b>	<b>5,520.2</b>	<b>3,019.8</b>
<b>EBIT Margin (%)</b>	<b>24.9%</b>	<b>26.2%</b>	<b>25.5%</b>	<b>15.4%</b>
Finance Cost	253.9	210.3	464.2	388.4
<b>Profit Before Tax &amp; Forex Translation</b>	<b>2,574.9</b>	<b>2,668.8</b>	<b>5,243.7</b>	<b>2,801.1</b>
Net Profit Before Forex Translation	2,306.0	2,459.5	4,765.5	3,350.5
Translation Gain/(Loss)	45.9	(303.3)	(257.4)	133.7
<b>Net Profit attributable to :</b>				
<b>Equity Holders</b>	<b>2,351.9</b>	<b>2,156.2</b>	<b>4,508.1</b>	<b>3,484.2</b>
Non-controlling Interest	(0.9)	(22.5)	(23.4)	(18.5)



# OPERATING EXPENSES



1.7% Decrease in OPEX Resulted from Lower Generation Costs

RM mn	1HFY'15	1HFY'14 (Restated)	Variance RM mn	Variance %
Capacity Payment	1,993.9	1,787.8	(206.1)	(11.5)
Energy Payment	4,213.0	4,284.3	71.3	1.7
Total IPPs Purchases/Costs	6,206.9	6,072.1	(134.8)	(2.2)
Fuel Costs	10,110.9 { 3,904.0	10,644.8 { 4,572.7	533.9 { 668.7	14.6
Repair & Maintenance	837.6	719.8	(117.8)	(16.4)
Staff Costs	1,792.2	1,726.7	(65.5)	(3.8)
TNB General Expenses	726.9	701.7	(25.2)	(3.6)
Subs. Gen Exp, Cost of Sales & Provision	492.4	582.7	90.3	15.5
Depreciation & Amortisation	2,497.1	2,358.2	(138.9)	(5.9)
<b>Total Operating Expenses</b>	<b>16,457.1</b>	<b>16,733.9</b>	<b>276.8</b>	<b>1.7</b>

**RESULTS SNAPSHOTS**

**RESULTS HIGHLIGHTS**

**RESULTS DETAILS**

**QUESTION & ANSWER**

# DETAILS OF REVENUE



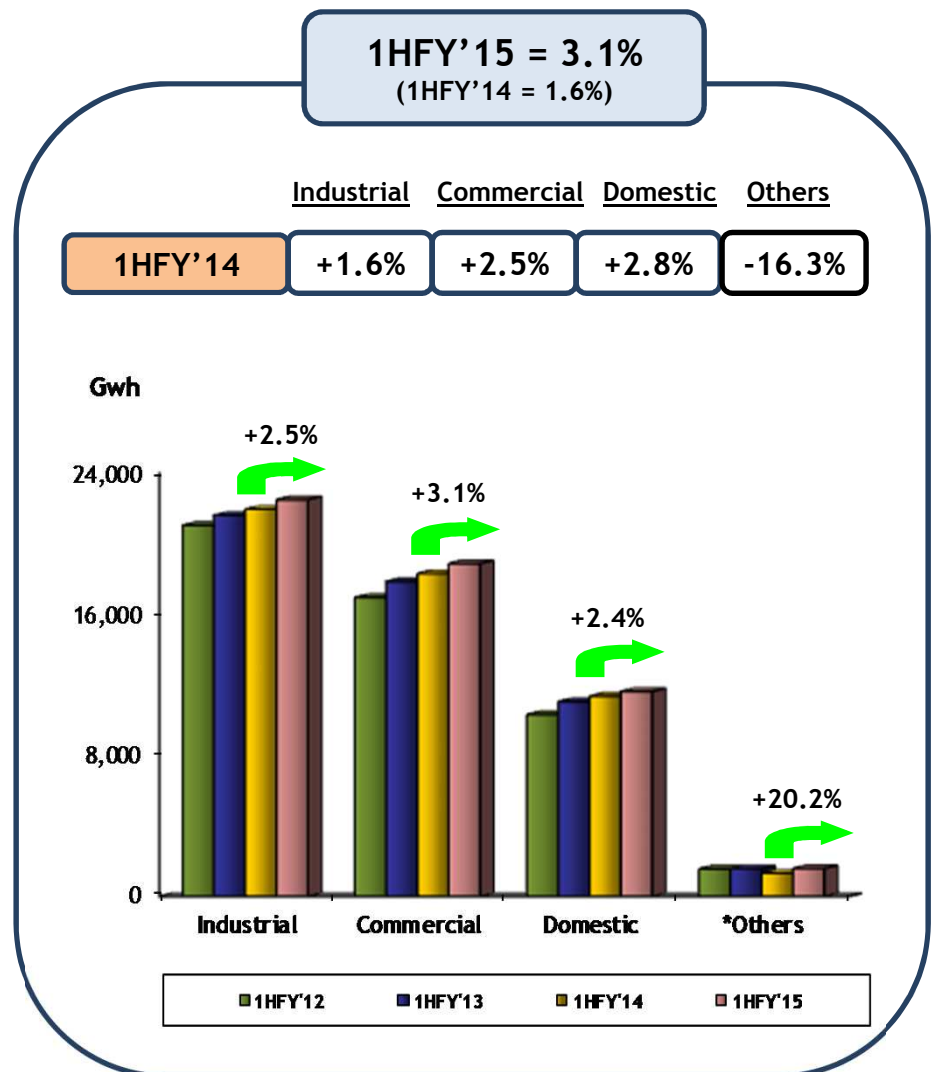
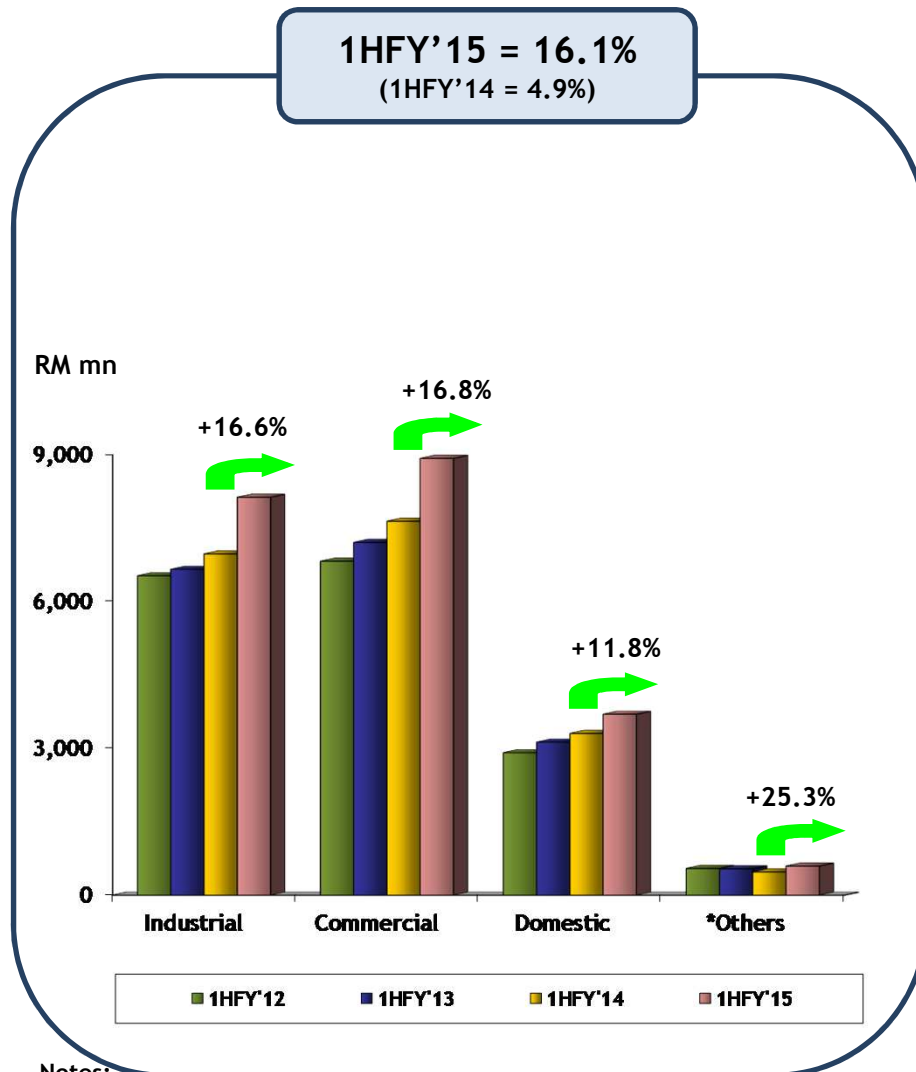
15.9% Increase in Group Sales of Electricity Mainly Resulted From Jan'14 Tariff Review

	1HFY'15		1HFY'14 (Restated)		Growth
UNITS SOLD	GWh		GWh		%
- TNB	51,691.3		50,299.1		2.8
- EGAT (Export)	3.3		16.6		(80.1)
- SESB	2,372.2		2,319.9		2.3
- LPL	562.0		339.2		65.7
<b>Total Units Sold (GWh)</b>	<b>54,628.8</b>		<b>52,974.8</b>		<b>3.1</b>
REVENUE	RM mn	Sen/KWh	RM mn	Sen/KWh	
Sales of Electricity					
- TNB	20,225.0	39.1	17,461.9	34.7	15.8
- EGAT (Export)	3.0	90.9	16.5	99.4	(81.8)
- SESB	830.2	35.0	707.2	30.5	17.4
- LPL	270.6	48.1	221.1	65.2	22.4
<b>Sales of Electricity</b>	<b>21,328.8</b>	<b>39.0</b>	<b>18,406.7</b>	<b>34.7</b>	<b>15.9</b>
LPL Operating Lease (FRS117)	18.0		(13.0)		>100.0
Accrued Revenue	(391.8)		243.5		>(100.0)
<b>Total Sales of Electricity</b>	<b>20,955.0</b>		<b>18,637.2</b>		<b>12.4</b>
Goods & Services	469.8		715.4		(34.3)
Deferred Income	212.3		216.5		(1.9)
<b>Total Revenue</b>	<b>21,637.1</b>		<b>19,569.1</b>		<b>10.6</b>

# ELECTRICITY GROWTH BY SECTORS (GROUP)



## Analysis

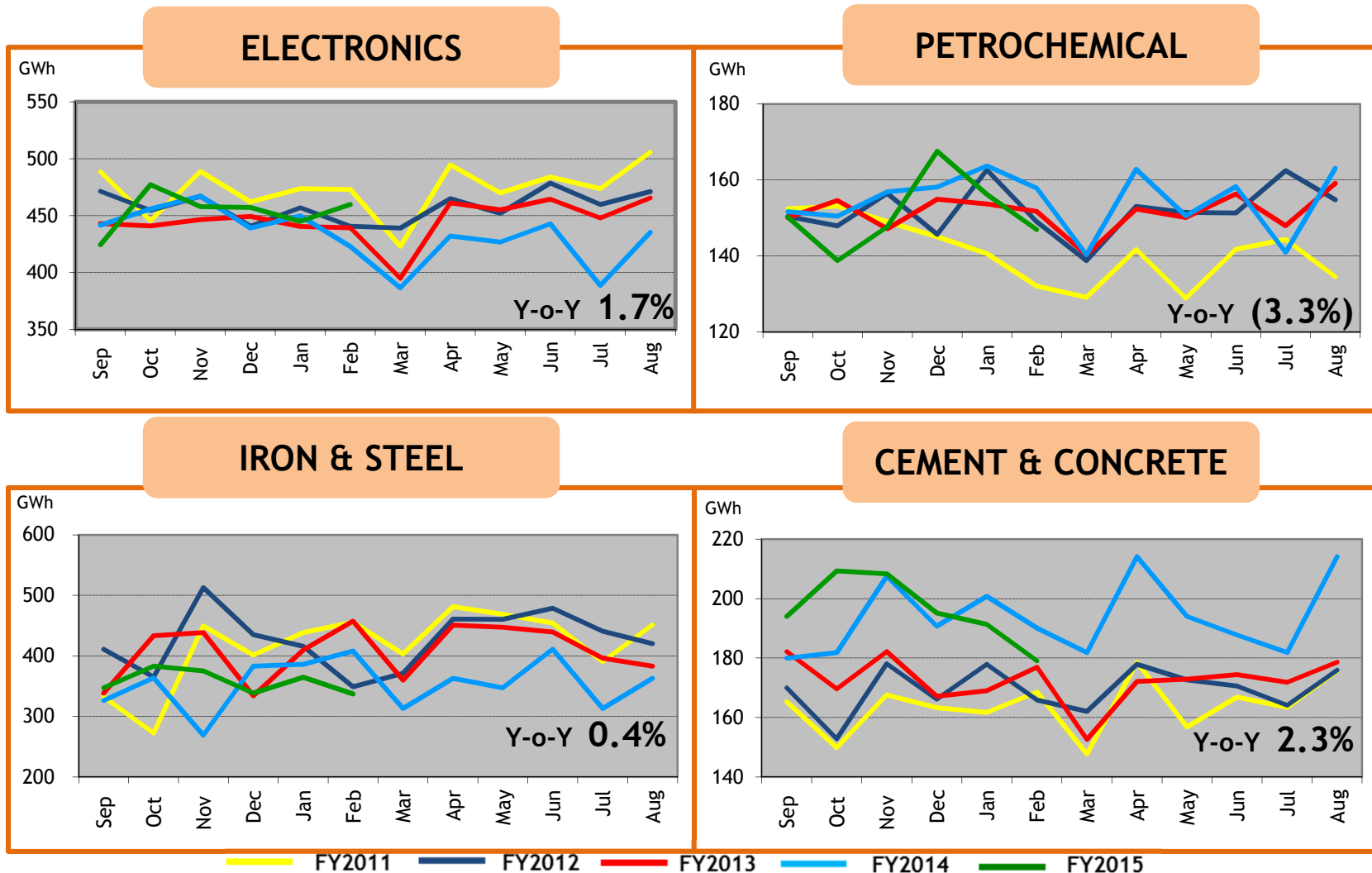


Notes:  
 \* Includes Specific Agriculture, Mining, Public Lighting, LPL & EGAT  
 Revenue excluding accrued revenue  
 (-) Indicates Negative Growth

# DETAILS OF REVENUE: SECTORAL ANALYSIS con't



Industrial Sector\* (Peninsula) Recorded Y-o-Y Growth of 2.3%



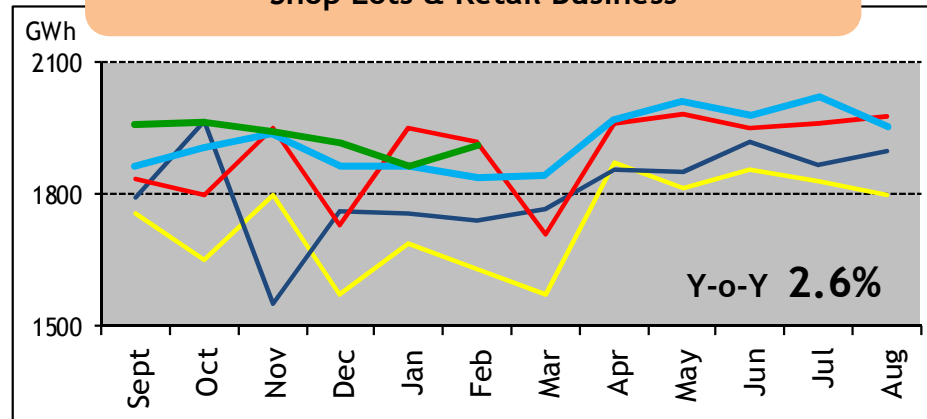
\* Source : Top 1,000 PRIME customers database (PRIME customer YTD unit sales equivalent to 34.4% of total YTD unit sales)  
\* PRIME customers for 4 sectors above attributes 39.1% from the whole PRIME customers YTD unit sales

# DETAILS OF REVENUE: SECTORAL ANALYSIS

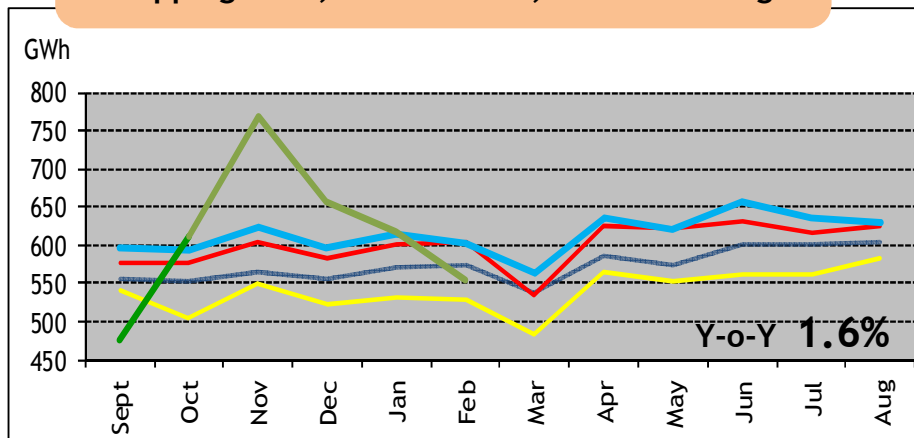


Commercial Sector (Peninsula) Recorded Y-o-Y Growth of 3.3%

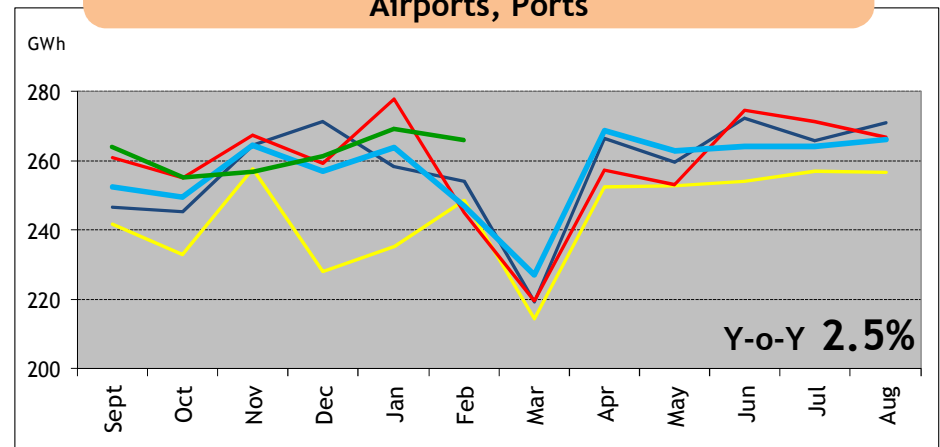
## LOW VOLTAGE Shop Lots & Retail Business



## MEDIUM VOLTAGE Shopping Malls, 3 Star Hotels, Office Buildings



## MEDIUM VOLTAGE (PEAK/OFF-PEAK) Mega Shopping Malls, 4-5 Star Hotels, Hospitals, Airports, Ports

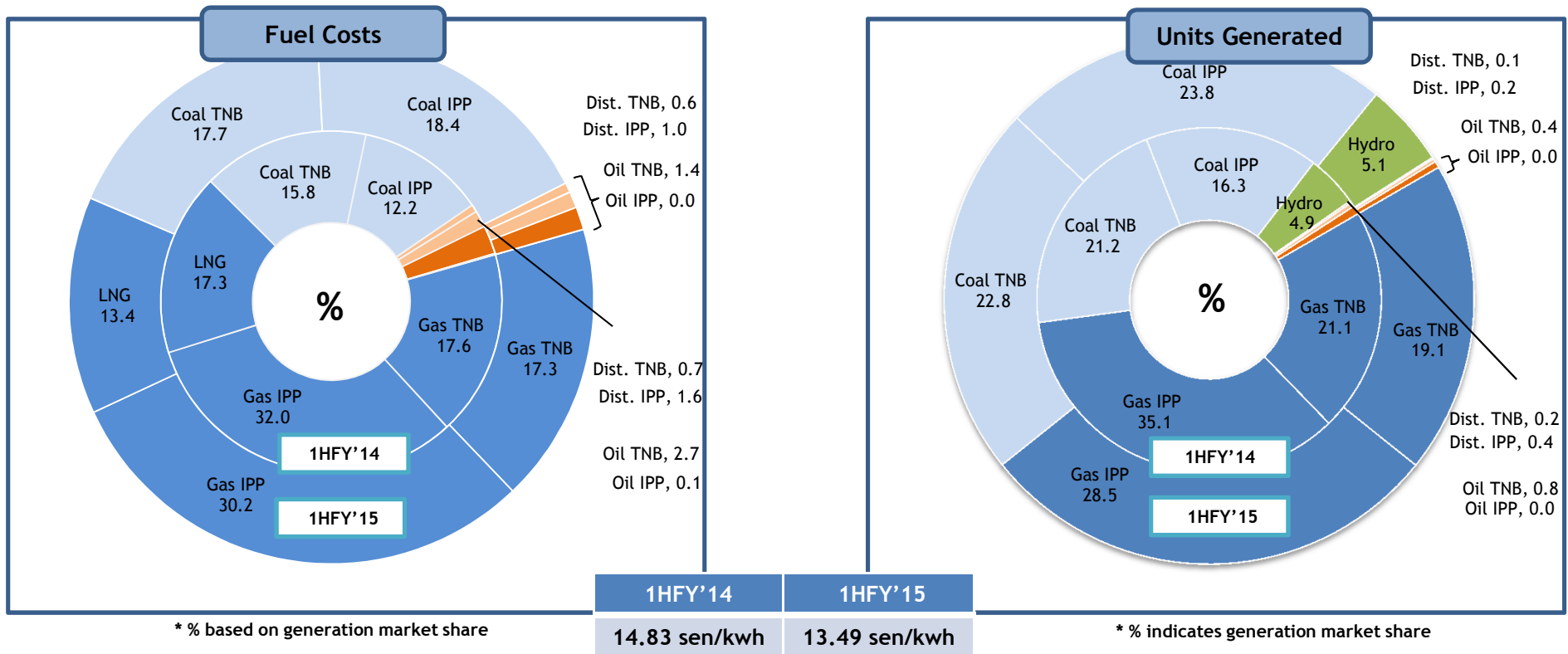


— FY2011  
 — FY2012  
 — FY2013  
 — FY2014  
 — FY2015

# INDUSTRY GENERATION IN PENINSULA (TNB & IPPs)



Lower Fuel Costs Mainly due to Lower Gas & LNG Generation



\* % based on generation market share

\* % indicates generation market share

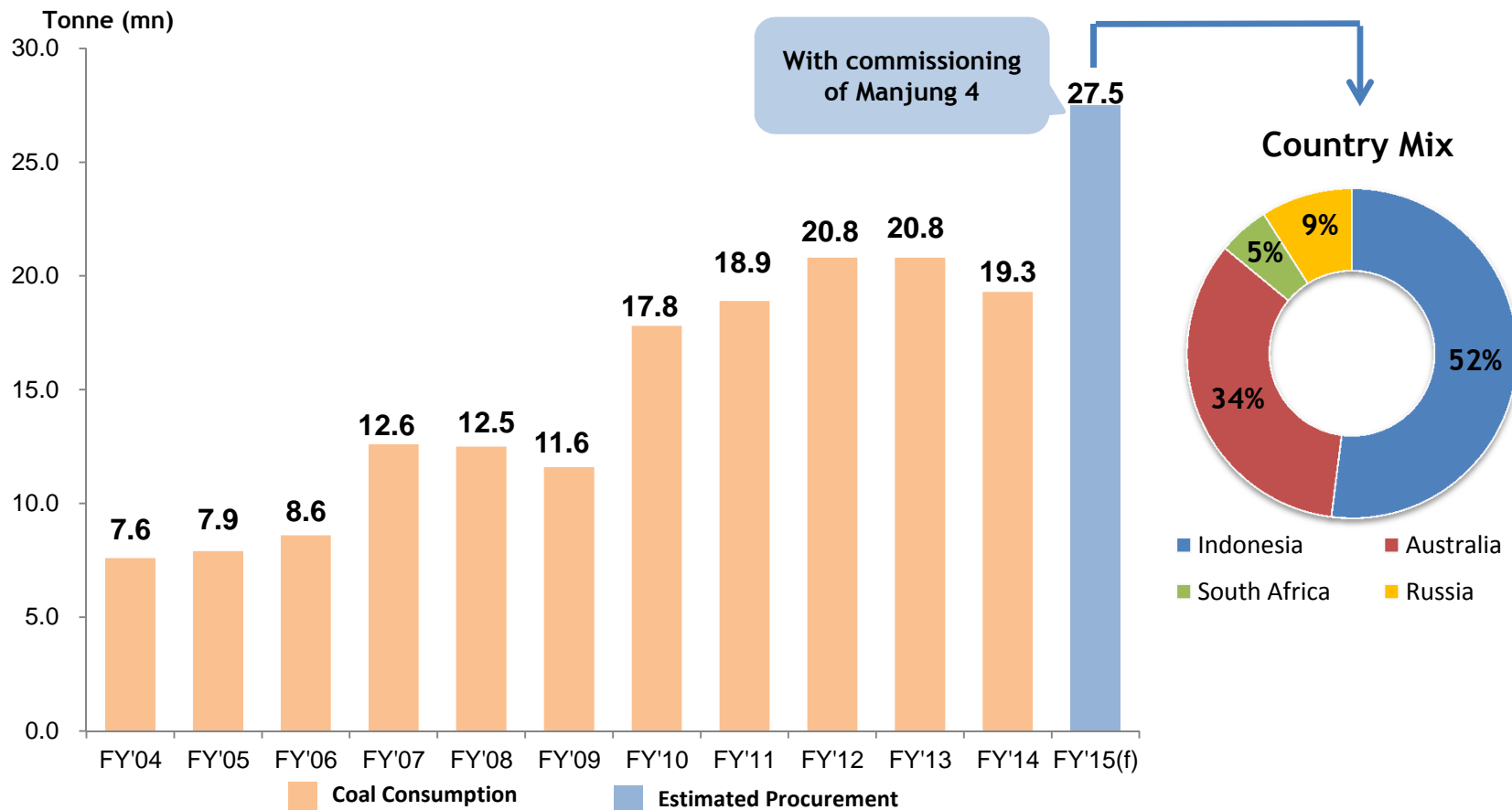
Fuel Type	Fuel Cost (RM mn)				Variance	
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Gas	4,044.7	66.9	3,515.6	60.9	(946.5)	(17.4)
LNG	1,410.5		993.1			
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Oil	229.1	2.8	100.9	1.4	(128.2)	(56.0)
Hydro	-	-	-	-	-	-
<b>Total</b>	<b>8,150.0</b>	<b>100.0</b>	<b>7,400.2</b>	<b>100.0</b>	<b>(749.8)</b>	<b>(9.2)</b>

Fuel Type	Units Generated (Gwh)				Variance	
	1HFY'14	%	1HFY'15	%	Gwh	%
Gas & LNG	30,888.5	56.2	26,115.5	47.6	(4,773.0)	(15.5)
Coal	20,614.6	37.5	25,588.2	46.6	4,973.6	24.1
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Hydro	2,703.9	4.9	2,803.7	5.1	99.8	3.7
<b>Total</b>	<b>54,946.4</b>	<b>100.0</b>	<b>54,867.1</b>	<b>100.0</b>	<b>(79.3)</b>	<b>(0.1)</b>

# COAL REQUIREMENT

Average Coal Price for 1HFY'15 was at USD68.4/MT

	FY'05	FY'06	FY'07	FY'08	FY'09	FY'10	FY'11	FY'12	FY'13	FY'14	1HFY'15
Average Coal Price (CIF) (USD/metric tone)	49.8	52.8	45.3	76.4	90.2	88.2	106.9	103.6	83.6	75.4	68.4

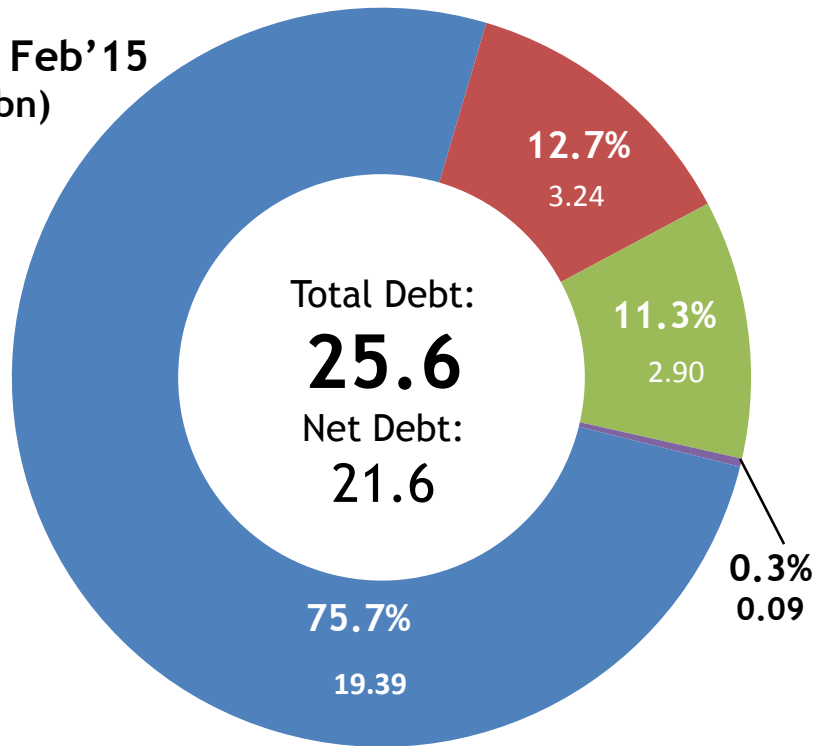




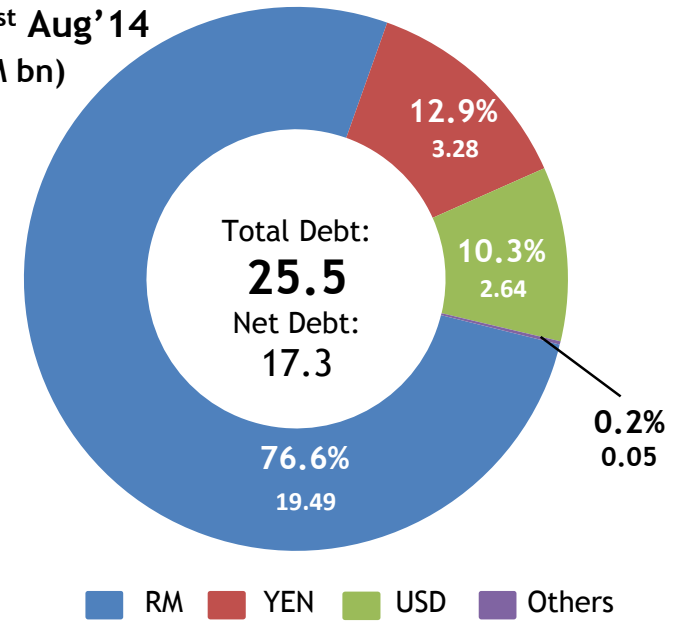
# DEBT EXPOSURE & FOREX



28<sup>th</sup> Feb'15  
(RM bn)



31<sup>st</sup> Aug'14  
(RM bn)



■ RM ■ YEN ■ USD ■ Others

Statistics	28th Feb'15	31st Aug'14
Gearing (%)	35.3	36.9
Net Gearing (%)	29.8	25.2
Fixed : Floating (%)	99.6 : 0.4	99.3 : 0.7
Final Exposure (%)	100.0 : 0.0	100.0 : 0.0
Weighted Average Cost of Debt (%)	4.89	4.86
Final Exposure (%)	4.93	4.92

	28 <sup>th</sup> Feb'15	31 <sup>st</sup> Aug'14
USD/RM	3.62	3.15
100YEN/RM	3.03	3.04
USD/YEN	119.47	103.62

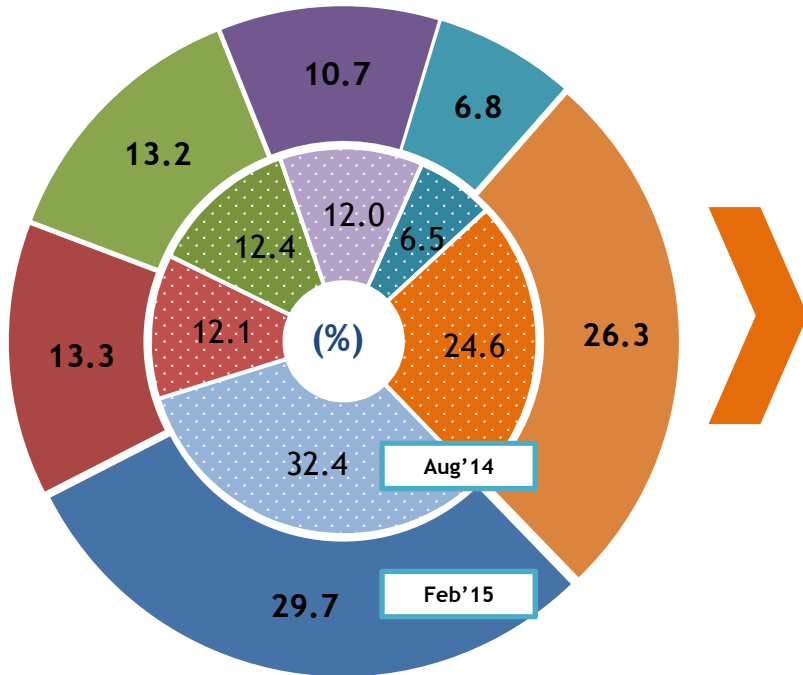
\* Net Cash excludes investment in UTF

# SHAREHOLDING

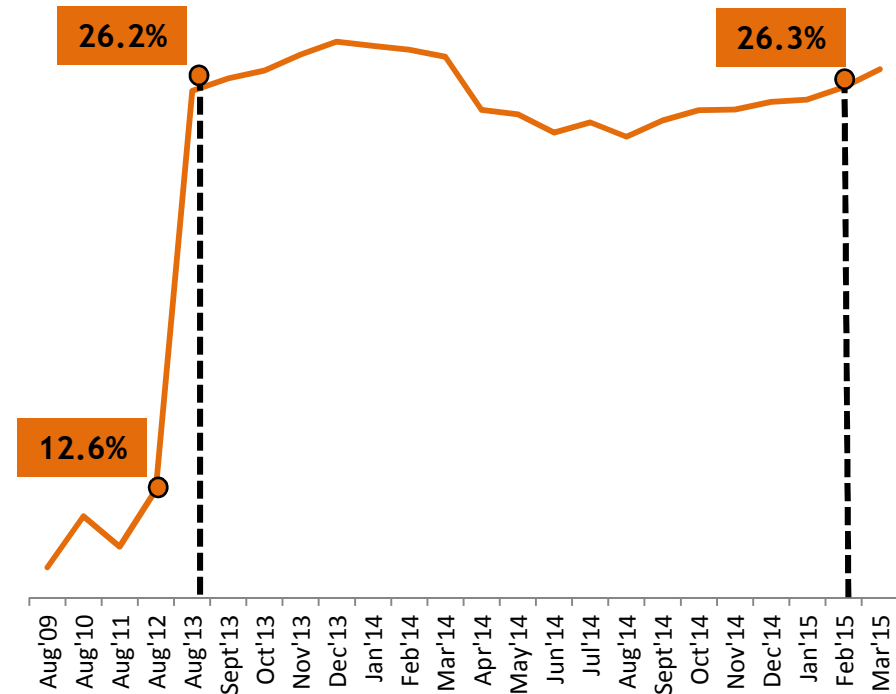


## Foreign Shareholding Remained Stable

Main Shareholding as at Feb'15



- Khazanah Nasional Berhad
- Employees Provident Fund Board
- Permodalan Nasional Bhd
- Other Corporations & Govt. Agencies
- Malaysian Public
- Foreign



Trending FY2015 (%)

Month	Foreign Shareholding (%)
Sept'14	25.17
Oct'14	25.52
Nov'14	25.54
Dec'14	25.80
Jan'15	25.87
Feb'15	26.29
Mar'15	26.90

**RESULTS SNAPSHOTS**

**RESULTS HIGHLIGHTS**

**RESULTS DETAILS**

**QUESTION & ANSWER**

# DISCLAIMER



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**THANK YOU**

**Unaudited Consolidated Results for the  
2<sup>nd</sup> Quarter FY2015 ended 28<sup>th</sup> February 2015**