AGENDA



HIGHLIGHTS OF THE GROUP'S PERFORMANCE



KEY HIGHLIGHTS



3 months ended 29th February FY2012 (2nd Quarter)

- Net profit of RM2,815.2 million
- Recognition of fuel cost compensation of RM2.023 billion
- 0.8% decline in Group Revenue as compared to 1st Quarter 2012 against 10.5% decline in Operating Expenses
- Average coal price of USD108.5/mt as compared to USD110.0/mt in the last quarter
- EBITDA margin at 49.0% as compared to 15.1% reported for the previous quarter

6 months FY2012

- Net profit of RM2,590.5 million
- 14.7% increase in Group Revenue against a 20.5% increase in Operating Expenses
- Average coal price of USD109.3/mt as compared to USD100.0/mt in the 1st Half FY2011
- 4.1% Unit electricity demand growth in Peninsular Malaysia
- EBITDA margin at 32.0% as compared to 26.2% reported for the corresponding period in FY2011



FINANCIAL RESULTS



Unaudited Income Statement (Group)

- 14.7% increase in Group Revenue against 20.5% increase in Operating Expenses
- 73.8% increase in Operating Profit Mainly Resulting From Fuel Cost Compensation Received
- Net Profit Attributable to the Owners of the Company of RM2.59bn

RM'mn	YTD FY 2011	YTD FY 2012	Variance %
Continuing Operations: Revenue Operating expenses Operating income	15,102.5 (13,351.6) 252.7	17,322.6 (16,090.8) 2,250.3	14.7 (20.5) >100.0
Operating profit	2,003.6	3,482.1	73.8
Forex - Transaction Gain / (Loss) - Translation Gain / (Loss) Share of results of jointly controlled	34.9 47.6	(3.2) 209.3	>100.0 >(100.0)
entities and associates (net of tax)	24.9	(10.7)	>(100.0)
Profit before finance cost	2,111.0	3,677.5	74.2
Finance income	192.8	102.3	(46.9)
Finance cost	(416.3)	(410.1)	1.5
Profit before taxation	1,887.5	3,369.7	78.5
Taxation and Zakat - Company and subsidiaries - Deferred taxation Profit from continuing operations	(373.8) (40.0) 1,473.7	(626.6) (155.3) 2,587.8	(67.6) >(100.0) 75.6
From Homeonthiang operations	1,475.7	2,307.0	73.0
Discontinued Operations: Profit/ (Loss) from discontinued operations (net of tax) Profit for the financial period	- 1,473.7	2,587.8	- 75.6
Attributable to:			
- Owners of the Company	1,470.5	2,590.5	76.2
- Non-controlling interests	3.2	(2.7)	>(100.0)
	1,473.7	2,587.8	75.6





ANALYSIS OF FINANCIAL RESULTS BEFORE FUEL COST COMPENSATION







Unaudited Income Statement (Group) Excluding Fuel Cost Compensation

- 27.2% decrease in Operating Profit Resulting from Higher Fuel Cost
- Estimated Reimbursement for Cost Sharing of RM0.25bn
- Net Profit Attributable to the Owners of the Company of RM1.3bn (including the estimated reimbursement for Cost Sharing)

RM'mn	YTD	FY 2011	YTD FY 2012	Variance %
Continuing Operations:				
Revenue		15,102.5	17,322.6	14.7
Operating expenses		(13,351.6)	(16,090.8)	(20.5)
Operating income		252.7	227.3	(10.1)
Operating profit		2,003.6	1,459.1	(27.2)
Forex				
- Transaction Gain / (Loss)		34.9	(3.2)	>(100.0)
- Translation Gain / (Loss)		47.6	209.3	>100.0
Share of results of jointly controlled				
entities and associates (net of tax)		24.9	(10.7)	>(100.0)
Profit before finance cost		2,111.0	1,654.5	(21.6)
Finance income		192.8	102.3	(46.9)
Finance cost		(416.3)	(410.1)	1.5
Profit before taxation		1,887.5	1,346.7	(28.7)
Taxation and Zakat				
- Company and subsidiaries		(373.8)	(120.6)	67.7
- Deferred taxation		(40.0)	(155.3)	>(100.0)
Profit from continuing operations		1,473.7	1,070.8	(27.3)
Estimated reimbursement for Cost Sharing				
(net of tax)		-	250.0	> 100.0
Profit for the financial period		1,473.7	1,320.8	(10.4)
Attributable to:				
- Owners of the Company		1,470.5	1,323.5	(10.0)
- Non-controlling interests		3.2	(2.7)	>100.0
		1,473.7	1,320.8	(10.4)







Year-On-Year Analysis (Excluding Fuel Cost Compensation)

The Lower Profit and EBITDA Margin in the 1HFY2012 Mainly from Higher Generation Cost Due to Higher Coal Price & Consumption & Increased Usage of Oil and Distillate

RM mn	YTD 2Q	
	FY2011	FY2012
Total Units Sold (GWh)	48,006.6	49,914.5
Revenue	15,102.5	17,322.6
Operating Expenses (before depreciation)	11,403.0	14,028.6
Operating Income	252.7	227.3
EBITDA	3,952.2	3,521.3
EBITDA Margin (%)	26.2%	20.3%
Depreciation and Amortisation	1,948.6	2,062.2
ЕВІТ	2,003.6	1,459.1
EBIT Margin (%)	13.3%	8.4%
Finance Cost	416.3	410.1
Profit Before Tax & Forex Translation	1,839.9	1,387.4
Net Profit Before Forex Translation	1,422.9	1,114.2
Translation Gain / (Loss)	47.6	209.3
Net Profit attributable to:		
Equity Holders	1,470.5	1,323.5
Non-controlling Interest	3.2	(2.7)

	6 Month	6 Months (Sept'11-Feb'12)		
	FY'11	FY'12	<u>Var (%)</u>	
Average Coal Price				
Consumed (USD/MT) *				
FOB	83.1	99.6	19.9%	
Freight	16.3	9.2	-43.6%	
Others	0.6	0.5	-16.7%	
CIF	100.0	109.3	9.3%	
Average Coal Price Consumed (RM/MT) (CIF)	309.8	339.6	9.6%	
Coal Consumption (mn MT)	9.1	10.0	9.9%	



FINANCIAL HIGHLIGHTS



Operating Expenses - Year-on-Year Analysis

20.5% Increase in Operating Expenses Mainly from Higher Generation Costs

RM'mn
Total IPP Purchases/Cost
Fuel Costs
Repair & Maintenance
Staff Costs
TNB General Expenses
Subs Gen Exp, Cost of Sales & Provision
Depreciation & Amortisation

YTD 1HFY2011	YTD 1HFY2012	Variance RM mn	Variance %
6,030.2	6,949.0	918.8	15.2
2,717.7 584.5	4,134.7 713.8	1,417.0	52.1 22.1
1,463.0	1,373.7	(89.3)	(6.1)
358.9 248.7	543.2 314.2	184.3 65.5	51.4 26.3
1,948.6	2,062.2	113.6	5.8
13,351.6	16,090.8	2,739.2	20.5



FINANCIAL RESULTS



Fuel Analysis - Year-on-Year Generation Mix

Y-o-Y Analysis Shows Higher Generation Cost from Higher Coal Price & Consumption & Increased Usage of Oil and Distillate

Fuel Cost (RM mn)					
Fuel	6 Months		Variance		
Туре	YTD FY'11	YTD FY'12	RM mn	%	
Gas	2,381.7	2,893.2	511.5	21.5	
Coal	2,977.9	3,536.2	558.3	18.7	
Dist.	41.1	552.6	511.5	>100.0	
Oil	173.6	783.9	610.3	>100.0	
Hydro	0.0	0.0	-	0.0	
Total	5,574.3	7,765.9	2,191.6	39.3	

Units Generated (Gwh)				
Fuel	6 Months		Variance	
Туре	YTD FY'11 YTD FY'12		Gwh	%
Gas	24,441.8	22,953.6	(1,488.2)	(6.1)
Coal	21,533.3	23,534.6	2,001.3	9.3
Dist.	76.8	974.4	897.6	>100.0
Oil	439.8	1,480.9	1,041.1	>100.0
Hydro	3,069.5	3,040.4	(29.1)	(0.9)
Total	49,561.2	51,983.9	2,422.7	4.9

6 Months (Sept-Feb)

Consumption	1HFY2011	1HFY2012	Variance
Oil (MT)	110,501	351,622	241,121
Distillate (mn litres)	28	224	196

	FY'11	FY'12	Var (%)
Average Coal Price			
Consumed (USD/MT) *			
FOB	83.1	99.6	19.9%
Freight	16.3	9.2	-43.6%
Others	0.6	0.5	-16.7%
CIF	100.0	109.3	9.3%
Average Coal Price Consumed (RM/MT) (CIF)	309.8	339.6	9.6%
Coal Consumption (mn MT)	9.1	10.0	9.9%
Consumed (RM/MT) (CIF) Coal Consumption			







Quarter-On-Quarter Analysis (Excluding Fuel Cost Compensation)

The Higher Profit in the 2QFY2012 is Due To Lower Usage of Alternative Fuels and the Stronger Ringgit

M mn FY2012		
	1Q	2Q
Total Units Sold (GWh)	25,225.0	24,689.5
Revenue	8,694.4	8,628.2
Operating Expenses (before	7,475.7	6,552.9
depreciation)	7, 17 3.7	0,332.7
Operating Income	94.9	132.4
EBITDA	1,313.6	2,207.7
EBITDA Margin (%)	15.1%	25.6%
Depreciation and Amortisation	1,016.1	1,046.1
EBIT	297.5	1,161.6
EBIT Margin (%)	3.4%	13.5%
Finance Cost	181.9	228.2
Profit Before Tax & Forex Translation	203.7	933.7
Net Profit Before Forex Translation	194.4	669.8
Translation Gain / (Loss)	(419.1)	628.4
Net Profit attributable to :		
Equity Holders	(224.7)	1,298.2
Non-controlling Interest	1.7	(4.4)



FINANCIAL RESULTS



Fuel Analysis - Half-Yearly Generation Mix

H-o-H Analysis Shows Lower Generation Costs from Lower Usage of Oil & Distillate

Fuel Cost (RM mn)						
Fuel		6 Months			ce	
Туре	1H FY'11	2H FY'11	1H FY'12	RM mn	%	
Gas	2,381.7	2,592.7	2,893.2	300.5	10.4	
Coal	2,977.9	3,568.5	3,536.2	(32.3)	(0.9)	
Dist.	41.1	1,351.0	552.6	(798.4)	>(100.0)	
Oil	173.6	1,393.8	783.9	(609.9)	(77.8)	
Hydro	0.0	0.0	0.0	0.0	0.0	
Total	5,574.3	8,906.0	7,765.9	(1,140.1)	(12.8)	

	Units Generated (Gwh)						
Fuel		6 Months		Variance			
Туре	1H FY'11	2H FY'11	1H FY'12	Gwh	%		
Gas	24,441.8	21,942.0	22,953.6	1,011.6	4.4		
Coal	21,533.3	23,614.3	23,534.6	(79.7)	(0.3)		
Dist.	76.8	2,345.1	974.4	(1,370.7)	>(100.0)		
Oil	439.8	2,242.9	1,480.9	(762.0)	(51.5)		
Hydro	3,069.5	2,913.6	3,040.4	126.8	4.2		
Total	49,561.2	53,057.9	51,983.9	(1,074.0)	(2.0)		

Consumption	1HFY'11	2HFY'11	1HFY'12	Variance	Variance (%)
Oil (MT)	110,501	546,630	351,622	(195,008)	(35.7)
Distillate (mn litres)	28	552	224	(328)	(59.4)

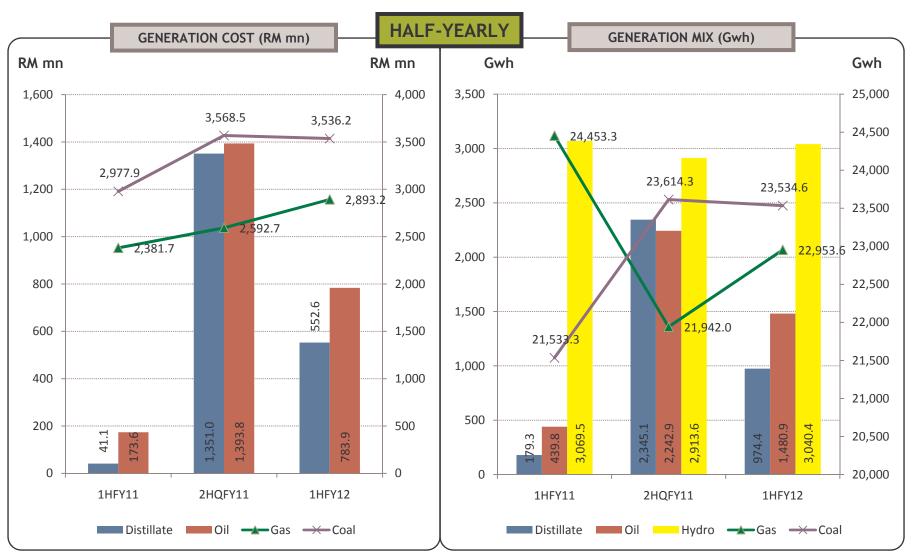


FINANCIAL RESULTS



Fuel - Half-Yearly Generation Mix

H-o-H Analysis Shows Lower Generation Costs from Lower Usage of Oil & Distillate

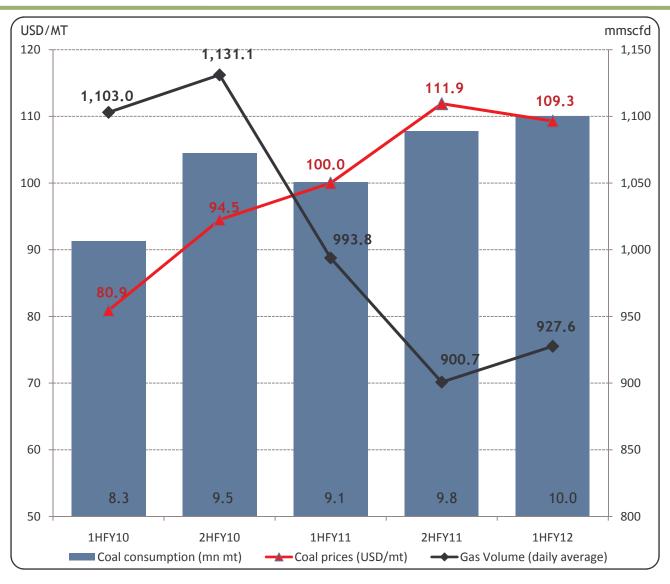






Fuel Analysis- Half-Yearly Coal Prices & Coal Consumption

Coal Consumption On the Rising Trend As the Gas Volume Declines
 Coal Prices Continue to be On Upward Trend





FUEL COST SHARING MECHANISM

Government Has Agreed On The Implementation Of The Fuel Cost Sharing Mechanism: TNB Has Received Its Claim For January 2010 to October 2011



Received:

Jan'10 - Oct'11

RM2.023bn



Additional Fuel Costs Incurred:

Nov'11 - Feb'12

RM0.465bn

Month	Oil	Distillate
	(RM mn)	(RM mn)
Nov-11	133.8	91.7
Dec-11	122.7	104.0
Jan-12	-	-
Feb-12	13.1	-
Total	269.6	195.7



PERFORMANCE INDICATORS



Headline Key Performance Indicators

	ACTUAL	TARGET	YTD F	Y 2012
INITIATIVES	FY 2011	FY 2012	1st Qtr	2 nd Qtr
Return on Assets (ROA) (%)	2.1	2.0 - 3.0	2.1	3.2
Company CPU (sen/kwh)	32.7	32.7 - 33.7	33.9	32.3
Revenue from Non-Regulated Business (RM bn)	1.8	1.8 - 1.9	0.4	1.0
Unplanned Outage Rate (UOR)(%)	7.1	3.6 - 4.0	6.0	4.4
T & D Losses (%)	9.0	8.7 - <9.3	8.5	8.7
Transmission System Minutes (mins)	1.0	1.1 - 2.5	0.2	0.2
Distribution SAIDI (mins)	78.9	>75.0 - 80.0	14.6	27.5



ANALYSIS OF ELECTRICITY GROWTH M-O-M IN PENINSULA



For 1HFY2012, Peninsula Reported 4.1% Growth Y-o-Y

		FY 2011														FY 2012	2			
<u>UNI</u>	TS SALES	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar
rial	Gwh	3,377	3,072	3,502	3,290	3,423	3,445	3,041	3,614	3,497	3,513	3,464	3,627	3,500	3,310	3,620	3,396	3,455	3,247	3,301
Industrial	Growth (%)	1.4	(0.6)	2.1	0.4	2.1	1.3	2.5	3.2	2.5	(0.6)	3.8	5.5	3.6	7.7	3.4	3.2	0.9	(5.7)	8.5
rcial	Gwh	2,612	2,462	2,682	2,398	2,536	2,486	2,342	2,776	2,703	2,759	2,735	2,729	2,687	2,856	2,470	2,677	2,678	2,662	2,612
Comme	Growth (%)	9.5	6.0	7.5	1.9	2.9	3.1	0.7	4.8	2.5	5.5	6.8	2.8	2.9	16.0	(7.9)	11.6	5.6	7.1	11.5
ż	Gwh	1,674	1,479	1,604	1,455	1,486	1,422	1,454	1,590	1,652	1,674	1,645	1,600	1,779	1,522	1,577	1,517	1,623	1,610	1,605
Danestic	Growth (%)	8.6	7.7	10.5	6.2	(0.1)	0.9	(6.7)	(4.2)	1.3	1.9	7.4	2.6	6.3	2.9	(1.7)	4.3	9.2	13.2	10.4
S.	Gwh	116	123	123	124	126	120	113	127	124	132	121	124	163	166	69	134	141	131	132
Others	Growth (%)	9.4	16.0	10.8	8.8	0.8	11.1	(3.4)	6.7	6.9	17.9	(4.7)	9.7	40.5	35.0	(43.9)	8.1	11.9	9.2	16.8
¥	Gwh	7,779	7,136	7,911	7,267	7,571	7,473	6,950	8,107	7,976	8,078	7,965	8,080	8,129	7,854	7,736	7,724	7,897	7,650	7,650
TOTAL	Growth (%)	5.7	3.5	5.7	2.2	1.9	1.9	(0.2)	2.2	2.3	2.2	5.4	4.1	4.5	10.1	(2.2)	6.3	4.3	2.4	10.1
		1:	st Qtr FY 5.0%	"11	2 ⁿ	d Qtr F\ 2.0%	/'11	3 r	d Qtr FY	"11	4 ^t	h Qtr FY 3.9%	"11	1	I st Qtr F 3.9%		2	nd Qtr F 4.3%		

2nd Qtr YTD FY 2011 YTD FY 2012 Growth (%) 3.5 4.1

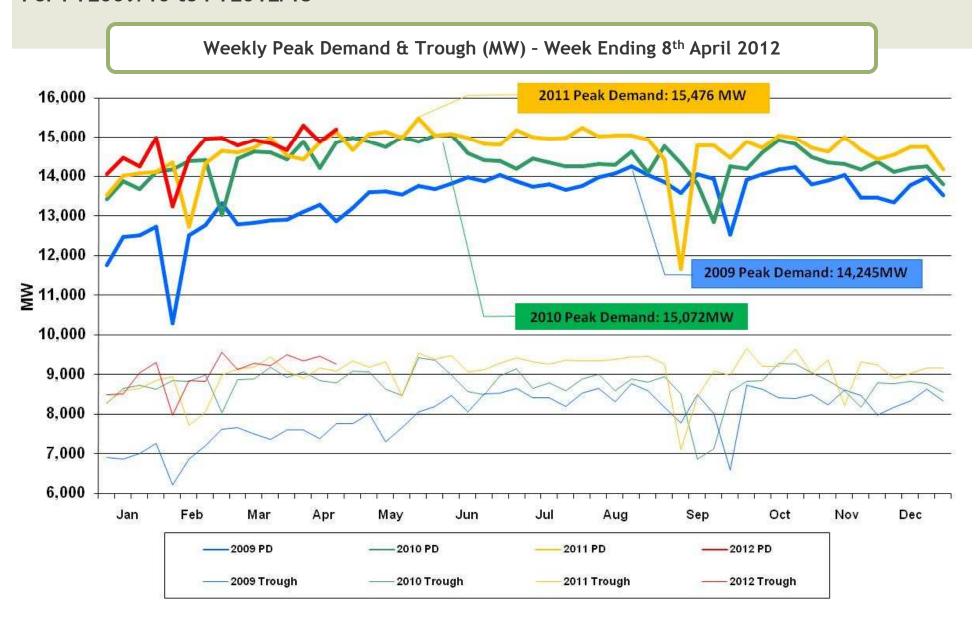
12 Months FY'11 3.1%

7 Months FY'12 4.9%

SYSTEM WEEKLY PEAK DEMAND (PENINSULA)



For FY2009/10 to FY2012/13

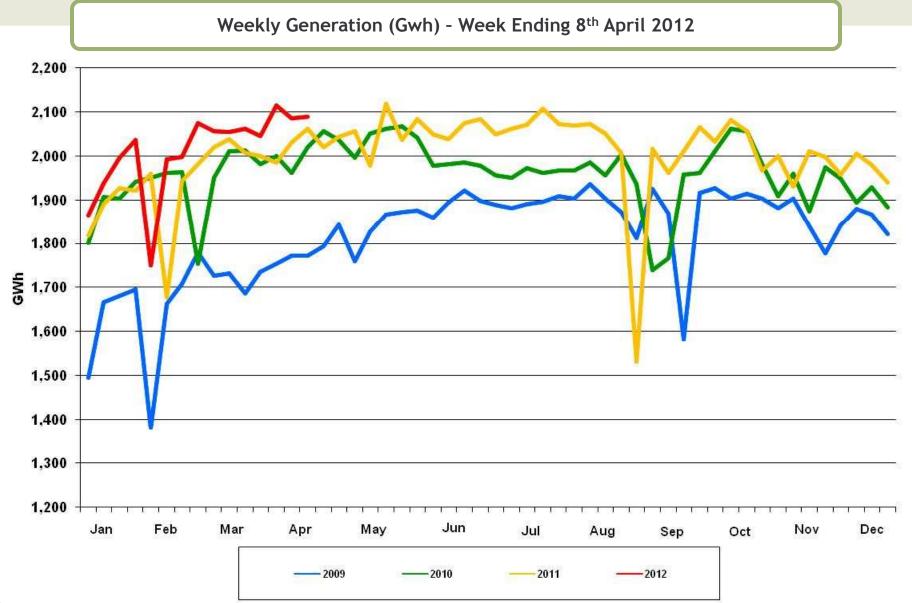




WEEKLY ELECTRICITY DEMAND GROWTH (PENINSULA)



For FY2009/10 to FY2012/13





INTERIM DIVIDEND





The Board of Directors has approved an interim dividend of 5.09 sen per ordinary share less income tax of 25% which comprises:

- gross dividend of 0.38 sen, and
- single tier dividend of 4.71 sen

in respect of the financial year ending 31st August 2012.

This represents 19% of free cashflows.

The Books Closure date for dividend entitlement & dividend payment date will be announced later.





Highlights of the Group's Performance

Details of the Group's Performance

Questions & Answers



AGENDA



DETAILS OF THE GROUP'S PERFORMANCE



DETAILS OF REVENUE



By Business Segments

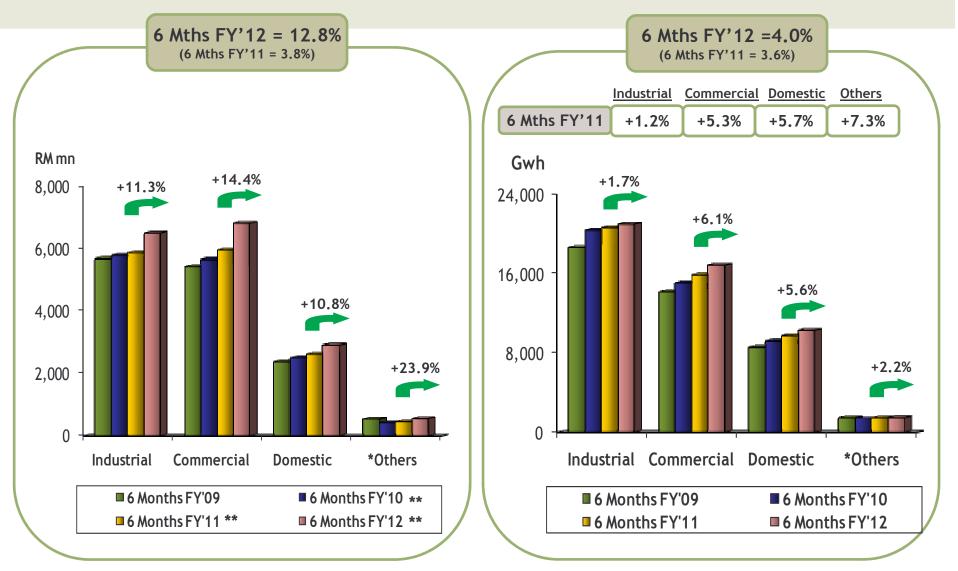
12.8% Increase in Group Sales of Electricity

	YTD 1HFY'11		YTD 1HF	Y'12	Growth
UNITS SOLD					
	GWh		GWh		%
- TNB	45,137.1		46,989.9		4.1
- EGAT (Export)	71.4		5.1		(92.9)
- SESB	2,089.6		2,190.3		4.8
- LPL	708.5		729.2		2.9
Total Units Sold (GWh)	48,006.6		49,914.5		4.0
REVENUE	RM mn	Sen/KWh	RM mn	Sen/KWh	
Sales of Electricity					
- TNB	14,098.9	31.2	15,832.9	33.7	12.3
- EGAT (Export)	15.6	21.8	5.8	113.7	(62.8)
- SESB	533.6	25.5	636.5	29.1	19.3
- LPL	246.6	34.8	332.2	45.6	34.7
Sales of Electricity	14,894.7	31.0	16,807.4	33.7	12.8
Accrued Revenue	(127.4)		(86.9)		(31.8)
Total Sales of Electricity	14,767.3		16,720.5		13.2
Goods & Services	146.6		414.5		>100
Deferred Income	188.6		187.6		(0.5)
Total Revenue	15,102.5		17,322.6		14.7



ANALYSIS OF ELECTRICITY GROWTH BY SECTORS (GROUP)





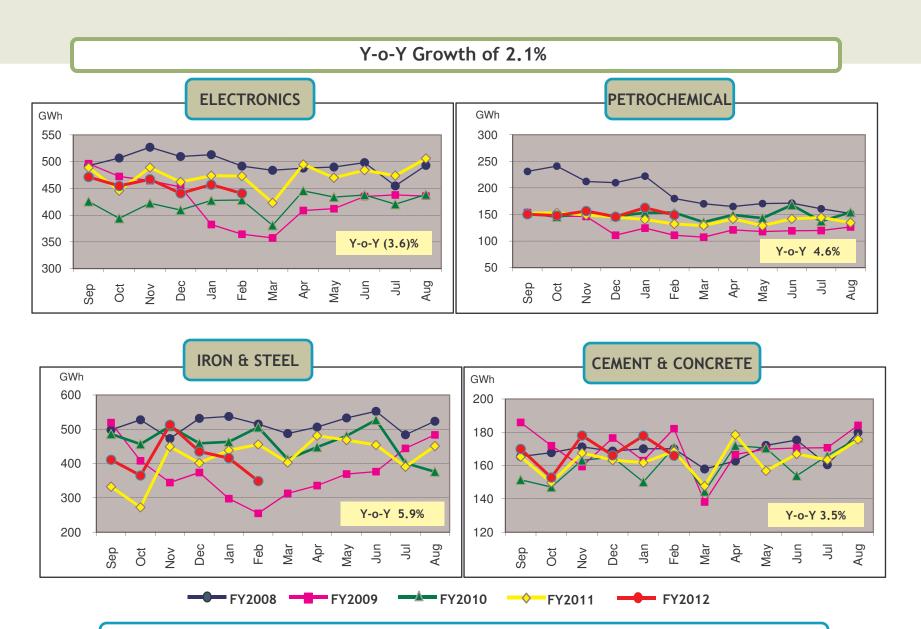


^{**} Revenue For FY2010, FY2011 & FY2012 exclude accrued revenue (-) Indicates Negative Growth



SECTORAL ANALYSIS - INDUSTRIAL SECTOR* (PENINSULA)







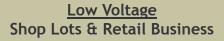
^{*} PRIME customers for 4 sectors above attributes 42.7% from the whole PRIME customers YTD unit sales

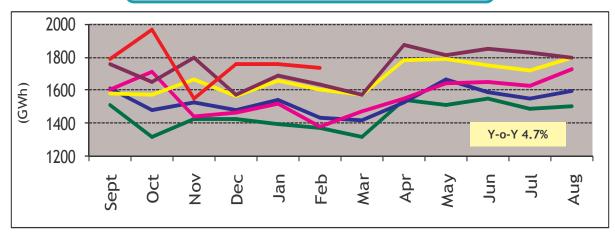


SECTORAL ANALYSIS - COMMERCIAL SECTOR (PENINSULA)

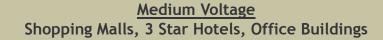


Commercial Sectors Recorded Positive Growth Y-o-Y of 5.6%

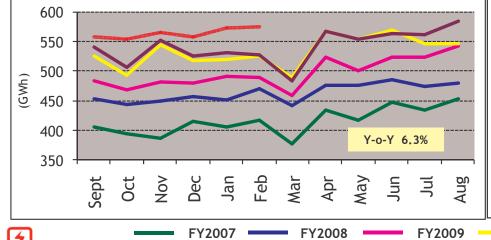


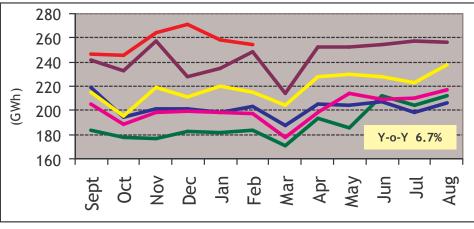


FY2010



Medium Voltage (Peak/Off-Peak) Mega Shopping Malls, 4-5 Star Hotels, Hospitals, Airports, Ports





FY2012

FY2011



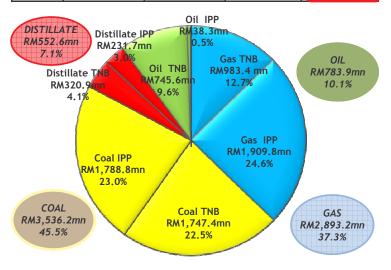
INDUSTRY GENERATION IN PENINSULA (TNB & IPPs)



Y-o-Y Analysis

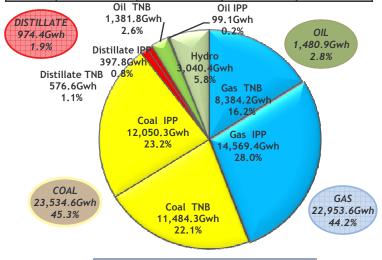
- Coal Represents 45.3% of the Industry Generation Mix
- 6.1% Decline in Gas Generation Mainly Attributed By Gas Curtailment
- 39.3% Increase in Fuel Cost from Higher Gas & Coal Price and Higher Utilisation of Oil and Distillate

Fuel Cost (RM mn)							
Fuel	6 Mo	nths	Variance				
Туре	YTD FY'11	YTD FY'12	RM mn	%			
Gas	2,381.7	2,893.2	511.5	21.5			
Coal	2,977.9	3,536.2	558.3	18.7			
Dist.	41.1	552.6	511.5	>100			
Oil	173.6	783.9	610.3	>100			
Hydro	0.0	0.0	-	0.0			
Total	5,574.3	7,765.9	2,191.6	39.3			



TOTAL: RM7,765.9mn

	Units Generated (Gwh)							
Fuel	6 Mc	onths	V arianc e					
Туре	YTD FY'11	YTD FY'12	Gwh	%				
Gas	24,441.8	22,953.6	(1,488.2)	(6.1)				
Coal	21,533.3	23,534.6	2,001.3	9.3				
Dist.	76.8	974.4	897.6	>100				
Oil	439.8	1,480.9	1,041.1	>100				
Hydro	3,069.5	3,040.4	(29.1)	(0.9)				
Total	49,561.2	51,983.9	2,422.7	4.9				



TOTAL: 51,983.9Gwh Fuel Cost/Kwh: 14.94sen



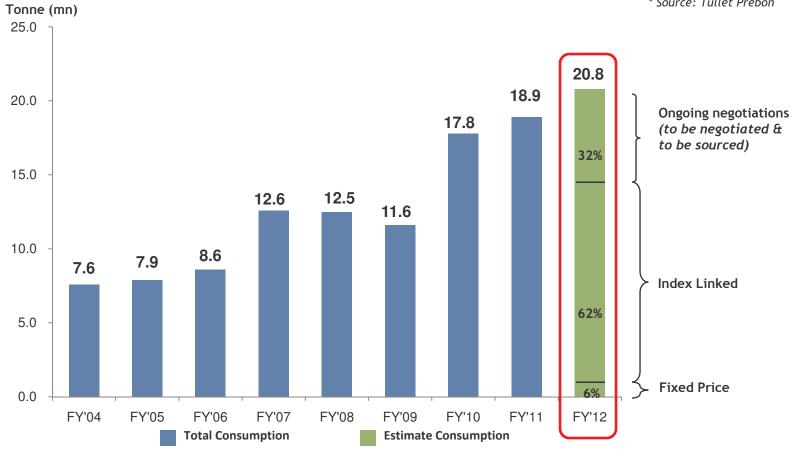
COAL REQUIREMENT



Coal Procurement Estimate for FY2012 at 20.8 mn MT

	FY'04	FY'05	FY'06	FY'07	FY'08	FY'09	FY'10	FY'11	1HFY'12	FY'12f*	CY'13f*
Average Coal Price (CIF) (USD/metric tonne)	34.0	49.8	52.8	45.3	76.4	90.2	88.2	106.9	109.3	110.0	110.5

* Source: Tullet Prebon

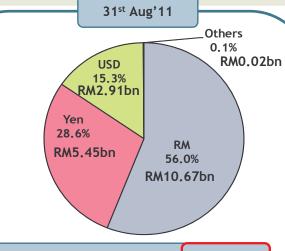




DEBT EXPOSURE & FOREX



Increase in Ringgit Loan Mainly Due To New Sukuk by TNBJ of RM4.9bn



* Total Debt	RM19.1bn
Net Debt	RM15.1bn
Gearing (%)	38.6
Net Gearing (%)	30.6

Fixed:Floating 96.8%: 3.2%

Based on final exposure, Fixed:Floating 100.0%: 0.0%]

Weighted Average Cost of Debt 4.94% [Based on final exposure, 5.09%]

USD/RM : 2.98

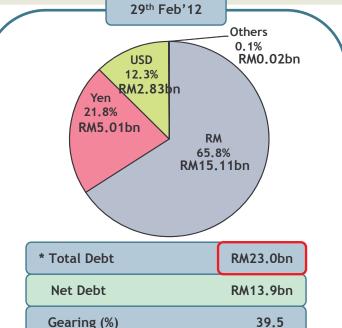
100YEN/RM : 3.88

USD/YEN : 76.80

	RM bn
Total Debt 31/08/11	19.1
- Debt Repayment	(1.0)
+ Drawdowns	5.0
- Others *	(0.1)
Total Debt 29/02/12	23.0

^{*} Others include Forex Translation Loss & Accrual

	Exch	ange Rate
	USD:RM	100 YEN:RM
31/8/2011	2.977	3.880
30/9/2011	3.188	4.155
31/10/2011	3.064	3.887
30/11/2011	3.177	4.073
31/12/2011	3.177	4.095
31/1/2012	3.050	3.999
29/2/2012	2.995	3.721



Fixed:Floating 97.7%: 2.3%
Based on final exposure, Fixed:Floating 100.0%: 0.0%]

Net Gearing (%)

Weighted Average Cost of Debt 4.82% [Based on final exposure, 4.93%]

USD/RM : 2.99

100YEN/RM : 3.72

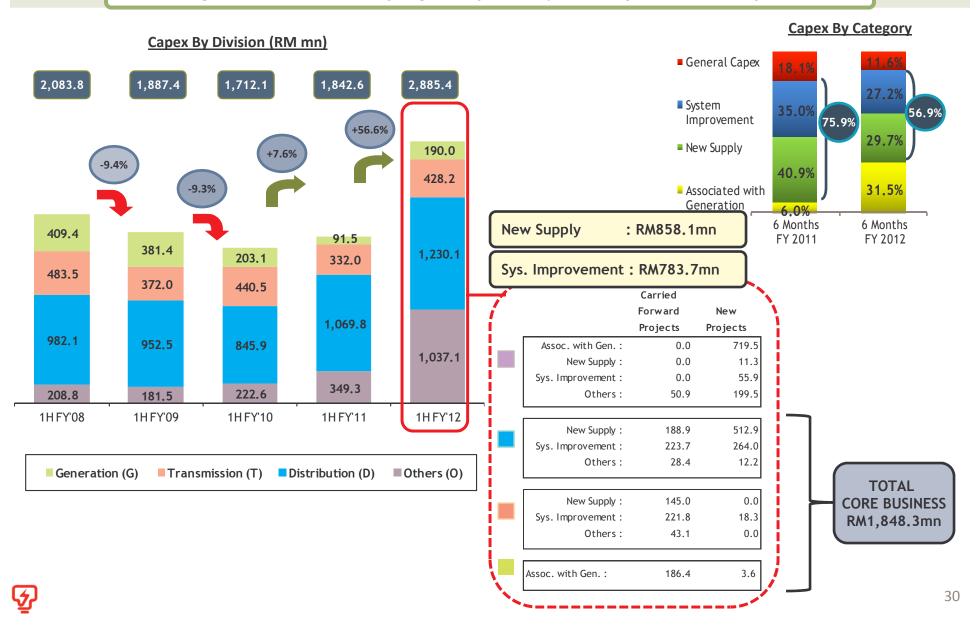
USD/YEN : 80.38

24.0

CAPITAL EXPENDITURE

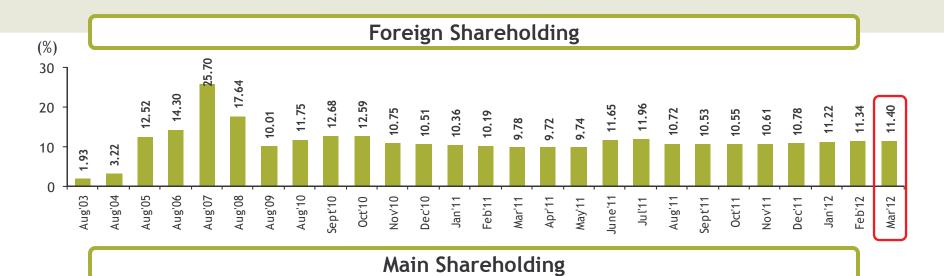


Higher CAPEX from Manjung 4 Project & System Improvement Projects



SHAREHOLDING





	Aug'09	Aug'10	Aug'11	Nov11	Feb'12	Variance (Feb'12 & Aug'11)
Name	%	%	%	%	%	%
Khazanah Nasional Berhad	37.78	35.65	35.55	35.55	35.54	(0.03)
Employees Provident Fund Board	13.99	12.48	13.17	13.56	13.35	1.37
Skim Amanah Saham Bumiputera	9.60	9.59	9.90	9.93	11.24	13.54
Kumpulan Wang Persaraan	3.15	2.88	3.75	3.75	3.92	4.53
Other Corporations & Govt. Agencie	19.51	24.92	20.13	20.07	18.41	(8.54)
Subtotal	84.03	85.52	82.50	82.86	82.46	(0.05)
Foreign	10.01	11.75	10.72	10.61	11.34	5.78
Malaysian Public	5.96	2.73	6.78	6.53	6.20	(8.55)
Total	100.00	100.00	100.00	100.00	100.00	
Paid Up Capital (mn shares)	4,337.00	4,352.70	5,456.60	5,456.70	5,457.50	





Highlights of the Group's Performance

Details of the Group's Performance

Questions & Answers



AGENDA



"We now open the session for Q&A"



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