



ANALYSTS' BRIEFING

Unaudited Financial Results for the 3rd Quarter FY'12 ended 31st May 2012

19th July 2012

Prepared By:

Investor Relations & Management Reporting Department

AGENDA



Highlights of the Group's Performance

Details of the Group's Performance

Questions & Answers



AGENDA



HIGHLIGHTS OF THE GROUP'S PERFORMANCE



KEY HIGHLIGHTS



3 months ended 31st May FY2012 (3rd Quarter)

- Net profit of RM619.1 million
- Recognition of fuel cost compensation of RM777.8 million from Nov'11 May'12
- 6.5% increase in Group Revenue as compared to 2nd Quarter FY2012 against 5.9% decrease in Operating Expenses
- Average coal price of USD104.3/mt as compared to USD108.5/mt in the previous quarter
- EBITDA margin at 29.4% as compared to 47.0% reported for the previous quarter

9 months FY2012

- Net profit of RM3,189.7 million
- 14.8% increase in Group Revenue against a 8.2% increase in Operating Expenses
- Average coal price of USD107.5/mt as compared to USD103.0/mt in the YTD 3rd
 Quarter FY2011
- 4.2% Unit electricity demand growth in Peninsular Malaysia
- EBITDA margin at 31.1% as compared to 21.1% reported for the corresponding period in FY2011





Unaudited Income Statement (Group)

- 14.8% Increase in Group Revenue Against 8.2% Increase in Operating Expenses
- >100% Increase in Operating Profit mainly Attributed to Fuel Cost Compensation
- Net Profit Attributable to the Owners of the Company of RM 3.2bn

RM'mn	YTD FY 2011 Restated	YTD FY 2012	Variance %
Continuing Operations:			
Revenue	23,086.7	26,513.6	14.8
Operating expenses	(21,621.1)	(23,399.0)	(8.2)
Operating income	406.4	1,989.7	>100.0
Operating profit	1,872.0	5,104.3	>100.0
Forex			
- Transaction Gain / (Loss)	(5.8)	(10.3)	77.6
- Translation Gain / (Loss)	107.6	(323.8)	>(100.0)
Share of results of jointly controlled			
entities and associates (net of tax)	71.1	13.1	(81.6)
Profit before finance cost	2,044.9	4,783.3	>100.0
Finance income	277.1	101.7	(63.3)
Finance cost	(668.1)	(633.3)	5.2
Profit before taxation	1,653.9	4,251.7	>100.0
Taxation and Zakat			
- Company and subsidiaries	(218.5)	(756.4)	>(100.0)
- Deferred taxation	(148.4)	(303.2)	>(100.0)
Profit from continuing operations	1,287.0	3,192.1	>100.0
Discontinued Operations:			
Profit/ (Loss) from discontinued operations (net of tax)	-	-	-
Profit for the financial period	1,287.0	3,192.1	>100.0
Attributable to:			
- Owners of the Company	1,304.0	3,189.7	>100.0
- Non-controlling interests	(17.0)	2.4	>100.0
-	1,287.0	3,192.1	>100.0





ANALYSIS OF FINANCIAL RESULTS WITH RESTATED FUEL COST COMPENSATION





Government Has Agreed to Continue the Fuel Cost Sharing Mechanism Until the Commissioning of Malacca RGT Plant in September 2012

Quarter	Total Alternative Fuel Costs (RM mn)	Total Fuel Cost Compensation (RM mn)	Status
Prior FY'12	2,518.4	1,678.6	• Paid
Q1 FY'12	794.5	529.6	Sept-Oct'11: PaidNov'11: Verified
Q2 FY'12	259.1	172.8	• Dec'11-Feb'12: Verified
Q3 FY'12	664.2	442.8	Mar'12: VerifiedApr-May'12: PendingVerification
TOTAL	1,717.8	1,145.2	





FINANCIAL RESULTS Executive Summary (Restated Fuel Cost Compensation)

Net Profit Attributable to the Owners of the Company of RM1.9bn

	YT		
	3QFY11	3QFY12	Variance
Net Profit Attributable to the	1,304.0	3,189.7	> 100%
Owners of the Company			
Adjustments			
Prior Year Fuel Cost		(1 679 6)	
Compensation		(1,678.6)	
Current Year Fuel Cost	916.0		
Compensation	710.0		
Tax	(229.0)	419.9	
Adjusted Net Profit	1,991.0	1,931.0	-3.0%
Forex Translation Gain/(Loss)	107.6	(323.8)	> (100%)
Adjusted Net Profit Before Forex			
Translation Gain/(Loss)	1,883.4	2,254.8	19.7%

FINANCIAL HIGHLIGHTS



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

EBITDA Margin Reflects Consistent Performance

RM mn	YTD 3Q		
	FY2011	FY2012	
	[Restated]		
Total Units Sold (GWh)	72,266.8	75,360.8	
Revenue	23,086.7	26,513.6	
Operating Expenses (before depreciation)	17,715.9	20,262.4	
Operating Income	406.4	311.1	
EBITDA	5,777.2	6,562.3	
EBITDA Margin (%)	25.0%	24.8%	
Depreciation and Amortisation	2,989.2	3,136.6	
EBIT	2,788.0	3,425.7	
EBIT Margin (%)	12.1%	12.9%	
Finance Cost	668.1	633.3	
Profit Before Tax & Forex Translation	2,462.3	2,896.9	
Net Profit Before Forex Translation	1,883.4	2,254.8	
Translation Gain / (Loss)	107.6	(323.8)	
Net Profit attributable to :			
Equity Holders	1,991.0	1,931.0	
Non-controlling Interest	(17.0)	2.4	

	9 M	9 Months (Sept-May)			
	FY'11	FY'12	<u>Var (%)</u>		
Average Coal Price					
Consumed (USD/MT) *					
FOB	88.0	97.3	10.6%		
Freight	14.6	9.7	-33.6%		
Others	0.4	0.5	25.0%		
CIF	103.0	107.5	4.4%		
Average Coal Price Consumed (RM/MT) (CIF	316.0	332.3	5.2%		
Coal Consumption (mn MT)	13.9	15.5	11.5%		



FINANCIAL HIGHLIGHTS

RM'mn



Operating Expenses - Year-on-Year Analysis

8.2% Increase in Operating Expenses Mainly from Higher Generation Costs

NW IIII	
Total IPP Purchases/Cost	
Fuel Costs	
Repair & Maintenance	
Staff Costs	
TNB General Expenses	
Subs Gen Exp, Cost of Sales & Provision	

Depreciation & Amortisation

\			
YTD	YTD	Variance	Variance
3QFY2011	3QFY2012	RM mn	%
9,682.4	10,728.8	1,046.4	10.8
4,785.6	5,134.5	348.9	7.3
927.3	1,079.3	152.0	16.4
2,145.4	2,100.3	(45.1)	(2.1)
589.9	772.0	182.1	30.9
501.3	447.5	(53.8)	(10.7)
2,989.2	3,136.6	147.4	4.9
21,621.1	23,399.0	1,777.9	8.2





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

Y-o-Y Analysis Shows Higher Generation Cost Mainly due to 28% Gas Price Increase in June 2011 & Higher Utilisation of Oil & Distillate

Fuel Cost (RM mn)				
Fuel	9 Mo	nths	Varia	ance
Туре	YTD FY'11	YTD FY'12	RM mn	%
Gas	3,469.0	4,375.6	906.6	26.1
Coal	4,619.6	5,376.1	756.5	16.4
Dist.	739.8	894.4	154.6	20.9
Oil	929.9	1,164.8	234.9	25.3
Hydro	0.0	0.0	-	-
Sub Total	9,758.3	11,810.9	2,052.6	21.0
Fuel Cost Compensation	916.0	1,145.2	229.2	25.0
Total	8,842.3	10,665.7	1,823.4	20.6

Units Generated (Gwh)				
Fuel	9 Months		Varia	ance
Туре	YTD FY'11	YTD FY'12	Gwh	%
Gas	35,858.9	34,810.7	(1,048.2)	(2.9)
Coal	32,978.4	36,356.2	3,377.8	10.2
Dist.	1,288.8	1,549.0	260.2	20.2
Oil	1,567.5	2,149.1	581.6	37.1
Hydro	4,801.6	4,875.6	74.0	1.5
Total	76,495.2	79,740.6	3,245.4	4.2

Consumption	9MFY2011	9MFY2012	Variance
Oil (MT)	394,789	514,977	120,188
Distillate (mn litres)	284	352	68





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

EBITDA Margin Reflects Consistent Performance

RM mn	FY2012			
	1Q	2Q	3Q	
	[Restated]	[Restated]		
Total Units Sold (GWh)	25,225.0	24,689.5	25,466.3	
Revenue	8,694.4	8,628.2	9,191.0	
Operating Expenses (before depreciation)	6,769.5	6,558.2	6,934.7	
Operating Income	94.9	132.4	83.8	
EBITDA	2,019.8	2,202.4	2,340.1	
EBITDA Margin (%)	23.2%	25.5%	25.5%	
Depreciation and Amortisation	1,031.7	1,032.1	1,072.8	
EBIT	988.1	1,170.3	1,267.3	
EBIT Margin (%)	11.4%	13.6%	13.8%	
Finance Cost	211.9	222.4	199.0	
Profit Before Tax & Forex Translation	864.3	948.2	1,084.4	
Net Profit Before Forex Translation	688.9	682.2	883.7	
Translation Gain / (Loss)	(419.1)	628.4	(533.1)	
Net Profit attributable to:				
Equity Holders	269.8	1,310.6	350.6	
Non-controlling Interest	(2.3)	(7.8)	12.5	





Fuel Analysis - Quarterly Generation Mix (Peninsula)

Fuel Cost Compensation has Cushioned the Impact of Higher Generation Costs from Higher Utilisation of Oil & Distillate

Fuel Cost (RM mn)						
	FY 2012			Variance		
Fuel Type				3Q vs	2Q	
	1Q	2Q	3Q	RM mn	%	
Gas	1,408.1	1,485.1	1,482.4	(2.7)	(0.2)	
Coal	1,827.0	1,709.2	1,839.9	130.7	7.6	
Dist.	413.8	138.8	341.8	203.0	>100.0	
Oil	593.3	190.6	380.9	190.3	99.8	
Hydro	0.0	0.0	0.0	-	-	
Sub Total	4,242.2	3,523.7	4,045.0	521.3	14.8	
Fuel Cost	529.6	172.8	442.8	270.0	>100.0	
Compensation	327.0	172.0	112.0	270.0	7 100.0	
Total	3,712.6	3,350.9	3,602.2	251.3	7.5	

	Units Generated (Gwh)							
Fuel		FY 2012		V arianc e				
Type				3Q vs	2Q			
Туре	1Q	2Q	3Q	Gwh	%			
Gas	11,244.8	11,708.8	11,857.1	148.3	1.3			
Coal	11,848.9	11,685.7	12,821.6	1,135.9	9.7			
Dist.	718.5	255.9	574.6	318.7	>100.0			
Oil	1,114.7	366.2	668.2	302.0	82.5			
Hydro	1,357.8	1,682.6	1,835.2	152.6	9.1			
Total	26,284.7	25,699.2	27,756.7	2,057.5	8.0			

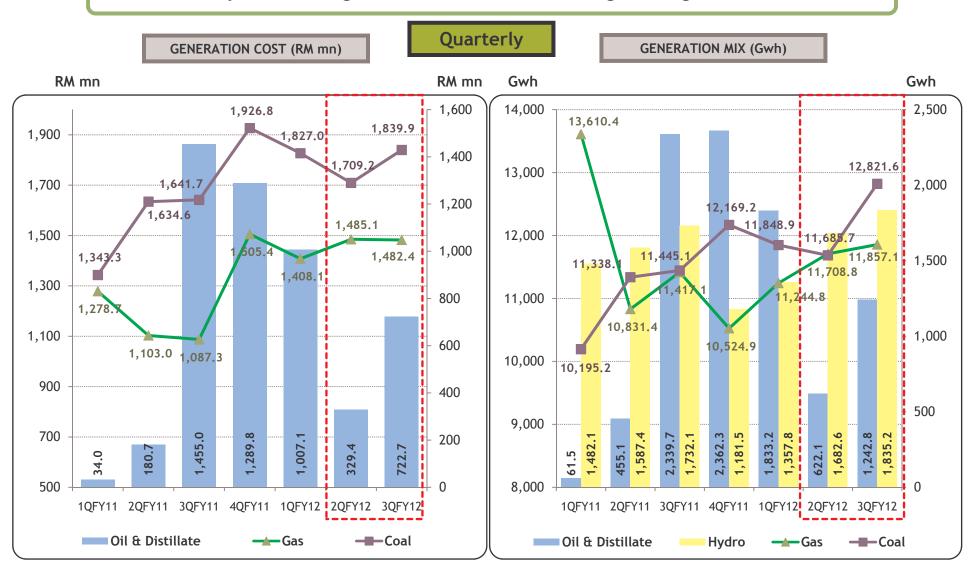
		FY2012		Variance 3	Q vs 2Q
Consumption	1Q	2Q	3Q	MT & Mn Litres	%
Oil (MT)	271,949	79,673	163,355	83,682	>100.0
Distillate (mn litres)	169	55	128	73	>100.0





Fuel Analysis - Quarterly Generation Mix (Peninsula)

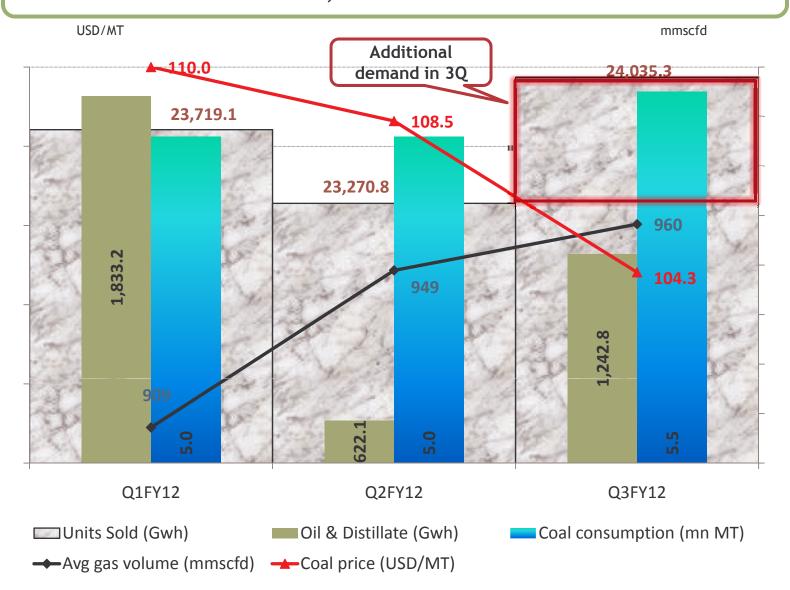
Q-o-Q Analysis Shows Higher Generation Costs from Higher Usage of Oil & Distillate





Fuel Analysis- Quarterly Coal Prices & Coal Consumption

Additional Demand in 3QFY'12 was Met by Higher Generation from Coal and Oil & Distillate Power Plants. However, the Lower Coal Price Has Provided Some Relief



PERFORMANCE INDICATORS



Headline Key Performance Indicators

INITIATIVES	ACTUAL	TARGET	YTD FY 2012			
INITIATIVES	FY 2011	FY 2012	1st Qtr	2 nd Qtr	3 rd Qtr	
Return on Assets (ROA) (%)	2.1	2.0 - 3.0	2.1	3.2	4.1	
Company CPU (sen/kwh)	32.7	32.7 - 33.7	33.9	32.3	31.1	
Revenue from Non-Regulated Business (RM bn)	1.8	1.8 - 1.9	0.4	1.0	1.5	
Unplanned Outage Rate (UOR)(%)	7.1	3.6 - 4.0	6.0	4.4	3.8	
T & D Losses (%)	9.0	8.7 - < 9.0	8.5	8.7	8.4	
Transmission System Minutes (mins)	1.0	1.1 - 2.0	0.2	0.2	1.0	
Distribution SAIDI (mins)	78.9	>75.0 - 80.0	14.6	27.5	43.4	

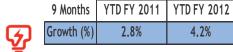


ANALYSIS OF ELECTRICITY GROWTH M-O-M IN PENINSULA



Year-on-Year Demand Growth of 4.2% Mainly Driven by Commercial Sector of 5.3%

UNI	TS SALES	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
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	3,642	3,520	3,683
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	0.8	0.7	4.8
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	2,809	2,778	2,895
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	1.2	2.8	4.9
estic	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	1,654	1,706	1,814
Dome	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	4.0	3.3	8.4
ſſ	Gwh	116	123	123	124	126	120	113	127	124	132	121	124	163	166	69	134	141	131	132	139	137	145
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	9.4	10.5	9.8
AL	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	8,244	8,141	8,537
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	1.7	2.1	5.7
	1st Qtr FY'11																						

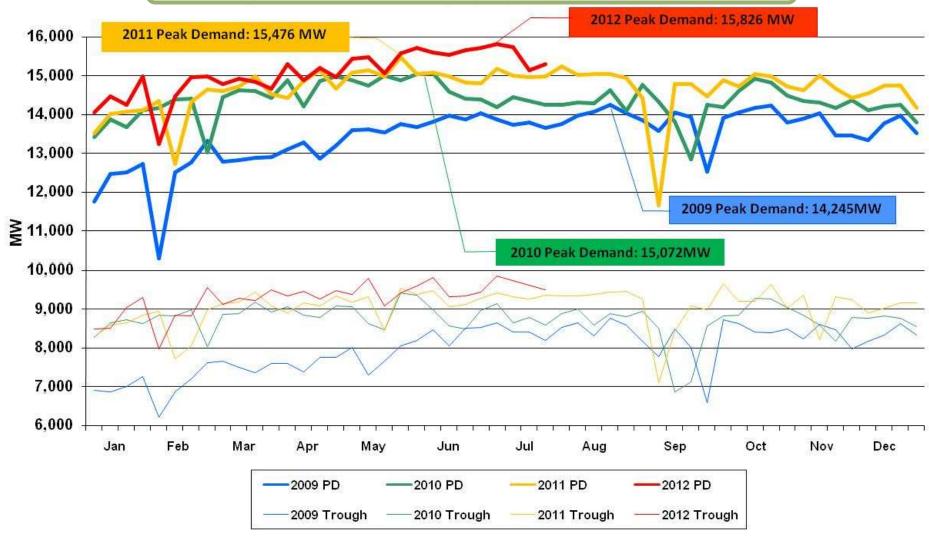


12 Months FY'11 3.1% 10 Months FY'12 4.4%



SYSTEM WEEKLY PEAK DEMAND (PENINSULA) For FY2009/10 to FY2012/13

Weekly Peak Demand & Trough (MW) - Week Ending 15th July 2012

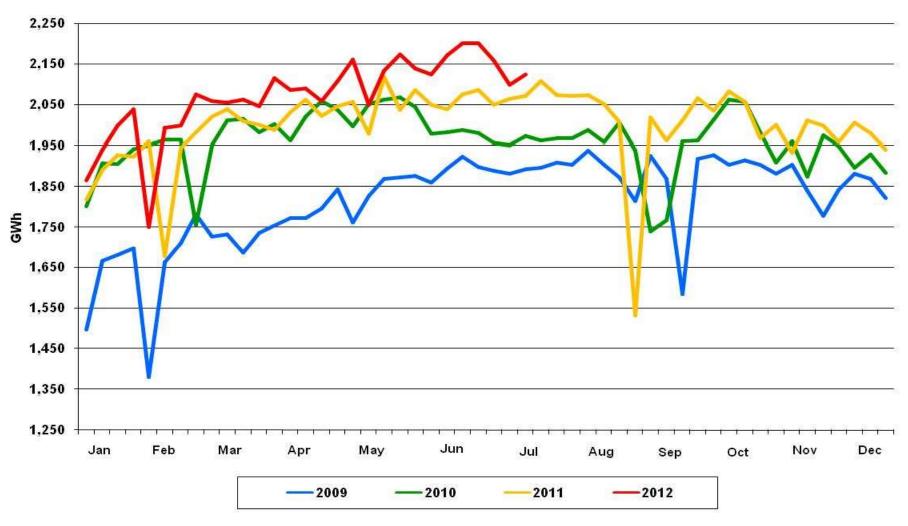






WEEKLY ELECTRICITY DEMAND GROWTH (PENINSULA) For FY2009/10 to FY2012/13

Weekly Generation (Gwh) - Week Ending 15th July 2012







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

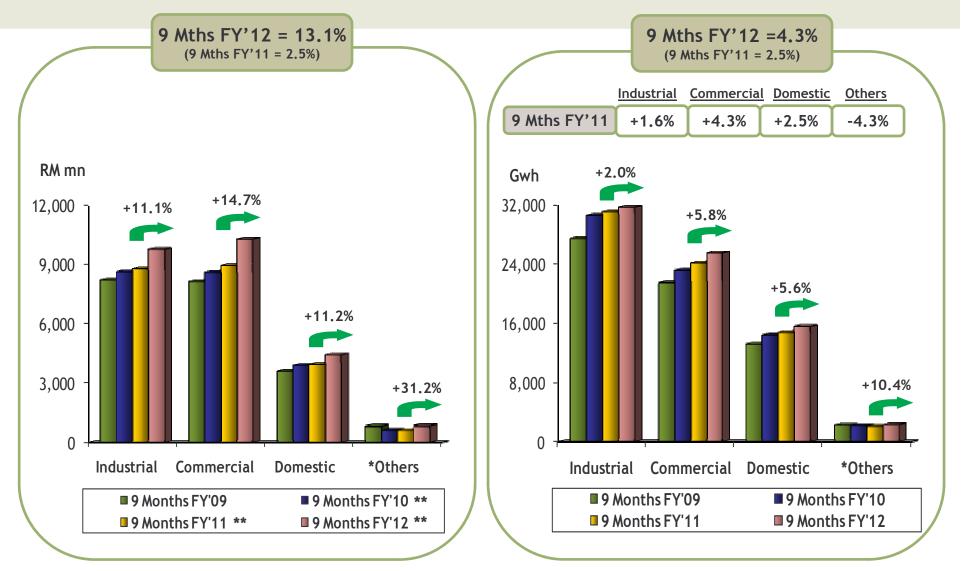
13.1% Increase in Group Sales of Electricity

	YTD FY	/ '11	YTD FY	Growth	
UNITS SOLD	GWh		GWh		%
- TNB	68,169.1		71,025.2		4.2
- EGAT (Export)	71.4		11.4		(84.0)
- SESB	3,096.2	-	3,234.1		4.5
- LPL	930.1		1,090.1		17.2
Total Units Sold (GWh)	72,266.8		75,360.8		4.3
REVENUE	RM mn	Sen/KWh	RM mn	Sen/KWh	
Sales of Electricity					
- TNB	21,303.1	31.3	23,935.3	33.7	12.4
- EGAT (Export)	16.5	23.1	10.1	88.6	(38.8)
- SESB	791.1	25.6	950.6	29.4	20.2
- LPL	349.5	37.6	509.1	46.7	45.7
Sales of Electricity	22,460.2	31.1	25,405.1	33.7	13.1
Accrued Revenue	88.7		191.9		>100.0
Total Sales of Electricity	22,548.9		25,597.0		13.5
Goods & Services	253.6		629.9		>100
Deferred Income	284.2		286.7		0.9
Total Revenue	23,086.7		26,513.6		14.8



ANALYSIS OF ELECTRICITY GROWTH BY SECTORS (GROUP)





^{*} Includes Specific Agriculture, Mining, Public Lighting, LPL & EGAT

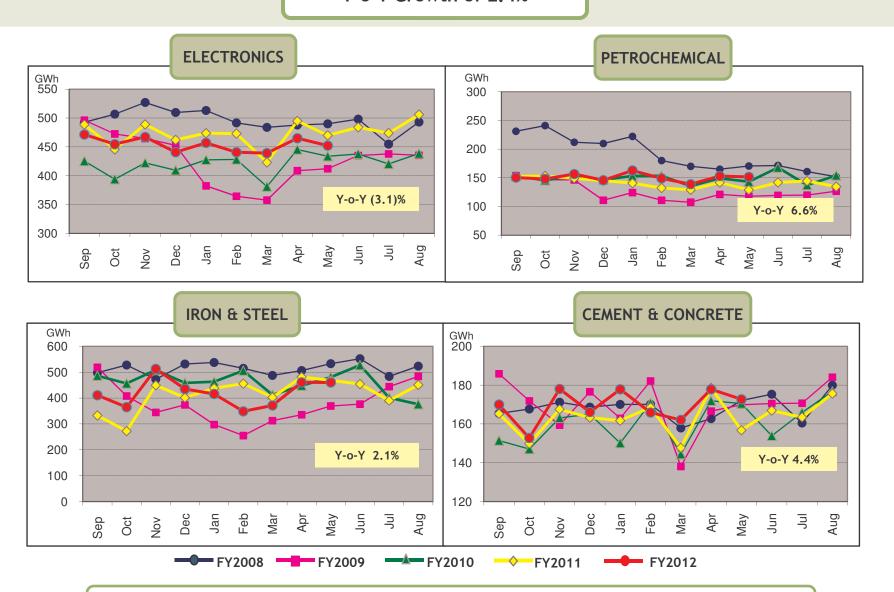


^{**} Revenue For FY2010, FY2011 & FY2012 exclude accrued revenue (-) Indicates Negative Growth

SECTORAL ANALYSIS - INDUSTRIAL SECTOR* (PENINSULA)



Y-o-Y Growth of 2.4%





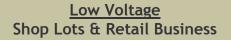
^{*} PRIME customers for 4 sectors above attributes 42.7% from the whole PRIME customers YTD unit sales

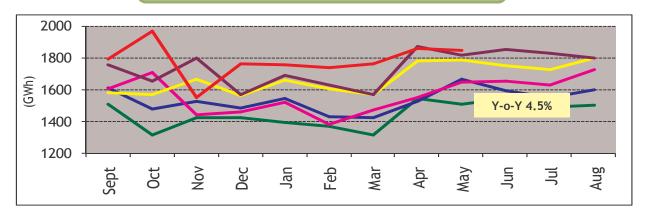


SECTORAL ANALYSIS - COMMERCIAL SECTOR (PENINSULA)



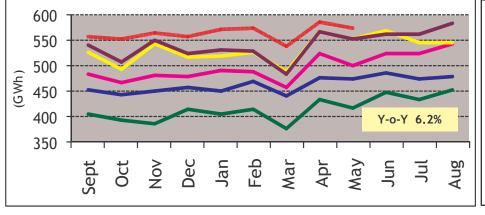
Commercial sectors recorded positive growth Y-o-Y of 5.3%

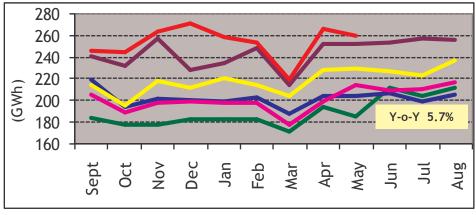




Medium Voltage Shopping Malls, 3 Star Hotels, Office Buildings

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





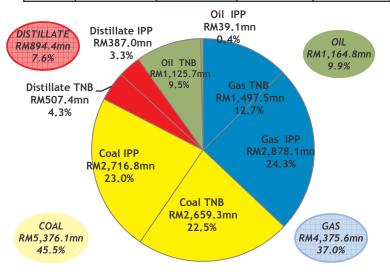
INDUSTRY GENERATION IN PENINSULA (TNB & IPPs)



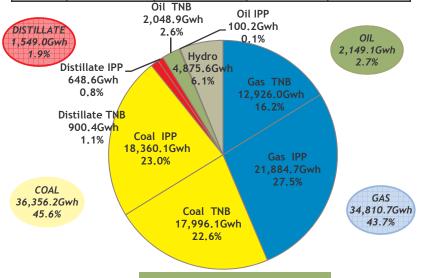
Y-o-Y Analysis

- Coal Represents 45.6% of the Industry Generation Mix
- 2.9% Decline in Gas Generation Mainly Attributed to Gas Curtailment
- Higher utilisation of oil & distillate

	Fuel Cost (RM mn)							
Fuel	9 Mo	nths	V ariance					
Туре	YTD FY'11	YTD FY'12	RM mn	%				
Gas	3,469.0	4,375.6	906.6	26.1				
Coal*	4,619.6	5,376.1	756.5	16.4				
Dist.	739.8	894.4	154.6	20.9				
Oil	929.9	1,164.8	234.9	25.3				
Hydro	0.0	0.0	-	0.0				
Total	9,758.3	11,810.9	2,052.6	21.0				



	Units Generated (Gwh)						
Fuel	9 Mc	onths	Variance				
Type	YTD FY'11	YTD FY'12	Gwh	%			
Gas	35,858.9	34,810.7	(1,048.2)	(2.9)			
Coal	32,978.4	36,356.2	3,377.8	10.2			
Dist.	1,288.8	1,549.0	260.2	20.2			
Oil	1,567.5	2,149.1	581.6	37.1			
Hydro	4,801.6 4,875.6		74.0	1.5			
Total	76,495.2	79,740.6	3,245.4	4.2			





TOTAL: RM11,810.9mn

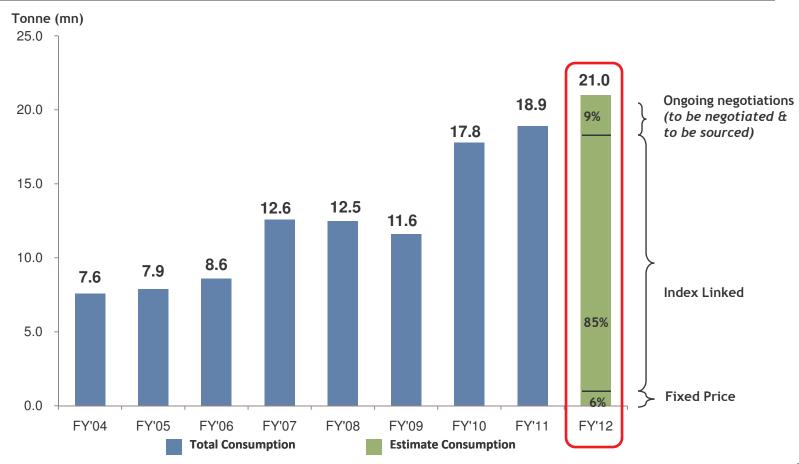
TOTAL: 79,740.6Gwh Fuel Cost/Kwh: 14.81sen

COAL REQUIREMENT



Coal Procurement Estimate for FY2012 at 21.0 mn MT

	FY'04	FY'05	FY'06	FY'07	FY'08	FY'09	FY'10	FY'11	3QFY'12	FY'12f
Average Coal Price (CIF) (USD/metric tonne)	34.0	49.8	52.8	45.3	76.4	90.2	88.2	106.9	107.5	103.2



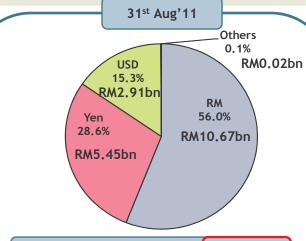


DEBT EXPOSURE & FOREX



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

RM bn



* 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

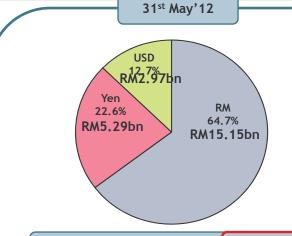
100YEN/RM : 3.88

USD/YEN : 76.80

Total Debt 31/08/11	19.1
- Debt Repayment	(1.3)
+ Drawdowns	5.1
+ Others *	0.5
Total Debt 31/05/12	23.4

* Others include Forex Translation Loss & Accrual

	Exchan	ge 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
31/3/2012	3.064	3.730
30/4/2012	3.029	3.780
31/5/2012	3.175	4.025



* Total Debt	RM23.4bn
Net Debt	RM14.3bn
Gearing (%)	39.7
Net Gearing (%)	24.3

Fixed:Floating 97.6%: 2.4%

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

Weighted Average Cost of Debt 4.78% [Based on final exposure, 4.89%]

USD/RM : 3.18

100YEN/RM : 4.03

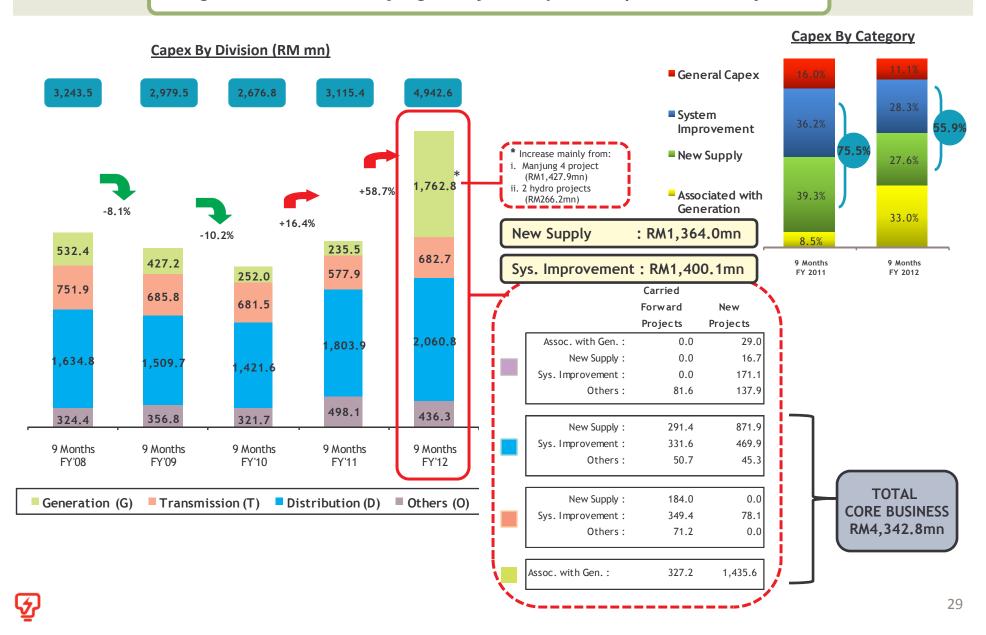
USD/YEN : 78.91



CAPITAL EXPENDITURE



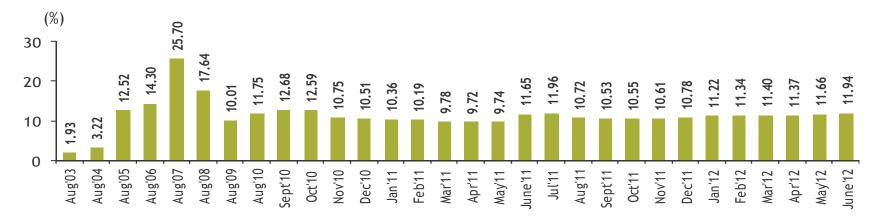
Higher CAPEX from Manjung 4 Project & System Improvement Projects



SHAREHOLDING



Foreign Shareholding



Main Shareholding

	Aug'09	Aug'10	Aug'11	Nov'11	Feb'12	May'12	Variance (May'12 & Aug'11)
Name	%	%	%	%	%	%	%
Khazanah Nasional Berhad	37.78	35.65	35.55	35.55	35.54	35.46	(0.25)
Employees Provident Fund Board	13.99	12.48	13.17	13.56	13.35	12.67	(3.80)
Skim Amanah Saham Bumiputera	9.60	9.59	9.90	9.93	11.24	10.69	7.98
Kumpulan Wang Persaraan	3.15	2.88	3.75	3.75	3.92	4.86	29.60
Other Corporations & Govt. Agencies	19.51	24.92	20.13	20.07	18.41	18.58	(7.70)
Subtotal	84.03	85.52	82.50	82.86	82.46	82.26	(0.29)
Foreign	10.01	11.75	10.72	10.61	11.34	11.66	8.77
Malaysian Public	5.96	2.73	6.78	6.53	6.20	6.08	(10.32)
Total	100.00	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	5,470.73	



AGENDA



Highlights of the Group's Performance

Details of the Group's Performance

Questions & Answers



AGENDA



"We now open the session for Q&A"



DISCLAIMER



All information contained herein is meant strictly for the use of this presentation only and should not be used or relied on by any party for any other purpose and without the prior written approval of TNB. The information contained herein is the property of TNB and it is privileged and confidential in nature. TNB has the sole copyright to such information and you are prohibited from disseminating, distributing, copying, re-producing, using and/or disclosing this information.







www.tnb.com.my





