



ANALYSTS BRIEFING

Group Audited Financial Results for the 4th Quarter FY2012 and Financial Year Ended 31st August 2012

31st October 2012

Prepared By: Investor Relations & Management Reporting Department

GROUP FINANCE DIVISION





Highlights of the Group's Performance

Details of the Group's Performance





HIGHLIGHTS OF THE GROUP'S PERFORMANCE

KEY HIGHLIGHTS



<u>3 Months ended 31st August FY2012 (4th Quarter)</u>

- Net Profit of RM1.0 billion (3rd Quarter FY2012: RM0.6 billion)
- 1.6% increase in Group Revenue from 3rd Quarter FY2012
- Average Coal Price of USD92.2/mt (3rd Quarter FY2012: USD104.3/mt)
- Strengthening of RM against USD and Yen by 1.6% and 1.3% respectively

Full Year FY2012 (after adjusting for Fuel Cost Compensation)

- Net Profit of RM2.9 billion (FY2011: RM2.2 billion)
- 11.2% increase in Group Revenue against 7.7% increase in Operating Expenses
- EBITDA margin at 25.1% (FY2011: 23.3%)
- 4.3% unit electricity demand growth in Peninsular Malaysia, in line with GDP growth forecast of 4.0% 5.0%
- Average Coal Price of USD103.6/mt (FY2011: USD106.9/mt)



FINANCIAL RESULTS Audited Income Statement (Group)

- 11.2% Increase in Group Revenue against 2.1% Increase in Operating Expenses
- Operating Profit Increased Mainly Attributed to Fuel Cost Compensation
- Net Profit Attributable to the Owners of the Company of RM4.2bn

RM'mn	FY 2011 Restated	FY 2012	Variance %
Continuing Operations: Revenue Operating expenses Operating income	32,241.2 (30,956.4) 532.0	35,848.4 (31,592.1) 2,140.6	11.2 (2.1) >100.0
Operating profit Forex	1,816.8	6,396.9	>100.0
- Transaction Gain / (Loss) - Translation Gain / (Loss)	32.9 (227.0)	(21.4) (230.8)	>(100.0) (1.7)
Share of results of jointly controlled entities and associates (net of tax) Profit before finance cost	93.4	26.8	(71.3) >100.0
Finance income Finance cost	1,716.1 319.1 (878.5)	6,171.5 188.7 (823.0)	>100.0 (40.9) 6.3
Profit before taxation	1,156.7	5,537.2	>100.0
Taxation and Zakat - Company and subsidiaries - Deferred taxation Profit from continuing operations	(130.2) (62.0) 964.5	(868.4) (462.6) 4,206.2	>(100.0) >(100.0) >100.0
Discontinued Operations: Profit/ (Loss) from discontinued operations (net of tax)	-	-	-
Profit for the financial period Attributable to:	964.5	4,206.2	>100.0
- Owners of the Company - Non-controlling interests	965.4 (0.9)	<mark>4,197.6</mark> 8.6	>100.0 >100.0
	964.5	4,206.2	>100.0

FINANCIAL RESULTS







Adjusted Net Profit Attributable to the Owners of the Company of RM2.9bn

RESTATED FUEL COST COMPENSATION

RMbn	FY 2011	FY 2012	Variance		RM bn	Prior FY2012	FY2012	TOTAL
Net Profit Attributable to the Owners of the Company	0.97	4.20	> 100.0%		Total Alternative Fuel Costs	2.52	2.21	4.73
Adjustments — — — — — — Prior Year Fuel Cost Compensation		* (1.68)		·>	Total Fuel Cost Compensation	1.68*	1.47	3.15
Current Year Fuel Cost Compensation	1.63					PAID RM1.68bn		PAID
Тах	(0.41)	0.42				FY'10- FY'11		MO.72bn pt'11-
Adjusted Net Profit	2.19	2.94	34.2%					ar'12 ERIFIED
Forex Translation Gain/(Loss)	(0.23)	(0.23)					A	<mark>40.71bn</mark> or'12- ıly'12
Adjusted Net Profit Before Forex Translation Gain/(Loss)	2.42	3.17	31.0%				P	ENDING A0.04bn
* Include FY2010 Fuel Cost Compensation of	RM0.05bn							ug'12



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

Improved EBITDA Margin Attributed to Stronger Demand and Increased in Daily Gas Volume

RM mn	FY2011 [Restated]	FY2012
Total Units Sold (GWh)	97,887.8	102,131.5
Revenue	32,241.2	35,848.4
Operating Expenses (before depreciation)	25,264.3	27,324.0
Operating Income	532.0	462.0
EBITDA	7,508.9	8,986.4
EBITDA Margin (%)	23.3%	25.1%
Depreciation and Amortisation	4,061.9	4,268.1
EBIT	3,447.0	4,718.3
EBIT Margin (%)	10.7%	13.2%
Finance Cost	878.5	823.0
Profit Before Tax & Forex Translation	3,013.9	4,089.4
Net Profit Before Forex Translation	2,415.1	3,169.7
Translation Gain / (Loss)	(227.0)	(230.8)
Net Profit attributable to :		
Equity Holders	2,188.1	2,938.9
Non-controlling Interest	(0.9)	8.6

AL PRICE & CONSUMPTION	1st Qtr (Sept-Nov)	2nd Qtr	(Dec-Feb)	3rd Qtr	Mar-May)	4th Qtr	Jun-Aug)	12 M	onths (Sept	- Aug)
	FY'11	FY'12	FY'11	FY'12	FY'11	FY'12	FY'11	FY'12	FY'11	FY'12	Var (%)
Average Coal Price Consumed (USD/MT) *											
FOB	78.3	100.8	87.4	98.4	97.5	93.2	107.3	82.1	93.2	93.5	0.3%
Freight	16.9	8.7	15.7	9.8	11.1	10.5	9.5	9.6	13.2	9.7	-26.5%
Others	0.6	0.5	0.5	0.3	0.6	0.6	0.5	0.5	0.5	0.4	-20.09
CIF	95.8	110.0	103.6	108.5	109.2	104.3	117.3	92.2	106.9	103.6	-3.1%
Average Coal Price Consumed (RM/MT) (CIF)	298.3	342.0	319.3	336.8	328.4	319.1	351.1	290.9	325.9	321.9	-1.2%
Coal Consumption (mn MT)	4.4	5.0	4.7	5.0	4.8	5.5	5.0	5.3	18.9	20.8	10.19



FINANCIAL RESULTS Operating Expenses: Year-on-Year Analysis

5.

7.7% Increases in Operating Expenses from Higher Generation Cost Resulting from Higher Gas Price and Coal Consumption; and Year-End Provisions

RM'mn	FY2011 (Restated)	FY2012	Variance RM mn	Variance %
Total IPP Purchases/Cost	13,565.8	13,976.7	410.9	3.0
Fuel Costs	5,474.9	6,781.3	1,306.4	23.9
Repair & Maintenance	1,519.7	1,547.2	27.5	1.8
Staff Costs	2,819.5	2,856.1	36.6	1.3
TNB General Expenses	868.3	1,705.4	837.1	96.4
Subs Gen Exp, Cost of Sales & Provision	1,016.1	457.3	(558.8)	(55.0)
Depreciation & Amortisation	4,061.9	4,268.1	206.2	5.1
	29,326.2	31,592.1	2,265.9	7.7

Net increase of RM278.3mn



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

Y-o-Y Analysis Shows Higher Generation Cost due to 28% Gas Price Increase in June 2011 and Higher Coal Consumption

	Fuel	Cost (RM mn)				Uni	ts Generated	l (Gwh)	
Fuel	FY2011	FY2012	Vari	Variance		FY 2011	FY 2012	Varia	ance
Туре	FIZUII	FIZUIZ	RM mn	%	Туре	F12011	FT 2012	Gwh	%
Gas	4,974.4	5,893.9	919.5	18.5	Gas	46,383.8	47,011.7	627.9	1.4
Coal	6,546.4	7,028.9	482.5	7.4	Coal	45,147.6	48,815.6	3,668.0	8.1
Dist.	1,392.1	1,324.4	(67.7)	(4.9)	Dist.	2,535.9	2,314.0	(221.9)	(8.8)
Oil	1,567.4	1,518.1	(49.3)	(3.1)	Oil	2,682.7	2,818.3	135.6	5.1
Hydro	0.0	0.0	-	-	Hydro	5,983.1	6,013.7	30.6	0.5
Sub Total	14,480.3	15,765.3	1,285.0	8.9	Total	102,733.1	106,973.3	4,240.2	4.1
Fuel Cost	1 (20 2	4 475 0 +	(454.2)	(0 E)					
Compensation	1,630.2	1,475.9 *	(154.3)	(9.5)					
Total	12,850.1	14,289.4	1,439.3	11.2	1				

* Fuel cost compensation up to Aug'12

Consumption	FY2011	FY2012	Variance
Oil (MT)	657,131	677,811	20,680
Distillate (mn litres)	580	523	(57)



FINANCIAL RESULTS Quarter-on-Quarter Analysis (Restated Fuel Cost Compensation)

Improvement in Net Profit from Stronger Demand Growth and Strengthening of RM Against USD and Yen

RM mn	1Q [Restated]	2Q [Restated]	3Q	4Q		October and
Total Units Sold (GWh)	25,225.0	24,698.5	25,477.4	26,730.6	←	QoQ demand growth of 5%
Revenue	8,694.4	8,628.2	9,191.0	9,334.8		growth of 5%
Operating Expenses (before depreciation)	6,769.5	6,558.2	6,934.7	7,061.6		
Operating Income	94.9	132.4	83.8	150.9		
EBITDA	2,019.8	2,202.4	2,340.1	2,424.1		
EBITDA Margin (%)	23.2%	25.5%	25.5%	26.0%		
Depreciation and Amortisation	1,031.7	1,032.1	1,072.8	1,131.5		
EBIT	988.1	1,170.3	1,267.3	1,292.6		
EBIT Margin (%)	11.4%	13.6%	13.8%	13.8%		
Finance Cost	211.9	222.4	199.0	189.7		
Profit Before Tax & Forex Translation	864.3	948.2	1,084.4	1,192.5		
Net Profit Before Forex Translation	688.9	682.2	883.7	914.9		
Translation Gain / (Loss)	(419.1)	628.4	(533.1)	93.0		
Net Profit attributable to :						
Equity Holders	269.8	1,310.6	350.6	1,007.9		
Non-controlling Interest	(2.3)	(7.8)	12.5	6.2		



FINANCIAL RESULTS Fuel Analysis: Quarterly Generation Mix (Peninsula)

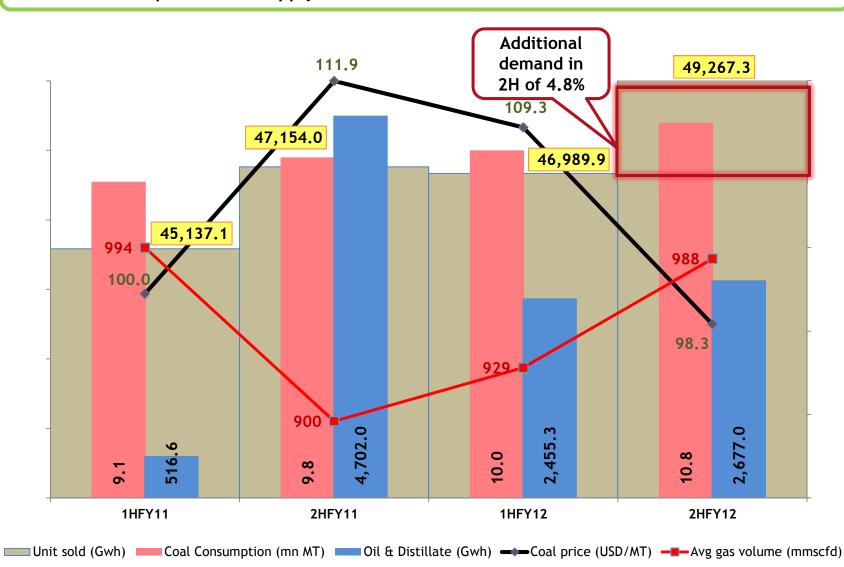
	F	uel Cost	(RM mn)				Units Generated (Gwh)												
Fuel Type		FY 2	012		Variance4Q vs 3Q4QRM mn				4Q vs 3Q		4Q vs 3Q		Fuel		FY 2	012		Varia 4Q vs	
	1Q	2Q	3Q	4Q			Туре	1Q	2Q	3Q	4Q	Gwh	%						
Gas	1,408.1	1,485.1	1,482.4	1,518.3	35.9	2.4	Gas	11,244.8	11,708.8	11,857.1	12,201.0	343.9	2.9						
Coal	1,827.0	1,709.2	1,839.9	1,652.8	(187.1)	(10.2)	Coal	11,848.9	11,685.7	12,821.6	12,459.4	(362.2)	(2.8)						
Dist.	413.8	138.8	341.8	430.0	88.2	25.8	Dist.	718.5	255.9	574.6	765.0	190.4	33.1						
Oil	593.3	190.6	380.9	353.3	(27.6)	(7.2)													
Hydro	0.0	0.0	0.0	0.0	- I	-	Oil	1,114.7	366.2	668.2	669.2	1.0	0.1						
Sub Total	4,242.2	3,523.7	4,045.0	3,954.4	(90.6)	(2.6)	Hydro	1,357.8	1,682.6	1,835.2	1,138.1	(697.1)	(38.0)						
Fuel Cost	529.6	172.8	442.8	330.7	(112.1)	(25.2)	Total	26,284.7	25,699.2	27,756.7	27,232.7	(524.0)	(1.9)						
Compensation	529.0	172.0	442.0	330.7	(112.1)	(25.3)	 	1	ļ	1	<u></u>		L						
Total	3,712.6	3,350.9	3,602.2	3,623.7	21.5	0.6													

Fuel Cost Compensation & Lower Coal Prices have Cushioned the Impact of Higher Distillate Cost in 4Q

		FY2	012		Variance 40	Q vs 3Q
Consumption	1Q	2Q	3Q	4Q	MT & mn litres	%
Oil (MT)	271,949	79,673	163,355	162,834	(521)	(0.3)
Distillate (mn litres)	169	55	128	171	43	33.6

FINANCIAL RESULTS Fuel Analysis: Half-Yearly Coal Consumption vs Coal Prices vs Gas Volume (Peninsula)

Additional Demand in 2HFY'12 of 4.8% was Met by Higher Generation from Coal and Gas
Improved Gas Supply and Lower Coal Price Have Provided Some Relief







PERFORMANCE INDICATORS Headline Key Performance Indicators

	ACTUAL	APPROVED		YTD F	Y 2012	
INITIATIVES	FY 2011	TARGET FY 2012	1 st Qtr	2 nd Qtr	3 rd Qtr	4 th Qtr
Return on Assets (ROA) (%) ¹	4.1	2.0 - 3.0	4.6	4.4	4.1	4.6
Company CPU (sen/kwh) ²	30.9	32.7 - 33.7	31.7	30.9	31.1	31.6
Revenue from Non-Regulated Business (RM bn)	1.9	1.8 - 1.9	0.4	1.0	1.5	2.3
Unplanned Outage Rate (UOR)(%)	7.1	3.6 - 4.0	6.0	4.4	3.8	3.6
T & D Losses (%)	9.0	8.7 - <9.0	8.5	8.7	8.4	8.2
Transmission System Minutes (mins)	1.0	1.1 - 2.0	0.2	0.2	1.0	1.0
Distribution SAIDI (mins)	78.9	>75.0 - 80.0	14.6	27.5	43.4	62.3

Note:

1 based on adjusted annualised net profit & restated to include Fuel Cost Compensation (FCC) in respective period. ROA as per Financial Statement = 6.0%

2 without finance cost & IC4 implications. Restated to

include FCC in respective period



DETAILS OF REVENUE Analysis of Electricity Growth in Peninsular Malaysia

Year-on-Year Demand Growth of 4.3% Mainly Driven by Commercial Sector of 5.1%

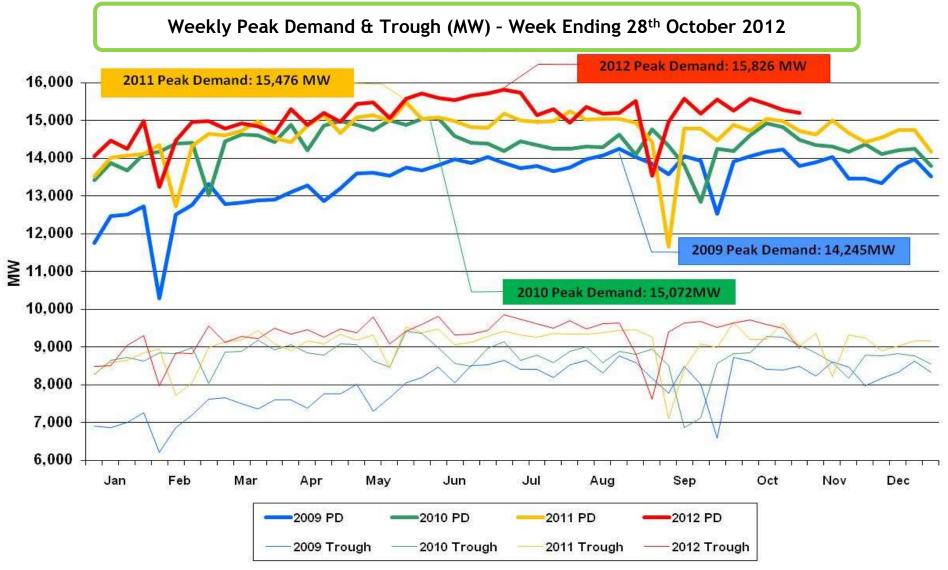
			FY 2	2011							FY 2	2012						FY 13
UNIT	S SALES	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept
rial	Gwh	9,951	10,158	10, 152	10,604	3,500	3,310	3,620	3,396	3,455	3,247	3,301	3,642	3,520	3,683	3,593	3,655	3,395
Industrial	Growth (%)	1.0	1.3	2.7	2.9	3.6	7.7	3.4	3.2	0.9	(5.7)	8.5	0.8	0.7	4.8	3.7	0.8	(3.0)
arcial	Gwh	7,756	7,420	7,821	8,223	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
Commercial	Growth (%)	7.7	2.6	2.8	5.0	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
stic	Gwh	4,757	4,363	4,696	4,919	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
Domestic	Growth (%)	9.0	2.2	(3.2)	3.9	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
s	Gwh	362	370	364	377	163	166	69	134	141	131	132	139	137	145	137	136	150
Others	Growth (%)	12.1	6.6	3.4	7.1	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)
Ā	Gwh	22,826	22,311	23,033	24,123	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
TOTAL	Growth (%)	5.0	2.0	1.5	3.9	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)
		EV 20		EV 2012		1 st	Qtr FY'	12	2 ⁿ	d Qtr FY	'12	3"	¹ Qtr FY	·12	4 th (tr FY'12	2	

4.3%

Γ	FY 2011	FY 2012	1° Qtr FY 12 3.9%	2 nd Qtr FY'12 4.3%	3 rd Qtr FY'12 4.4%	
Growth (%)	3.1	4.3				
				FY20	012	

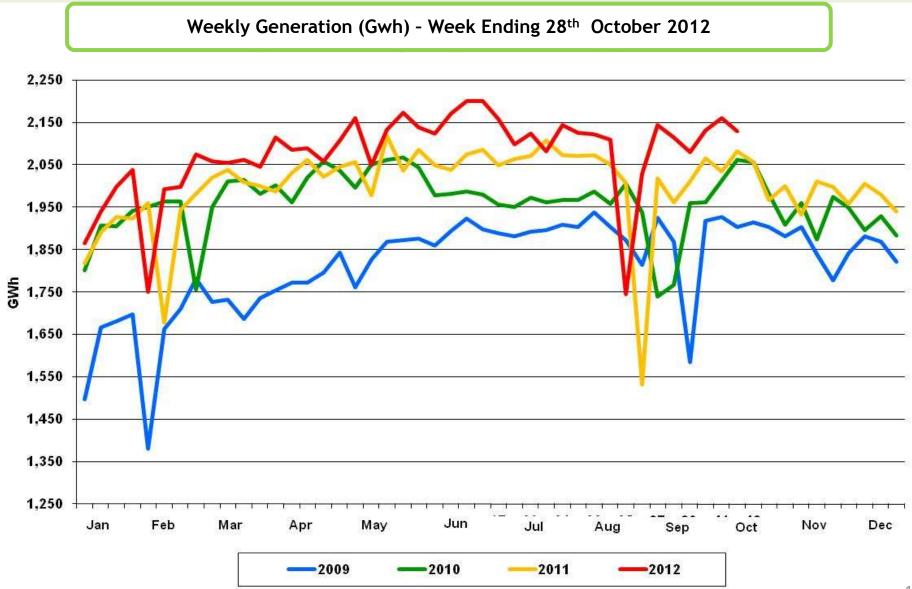
4.6%

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



switch on the**future**

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



switch on the future

FINAL DIVIDEND



The Board of Directors has recommended a final single-tier dividend of 15.0 sen per ordinary share, in respect of the Financial Year ended 31st August 2012.

The total dividend paid and payable for this financial year represents 51% of Company's free cashflows.

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





Highlights of the Group's Performance

Details of the Group's Performance

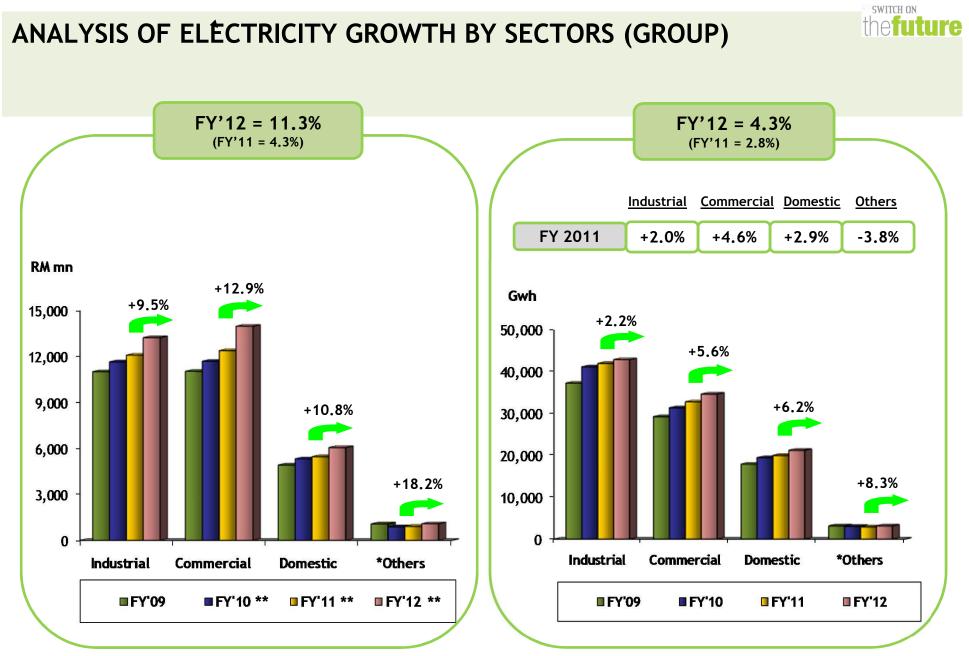




DETAILS OF REVENUE By Business Segments

11.3% Increase in Group Sales of Electricity

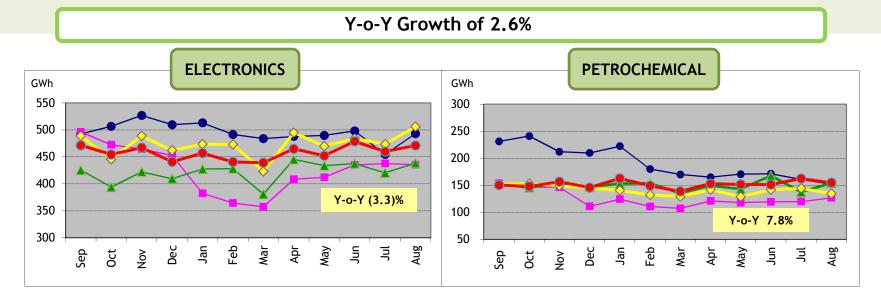
	FY'1	1	FY'12		
	Restat	ed		Growth	
UNITS SOLD	GWh		GWh		%
- TNB	92,291.1		96,257.2		4.3
- EGAT (Export)	72.8		13.3		(81.7)
- SESB	4,199.2		4,401.0		4.8
- LPL	1,324.7		1,460.0		10.2
Total Units Sold (GWh)	97,887.8		102,131.5		4.3
REVENUE	RM mn	Sen/KWh	RM mn	Sen/KWh	
Sales of Electricity					
- TNB	29,273.1	31.7	32,429.1	33.7	10.8
- EGAT (Export)	18.6	25.5	12.3	92.5	(33.9)
- SESB	1,079.0	25.7	1,281.2	29.1	18.7
- LPL	537.5	40.6	689.1	47.2	28.2
Sales of Electricity	30,908.2	31.6	34,411.7	33.7	11.3
Accrued Revenue	291.5		63.5		(78.2)
Total Sales of Electricity	31,199.7		34,475.2		10.5
Goods & Services	648.0		934.6		44.2
Deferred Income	393.5		438.6		11.5
Total Revenue	32,241.2		35,848.4		11.2

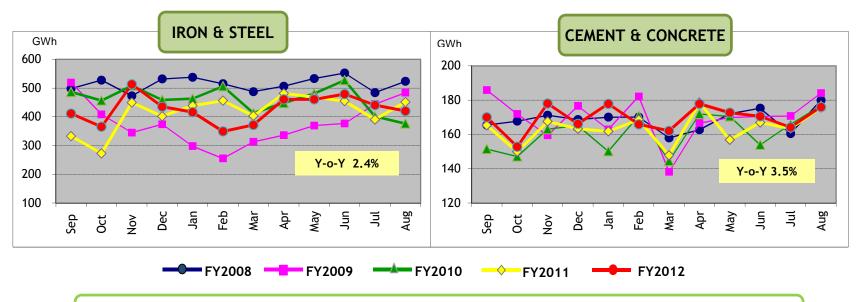


* Includes Specific Agriculture, Mining, Public Lighting, LPL & EGAT ** Revenue for FY2010, FY2011 & FY2012 exclude accrued revenue (-) Indicates Negative Growth

DETAILS OF REVENUE Sectoral Analysis - Industrial Sector* (Peninsula)

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* Source : Top 1,000 PRIME customers database (PRIME customer YTD unit sales equivalent to 35.1% of total YTD unit sales) * PRIME customers for 4 sectors above attributes 42.8% from the whole PRIME customers YTD unit sales SWITCH ON

SWITCH ON thefuture **DETAILS OF REVENUE** Sectoral Analysis - Commercial Sector (Peninsula) Commercial Sectors Recorded Positive Growth Y-o-Y of 5.1% Low Voltage Shop Lots & Retail Business 2000 1800 (GWh) 1600 1400 Y-o-Y 4.3% 1200 Sept Aug Oct Nov Dec Jan Feb Mar Apr May Jun Jul Medium Voltage (Peak/Off-Peak) **Medium Voltage** Mega Shopping Malls, 4-5 Star Hotels, Hospitals, Airports, Ports Shopping Malls, 3 Star Hotels, Office Buildings 650 280 600 260 550 240 (GWh) 500 (1 220 200 9 180 220 450 Y-o-Y 5.6% 400 Y-o-Y 6.0% 160 350 Sept Dec Oct No< Jan Jun Jan Feb Mar Feb Mar Aug Apr May Jul Apr May Aug Sept Oct Nov Dec Jun Jul FY2009 FY2007 FY2008 FY2010 FY2011 FY2012 \mathbf{G}

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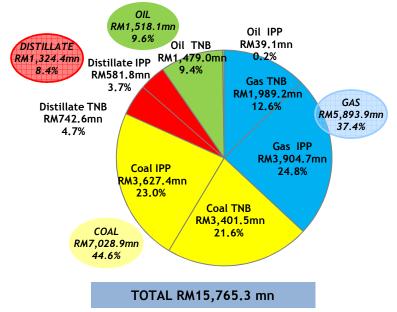


INDUSTRY GENERATION IN PENINSULA (TNB & IPPs)

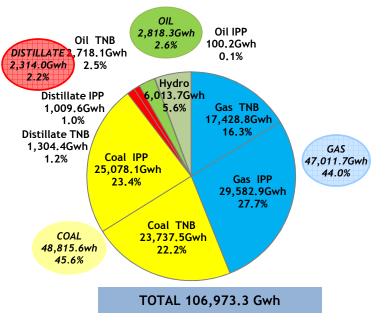
Year-on-Year Analysis

- Coal Represents 45.6% of the Industry Generation Mix
- 1.4% Increase in Gas Generation

Fuel Cost (RM mn)						
Fuel	FY 2011	FY 2012	Variance			
Туре	11 2011	11 2012	RM mn	%		
Gas	4,974.4	5,893.9	919.5	18.5		
Coal	6,546.4	7,028.9	482.5	7.4		
Dist.	1,392.1	1,324.4	(67.7)	(4.9)		
Oil	1,567.4	1,518.1	(49.3)	(3.1)		
Hydro	0.0	0.0	-	0.0		
Total	14,480.3	15,765.3	1,285.0	8.9		

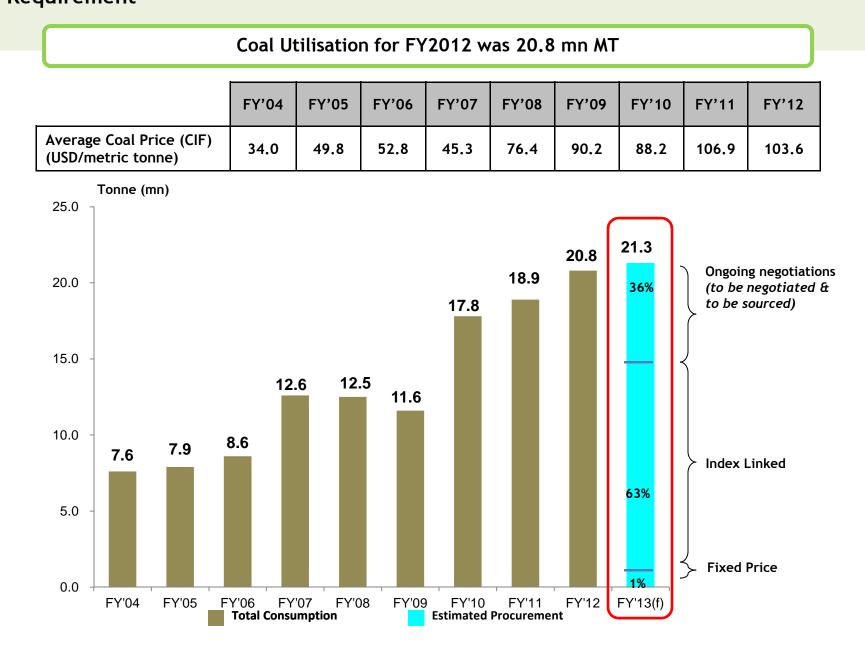


	Units Generated (Gwh)						
Fuel	FY 2011	FY 2012	Variance				
Туре	11 2011	11 2012	Gwh	%			
Gas	46,383.8	47,011.7	627.9	1.4			
Coal	45,147.6	48,815.6	3,668.0	8.1			
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Oil	2,682.7	2,818.3	135.6	5.1			
Hydro	5,983.1	6,013.7	30.6	0.5			
Total	102,733.1	106,973.3	4,240.2	4.1			



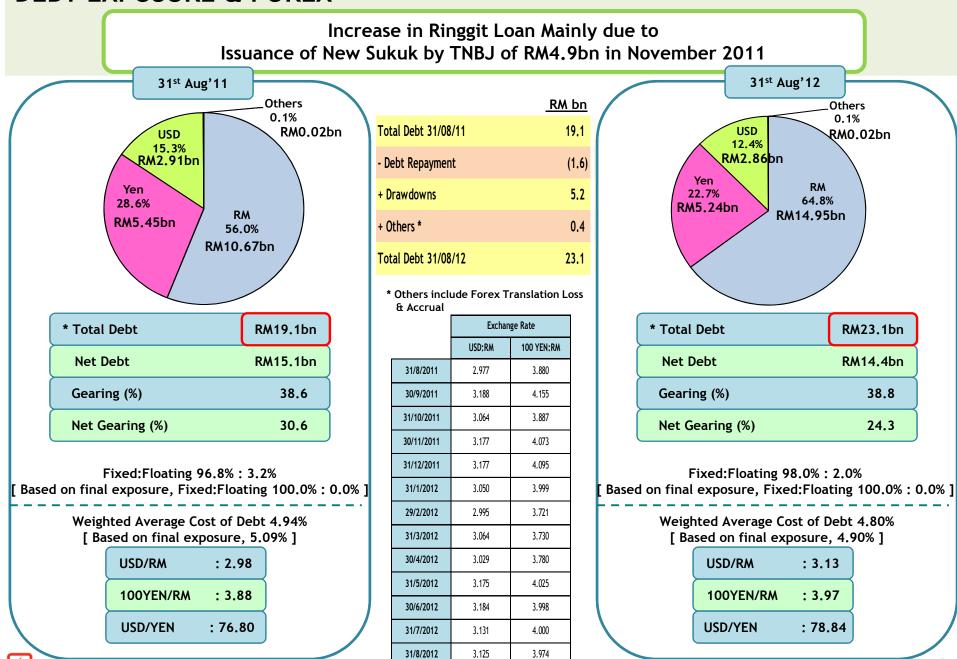


DETAILS OF OPERATING EXPENSES Coal Requirement



DEBT EXPOSURE & FOREX

SWITCH ON

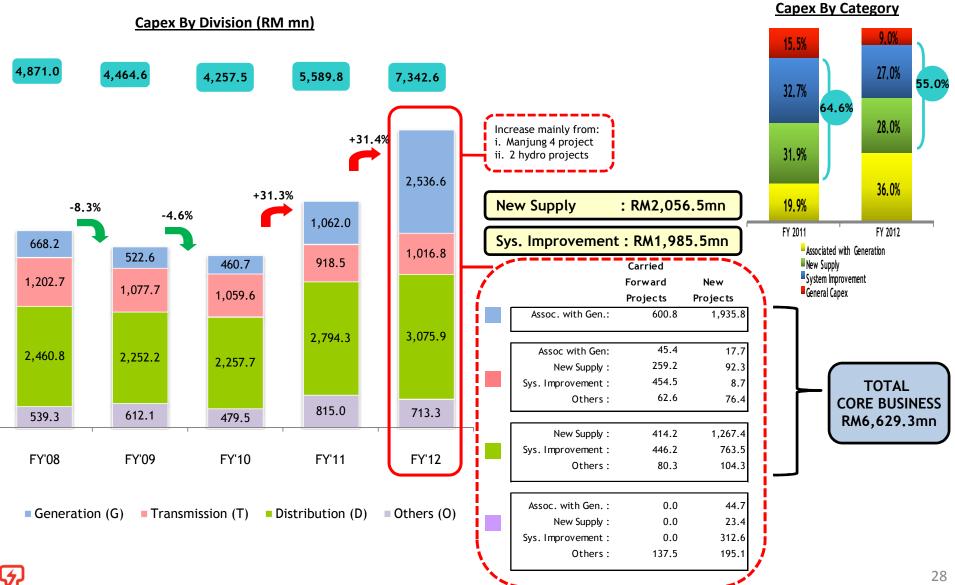


* In accordance with FRS 132

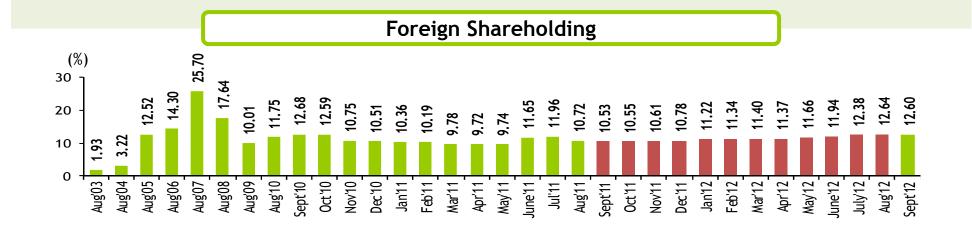
CAPITAL EXPENDITURE

SWITCH ON thefuture

Higher CAPEX from Manjung 4 Project & Distribution New Supply Projects



SHAREHOLDING



Main	Sha	reho	lding

	Aug'09	Aug'10	Aug'11	Nov'11	Feb'12	May'12	Aug'12	Variance (Aug'12 & Aug'11)
Name	%	%	%	%	%	%	%	%
Khazanah Nasional Berhad	37.78	35.65	35.55	35.55	35.54	35.46	35.36	(0.53)
Employees Provident Fund Board	13.99	12.48	13.17	13.56	13.35	12.67	12.67	(3.80)
Skim Amanah Saham Bumiputera	9.60	9.59	9.90	9.93	11.24	10.69	10.66	7.68
Kumpulan Wang Persaraan	3.15	2.88	3.75	3.75	3.92	4.86	4.43	18.13
Other Corporations & Govt. Agencies	19.51	24.92	20.13	20.07	18.41	18.58	17.95	(10.83)
Subtotal	84.03	85.52	82.50	82.86	82.46	82.26	81.07	(1.73)
Foreign	10.01	11.75	10.72	10.61	11.34	11.66	12.64	17.91
Malaysian Public	5.96	2.73	6.78	6.53	6.20	6.08	6.29	(7.23)
Total	100.00	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	5,501.60	

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