

# **ANALYST BRIEFING**

Group Audited Financial Results for the 4<sup>th</sup> Quarter FY2013 and Financial Year Ended 31<sup>st</sup> Aug 2013

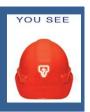
31st October 2013



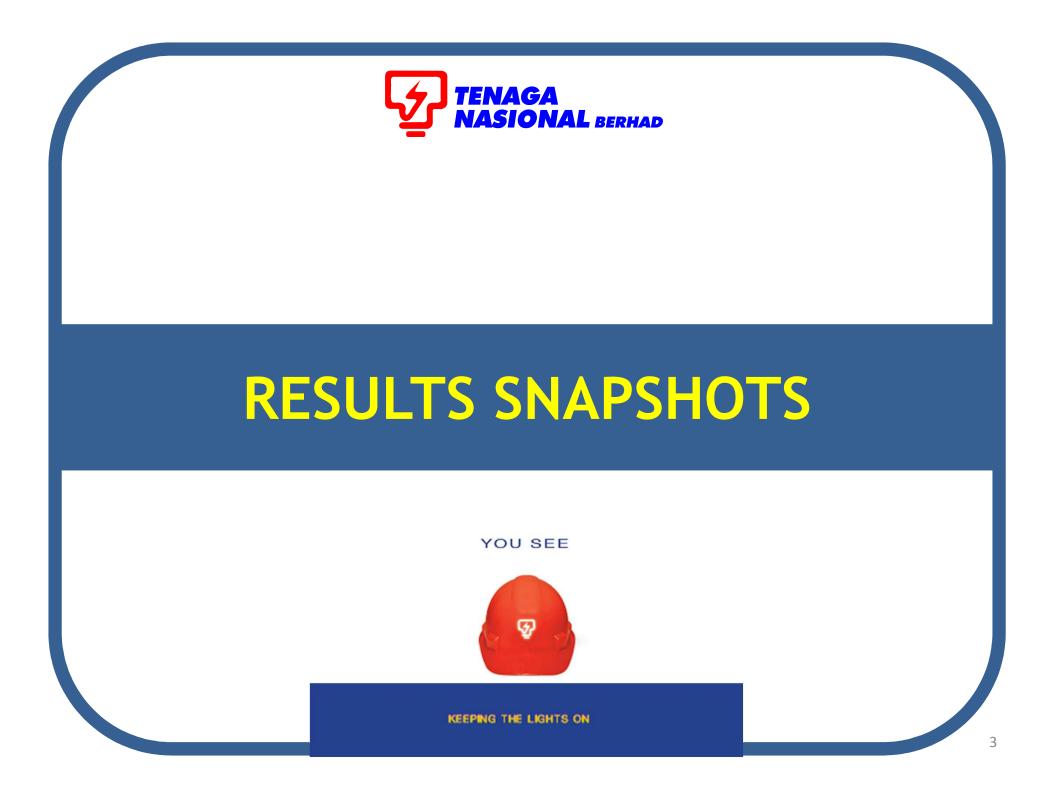
Investor Relations & Management Reporting Department

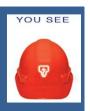
tenaga\_ird@tnb.com.my GROUP FINANCE DIVISION





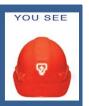
# AGENDA





3-Month Ended 31<sup>st</sup> Aug 2013 (4<sup>th</sup> Quarter FY2013)

- Net Profit before Forex Translation of RM0.84 billion (3QFY2013: RM1.38 billion).
- Average Coal Price of USD80.8/mt (3QFY2013: USD84.4/mt).
- EBITDA margin at 24.0% (3QFY2013: 30.7%).
- Net Profit of RM0.22 billion (3QFY2013: RM1.71 billion).
- Weakening of RM against Yen and USD by 9.3% and 6.4% respectively.



## 12-Month Ended 31st Aug 2013

- Net Profit before Forex Translation of RM4.12 billion (FY2012: RM4.64 billion).
- 3.8% unit electricity demand growth in Peninsular Malaysia.
- Average Coal Price of USD83.6/mt (FY2012: USD103.6/mt).
- EBITDA margin at 28.2% (FY2012: 30.5%).
- Net Profit of RM4.61 billion (FY2012: RM4.41 billion).
- Strengthening of RM against Yen by 15.6%.

# **RESULTS SNAPSHOTS**



# ANALYSIS OF FINANCIAL RESULTS WITH RESTATED FUEL COST COMPENSATION

**RESULTS SNAPSHOTS** Adjusted Net Profit (Restated Fuel Cost Compensation)

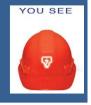


21.8% Improvement in Adjusted Net Profit Before Forex Translation Mainly Attributed to Lower Coal Price

RM mn	FY 2012 (Restated)	FY 20	** 013	Variance	
Net Profit Attributable to		4,410.5	46	514.2	4.6%
Owners of the Company		4,410.5	7,0	514.2	4.0%
Adjustments *					
Prior FY2012 Fuel Cost Compensa	ation Recognised	(1,678.6)			
Тах		419.7			
Adjusted Net Profit		3,151.6	4,6	514.2	46.4%
Forex Translation Gain / (Loss)		(230.8)	4	193.6	>100%
Adjusted Net Profit Before Forex		3,382.4	4 1	20.6	21.8%
Translation Gain / (Loss)		5,502.1	.,.	20.0	21.0%
	COAL PRICE & CONSUMPTIC Average Coal Price Consum		<u>FY'12</u>	<u>FY'13</u>	<u>Var (%)</u>
	FOB Freight		93.5 9.7	74.0 9.1	-20.9% -6.2%
	Others CIF		0.4	0.5	25.0%
Mechanism was approved in Apr 2012, and only restated	Average Coal Price Consum (CIF)	ed (RM/MT)	321.9	259.5	-19.4%
into respective periods in 3QFY12		20.8	20.8	0.0%	

\*\* Includes Fuel Cost Compensation of RM1,121.6mn

# **RESULTS SNAPSHOTS** Fuel Analysis: Year-on-Year Generation Mix (Peninsula)



### Y-o-Y Analysis shows Reduction in Fuel Costs due to Lower Coal Price

	Fuel	Cost (RM mn)				
Fuel	FY 2012	FY 2013	Variance			
Туре	11 2012	11 2013	RM mn	%		
Gas	5,893.9	6,622.7	728.8	12.4		
Coal	7,028.9	5,577.8	(1,451.1)	(20.6)		
Dist.	1,324.4	1,453.6	129.2	9.8		
Oil	1,518.1	1,156.3	(361.8)	(23.8)		
Hydro	0.0	0.0	-	-		
Sub Total	15,765.3	14,810.4	(954.9)	(6.1)		
Market Gas Price (LNG)	0.0	348.9	348.9	>100.0		
Fuel Cost Compensation	(1,475.9)	(1,121.6)	354.3	(24.0)		
Total	14,289.4	14,037.7	(251.7)	(1.8)		

	Units Generated (Gwh)										
Fuel	FY 2012	FY 2013		ance							
Туре			Gwh	%							
Gas	47,011.7	52,284.9	5,273.2	11.2							
Coal	48,815.6	49,182.0	366.4	0.8							
Dist.	2,314.0	2,358.7	44.7	1.9							
Oil	2,818.3	2,127.5	(690.8)	(24.5)							
Hydro	6,013.7	4,693.6	(1,320.1)	(22.0)							
Total	106,973.3	110,646.7	3,673.4	3.4							

Consumption	FY 2012	FY 2013	Variance
Distillate (mn litres)	523	622	99
Oil (MT)	677,811	478,676	(199,135)

# **RESULTS SNAPSHOTS** Analysis of Electricity Growth in Peninsula

QTD Growth

FY 2013

3.8

FY 2012

4.3

Growth (%)

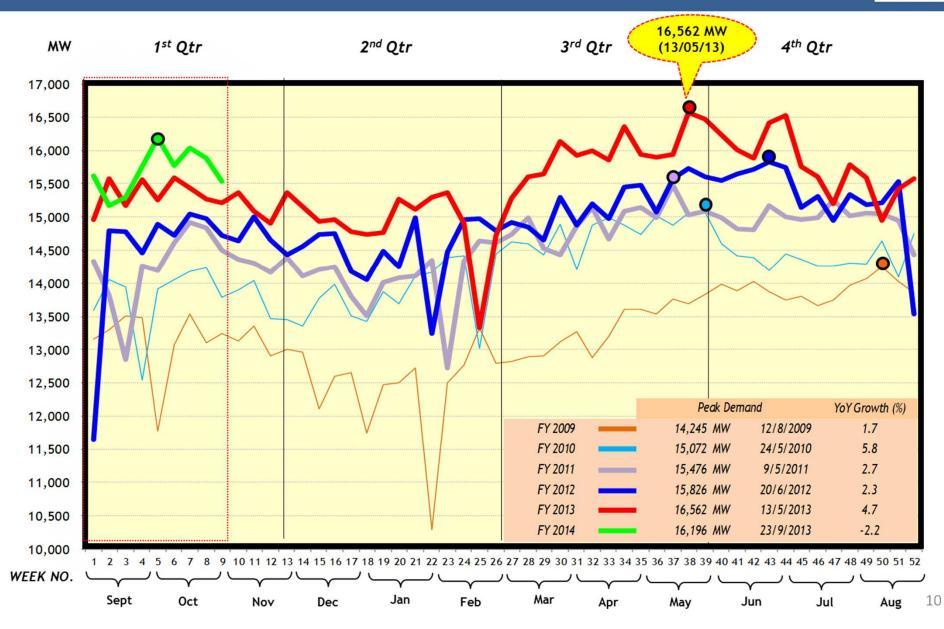


			FY 2	2012							FY 2	2013						FY 2014
	S SALES	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept
trial	Gwh	10,430	10,098	10,463	10,931	3,395	3,518	3,628	3,410	3,518	3,614	3,093	3,665	3,638	3,684	3,569	3,732	3,399
Industrial	Growth (%)	4.8	(0.6)	3.1	3.1	(3.0)	6.3	0.2	0.4	1.8	11.3	(6.3)	0.6	3.4	0.0	(0.7)	2.1	0.1
arcial	Gwh	8,013	8,017	8,199	8,600	2,765	2,724	2,922	2,669	2,938	2,869	2,570	2,975	2,983	2,986	2,977	3,001	2,853
Comercial	Growth (%)	3.3	8.0	4.8	4.6	2.9	(4.6)	18.3	(0.3)	9.7	7.8	(1.6)	5.9	7.4	3.1	5.1	4.5	3.2
estic	Gwh	4,878	4,750	4,965	5,282	1,802	1,614	1,760	1,645	1,715	1,774	1,693	1,814	1,871	1,801	1,862	1,971	1,795
Dome	Growth (%)	2.5	8.9	5.7	7.4	1.3	6.0	11.6	8.4	5.7	10.2	5.5	9.7	9.7	(0.7)	8.0	13.0	(0.4)
S.	Gwh	398	406	408	418	150	136	147	145	155	159	152	147	149	146	115	155	157
Others	Growth (%)	9.9	9.7	12.1	10.9	(8.0)	(18.1)	113.0	8.2	9.9	21.4	15.2	5.8	8.8	0.7	(16.1)	14.0	4.7
TOTAL	Gwh	23,719	23,271	24,035	25,231	8,112	7,992	8,457	7,869	8,326	8,416	7,508	8,601	8,641	8,617	8,523	8,859	8,204
D	Growth (%)	3.9	4.3	4.4	4.6	(0.2)	1.8	9.3	1.9	5.4	10.0	(1.9)	4.3	6.1	0.9	2.9	5.4	1.1



# **RESULTS SNAPSHOTS**

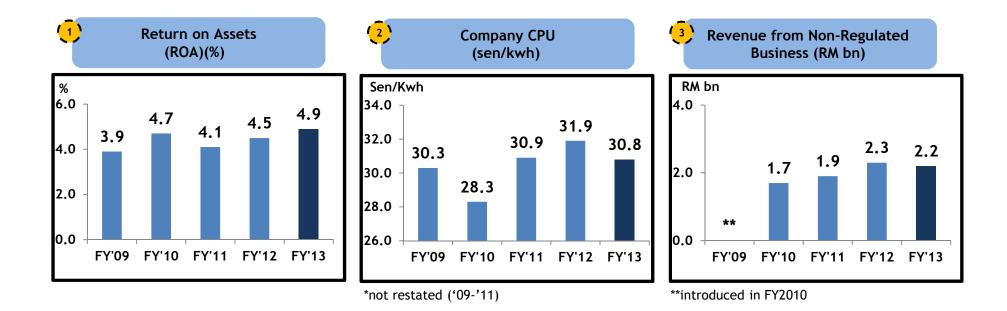
# System Weekly Peak Demand (Peninsula) for FY2009 to FY2013



YOU SEE

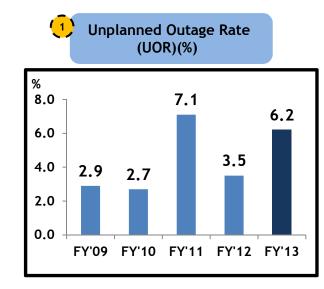
# **RESULTS SNAPSHOTS** Headline Key Performance Indicators - Financial

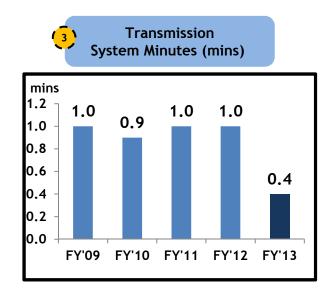


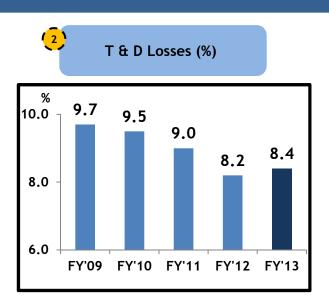


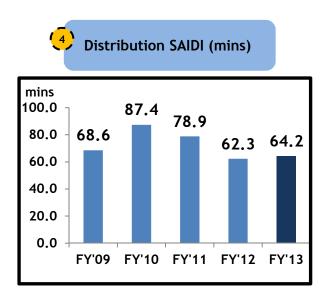
## **RESULTS SNAPSHOTS** Headline Key Performance Indicators - Technical

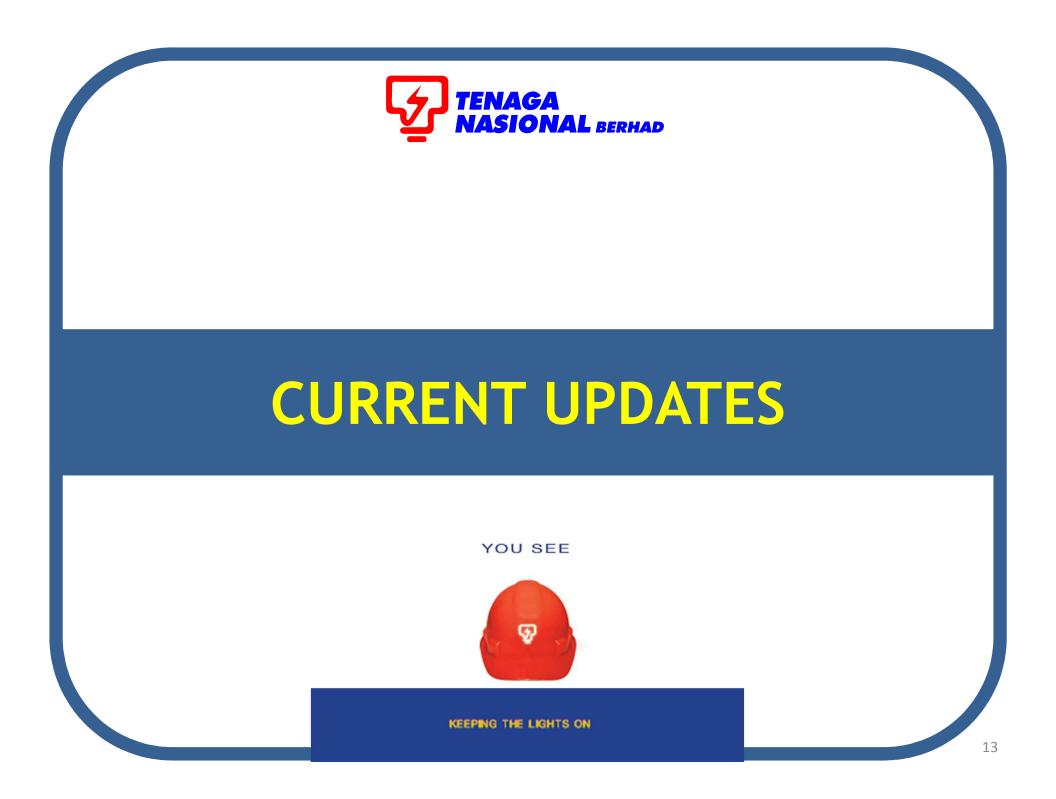


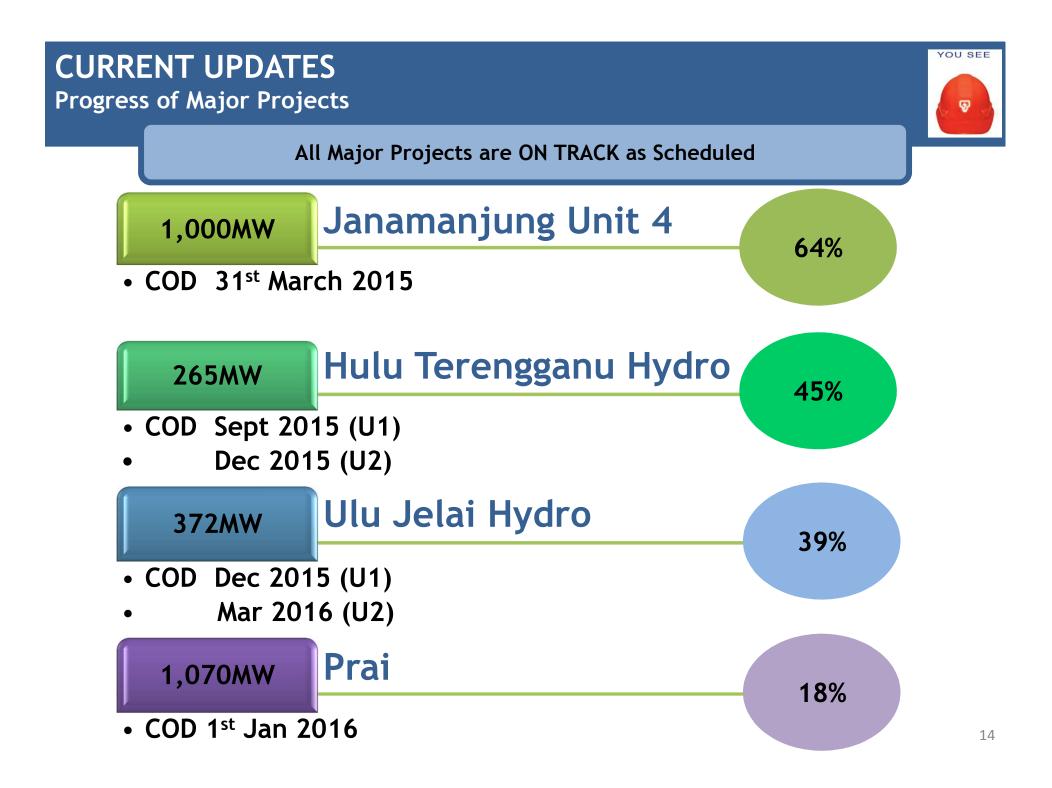












# **CURRENT UPDATES**

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# Energy Pricing - Competitive Bidding

TRACK 1	1071 MW CCGT PRAI	2	TRACK 3A	1 X 1000 MW COAL-FIRED	COM		
COD	January 2016	3	COD	October 2017	COMPLETED		
LEVELISED TARIFF	34.7 sen/kWh		<ul> <li>STATUS</li> <li>TNB has signed agreements on 16/8/13 for:         <ol> <li>PPA with TNB Manjung Five Sdn Bhd "Manjung design, construct, own, operate &amp; maintain the coal capacity (25 years term)</li> <li>SFA "Shared Facilities Agreement" between TNB, Ma</li> </ol> </li> </ul>				
STATUS	<ul> <li>TNB has signed agreements for:</li> <li>i. EPC - TNB Northern Energy Bhd &amp; Samsung Engineering &amp; Construction (M) Sdn Bhd</li> <li>ii. Long term Service - TNB Prai &amp; Siemens AG</li> <li>iii. O&amp;M - TNB Prai &amp; REMACO</li> <li>Notice to Proceed (NTP) issued on 2 May 2013</li> </ul>			capacity (25 years term)	tween TNB, Manjung ortation Agreement 5. ubsidiary of Manjung im Industrial Co Ltd,		
			TECHNOLOGY	Ultra Super Critical Boiler Technology OEM to EPC is Hitachi			

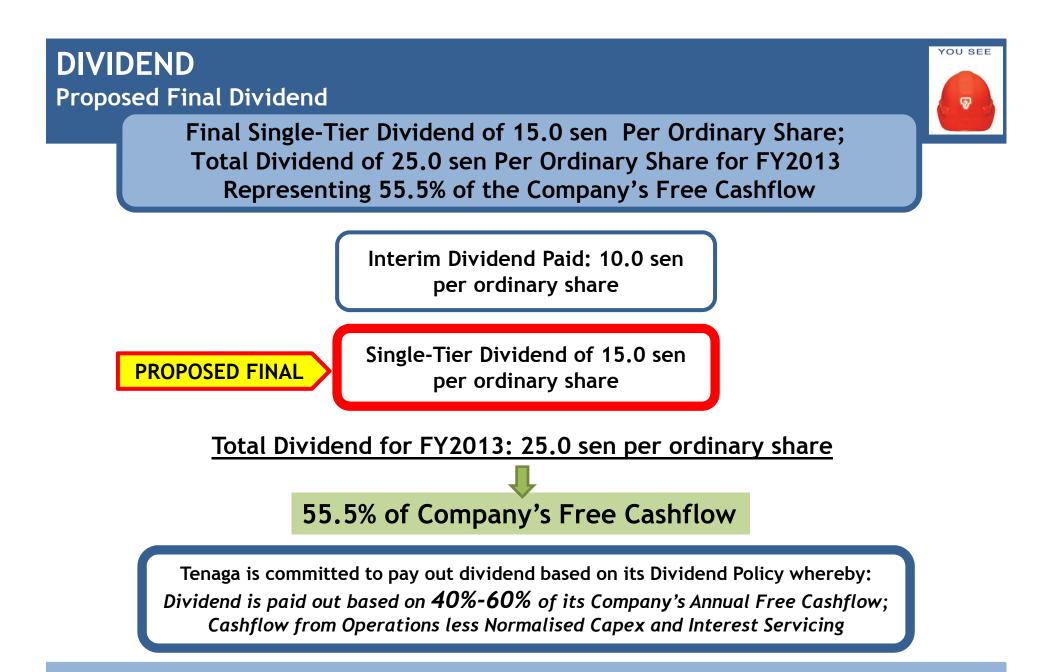
2	TRACK 2	RENEWAL OF EXPIRING PLANTS : 2253 MW CCGT									
4	PLANTS	GENTING	SEGARI	TNB PASIR GUDANG							
	EXTENSION	10 years (to 2026)	10 years (to 2027)	5 years (to 2022)							
	LEVELISED TARIFF	35.3 sen/kWh	36.3 sen/kWh	37.4 sen/kWh							
	STATUS	Reduction rates of CP effective 1 March 2013 until expiry of current PPA									

TRACK 3B	2 X 1000 MW COAL-FIRED
COD	October 2018 & April 2019
CLOSING RFP	30 October 2013
STATUS	<ul> <li>5 shortlisted:</li> <li>i. 1MDB and Mitsui &amp; Co Ltd (Site: Jimah)</li> <li>ii. Formis Resources, SIPP Energy, Posco Energy and Posco Engineering &amp; Construction Co Ltd. (Site: Tg Tohor, Johor)</li> <li>iii. TNB, Global Power Ventures and China National Machinery Import &amp; Export Corporation. (Site: Tg Hantu, Segari )</li> <li>iv. Malakoff and Sumitomo (Site: Carey Island, Selangor)</li> <li>v. YTL Power and Ranhill Power (Site: Tg Tohor, Johor)</li> </ul>
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The Books Closure and payment dates will be announced in due course.



# **RESULTS HIGHLIGHTS**

### Audited Income Statement (Group)

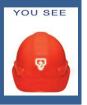
- 3.6% Increase in Group Revenue against 1.8% Increase in Operating Expenses
- Forex Translation Gain of RM0.49bn
- Net Profit Attributable to the Owners of the Company of RM4.61bn

RM'mn	FY2012 (Restated)	FY2013	Variance %
Continuing Operations: Revenue Operating expenses Operating income	35,848.4 (31,308.2) 2,140.6	37,130.7 (31,862.3) 620.8	3.6 (1.8) (71.0)
Operating profit	6,680.8	5,889.2	(11.8)
Forex - Transaction Gain / (Loss) - Translation Gain / (Loss) Share of results of jointly	(21.4) (230.8)	109.1 493.6	>100.0 >100.0
controlled entities & associates	26.8	74.8	>100.0
Profit before finance cost Finance income Finance cost	6,455.4 188.7 (823.0)	6,566.7 225.2 (936.3)	1.7 19.3 (13.8)
Profit before taxation	5,821.1	5,855.6	0.6
Taxation and Zakat - Company and subsidiaries - Deferred taxation Profit for the financial period	(868.4) (533.6) 4,419.1	(1,419.2) 194.3 4,630.7	(63.4) >100.0 4.8
Attributable to:			
- Owners of the Company - Non-controlling interests	4,410.5 8.6	<mark>4,614.2</mark> 16.5	4.6 91.9
	4,419.1	4,630.7	4.8
		·	



# **RESULTS HIGHLIGHTS**

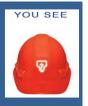
Year-on-Year Analysis (Restated Fuel Cost Compensation for FY2012)



#### Improved Net Profit Resulted from Lower Coal Price & Forex Translation Gain

RM mn	FY2012 (Restated)	FY2013	1QFY2013	2QFY2013	3QFY2013	4QFY2013
Total Units Sold (Gwh)	102,131.5	105,478.9	26,070.4	26,058.7	25,880.7	27,469.1
Revenue	35,848.4	37,130.7	9,130.8	8,850.2	9,647.5	9,502.2
Operating Expenses (before depreciation)	27,040.1	27,292.8	6,394.5	6,562.6	6,809.1	7,526.6
Operating Income	462.0	620.8	92.9	108.1	119.3	300.5
EBITDA	9,270.3	10,458.7	2,829.2	2,395.7	2,957.7	2,276.1
EBITDA Margin (%)	25.9%	28.2%	31.0%	27.1%	30.7%	24.0%
Depreciation and Amortisation	4,268.1	4,569.5	1,071.4	1,063.7	1,105.9	1,328.5
EBIT	5,002.2	5,889.2	1,757.8	1,332.0	1,851.8	947.6
EBIT Margin (%)	14.0%	15.9%	19.3%	15.1%	19.2%	10.0%
Finance Cost	823.0	936.3	229.6	207.3	206.2	293.2
Profit Before Tax & Forex Translation	4,373.3	5,362.0	1,605.2	1,216.4	1,717.3	823.1
Net Profit Before Forex Translation	3,382.4	4,120.6	1,018.1	883.5	1,382.5	836.5
Translation Gain	(230.8)	493.6	397.4	388.6	324.7	(617.1)
Net Profit Attributable to Equity Holders	3,151.6	4,614.2	1,415.5	1,272.1	1,707.2	219.4
Non-controlling Interest	8.6	16.5	(0.1)	(10.6)	34.8	(7.6)

# **RESULTS HIGHLIGHTS** Year-on-Year Analysis OPEX



RM mn	FY2012 (Restated)	FY2013	Variance RM mn	Variance %
Capacity Payment	4,672.2	4,372.6	299.6	6.4
Energy Payment	9,304.5	9,389.6	(85.1)	(0.9)
Total IPPs Purchases/Costs	13,976.7	13,762.2	214.5	1.5
Fuel Costs	6,781.3	6,227.5	553.8	8.2
Repair & Maintenance	1,547.2	1,693.1	(145.9)	(9.4)
Staff Costs	2,572.2	3,322.5	(750.3)	(29.2)
TNB General Expenses	1,705.4	1,288.0	417.4	24.5
Subs. Gen Exp, Cost of Sales & Provision	457.3	999.5	(542.2)	>(100.0)
Depreciation & Amortisation	4,268.1	4,569.5	(301.4)	(7.1)
Total Operating Expenses	31,308.2	31,862.3	(554.1)	(1.8)



# **RESULTS DETAILS** Details of Revenue by Business Segments

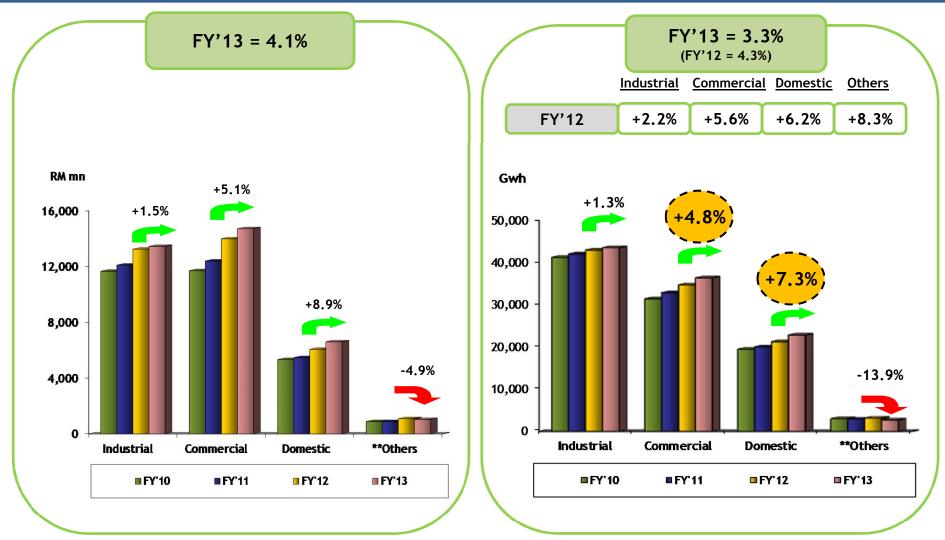


#### 4.1% Increase in Group Sales of Electricity

		FY'1	Growth		
GWh		GWh	%		
96,257.2		99,920.5		3.8	
13.3		3.7		(72.2)	
4,401.0		4,650.0		5.7	
1,460.0		904.7		(38.0)	
102,131.5		105,478.9		3.3	
RM mn	Sen/KWh	RM mn	Sen/KWh		
32,429.1	33.7	33,857.0	33.9	4.4	
12.3	92.5	4.5	121.6	(63.4)	
1,281.2	29.1	1,375.3	29.6	7.3	
719.0	49.2	617.7	68.3	(14.1)	
34,441.6	33.7	35,854.5	34.0	4.1	
(29.9)		(38.8)		29.8	
63.5		40.8		(35.7)	
34,475.2		35,856.5		4.0	
934.6		919.2		(1.6)	
438.6		355.0		(19.1)	
35,848.4		37,130.7		3.6	
	(Restat GWh 96,257.2 13.3 4,401.0 1,460.0 102,131.5 RM mn 32,429.1 12.3 1,281.2 719.0 34,441.6 (29.9) 63.5 34,475.2 934.6 438.6	96,257.2         13.3         4,401.0         1,460.0         102,131.5         RM mn       Sen/KWh         32,429.1       33.7         12.3       92.5         1,281.2       29.1         719.0       49.2         34,441.6       33.7         (29.9)       63.5         34,4475.2       934.6         438.6       438.6	(Restated)FY'1GWhGWh96,257.299,920.513.33.74,401.04,650.01,460.0904.7102,131.5105,478.9RM mnSen/KWhRM mn32,429.133.733,857.012.312.392.51,281.229.11,375.3719.049.2617.734,441.633.734,441.633.734,475.24.5934.6919.2438.6355.0	(Restated)         FY'13           GWh         GWh           96,257.2         99,920.5           13.3         3.7           13.4         3.7           4,401.0         4,650.0           1,460.0         904.7           102,131.5         105,478.9           RM mn         Sen/KWh         RM mn           32,429.1         33.7         33,857.0         33.9           12.3         92.5         4.5         121.6           1,281.2         29.1         1,375.3         29.6           719.0         49.2         617.7         68.3           34,441.6         33.7         35,854.5         34.0           (29.9)         (38.8)	

## **RESULTS DETAILS** Analysis of Electricity Growth by Sectors (Group)

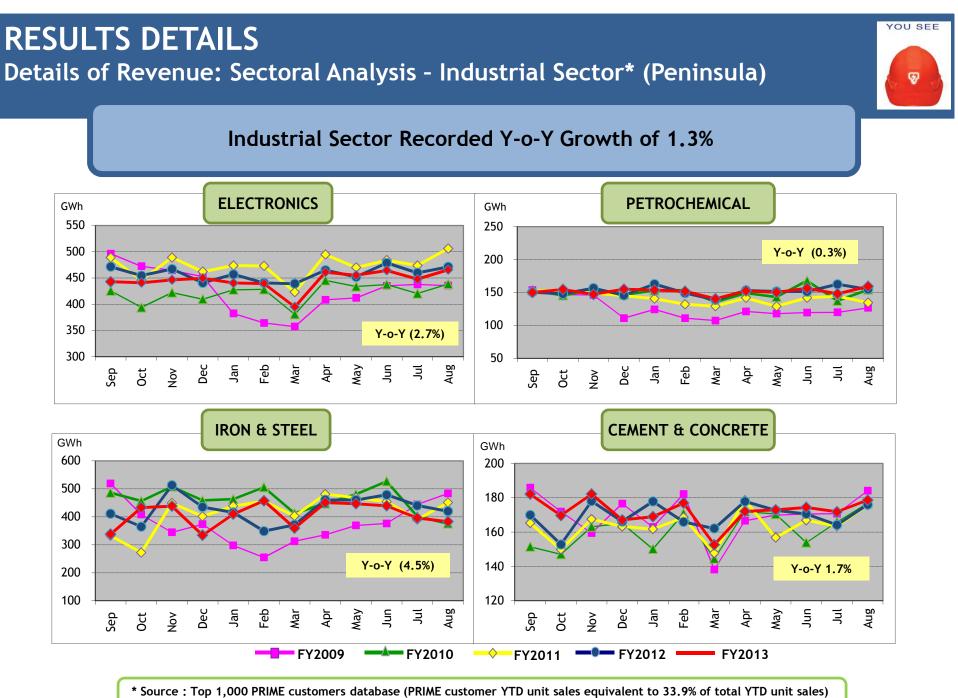




Notes:

\*\* Includes Specific Agriculture, Mining, Public Lighting, LPL & EGAT Revenue excluding accrued revenue

(-) Indicates Negative Growth



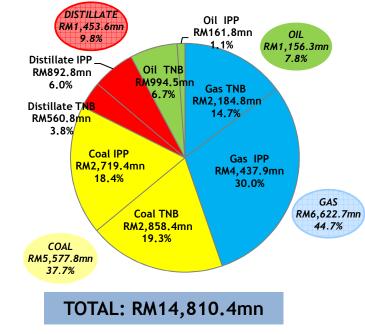
\* PRIME customers for 4 sectors above attributes 41.7% from the whole PRIME customers YTD unit sales

YOU SEE **RESULTS DETAILS** Details of Revenue: Sectoral Analysis - Commercial Sector (Peninsula) Commercial Sector Recorded Y-o-Y Growth of 4.7% Low Voltage Shop Lots & Retail Business 2200 2000 1800 (GWh) 1600 Y-o-Y 4.6% 1400 1200 Jan Feb Sept Oct Ŋ Dec Mar Apr May Jun Aug 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 650 300 600 270 550 240 (dWh) (dWh) 500 210 Y-o-Y 4.6% 450 180 Y-o-Y 0.5% 400 150 Aug Aug Sept Oct Nov Dec Jan Feb Apr Jun Sept Jan Mar Apr Jun Oct Dec Feb May Jul Mar May Jul No< FY2010 FY2011 FY2012 FY2013 26 FY2009

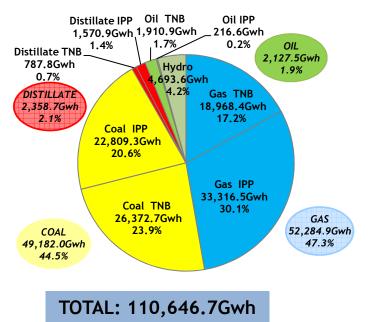
## **RESULTS DETAILS** Industry Generation in Peninsula (TNB & IPPs): Year-on-Year Analysis

#### Better Fuel Supply Outlook with RGT Commissioned and Lower Coal Price

Fuel Cost (RM mn)					
Fuel	FY'12	FY'13	Varian	ice	
Туре		1115	RM mn	%	
Gas	5,893.9	6,622.7	728.8	12.4	
Coal*	7,028.9	5,577.8	(1,451.1)	(20.6)	
Dist.	1,324.4	1,453.6	129.2	9.8	
Oil	1,518.1	1,156.3	(361.8)	(23.8)	
Hydro	0.0	0.0	-	0.0	
Total	15,765.3	14,810.4	(954.9)	(6.1)	



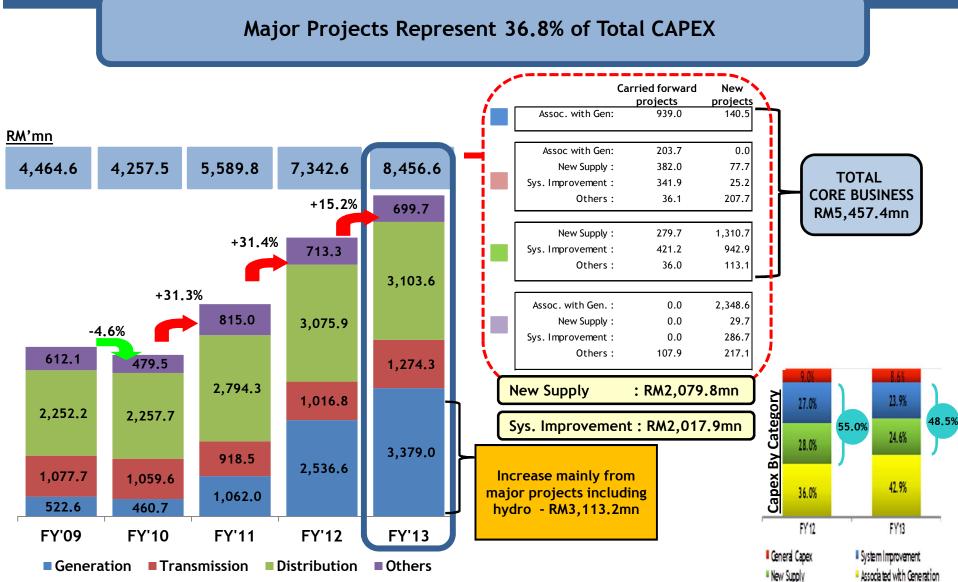
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Total	106,973.3	110,646.7	3,673.4	3.4





# **RESULTS DETAILS** Capital Expenditure

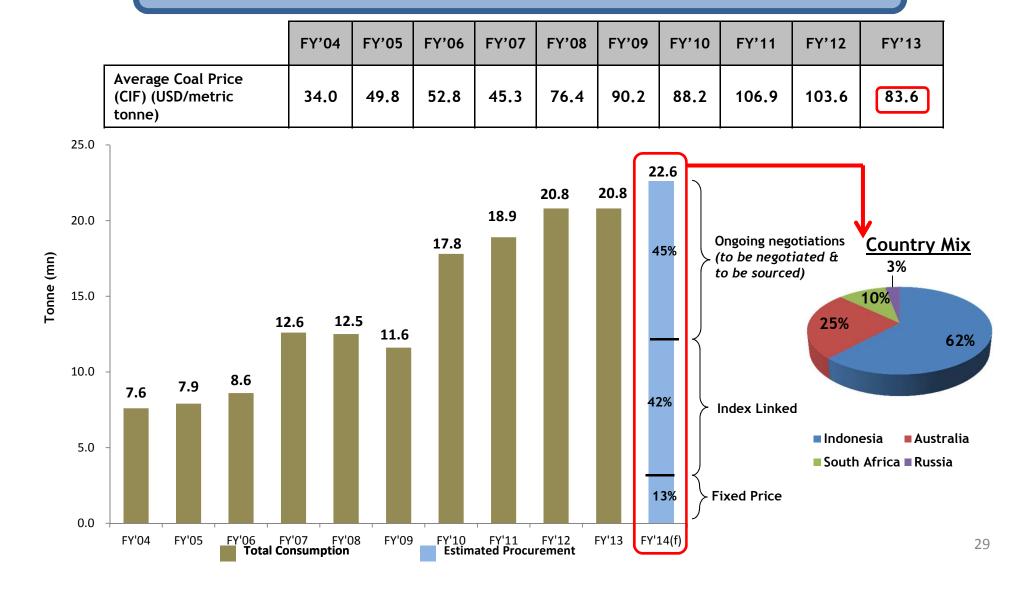




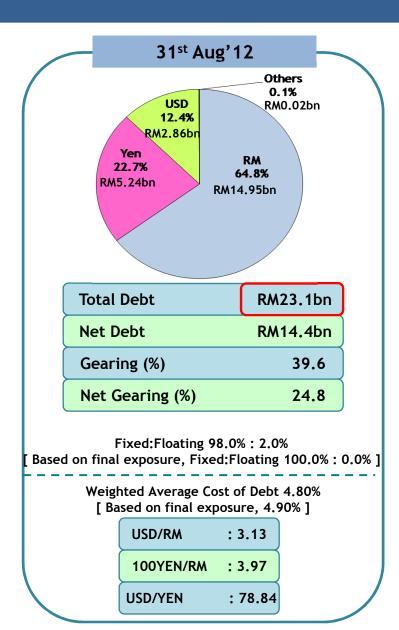
# **RESULTS DETAILS** Coal Requirement

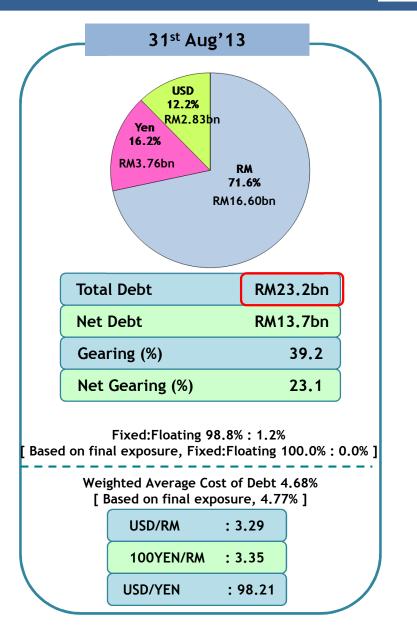


#### Average Coal Price for FY2013 was at USD83.6/MT



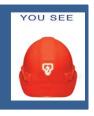
# **RESULTS DETAILS** Debt Exposure & Forex







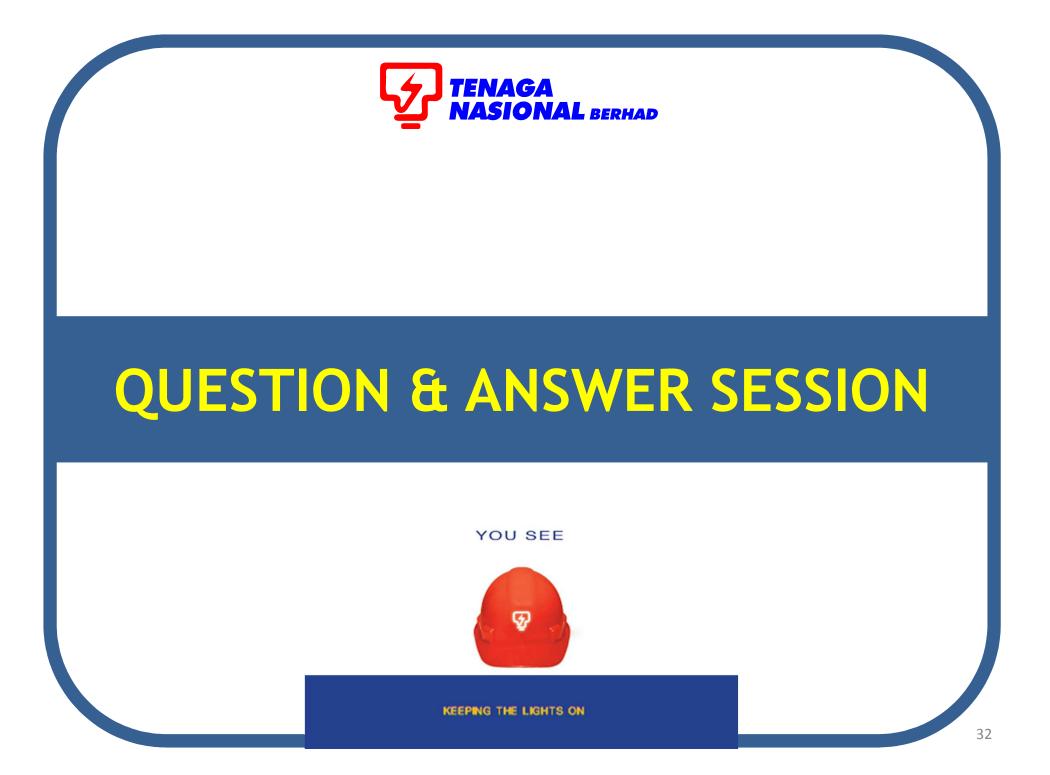
# **RESULTS DETAILS** Shareholding



#### **MESI Reforms Initiatives Promote Stronger Confidence**



Main Shareholding	Aug'10	Aug'11	Aug'12	Nov'12	Feb'13	May'13	Aug'13	Variance (Aug'13 & Aug'12)
Name	%	%	%	%	%	%	%	%
Khazanah Nasional Berhad	35.65	35.55	35.36	35.04	33.78	33.46	32.42	(8.31)
Employees Provident Fund Board	12.48	13.17	12.67	12.68	12.26	10.91	11.18	(11.76)
Skim Amanah Saham Bumiputera	9.59	9.90	10.66	10.57	10.51	9.79	8.27	(22.42)
Lembaga Tabung Haji	3.83	3.82	3.80	3.77	3.79	2.48	0.04	(98.95)
Other Corporations & Govt. Agencies	23.97	20.06	18.58	17.34	15.66	14.58	15.04	(19.05)
Subtotal	85.52	82.50	81.07	79.40	76.00	71.22	66.91	(17.47)
Foreign	11.75	10.72	12.64	14.08	17.34	21.80	26.17	>100.0
Malaysian Public	2.73	6.78	6.29	6.52	6.66	6.98	6.92	10.02
Total	100.00	100.00	100.00	100.00	100.00	100.00	100.00	
Paid Up Capital (mn shares)	4,352.7	5,456.6	5,501.6	5,535.3	5,564.4	5,617.1	5,643.6	



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