



FINANCIAL AND OPERATING RESULTS

Investors and Analysts Briefing
Nine Months Ended September 30, 2018

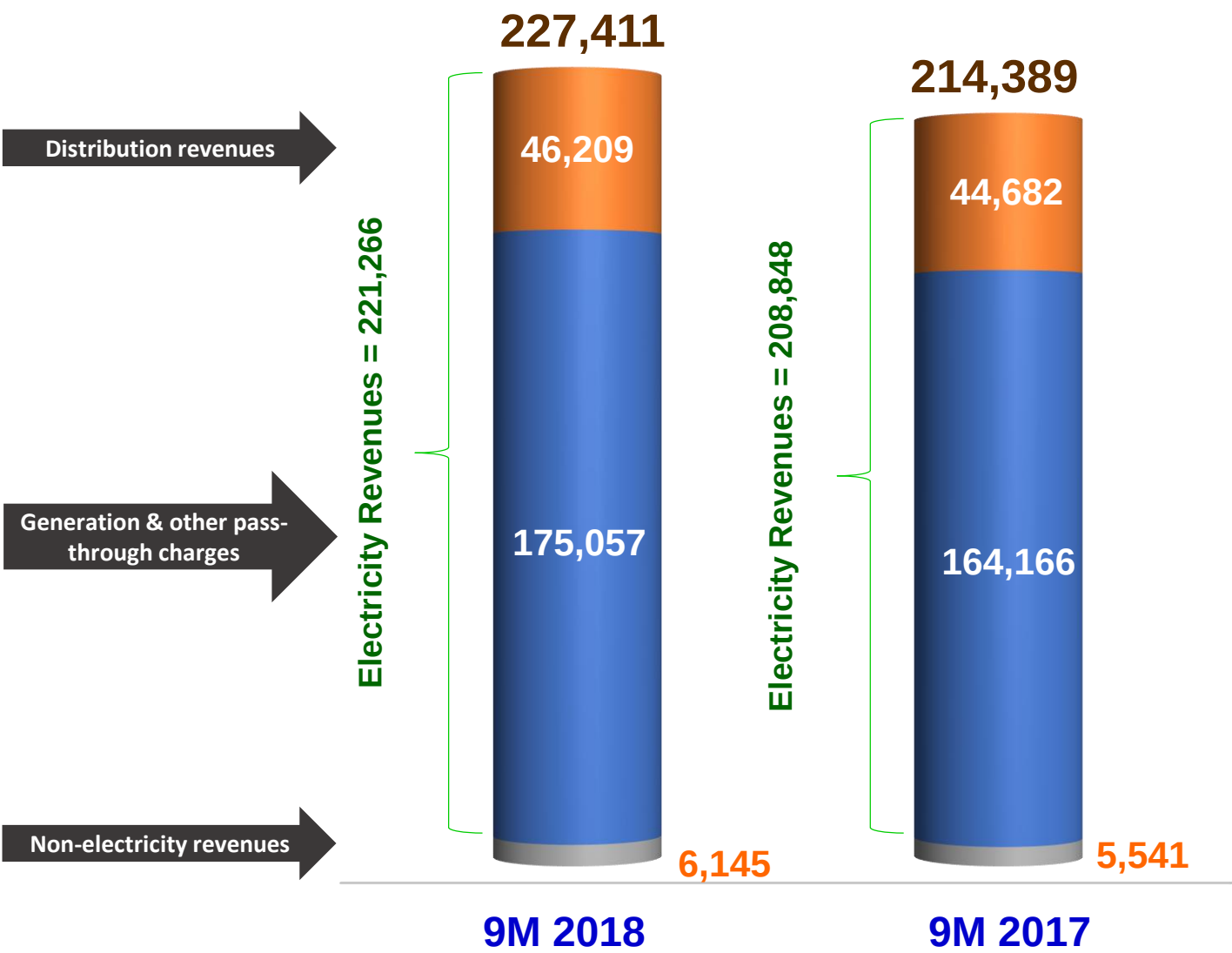
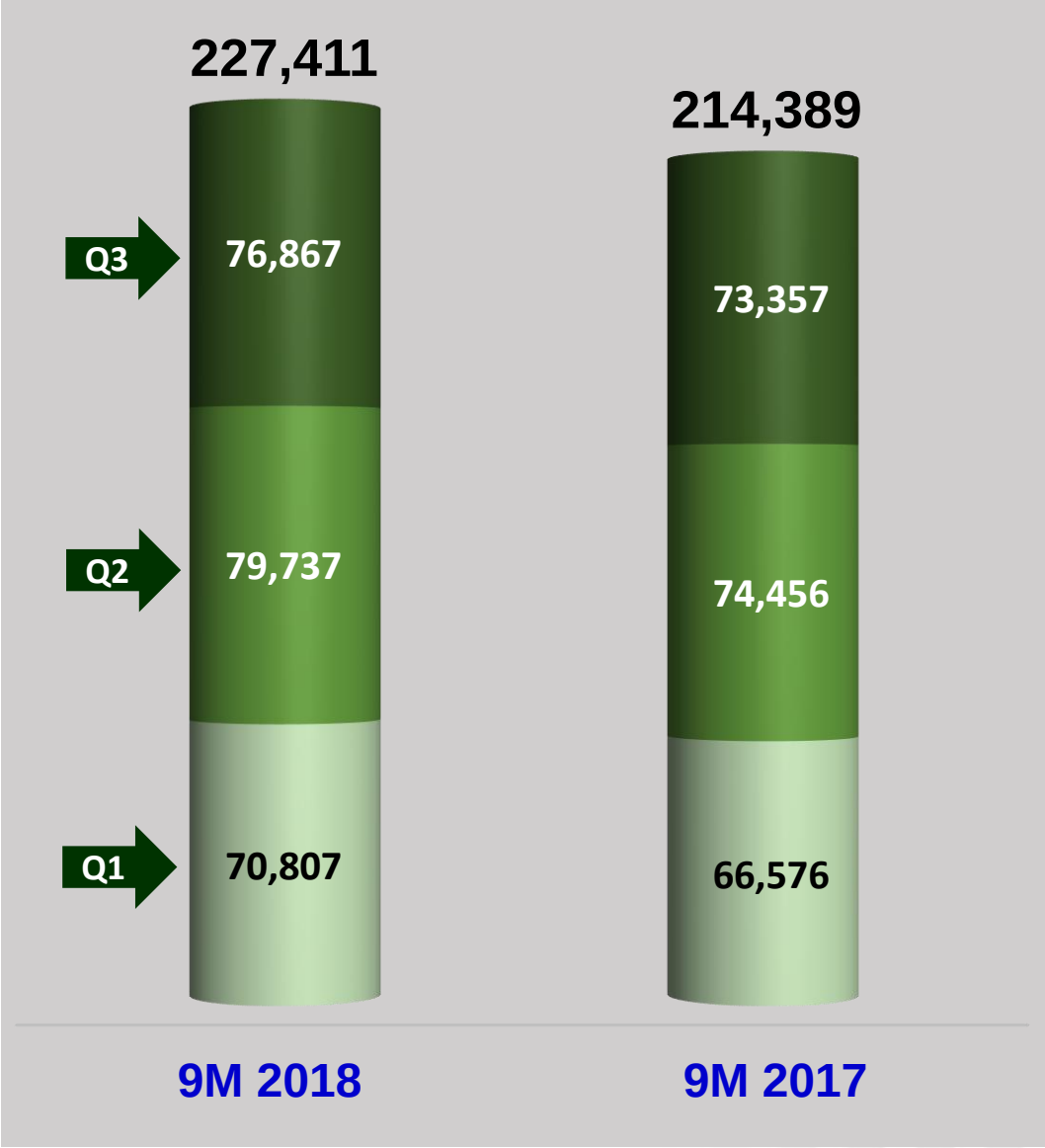
October 29, 2018

FINANCIAL HIGHLIGHTS

9M 2018

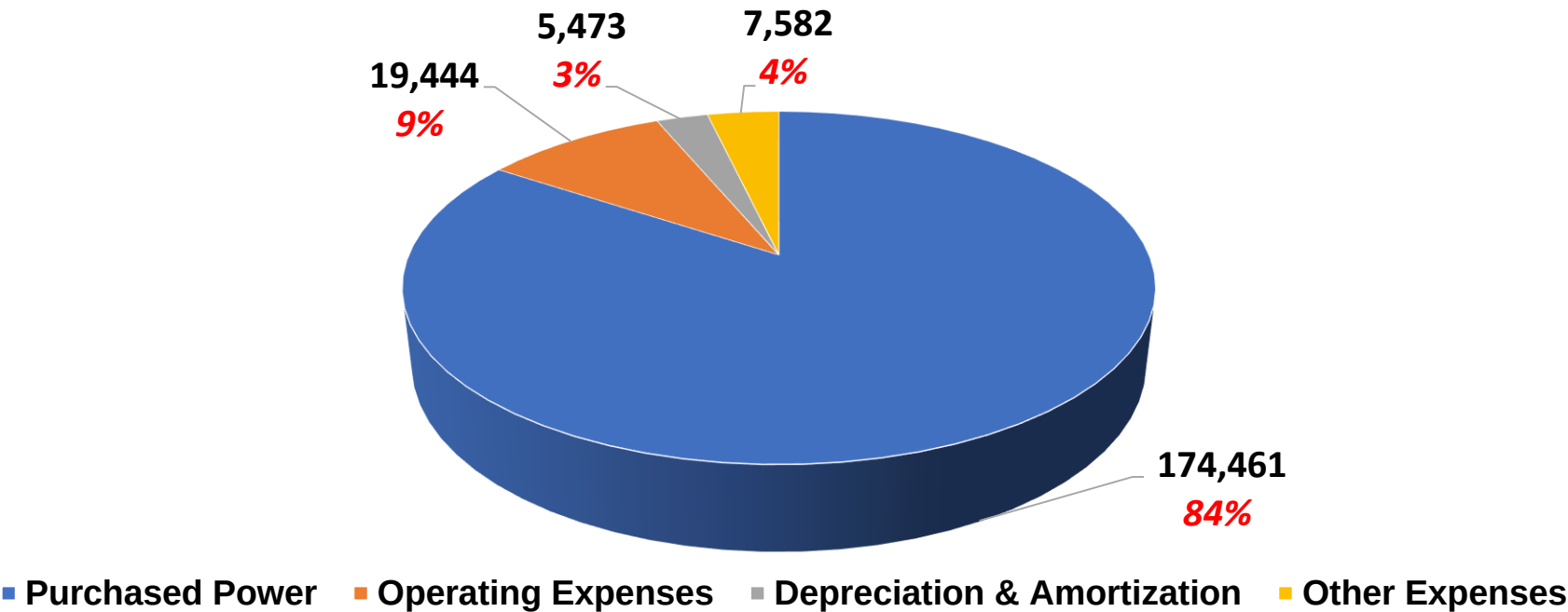


Consolidated Revenues (in Million PhP)

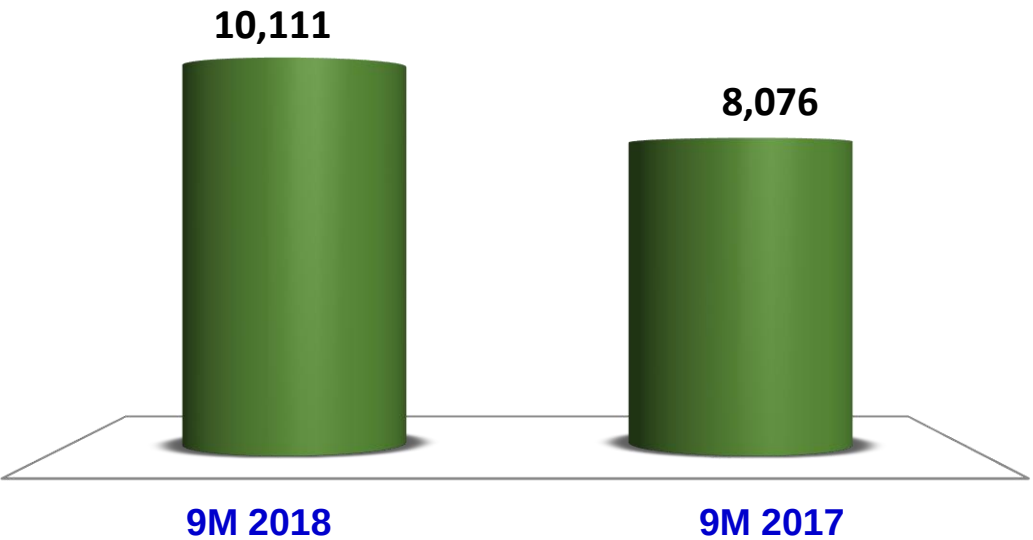


Costs and Expenses/Capital Expenditures (in Million PhP)

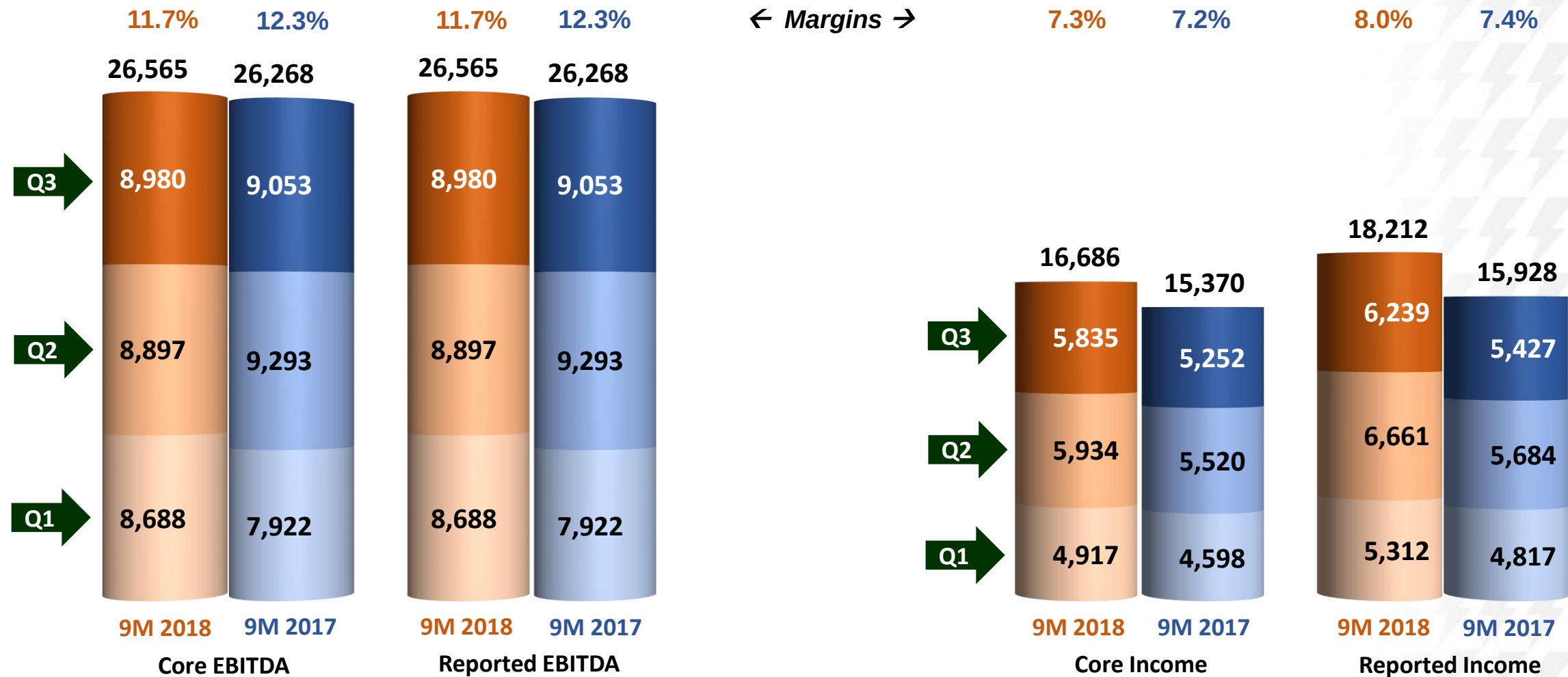
Costs and Expenses



Capital Expenditures



Consolidated EBITDA and Net Income (in Million PhP)

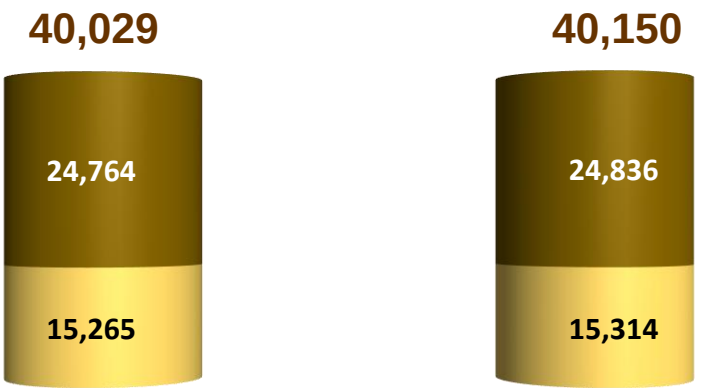


Earnings per Share



Credit and Debt Profile

TOTAL DEBT (in Million PhP)

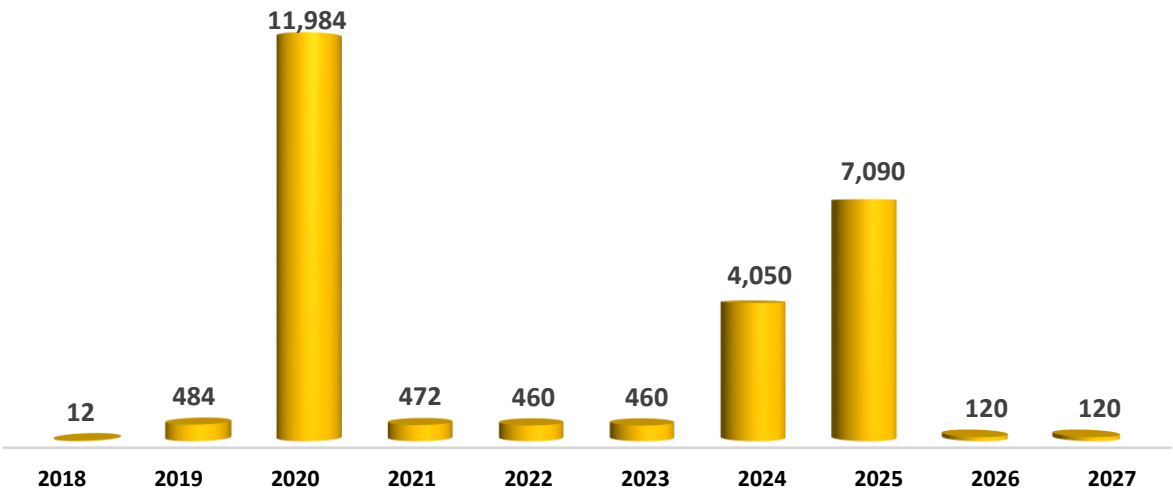


9M 2018

9M 2017

■ Current Portion ■ Non-current Portion

LONG-TERM DEBT REPAYMENT SCHEDULE (in Million PhP)



(in Million PhP, Except Ratios)

9M 2018

9M 2017

Cash	48,122	46,699
Gross Debt	40,029	40,150
Net Debt	(8,093)	(6,549)
Gross Debt/EBITDA	1.13	1.15
Net Debt/EBITDA	(0.23)	(0.19)
Gearing Ratio	(0.11)	(0.09)
Interest Expense	1,394	1,147

OPERATIONS REPORT

Performance ended September 2018



Operating Highlights

9M
2018

Energy
Sales

↑4.8%*
32,921 GWh

Customer
Count

↑4.7%*
6.54 million

Peak
Demand

↑6.1%*
7,399 MW

Net System
Input (NSI)

↑4.1%*
34,815 GWh

Ave. Retail
Rates

12.5%*
P8.92/kWh

S-Factor
& GSL**

Sustained
Service
Improvement

Business
Updates



MERALCO

*vs. same period, previous year

**For GSL, RY2019 Period (July 1, 2018-June 30, 2019); compared with past levels (in the absence of 4RP standards/ reset)

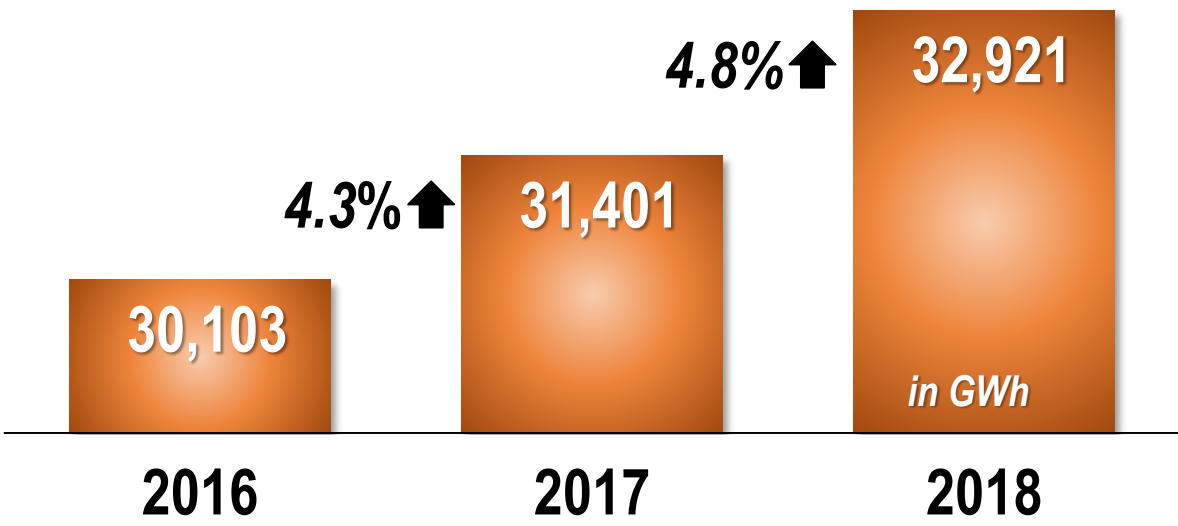
Details

9M
2018

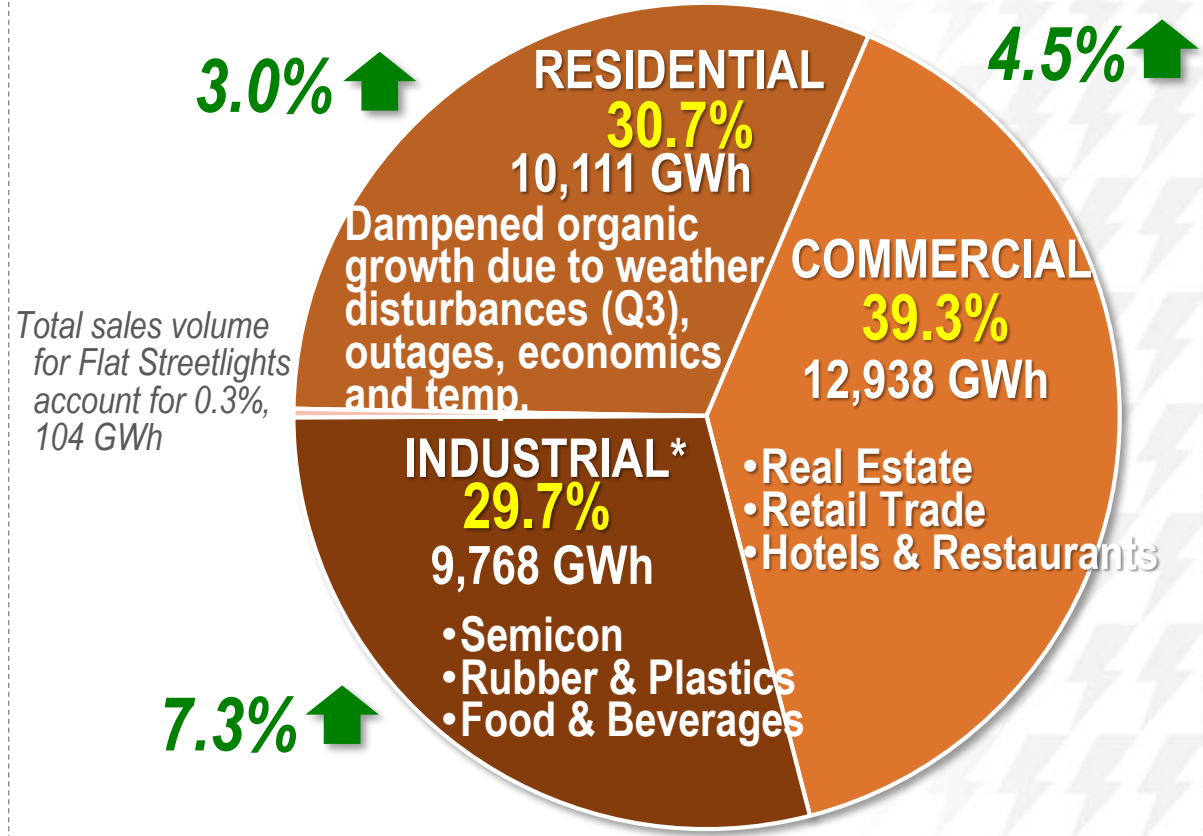


Energy Sales: 9 Months 2018

➤ Up 4.8% vs. 2017 (+1,520 GWh)

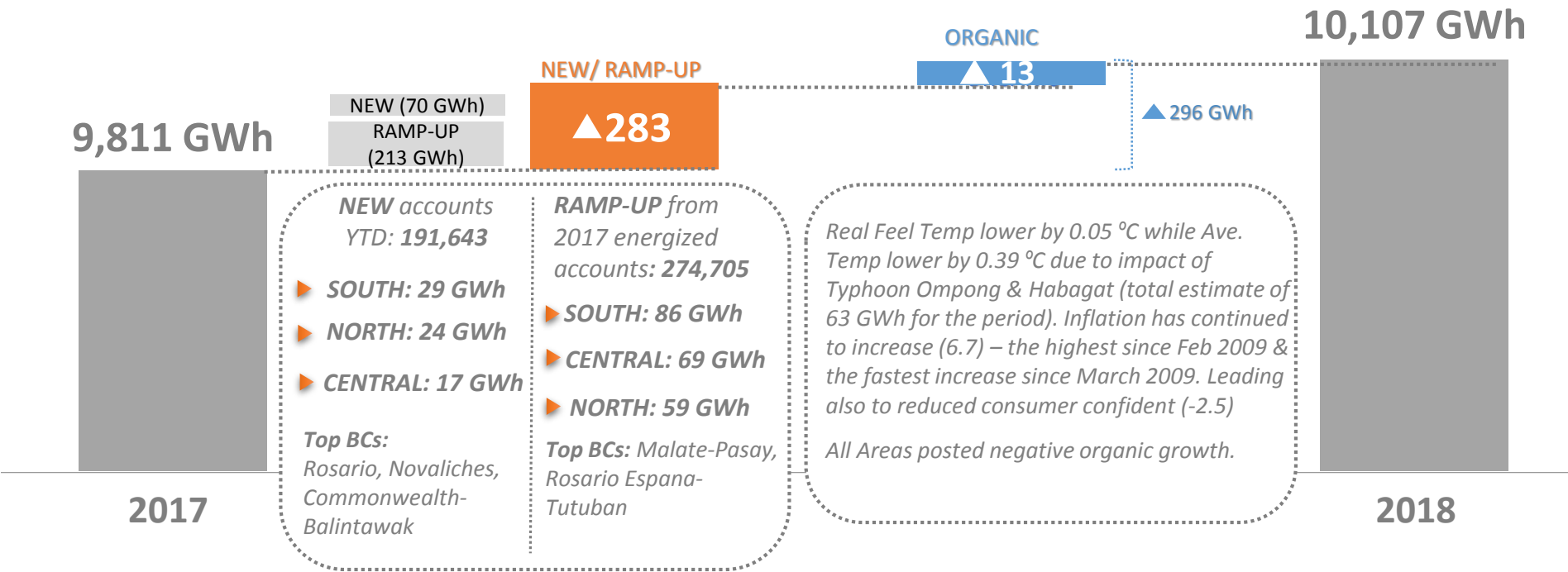


Share / Δ for 9M 2018:



Energy Sales: 9 Months 2018

Residential sales growth was dampened due to decline in ORGANIC brought about by weather disturbances experienced during Q3 (Typhoon Ompong and Habagat) and economic factors affecting customers.



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**STRATEGIC PARTNER FOR
REAL ESTATE DEVELOPERS**



**INTENSIFY SUPPORT FOR
IJOIN PROGRAM**



**READY & EQUIPPED SALES
& PCA COUNCIL**



**CAPITALIZING ON LGUs
AS PARTNER-ENABLER**



**CUSTOMER RETENTION &
RECOVERY**



BEYOND METER INITIATIVES



Energy Sales: 9 Months 2018

Commercial growth stable despite slightly lower Q3 while Industrial continued its growth trajectory carrying over to Q4.



▲ 4.4%
COMMERCIAL

12,752
GWh



▲ 6.7%
INDUSTRIAL

9,353
GWh

► REAL ESTATE (17.2%)

- **Office Space Demand:** BGC has highest take up (33%) while Makati has lowest (8%) of all MM districts. Expected YE 1.15M sqm supply is mostly pre-committed to tenants awaiting turnover (3.8M for 6 years)
- **POGOs** account for 25% of office transactions in 1H 2018 resulting in a take up of 180,000 sqm of office space. POGO thrive because of China's fear of currency devaluation leading to restrictions to overseas travel but potential risk lies in any major policy changes from Phil or China.

TOP REAL ESTATE ACCOUNTS

CLOVERLEAF MALL(QC)
MERIDIAN PARK (PASAY)

► RETAIL TRADE (4.6%)

The growth is driven by ramp-up of existing mixed-used malls mostly with BPO/ office spaces. The share of retail occupancy are mainly Food (35%) and Clothing (25%). New trends: Food Parks/Halls (e.g. Corner Market, Hole in the Wall) & Lifestyle "Retail in a retail" Concept stores (e.g. Retail Lab, Complex, Commonwealth)

TOP RETAIL TRADE ACCOUNTS

PODIUM PHASE 2 (MANDALUYONG)
FELIZ MALL (PASIG)

► HOTELS & RESTAURANTS (7.0%)

- **Demand:** Forecast of 10 to 15% rise in foreign arrivals in 2018, 7.3 to 7.5 M coming from 6.6M in 2017
- **Supply:** Additional 1100 rooms to be completed from Jul to Dec 2018. Although still showing growth, there is a significant slow down due to absence of new of huge hotel developments (Okada, COD, Solaire)
- Growth mainly due to expansion of the Grand Hyatt Hotel & ramp up until official opening of Hilton Manila this October.

TOP HOTELS & RESTO ACCOUNTS

OKADA (PASAY)
GRAND HYATT (BGC/TAGUIG)

► SEMICON (7.6%)

Trumps' tariffs & trade tensions with China push electronic production from China to SEA but uncertainty in TRAIN 2 is ill-timed as Phil is still unable to capitalize on this according to PEZA. Accdg. to SEIPI Report: YTD exports inc. by 7.0%. Electronics exports still the top export at 54.3% of total Phil exports.

TOP SEMICON ACCOUNTS

SEMPHIL 1&2 (LAGUNA)
PHIL MFG. MURATA (BATANGAS)

► RUBBER & PLASTICS (9.7%)

Mainly driven by the demand for food/ utensils & general packaging needs of growing retail industry including supermarkets & retail stores. Packaging for cement manufacturers (i.e. Eagle Cement) has also been cited as a growth area given increase in demand for eco-bags used for cement packaging. Higher fuel prices for gensets vs. reliance in grid power was also a main reason for growth (JG Summit)

TOP PLASTICS ACCOUNTS

JG SUMMIT PETROCHEMICAL (BATANGAS)
FIBC GREENBAG (CALOOCAN)

► FOOD & BEVERAGES (5.1%)

Due to demand for food products such as hot dogs for San Miguel Purefoods an additional line was added to cope with demand. Dressing plants for QSRs (Quick Serving Restos) have also picked up production Likewise, production of Monde Nissin's Butter Coconut biscuit & Instant noodle lines added to growing F&B segment. Domestic demand & production still going strong despite price increases for food & non-alcoholic beverages.

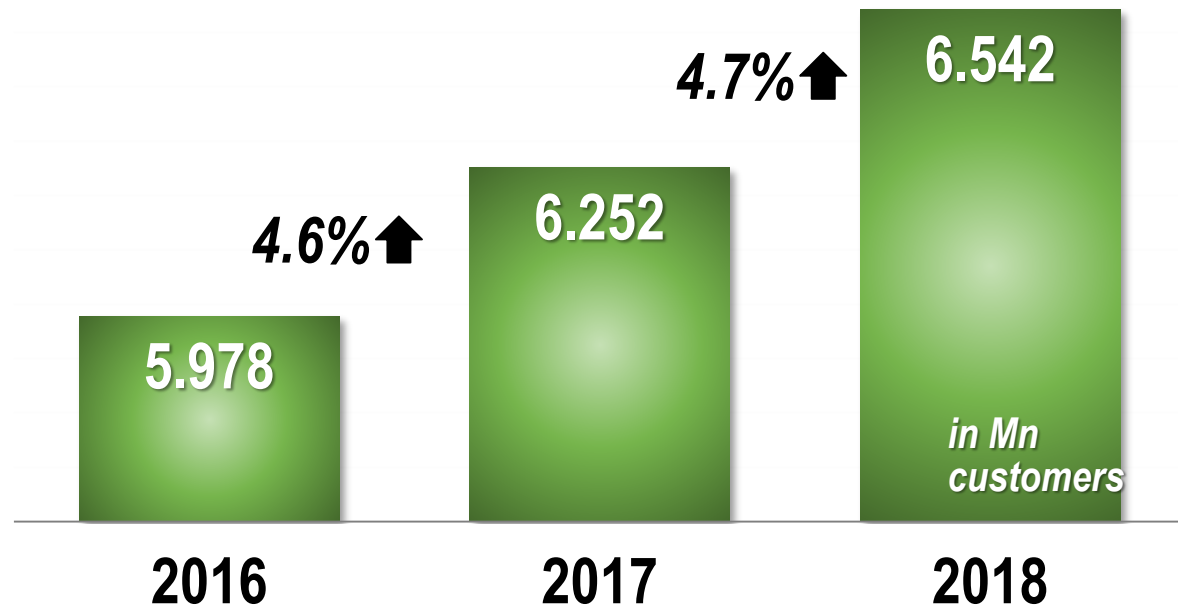
TOP F&B ACCOUNTS

SAN MIGUEL (CAVITE)
CARGILL JOY (BATANGAS)

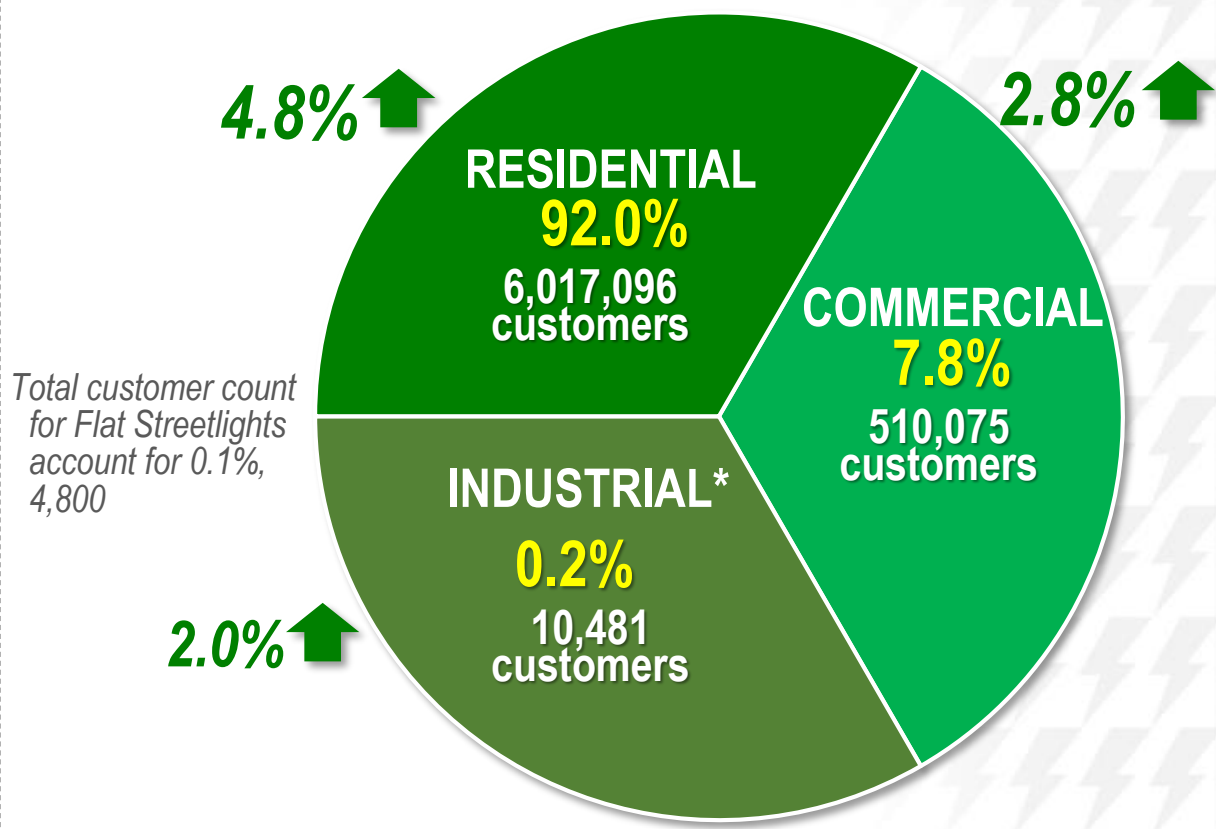


Customer Count: 9 Months 2018

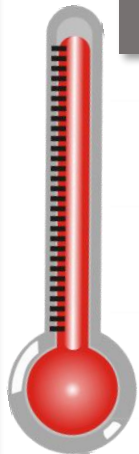
➤ Up 4.7% vs. 2017 (+290,748 customers)



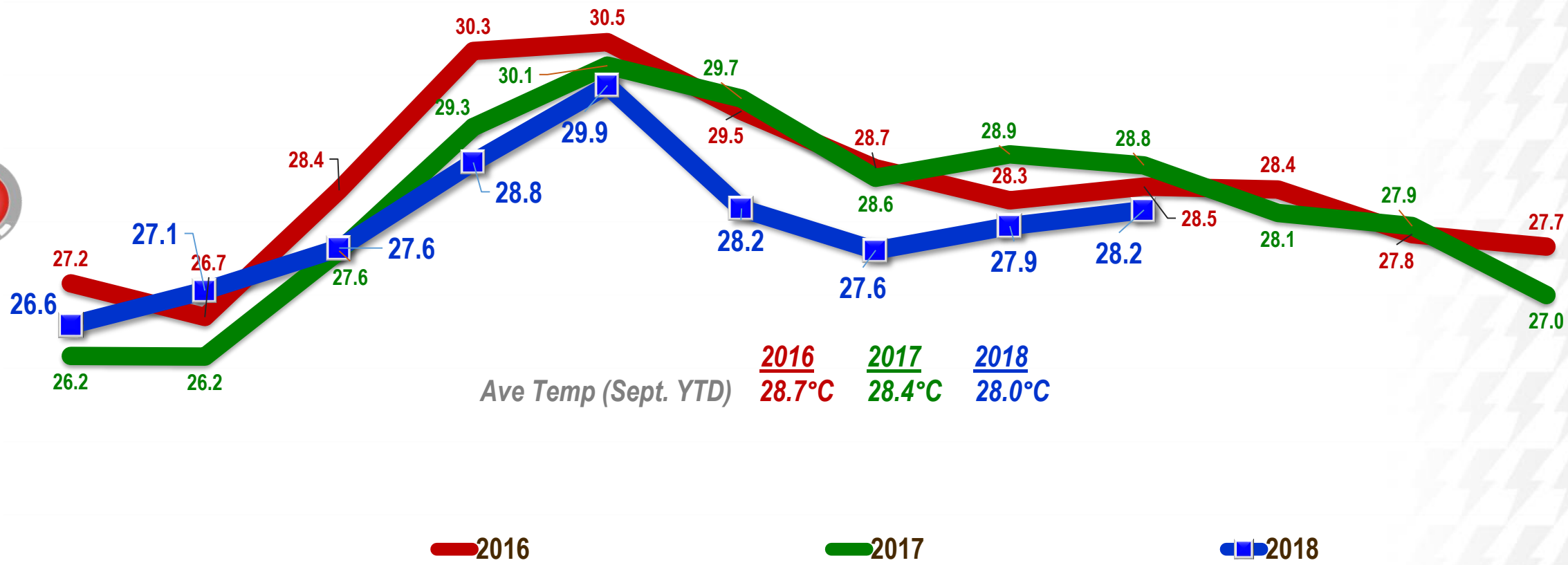
Share / Δ for 9M 2018:



Ave. Temperature(°C): 9 Months 2018



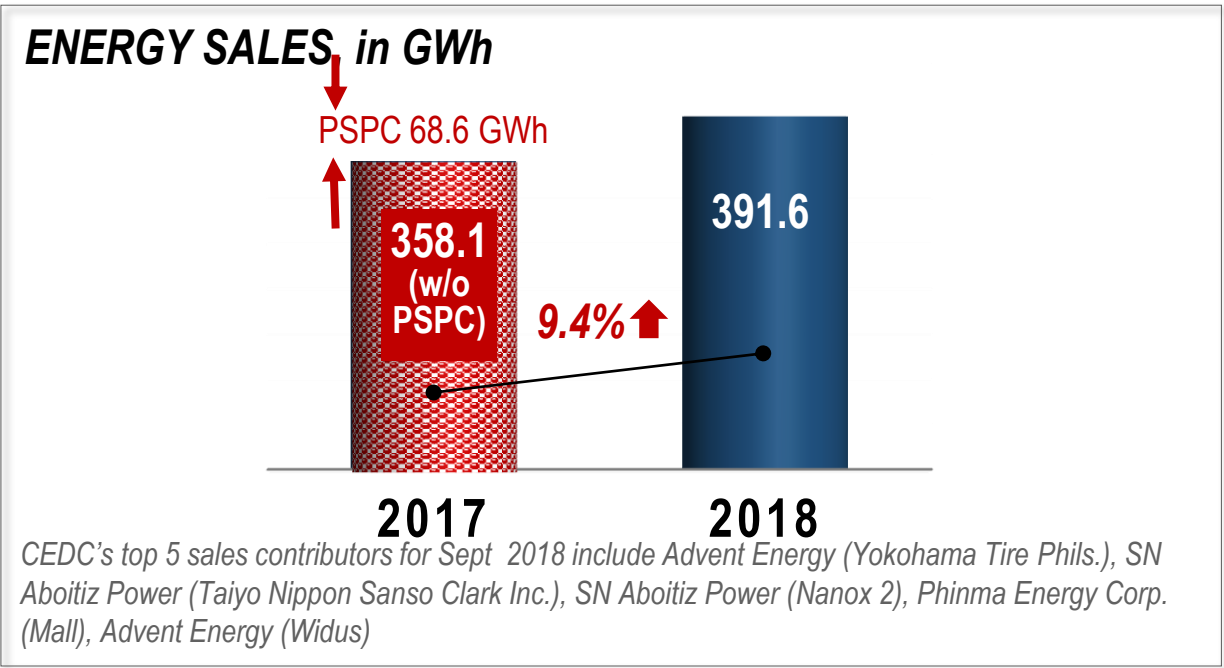
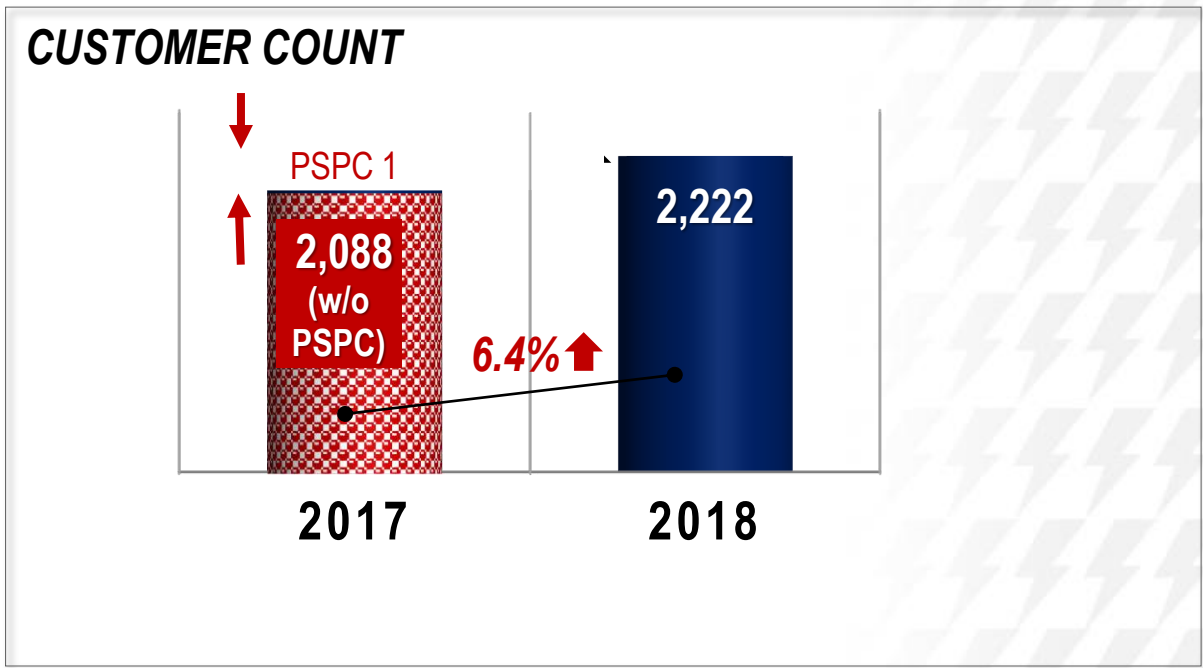
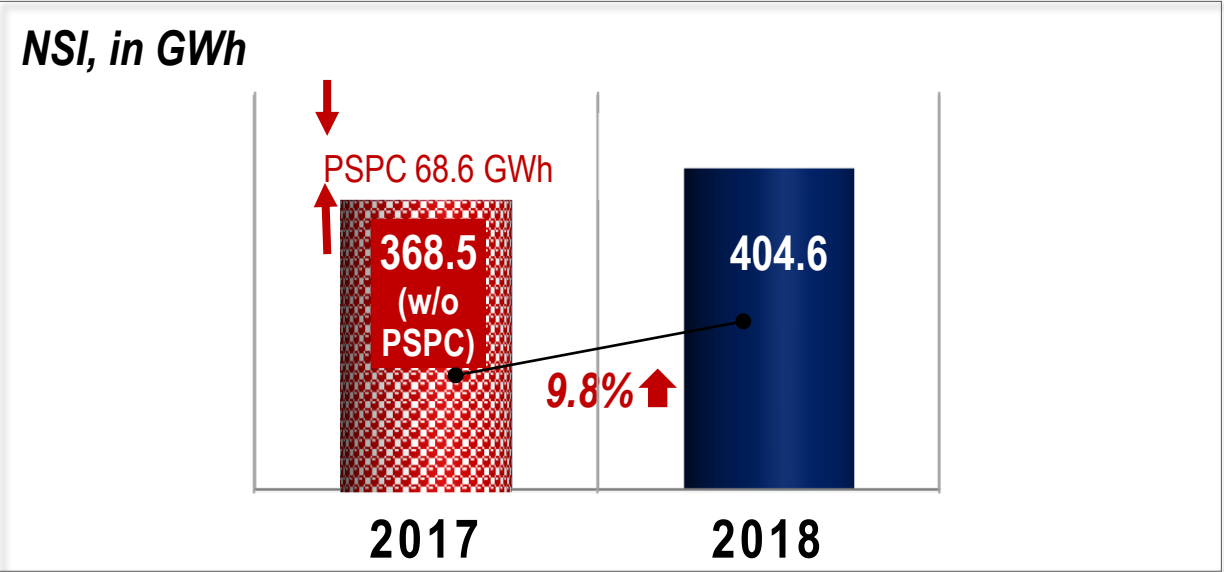
➤ Ave. Temp for September 2018/YTD lower vs. 2017



Ave Max Temp (Sept. YTD) 2016 35.1°C 2017 35.1°C 2018 34.3°C

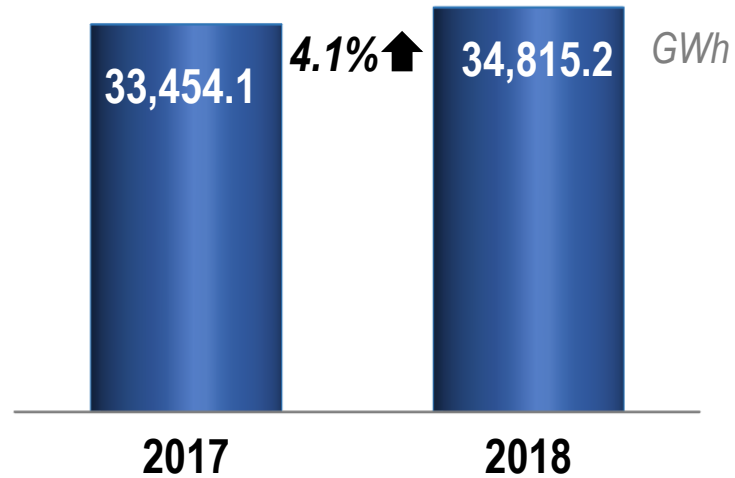


Clark Electric (CEDC): 9 Months 2018



NSI*: 9 Months 2018

➤ Up 4.1% (+1,361.1 GWh)



*Net System Input (NSI) includes:

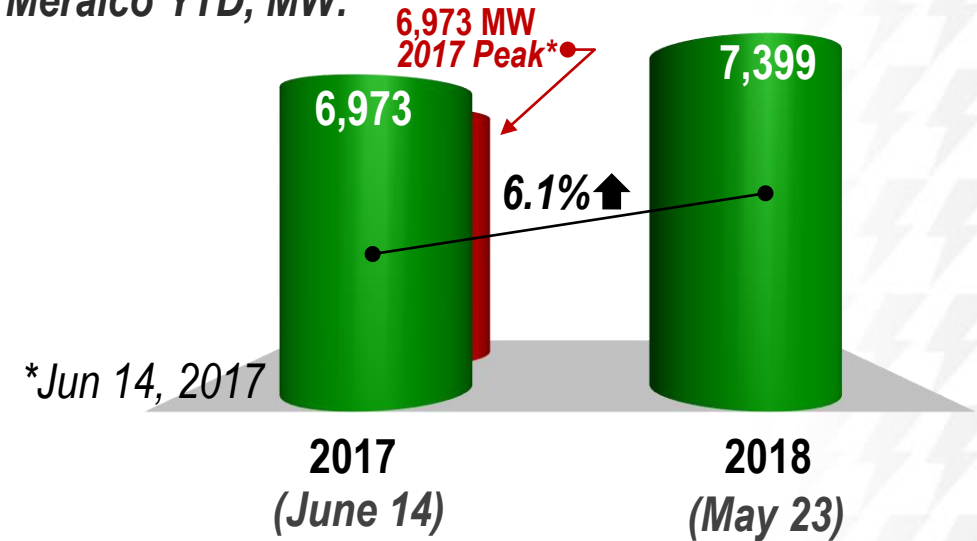
- Power purchases of D.U. (for Captive Customers), its Local RES (for Contestable Customers)
- Other RESs (for Contestable Customers including SDC)
- Volumes for CEZ, Sunpower, Coccochem Agro-Industrial Park (CAIP)
- Export Energy from Net Metering customers

CONSOLIDATED

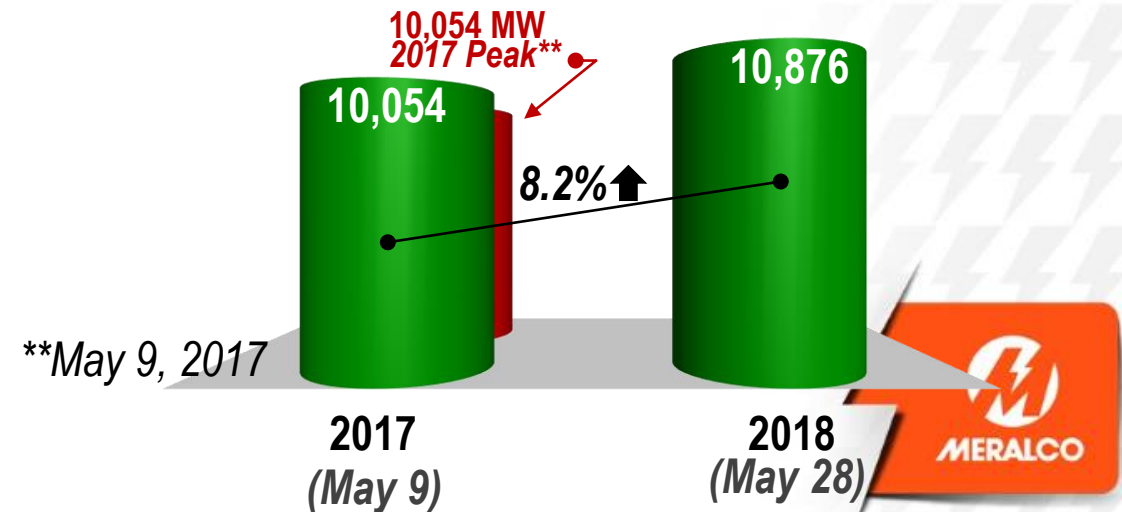
Peak Demand: 9 Mos. 2018

➤ Meralco Peak Demand of 7,399 MW , 6.1% up

Meralco YTD, MW:

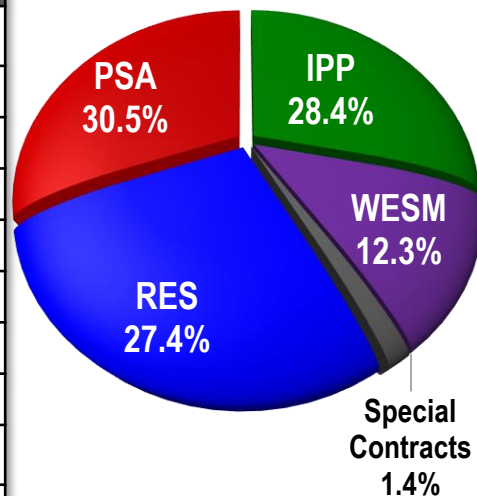


Luzon YTD Peak Demand, MW:



Energy Sources: 9 Mos. 2018

SOURCE	9M 2018	
	GWh	Share
PSAs-Total	10,614.6	30.5%
SEM-Calaca	1,264.0	3.6%
MPPC-Masinloc	999.8	2.9%
TLI-Pagbilao	1,190.7	3.4%
SMEC-Sual + CEDC	1,891.9	5.4%
SPPC-Ilijan	4,308.4	12.4%
San Gabriel	521.1	1.5%
Others*	438.7	1.3%
IPPs-Total	9,891.4	28.4%
QPPL-Mauban	1,743.1	5.0%
Sta. Rita	5,359.3	15.4%
San Lorenzo	2,789.0	8.0%
WESM	4,278.9	12.3%
Special Contracts**	502.0	1.4%
RESSs***	9,528.3	27.4%
TOTAL SOURCE (NSI Equivalent)	34,815.2	100%



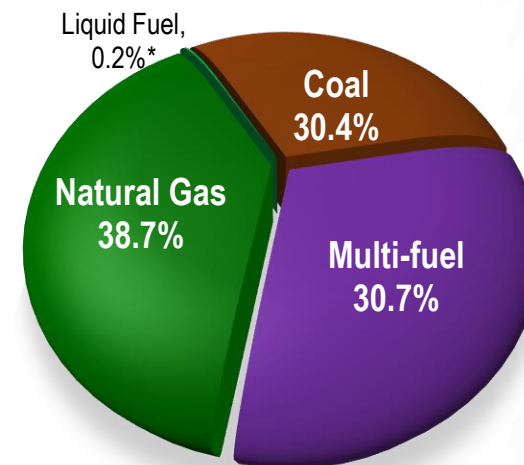
*Include volumes from TMO, PEDC, Philpodeco and Net Metering contracts

**Include volumes for Cavite Economic Zone (CEZ), Sunpower and Cocomchem Agro-Industrial Park (CAIP)

***Include volumes for MPower + Vantage and Other Retail Electricity Suppliers

CONSOLIDATED

Fuel Mix: 9 Mos. 2018



TYPE OF FUEL	9M 2018	
	GWh	Share
Natural Gas	13,472.8	38.7%
Liquid Fuel*	69.7	0.2%
Coal	10,570.3	30.4%
Multi-fuel**	10,702.4	30.7%
TOTAL FUEL MIX (NSI Equivalent)	34,815.2	100.0%

*Replacement due to SPEX gas restriction (Feb 25-27 & Mar 10-12); other testing activities (Jan 28, Feb 16-17). San Lorenzo 50 testing activities (Jun 16); Santa Rita Module 10 and 30 testing activities (Aug 17-18); SPEX gas restriction (Sep 8-9) and other testing activities (Aug 26, Sep 7, 10, 23-24).

**Coal, Hydro, Biomass, Geothermal, et. al.; includes also WESM, CAIP, Other RESs

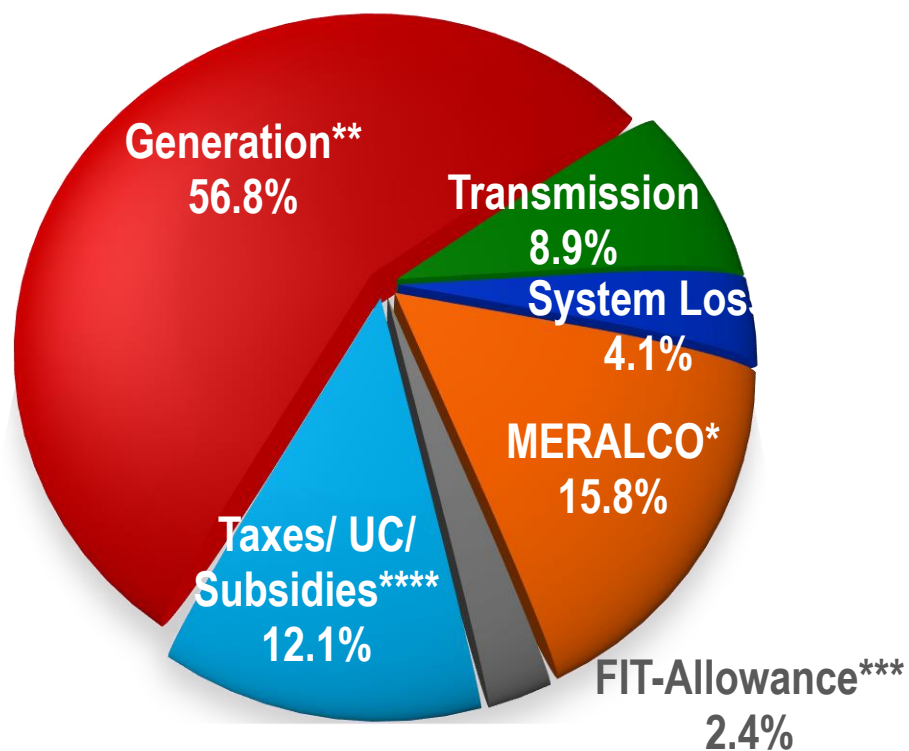


Average Retail Rates: 9 Months 2018

(Reflects Generator Wheeling adjustments)

➤ **12.5% higher than 2017 average rates (+99¢/kWh); mainly due to Generation, Taxes, SL and FIT-All charges**

- Distribution Charge biggest reduction for the period;
- Generation Charge is largest component in customer's bill at 56.8%; Meralco 15.8%; NGCP 8.9%



BILL COMPONENT	9M 2017 Overall Ave, P/kWh	9M 2018 Overall Ave, P/kWh	Δ P/kWh
Generation Charge*	4.30	5.06	0.76
Distribution Charge** (MERALCO)	1.43	1.41	(0.02)
Transmission Charge** (NGCP)	0.80	0.79	(0.01)
System Loss Charge**	0.31	0.36	0.05
Taxes, Univ Charge**	0.94	1.08	0.13
FIT-All***	0.15	0.22	0.07
TOTAL (includes generator wheeling customers who are only charged Distribution, Supply, and Metering charges)	7.93	8.92	0.99 (12.5%↑)

*Generation Retail Rate applies to customers supplied by Meralco only

**Other Charges are based on total captive and contestable customers in Meralco Franchise Area

***Increase from P0.1830 to P0.2563/ kWh was implemented starting June 2018 billing;
Excludes contestable customers and Cavite Ecozone (CEZ)- started February 2015

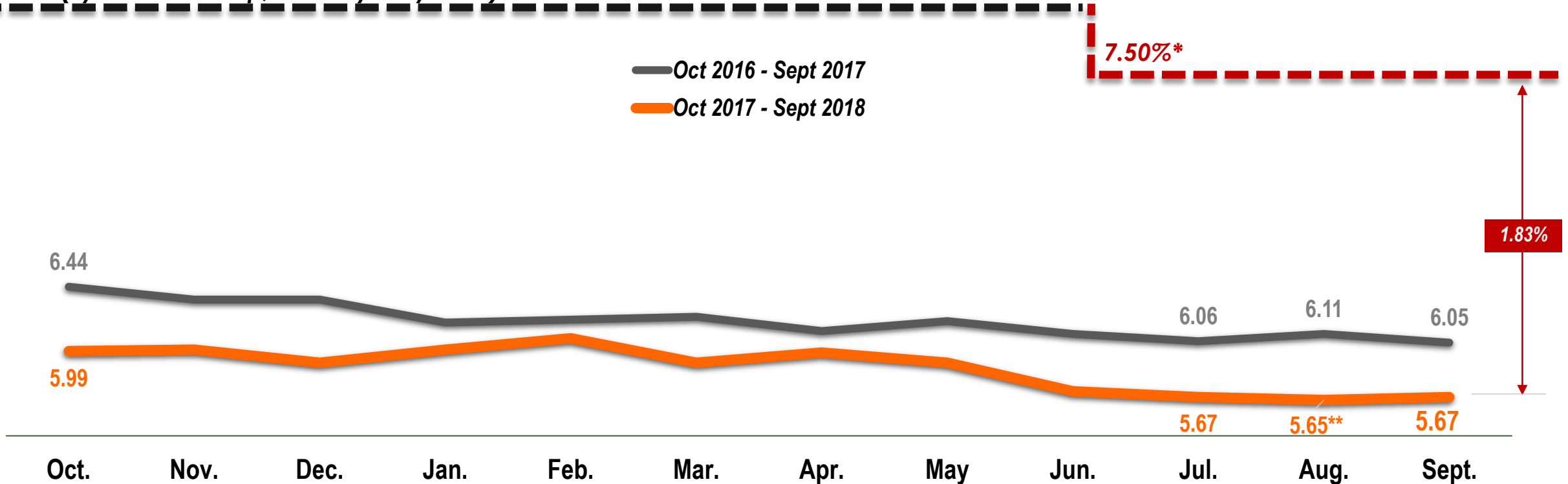


System Loss Performance: September 2018, 12-MMA

- 12-MMA ending Sept. 2018 at 5.67%
 - Improved by 6.3% vs. Sept. 2017's 6.05%
 - Lower by 1.83% pts. vs. newly-set SL cap of 7.50%

**ALL-TIME
RECORD LOW
PERFORMANCE**

8.50% (System Loss Cap, January May 2018)



Official ERC-filed Meralco System Loss, in percent, which excludes Clark Electric Distribution Corp. (CEDC)'s 12MMA system loss ending Sept. 2018 of 2.77% & Sept. 2017 of 2.35%

*Total Allowable System Loss Cap, starting June 2018; includes 1% assumed typical Subtransmission + Substation technical losses

**All-time low in 115 years



S-Factor & GSL Performance: 9 Mos. 2018 & RY2018 (for GSL)

➤ **Sustained service improvements** vs. past levels*

SAIFI, Forced and PAI (Times)

TARGET LEVEL	REWARDS (<6.98)	DEADBAND (6.98 – 8.24)	PENALTY (>8.24)
9M 2018 ACTUAL	1.423		

Ave. Time to Process App. (Days)

TARGET LEVEL	REWARDS (<7.91)	DEADBAND (7.91 – 12.28)	PENALTY (>12.28)
9M 2018 ACTUAL	3.450		

SAIDI, Pre-arranged (Minutes)

TARGET LEVEL	REWARDS (<126.57)	DEADBAND (126.57 – 198.40)	PENALTY (>198.40)
9M 2018 ACTUAL	42.711		

Ave. Time to Connect (Days)

TARGET LEVEL	REWARDS (<3.56)	DEADBAND (3.56 – 5.77)	PENALTY (>5.77)
9M 2018 ACTUAL	2.010		

CAIDI, Forced and PAI (Minutes)

TARGET LEVEL	REWARDS (<144.40)	DEADBAND (144.40 – 168.72)	PENALTY (>168.72)
9M 2018 ACTUAL	105.267		

Call Center performance (Secs.)

TARGET LEVEL	REWARDS (<13.56)	DEADBAND (13.56 – 21.03)	PENALTY (>21.03)
9M 2018 ACTUAL	8.92		

Prob. of Voltage Level (% not falling within limits)

TARGET LEVEL	REWARDS (<0.86)	DEADBAND (0.86 – 1.44)	PENALTY (>1.44)
9M 2018 ACTUAL	0.070		

System Loss (%) -12MMA

TARGET LEVEL	REWARDS (< 7.50)	DEADBAND (>7.50)
2018 ACTUAL	5.67	

GSL1 : Customer experiencing a cumulative duration of sustained service interruptions in a Regulatory Year that exceeds the threshold

RY2019 NO. OF INCIDENTS ALLOWED	(CEILING) 373,658 Customers
RY2019 ACTUAL ***	882

GSL2 : Customer experiencing a total number of sustained interruption in a Regulatory Year that exceeds the threshold

RY2019 NO. OF INCIDENTS ALLOWED	(CEILING) 18,989 Customers
RY2019 ACTUAL ***	0

GSL3: Restoration of supply to a customer after a fault on the secondary distribution network taking longer that the threshold time

RY2019 NO. OF INCIDENTS ALLOWED	(CEILING) 234,439 Incidents
RY2019 ACTUAL ***	4,823

GSL4 : Connection not provided on the day agreed with the customer

RY2019 NO. OF INCIDENTS ALLOWED	(CEILING) 163,995 Days Delay
RY2019 ACTUAL ***	25,645

Note: All actual performances are indicative

*Based on 3RP Targets (4RP standards not yet available).

**With exclusions

*** July 1, 2018 – June 30, 2019

Business Updates & Other Events of Interest

9M
2018



Business Updates: Strengthening the Core Business: CapEx Projects

Replacement of Power Transf. at North Port Substation

Date Commissioned: July 24, 2018



A new 83 MVA power transformer was commissioned to temporarily replace North Port's 40-year old 133 MVA bank found with oil leaks last July 1. The 133 MVA power transformer is included in our replacement program filed under RY2018 CAPEX projects which is waiting for ERC approval.

Replacement of Power Transf. 6 at Balintawak Substation

Date Commissioned: August 31, 2018



New 83 MVA power transformer was commissioned to replace the 23-year old unit that was declared defective on June 27, 2016. This project was filed with the ERC on September 1, 2016 as an emergency project.

Business Updates: Strengthening the Core Business: CapEx Projects

Interconnection of Steel Asia to MERALCO's 115 kV System

Date Commissioned: July 27, 2018

Location: Bahay-Pare, Meycauayan, Bulacan

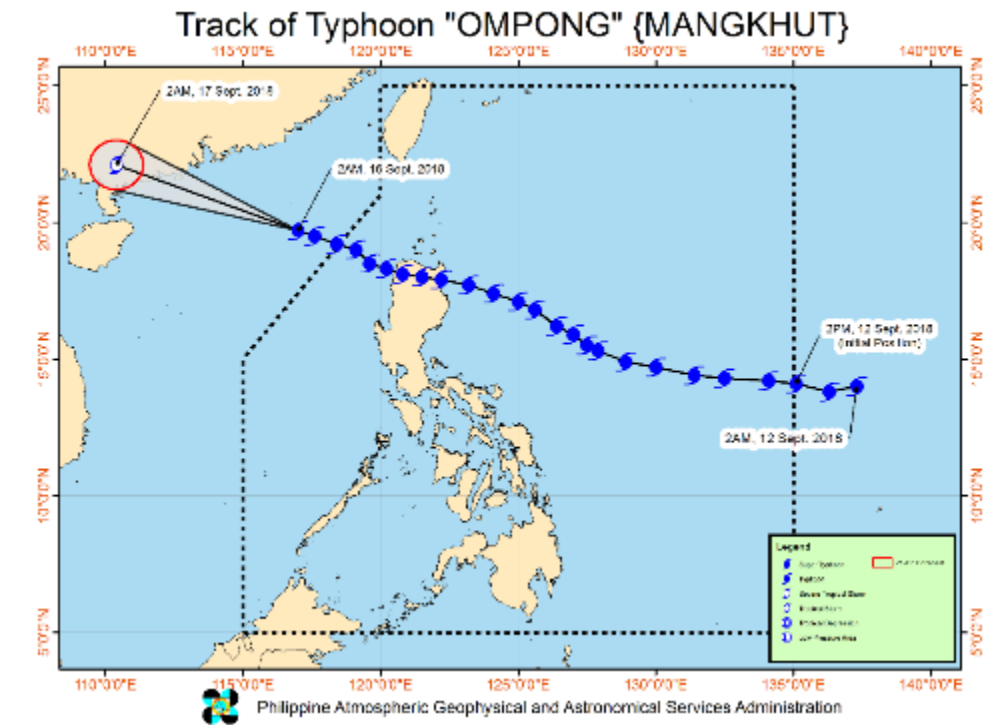
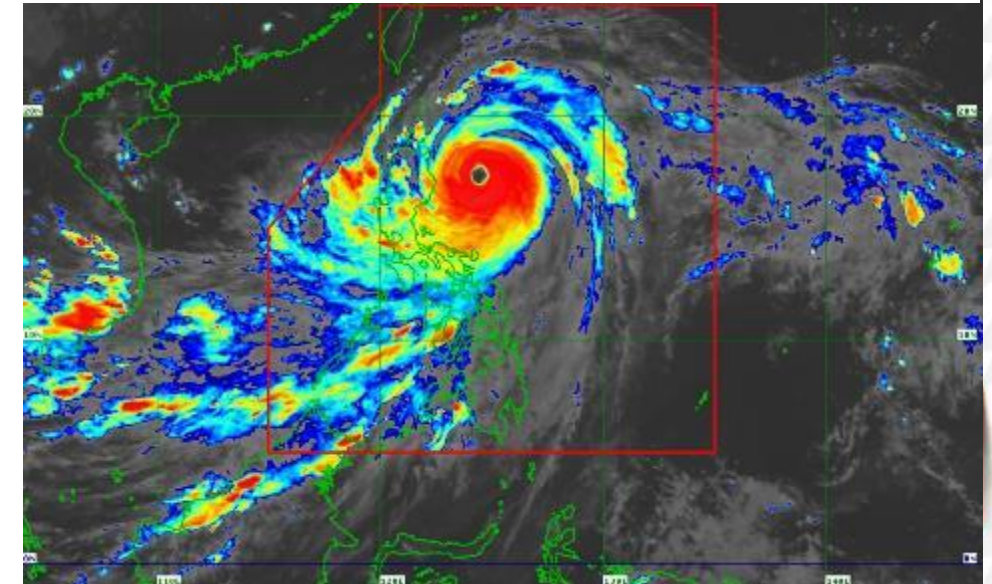


The project transfers the electric service of Steel Asia Manufacturing Corp. (SAMC) from 34.5 kV to 115 KV to meet its requirements of additional capacity (from 8.2 MVA to 12.2 MVA) and more reliable power source.

Business Updates: Impact of Typhoon "Ompong" (Mangkhut)

☐ September 14-15, 2018

- Sept. 12 (5PM) TY OMPONG entered the PAR at 3:00 PM and threatened Northern Luzon with max sustained winds of up to 205 kph and gustiness of up to 255 kph.
- Sept. 14 (8 AM) TY OMPONG Increased its threat over Luzon as it moved closer. Meralco franchise was put under TCWS #1.
- Sept. 15, (2 AM) TY OMPONG made landfall in Baggao, Cagayan at 1:40 AM. (Max. sustained winds of 205 kph and gustiness of 285 kph). Pampanga and Bulacan were put under TCWS #2 while the rest of the franchise at TCWS #1.
- Sept. 15, (9 PM) TY OMPONG exited PAR.



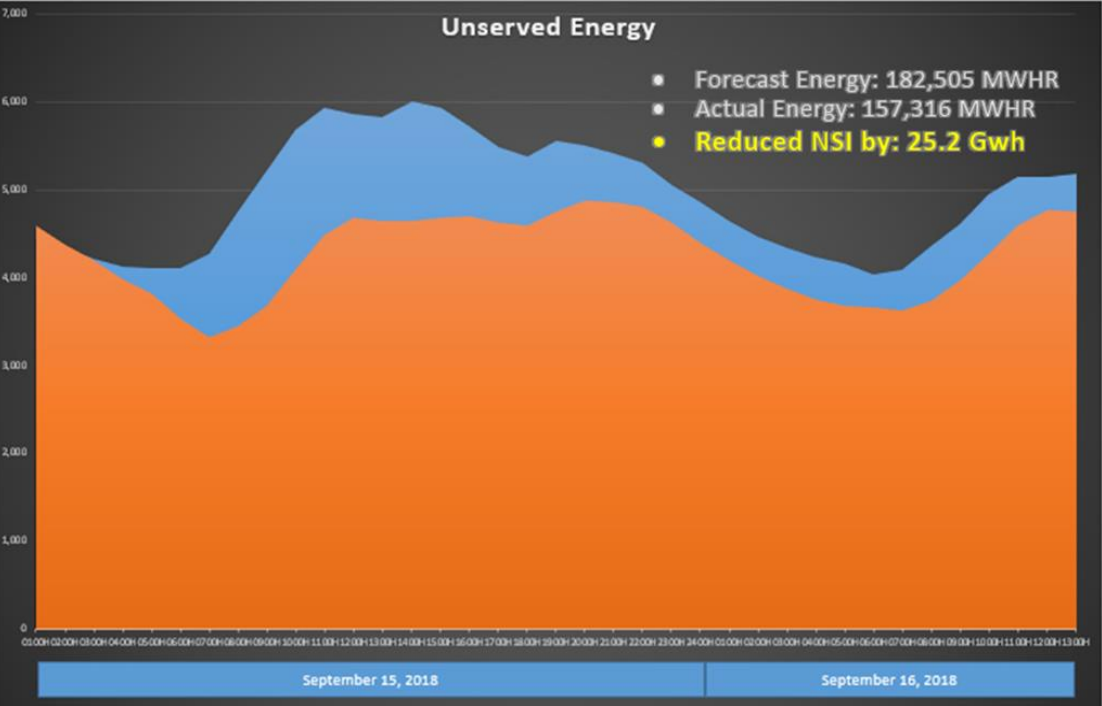
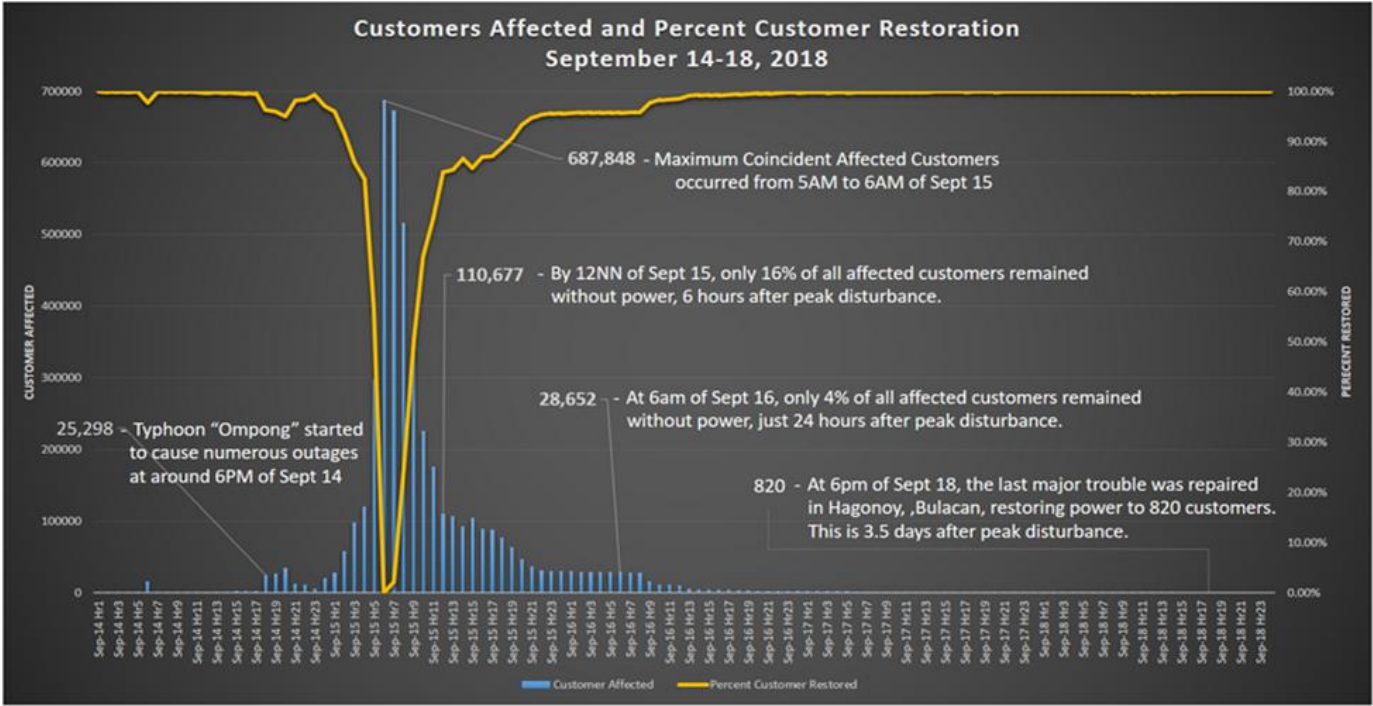
source: (<https://www.bagong.pagasa.dost.gov.ph>)

Business Updates: Impact of Typhoon “Ompong” (Mangkhut)

Impact on Reliability and Energy Sales

Circuit-Segment Tripping *	
Unique Circuits Affected	220
Momentary Interruption incidents	153
Sustained Interruption incidents	121

- **220 circuits or 31% of Meralco’s 707 Operational Circuit were affected**
- **25.2 Gwh – Estimated NSI Reduction**
- **3.18 million customers or 49% – affected by momentary and sustained interruptions**
- **1.66 million customers or 25.5% - affected by sustained interruptions**
- **3.5 days – last major outage (7 downed poles at coastal area of Hagonoy, Bulacan) was restored (Sept. 18, 6PM)**



Business Updates: Impact of Typhoon “Ompong” (Mangkhut)

❑ Estimated CAPEX Cost for Damaged Facilities [OPEX Cost not yet Included]



Bgy. Batong Malake, Los Banos, Laguna (Los Banos ckt. 35WT)

Replacement Cost for Damaged Facilities		
DS ASSET	COUNT	COST, Php
POLES	83	3,176,827.32
WIRES	101	1,246,250.74
DT	11	2,030,806.63
OH LINE MATERIALS AND HARDWARE	156	679,080.77
TOTAL		Php 7,132,965.46

Note: Cost estimates are based from Meralco regular labor rates.



Bgy. Sala, Cabuyao, Laguna (Balibagockt. 43XV)



Coastal Area, Paombong, Bulacan (Malolos ckt. 324YV)



J. P. Rizal St., Sta Elena, Marikina City (Marikina ckt. 45VG & Santolan ckt. 415RE)

Business Updates: **Meralco helps restore power in Cagayan**

❑ Meralco sent a 66-crew on Sept. 25, 2018 to Cagayan to help restore power due to damages caused by Typhoon Mangkhut

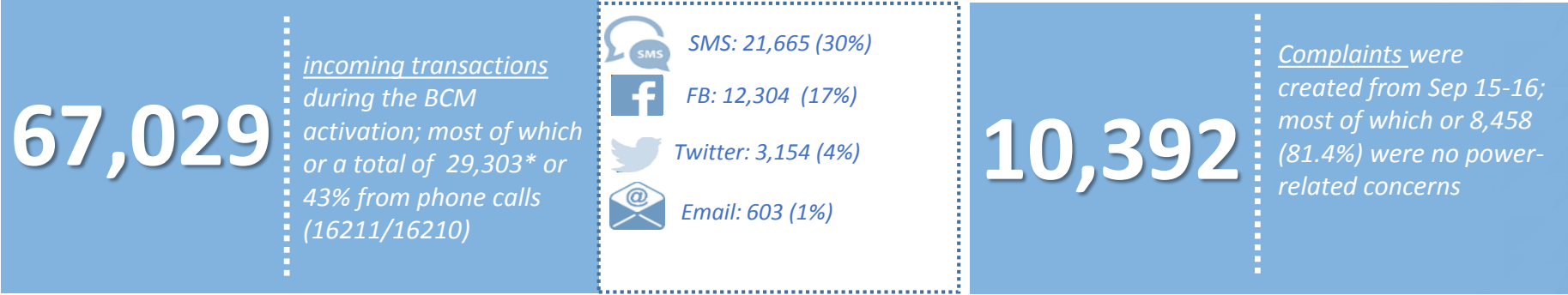


A week after the typhoon, representatives from Meralco, One Meralco Foundation, the Department of Energy (DOE) and the National Electrification Administration (NEA) met with officials of the Cagayan Electric Company II (CAGELCO II) to assess the damage to power distribution facilities in the province, especially those situated within the electric cooperative's franchise area. The group also discussed the manpower and equipment augmentation required from Meralco and other electric cooperatives to expedite the restoration of power in the affected areas.

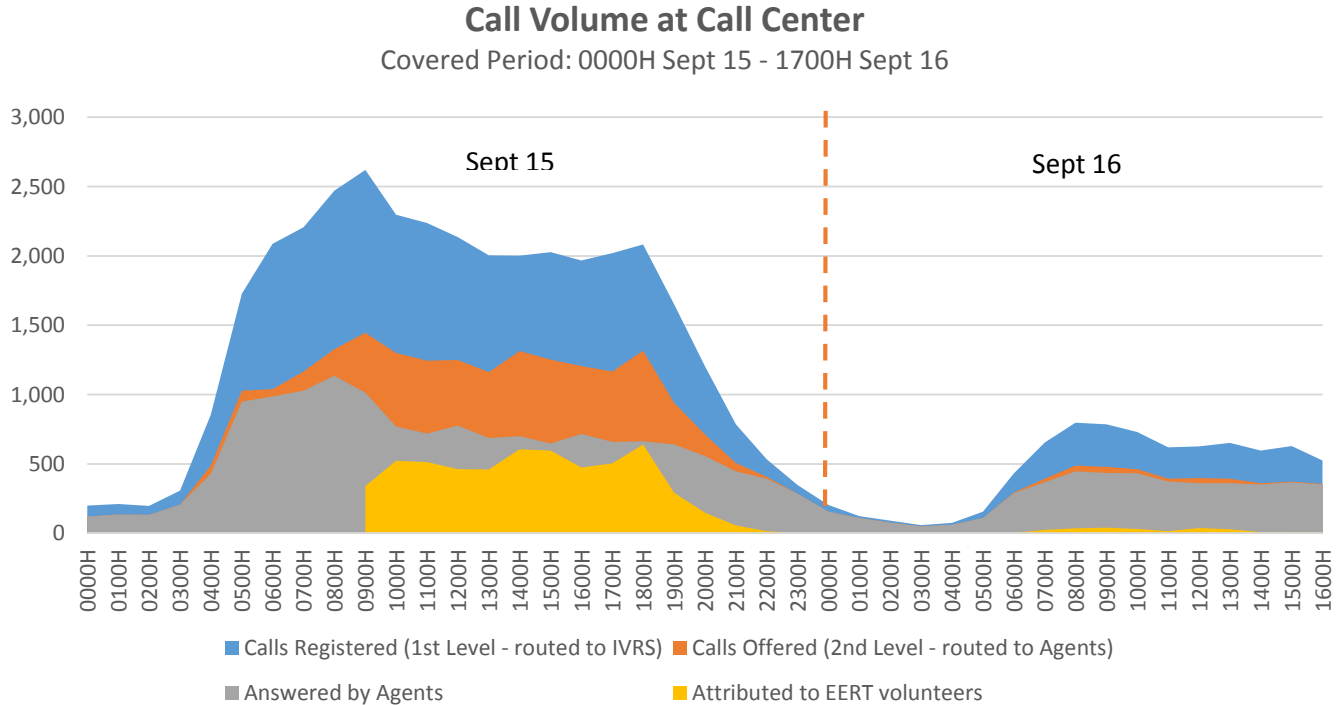
CAGELCO II's distribution network was badly affected by the typhoon, leaving a large portion of its franchise area without power for several days.

Business Updates: Impact of Typhoon “Ompong” (Mangkhut)

❑ Key Statistics (Call Center)



**Note: 5,855 calls attributed to Employee Emergency Response Team (EERT) volunteers*



Business Updates: **Impact of Typhoon “Ompong” (Mangkhut)**

❑ Reaching to the customers through media

BEFORE TYPHOON

Be Prepared Posts



Posted Tue, 9/11
Reach: 271K

“Tree Trimming”: PM us on FB Messenger so that we can trim trees that are near power lines



Posted Tue, 9/11
Reach: 268K

“100%”: Charge your devices so that you can contact us via FB or Twitter if there are power issues during the typhoon

DURING TYPHOON



Posted on Thu, 9/15
Reach: 114K

“Circuit Breaker”: If water enters your home, turn off the Circuit Breaker. Do not wait for Meralco.



Posted on Fri-Sat, 9/15-16
Est. Reach: 536K

“Keep 16211 Free”: Message us on FB or Twitter for concerns. Only call 16211 for emergencies

Business Updates: Significant Events/ Customer Initiatives & Programs

RATES INFO CAMPAIGN

Good news



Safety Tip (*TV and Radio*): Re-air typhoon safety tip in anticipation of Typhoon Ompong. Turn off circuit breakers once water comes inside the house and avoid touching conductors such as posts and trees when outside during a typhoon.

Email 

Aug 12: email to CBG customers

TV 
August 11
Radio 
August 12

Email 

Aug 12: email to CBG customers

Digital



Engagement Rates:
FB: 6.27%
Twitter: 0.39%

Engagement rate = (# of replies + retweets)/# of reach
industry standard: 0.35% (FB) and 0.20% (Twitter)

**MERALCO ONLINE**

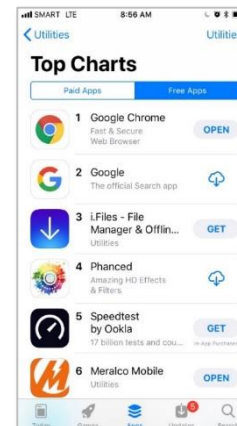
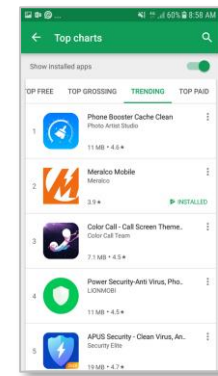
Download Meralco Mobile beta app now

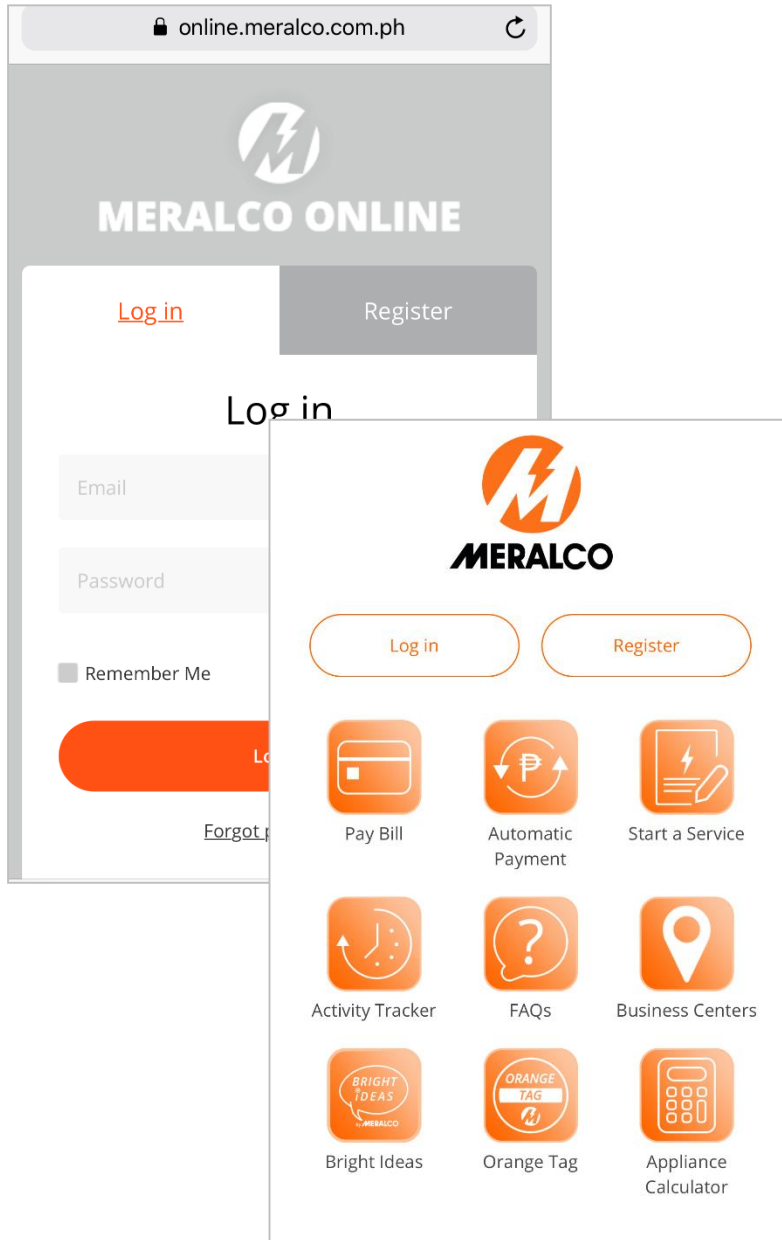


GET IT ON
Google Play

or log in to Meralco Online beta at www.meralco.com.ph

■ Meralco Mobile 6th on iOS top Utility Apps





Meralco Online

Commercial Launch: Sep. 12, 2018

Key Features:

- **View and Pay Bills**
 - **Report an Outage**
 - **Perform After-Sales Requests**
 - **Inquire and Give Feedback**
 - **Apply for Electric Service***
-
- + **Appliance Calculator & Orange Tag**
 - + **Business Center Locator**
 - + **Bright Ideas**

** exclusive for desktop/browser version*



JUAN DELA CRUZ
123 ROSARIO, PASIG
METRO MANILA



ELECTRIC BILL

Account Summary for Account Number 0987654432-1

Balance From Previous Billing	Current Charges	Total Amount Due
P 0.00	Due Date 8/30/2018	P 1,947.90

Service Info	
Service ID Number	: 098765432123
Rate	: Residential
Contact in the name of	: DELA CRUZ, J
Service Address	: 123 ROSARIO, PASIG METRO MANILA
Billing Info	
Bill Date	: 12 Aug 2018
Meter Reading Date	: 12 Aug 2018
Bill Period	: 13 Jul 2018 to 12 Aug 2018
Due Date	: 30 Aug 2018
Total KWH	: 461
Total current amount	: P 1,947.90
Next Meter Reading	: 12 Sep 2018

BREAKDOWN OF ELECTRICITY CHARGES

BILL SUBGROUP	SUBTOTAL	PERCENTAGE
Generation	2,262.59	45.25 %
Transmission	348.57	6.97 %
System Loss	214.09	4.28 %
Distribution (Meralco)	1,397.77	27.96 %
Subsidies	37.76	0.76 %
Government Taxes		

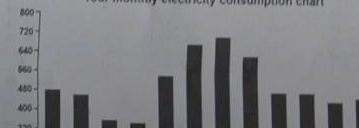
KICK BACK AND CHILL AT HOME
WITH AN INVERTER AIRCON.

Estimated Cost Per Hour*



*Based on a 1-ton inverter air conditioner with a capacity of 12,000 BTU/Hour. Actual cost may vary depending on type of aircon.

Your monthly electricity consumption chart



POWER UP

F O R U M S E R I E S

55
ATTENDEES

**33 locators of E&A,
Consumer Products,
F&B**

5 Sep

Laguna Industrial Park

- Meralco Online registrations for IK Plastic and Printwell Packaging
- LIIP – 1mbps direct internet access | RADIUS | approx. PhP 9.5k per month
- Sci Automation Inc. – 15mbps direct internet access | RADIUS | PhP 15k per month
- CRL ENVIRONMENT CORPORATION interested in direct internet access c/o RADIUS



51
ATTENDEES

Banking & Finance

18 Sep

Pasig Room, Meralco

- BDO – Data Center maintenance for Mserv
- Meralco Mobile App downloads as residential customers

28
ATTENDEES

13 Locators

20 Sep

Cavite Gateway Business Park

PQ audit inquiry for Nippon Antenna Inc.

20
ATTENDEES

URC, Unilever,

Jollibee

26 Sep

Pasig Room, Meralco

Meralco Online (Beta) for Business



58
ATTENDEES

**Alliance
Global Inc**
27 Sep



Companies covered:
Megaworld, Global-Estate
Resorts, Inc. Suntrust
Properties, Empire East
Land, First Oceanic
Property Management



e-DM

reminder to submit documents for pre-enrollment of authorized users



Dear Valued Customer,

Just a few more steps to accessing
your Meralco Online Beta
business accounts.



Allow us to pre-enroll your accounts today.

Assign company users to access your company's account, perform and
or online transactions.

Assign company users to access your company's account, perform and
monitor online transactions.

Email corporatepartners@meralco.com.ph or submit to your
Relationship Manager by **September 26, 2018**:

1.  Accomplished authorization letter signed by the
company's President or equivalent.
2.  Valid government-issued IDs of the signatory and
designated users.
3.  Latest General Information Sheet

Successfully pre-enrolled accounts will receive a verification email for
account activation.

With **Meralco Online Beta**, you can:

-  Access and
manage your
electric service
accounts
-  Manage your
billing, payment
and outage
notifications
-  Apply for electric
service and track
your application
status
-  Report an outage
and get updates

E-dm 2

Sept 18, 2018

In case you missed it, Meralco Online Beta is
now live!

Total recipients: 1,190

Delivered: 1,120 (90.41%)

Opens: 280

Open Rate: 25.2%*

**Above usual EDM performance and
international standards at 20%*

POWER UP

F O R U M S E R I E S

Objective: open doors to unengaged customers by introducing Biz Partners
Group and subsidiaries



Potential revenue from PUFs

- power factor correction
- data connectivity
- solar installations



**Manila /
Pasay ZONE**
12 Sep
Sofitel Hotel
130 leads

55
ATTENDEES

40
COMPANIES

 FB invite boosted for 6 days reached 364,096 individuals with 28,388 views



Laguna ZONE
26 Sep
Seda Hotel
Nuvali
100 leads

50
ATTENDEES

35
COMPANIES

 FB boost activated for 3 days reached 233,920 individuals with 21,648 views



Post event broadcast was aired on GMA's Unang Hirit

ENERGIZING PARTNERSHIP PROGRAMS : STRATEGIC PLANNING



5 Sep
Cabuyao City Government
Seda Hotel, Nuvali

115
ATTENDEES

85 attendees from the LGU
30 from Meralco

⚡ Partnership highlights:

- 19 identified projects – 52% growth in power requirements in the next 5 years
- Negotiations with **Spectrum** on the installation of solar photovoltaic system for their cultural center
- Exploring EV to serve the Cabuyao Industrial Development park, a 52- hectare mixed use property



electrical experts Certified by Meralco

- 100 entities (companies and independent electricians)
- 44.3%* of OSA are energized by CBM experts

**as of July 2018*

43

CONTRACTORS
ATTENDED

26 Sep
MPH



Business Etiquette and Image Enhancement

26 Sep
Meralco
Balintawak BC



Meralco Online Training

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PROJECT UPDATES

29 October 2018

San Buenaventura Power Limited Co. (SBPL)

455MW (net) Supercritical Coal-Fired Power Plant in Mauban, Quezon

- BOI registered **pioneer** supercritical pulverized coal power plant
- 35th month of construction; COD: **Q3 2019**
- **93.69%** EPC Overall Work Progress as of September 2018



Boiler Building and Coal Conveyor



Boiler, Control Room and STG Buildings

Atimonan One Energy, Inc. (A1E)

2x600 MW (Net) Ultra Supercritical Coal-Fired Power Plant in Atimonan, Quezon



- **Committed Project** with DOE, with Certificate of **Energy Project of National Significance** granted on September 11, 2018
- Registered as **Preferred Pioneer Enterprise** by the Board of Investments
- All **clearances** and **permits**, including **Environmental Compliance Certificate** already secured
- **Transmission line** and **connection agreements** signed
- Very competitive **EPC bid** and **all-peso record financing** in place
- Only the **regulatory approval of power supply agreement** is being awaited

Renewable Investments

Solar

- MGen is focused on development of a portfolio of utility scale solar generation projects to supply the Luzon grid, and the customers of Meralco, with low cost electricity.
- MGen believes solar generation will form an important part of the energy mix going forward, and will be competitive source of generation without any requirement for subsidy
- Discussions are ongoing with a number of existing project developers for potential partnerships.
- In addition MGen is developing its own portfolio of potential sites for large scale solar projects.



Wind

- MGen also believes there is ongoing potential for competitive new wind based generation in Luzon.
- MGen is working with a partner on the development of a 150MW wind generation project within the Meralco franchise area



Cautionary Statements

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