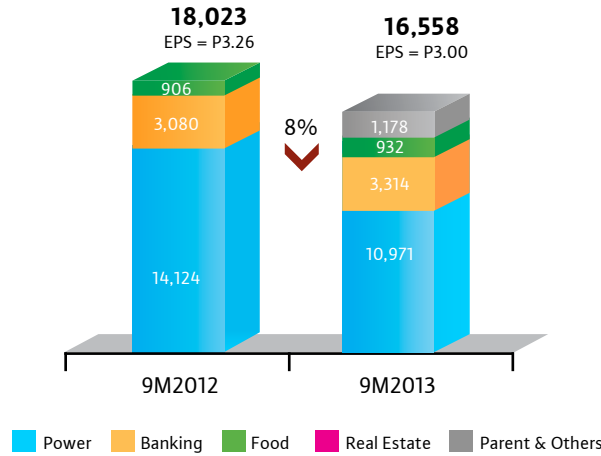


Net income

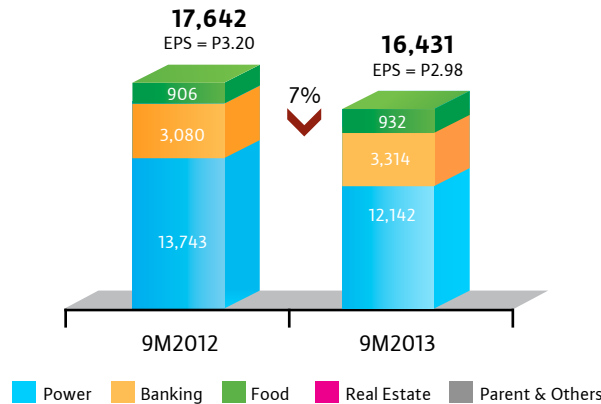
In mn Pesos



- Net Income reached P16.6 billion, a decrease of 8% compared to the figure obtained in the first nine months of 2012.
- The adverse impact was brought about by the relatively weaker performance of the Power Generation business.
- The Power unit accounted for the bulk at 71% of the net income, followed by the Banking, Food and Real Estate units with income contributions of 22%, 6% and 1%, respectively.

Core Net Income

In mn Pesos



- Non-recurring items are as follows:

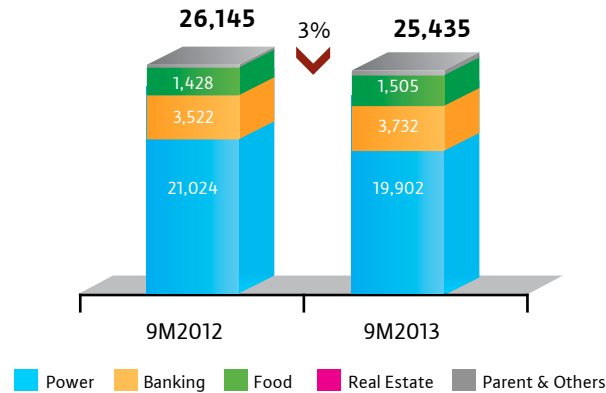
Non-recurring item (in mn Pesos)

	9M2012	9M2013
Parent	(1)	1,298
Power	382	(1,171)
Total Gains/(Losses)	381	128

- 9M2013 one-offs include the gains booked from the sale of City Savings Bank, net FX loss due to the revaluation of consolidated dollar loans and placements, and pretermination of loans at the Power SBU Parent level.
- 9M2012 one-offs include net FX gains due to revaluation of group-wide dollar liabilities and placements, gains on share redemption made by the Power SBU's associates, reimbursement made to the Power SBU's steam supplier, a downward revenue adjustment by the Power SBU's subsidiary due to a regulatory ruling for its ancillary services contract, and debt prepayment cost at the Power SBU Parent level.

Beneficial EBITDA

In mn Pesos

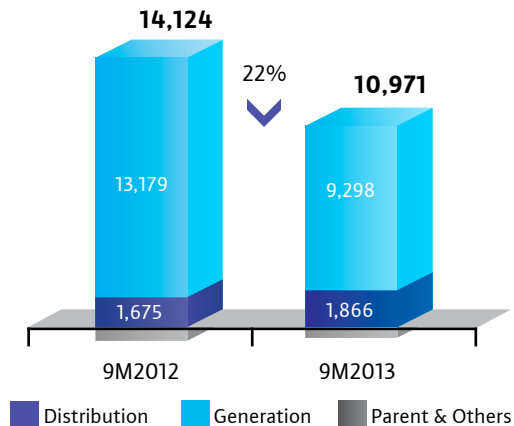


- Beneficial EBITDA reached P25.4 billion, a 3% decrease.
- The decline in beneficial EBITDA was primarily due to the lower margins of the Power business.
- Beneficial EBITDA is the summation of the proportionate share of AEV in the EBITDA of its subsidiaries and associate companies.

Result of Operations – Power Group

Income Contribution

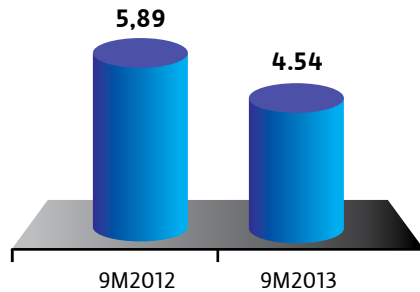
In mn Pesos



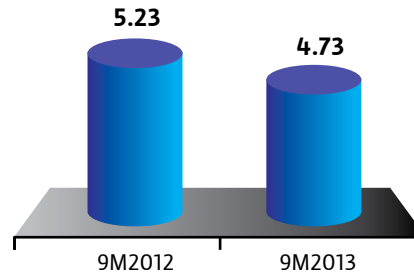
- The Power business saw its income contribution sink by 22% to P11.0 billion in the first nine months of the year from P14.1 billion in the same period last year.
- The decline was due to lower ancillary sales, lower margins registered by the Pagbilao plant and the higher fuel cost caused by the implementation of the GRSC for the Tiwi-Makban plants.
- The Distribution business increased its contribution by 11% amounting to P1.9 billion as sales across all customer classes increased and margins improved.

Result of Operations – Power Generation Group

Average Selling Price for Spot Market Transactions
P/kWh



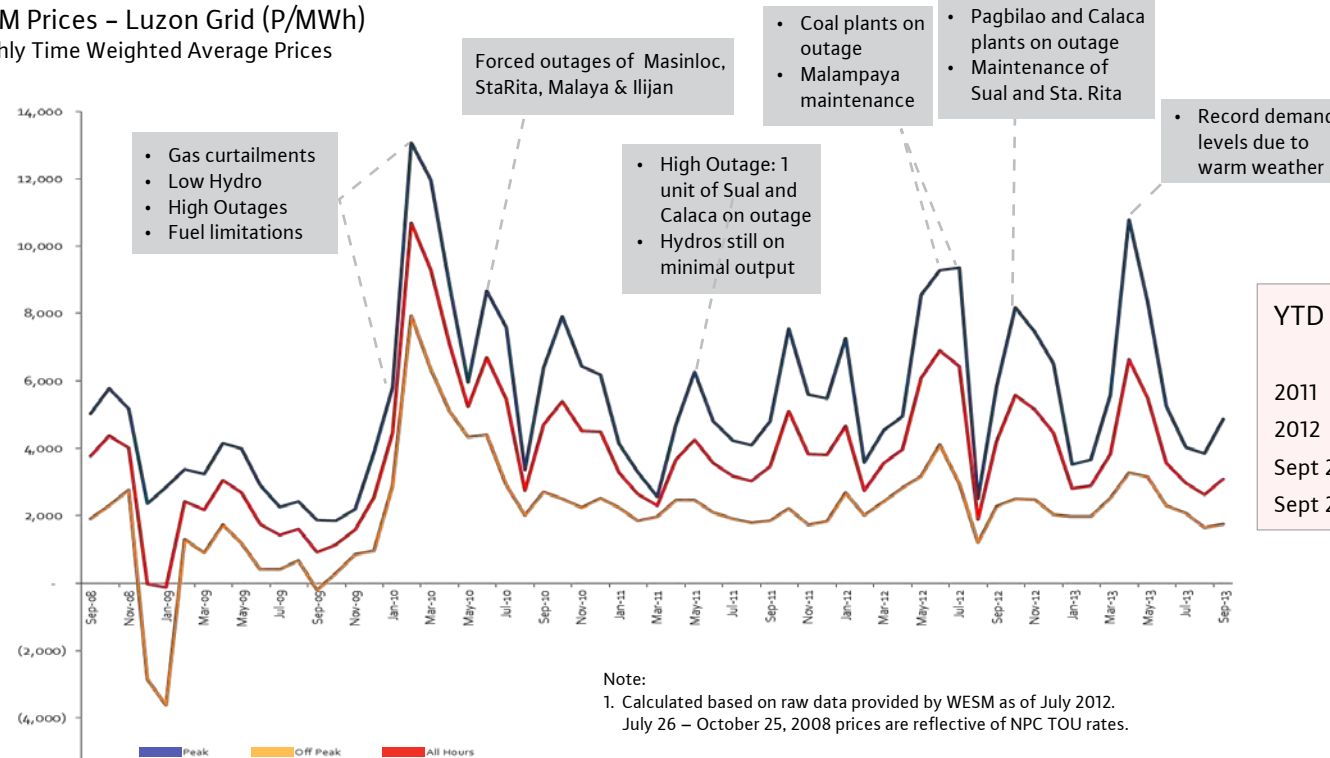
Average Selling Price for Contracted Capacity
P/kWh



- A 12% YoY drop in the average selling price, from P5.32/kWh to P4.69/kWh, was derived from the lower average selling prices of electricity at the Wholesale Electricity Spot Market and under bilateral contracts.

Result of Operations – Power Generation Group

WESM Prices – Luzon Grid (P/MWh)
Monthly Time Weighted Average Prices



YTD Prices (P/MWh)			
	Peak	Off Peak	All Hours
2011	4,796	2,035	3,508
2012	6,502	2,558	4,639
Sept 2012	6,209	2,630	4,496
Sept 2013	5,543	2,304	3,768

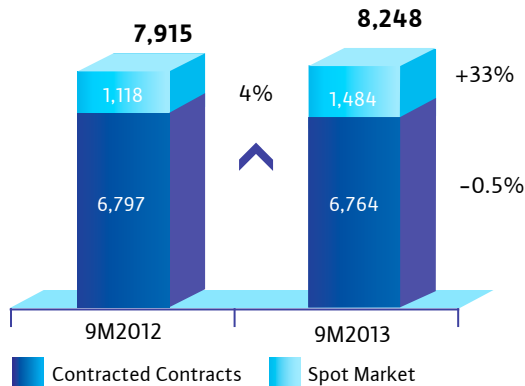
Note:
1. Calculated based on raw data provided by WESM as of July 2012.
July 26 – October 25, 2008 prices are reflective of NPC TOU rates.

Source: WESM, SNAP

Result of Operations – Power Generation Group

Energy Sales

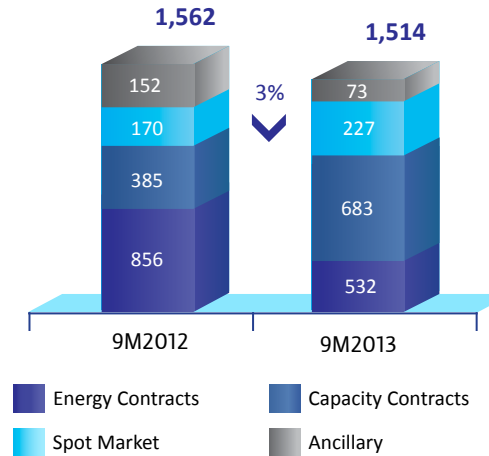
In GWh



- Total production for the first nine months of the year increased by 4% to 8.2 billion kWhrs. This figure includes 6.8 billion kWhrs (-0.5%) generated for bilateral contracts and 1.5 billion kWhrs (+33%) generated for the spot market.
- The increase in energy sales for the period is attributable to the strong demand for electricity brought about by the hotter weather during the summer months.
- Meanwhile, the sharp increase in sport market sales was mainly due to APRI's heightened sales exposure to spot.

Capacity Sales

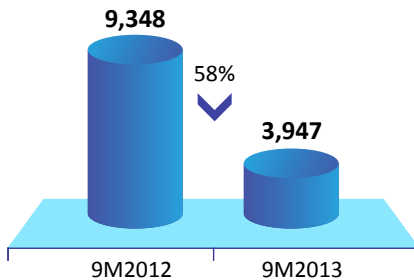
In MW



- Capacity sales over the period totalled 1,514 MW, showing a 3% decrease due to lower sales from the ancillary services and bilateral contracts.

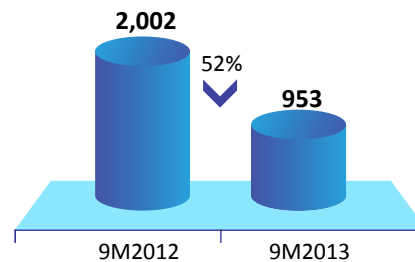
Ancillary Revenues

At 100%, In mn Pesos



Accepted/Billed Capacity

At 100%, In GW/h



Ancillary services revenue declines

- Lower NGCP acceptance rate leads to a drop in ancillary services revenues.
- The drop in ancillary services remains to be one of the biggest factors for the decline in our earnings performance this year.

Result of Operations – Power Generation Group

Other Developments – Generation

Ongoing Brownfield Developments

- **300 MW(net) Coal-fired Project in Toledo City, Cebu**
 - Therma Visayas, Inc. (TVI), a wholly owned subsidiary of AboitizPower, is developing a 2x150 MW (net) coal-fired power project in Toledo City.
 - The project site was acquired in December 2011.
 - In May 2013, the Environmental Compliance Certificate was issued for the project.
 - Commercial operation is estimated to begin in the first half of 2017.
- **300 MW Coal-fired Power Plant in Davao**
 - A project of wholly owned subsidiary, Therma South, Inc. (TSI), which involves the construction and operation of 2x150MW coal-fired power plant in Davao, the biggest load center in the island of Mindanao.
 - The project broke ground in May 2012.
 - EPC contract for the power block was awarded to Formosa Heavy Industries (FHI) with FHI supplying the CFB boilers and Fuji as major subcontractor/supplier of the turbine-generators.
 - EPC contract for the balance of plant equipment and their integration with the power block was awarded to a consortium of Black & Veatch Corporation and Leighton Contractors (Philippines), Inc.
 - The facility is expected to become operational by the first half of 2015.

Green/Brownfield Developments Moving Forward

- **600 MW Coal-fired Power Plant in Subic**
 - A project by Redondo Peninsula Energy, Inc. (RP Energy), a JV among Meralco PowerGen Corporation (MPGC), Aboitiz subsidiary Therma Power, Inc. (TPI) and Taiwan Cogeneration International Corporation (TCIC).
 - Involves the construction and operation of a 2x300 MW (net) circulating-fluidized-bed coal-fired power plant.
 - Site preparation is substantially completed.
 - Commercial operation is estimated to begin in mid to late 2017.
 - AboitizPower, through TPI will have an equity interest of 25% in RP Energy.
- **7 MW Tudaya 1 Hydro Power Plant Project**
 - In the third quarter of 2012, Hedcor Sibulan, Inc. (Hedcor Sibulan) started the construction of Tudaya 1 which is located upstream of the existing Sibulan A pondage.
 - Almost 90% complete, it is scheduled to be finished in the first quarter of 2014.
 - The energy to be produced will be sold to Davao Light through the power supply agreement signed in 2007.



Other Developments – Generation

Green/Brownfield Developments Moving Forward

- **6.6 MW Tudaya 2 Hydro Power Plant Project**
 - AP's wholly owned subsidiary Hedcor Tudaya, Inc. (Hedcor Tudaya) has started the construction of Tudaya 2 located downstream of the existing Sibulan B.
 - The project, which commenced construction in the third quarter of 2012, is already 95% complete.
 - The project is estimated to be completed by the first quarter of 2014.
- **14 MW Sabangan Hydro Power Plant Project**
 - A project of Hedcor Sabangan, Inc., this involves the construction of a run-of-river hydropower plant facility located in Mt. Province in Northern Luzon.
 - The project was granted all the permits and licenses in the first quarter of 2013.
 - The construction commenced in May 2013 and will take approximately 24 months to finish.
- **12 MW Hedcor Tamugan Hydro Power Plant Project**
 - In 2010, wholly owned subsidiary Hedcor Tamugan, Inc., (Hedcor Tamugan) has reached an agreement with the Davao City Water District on the use of the Tamugan river.
 - Originally planned as a 27.5 MW run-of-river facility, Hedcor Tamugan submitted a new proposal, which involves the construction of a 12 MW hydropower facility.
 - Currently, Hedcor Tamugan is waiting for the approval from the Davao City council.
 - Once approval and permits are secured, the two-year construction period will commence.
- **400 MW Coal-fired Power Plant in Pagbilao, Quezon**
 - On September 27, 2011, AboitizPower signed a Memorandum of Understanding with Marubeni Corporation (Marubeni) to formalize their intention to jointly develop, construct and operate a coal-fired power plant with a capacity of approximately 400 MW (net).
 - The unit will be located within the premises of the existing 735 MW (net) Pagbilao coal-fired plant.
 - Terms and conditions of the joint investment will be finalized in a definitive shareholder agreement to be agreed upon by the parties.
 - Commercial operations of the first generating unit are targeted within the year 2017.



Other Developments – Generation

Green/Brownfield Developments Moving Forward

Other Hydro Power Plant Developments

- **The SN Aboitiz Power Group (SNAP Group) is evaluating several hydropower plant projects:**
 - Construction of a pumped storage facility that could potentially increase the Magat plant's capacity by at least 90 MW
 - New hydropower complex in Ifugao with capacity of 370 MW
 - Raising of Maris Dam by three meters to create additional capacity of 7.9 MCM to the Maris Reservoir.
 - Two hydropower facilities with total capacity of 7.75MW to be located in the Maris Intake Canal. Renewable energy service contracts (RESCs) for these two mini-hydro projects (6MW and 1.75MW) were signed by SNAP last October 29, 2013 and forwarded to the Department of Energy Secretary for signature and issuance of Certificate of Registration.
- **Hedcor, Inc. (Hedcor) is conducting feasibility studies for potential hydropower projects located in Luzon, Visayas and Mindanao. Based on current findings, Hedcor sees the potential of building plants with capacities ranging from 5 MW to 50 MW. When the projects pass the evaluation stage and once permits are secured, the two-year construction period for the hydropower plant facilities will commence.**



Participation in the Government's Privatization Program for its Power Assets

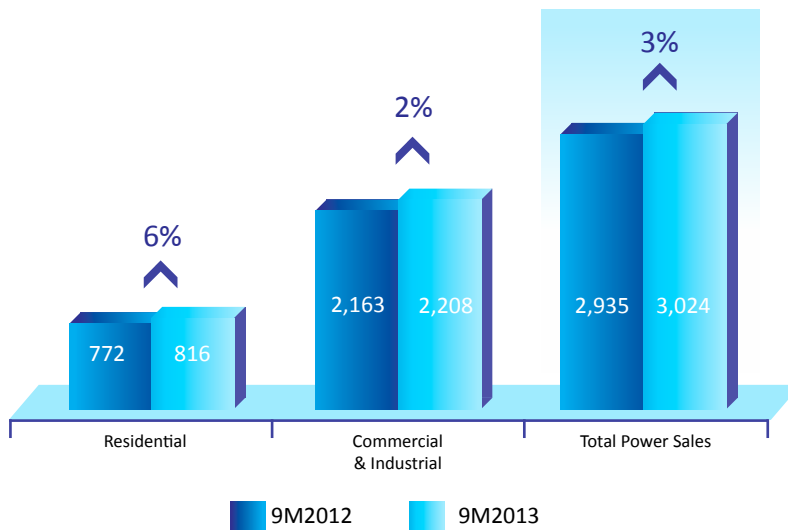
- AboitizPower continues to closely evaluate the investment viability of the remaining power generation assets that PSALM intends to auction off.
- AP is also keen on participating in PSALM's public auction for the Independent Power Producer (IPP) Administrator contracts, which involves the transfer of the management and control of total energy output of power plants under contract with NPC to the IPP administrators.

Result of Operations – Power Distribution Group

Attributable Electricity Sales
In GWh



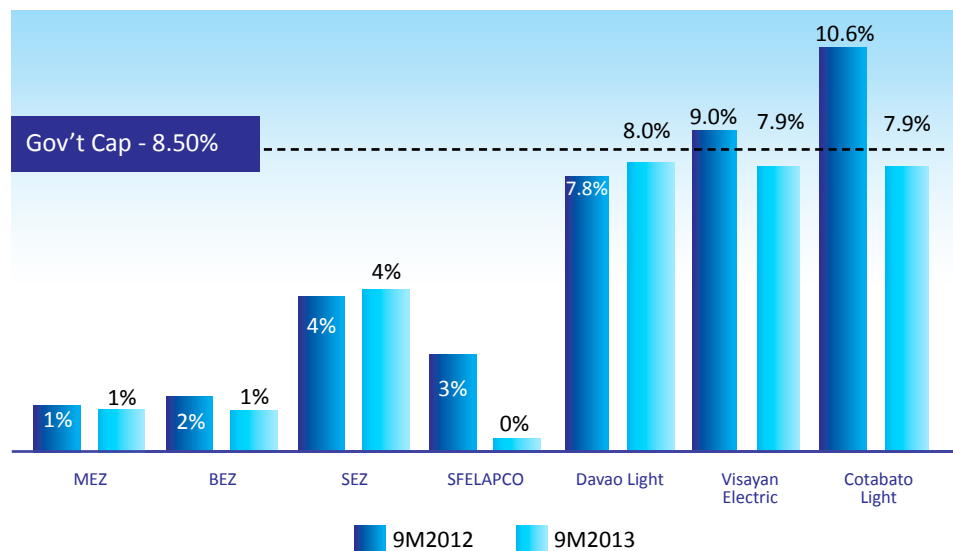
Electricity Sales, by customer type
In GWh



- Growth spearheaded by the residential and commercial sectors, which posted YoY growth of 6% and 5%, respectively.

Result of Operations – Power Distribution Group

SYSTEMS LOSS



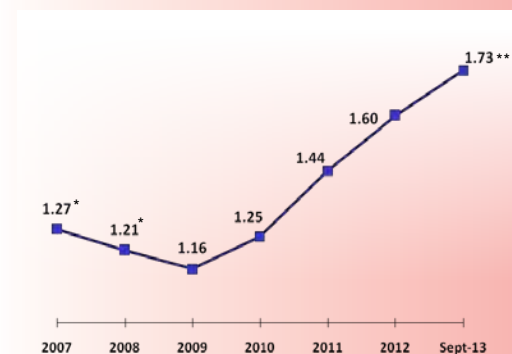
- All distribution units are now within the regulator-imposed cap on systems loss levels of 8.5%.

Other Developments

Performance-Based Regulation (PBR)		
<p>Cotabato Light</p> <p>Supposed to start with its Third Regulatory Period on April 1, 2013. The reset process is currently on hold by the ERC. The annual rate adjustment application for Regulatory Year 2014 was filed on Aug. 2, 2013. An application for renewal of Certificate of Public Convenience and Necessity ("CPCN") was also filed last June 14, 2013.</p>	<p>Davao Light and VECO</p> <p>VECO and Davao Light recently received approvals for the annual rate adjustment application for the Fourth Regulatory Year (July 1, 2013 to June 30, 2014). VECO implemented the new rates in the July 2013 billings while Davao Light implemented their new rates in the August 2013 billings.</p>	<p>Sfelapco and Subic EnerZone</p> <p>Entered their Second Regulatory Year from October 1, 2012 to September 30, 2013, Subic EnerZone was able to implement the new rate schedule starting February 2013 while Sfelapco implemented its tariffs beginning April 2013. Subic EnerZone & Sfelapco filed their applications for the Third Regulatory Year last October 18 and 31, 2013, respectively.</p>

GROSS MARGIN

P/kWh



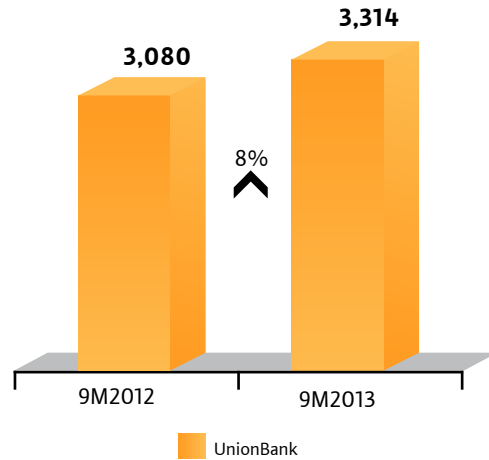
* Adjusted for timing of transmission charge recovery
** Year-To-Date

- The group's year-to-date gross margin on a per kWh basis improved to P1.73 from P1.60 of the previous year.
- The increase is a direct consequence of the improvement in the systems loss levels of both VECO and Cotabato Light, as well as the implementation of tariff adjustments during the year.

Result of Operations – Banking

Income Contribution

In mn Pesos



* 9M2012 Includes City Savings Bank

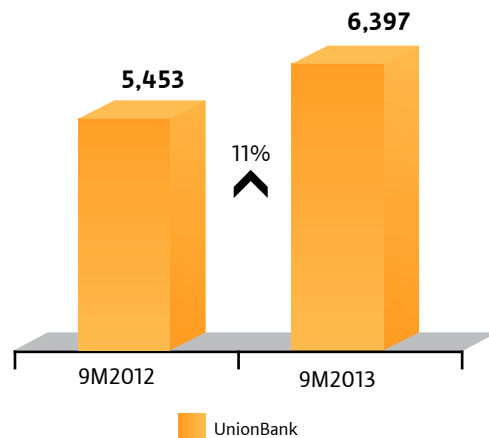
- **Income contribution grew by 8% Year-on-Year**
 - The increase was due to higher interest income and other income, as well as the increase in Aboitiz Equity Ventures' stake in Union Bank of the Philippines.

AEV's Ownership

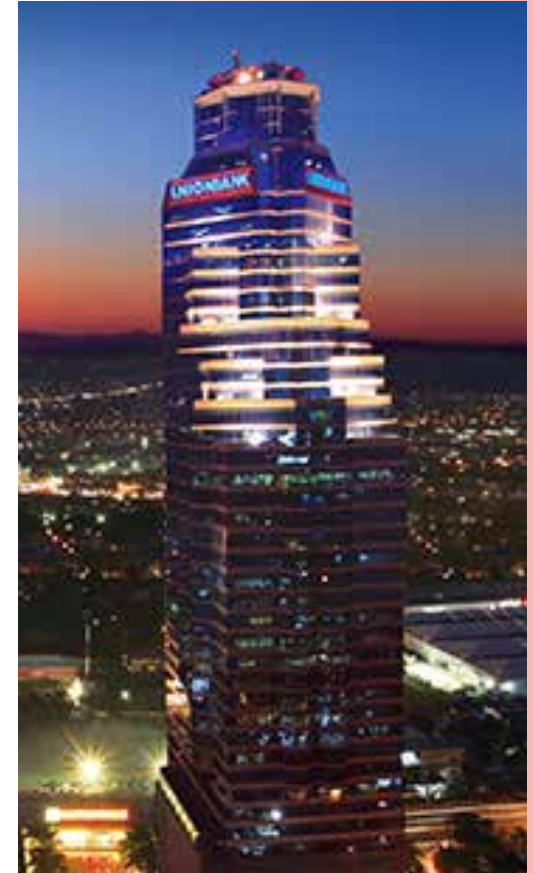
	UnionBank
As of end-9M2012	44.5%
As of end-9M2013	47.1%

Total Net Interest Income

In mn Pesos



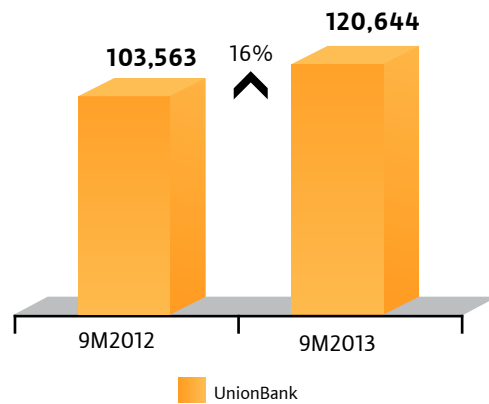
- **Total net interest income grew by 11% YoY**
 - UnionBank's net interest income stood 11% higher mainly as a result of the continued expansion in earning assets.



Result of Operations - Banking

Total Loans

In mn Pesos



Total loan book up by 16% YoY

Branch Network

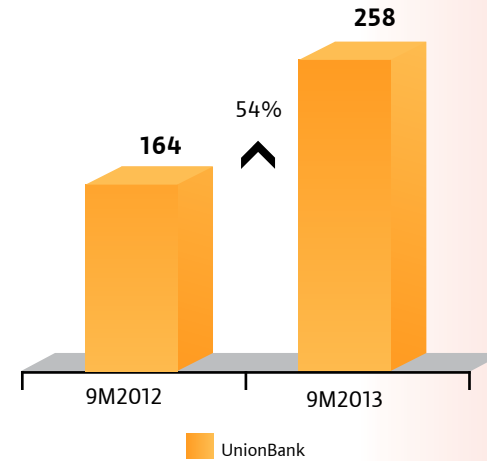
	UnionBank
As of end-9M2012	189
As of end-9M2013	185

- Robust growth in UnionBank's loan book was beefed up by the growth in salary loans made by CitySavings.
- Corporate lending, which includes corporate bonds and preferred issuances, likewise grew.

* 9M2012 Includes City Savings Bank

Deposit Base

In bn Pesos



Robust growth in deposit level

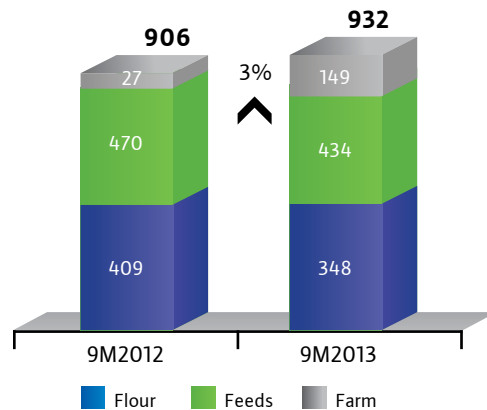
- The increase was attributed to both increase in low-cost and high-cost deposits.



Result of Operations – Food

Income Contribution

In mn Pesos



- Income contribution at the end of the first nine months of 2013 amounted to P932 million, a 3% increase as compared to the same period of last year
- The growth was spearheaded by the Farms division as average selling price of market hogs improved.
- On the other hand, the Flour division saw its contribution decline as prices remained soft.
- Meanwhile, the drop in income contribution by the Feeds segment was derived from higher input costs.



Other Developments

Feeds

- 2nd Iligan Feedmill Plant – target completion January 2015.
- 2nd Inter-Island Pier – plans and design for finalization.

Farms

- Increase sow level from 6,500 to 8,350 heads by 2014
 - Breeder farm 1 expansion – (Completed)
 - Offsite nursery farm construction (Completed)
 - 1st grow-fin farm – improvement (at 67% completion)
 - 2nd grow-fin farm expansion – (Completed)
 - 5th grow-fin farm – construction (Completed)
 - 6th grow-fin farm – construction by 2014
 - 7th grow-fin farm – construction by 2014



Result of Operations – Real Estate

P162.8 mn Income Contribution

- In November 2012, AEV acquired AboitizLand, thereby making it the real estate arm of AEV.
- As of the end of September 2013, AboitizLand posted a net income contribution of P162.8 mn, the bulk of which came from the residential and industrial segments.
- AboitizLand has acquired a 60% stake in Lima Land, Inc. (LLI) from Alsons Land Corporation. The purchase includes LLI's interests in its wholly-owned subsidiaries, Lima Utilities Corporation and Lima Water Corporation. LLI owns and operates a 485-hectare Lima Technology Center, a PEZA-registered industrial park located in Lipa-Malvar, Batangas.



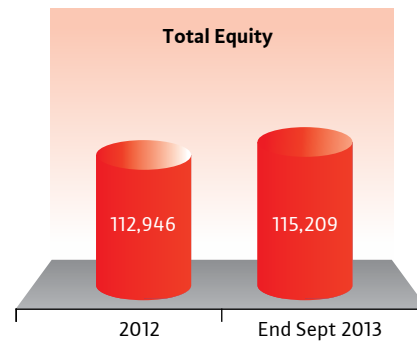
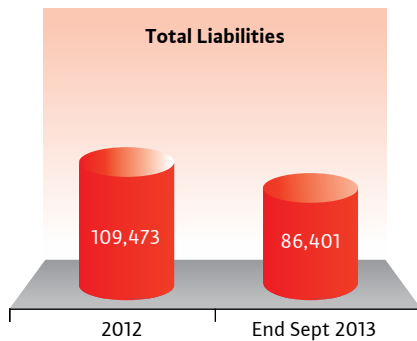
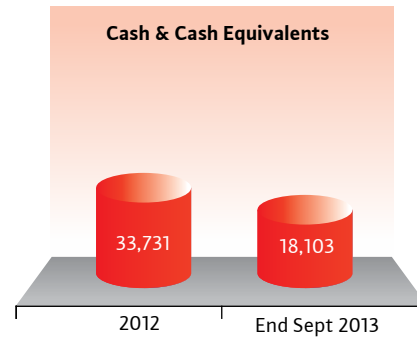
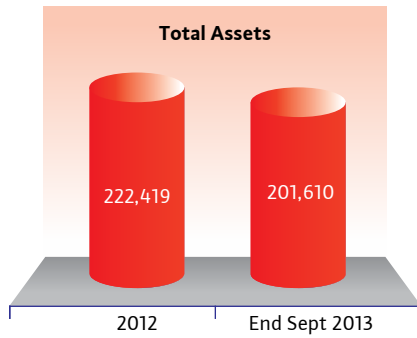
Outlook

- Capital expenditures for 2013 will likely exceed P1 billion. Expenditures include construction of projects, namely, Priveya Hills, the Persimmon Studios and Ajoya as well as land acquisitions and other investment initiatives.
- AboitizLand, has partnered with Ayala Corp and ADC & HAS Airports Inc, to bid for the Mactan-Cebu International Airport (MCIA). The project, initially estimated at P17.5 billion, involves the construction of a new terminal building; rehabilitation and expansion of the existing facility; and operation of the new and existing terminals.
- Moreover, AboitizLand has inked a 50-50 joint venture deal with Ayala Land Inc, to acquire and develop strategic properties located within the Province of Cebu.
- AboitizLand, together with Ayala's AC Infrastructure Holdings Corporation and Macquarie Infrastructure Holdings (Philippines) PTE Ltd. plans to bid to the Department of Public Works and Highways for the Cavite-Laguna Expressway (CALAX) project. The CALAX is a P35.5 billion public-private partnership project that involves the development a four-lane, 47-kilometer closed-system toll expressway connecting the Cavite Expressway and the Southern Luzon Express way.

Financial Condition

In mn Pesos

Consolidated Figures

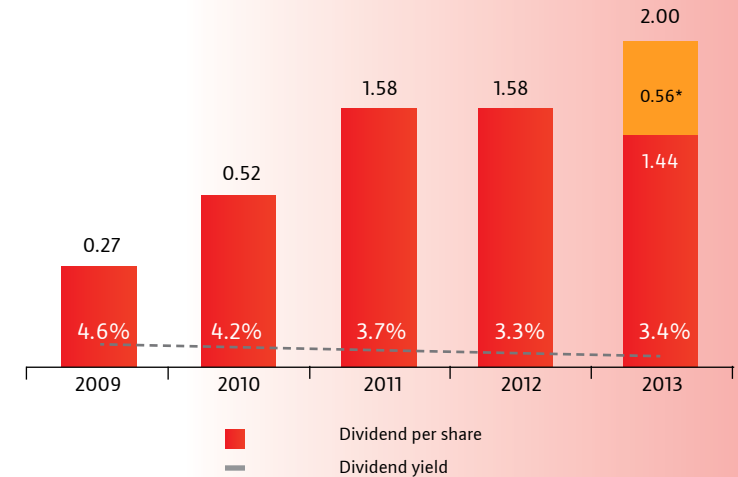


Dividends

- Internal dividend policy is to payout 1/3 of previous year's net earnings.
- On March 5, 2013, AEV declared a dividend of P2.00 per share, which translated to more than 1/3 of 2012 net earnings.
 - Paid out over P11 billion in dividends on April 15, 2013.

Dividend Declared

in Pesos



Note: Dividend yields are based on closing prices as of date of dividend declaration.

*Special cash dividend

Stock Price Performance

YTD September 2013

