

Q3 2017 Results Briefing

8 November 2017

CONSOLIDATED FINANCIAL HIGHLIGHTS



In million PhP, except ratios

	Q1 2016	Q2 2016	Q3 2016	YTD 2016	Q1 2017	Q2 2017	Q3 2017	YTD 2017	Variance
Revenues	6,628	9,912	9,188	25,728	10,351	9,477	12,106	31,933	24%
Coal	3,940	5,077	4,425	13,442	6,778	4,342	5,901	17,021	27%
Power	2,687	4,835	4,763	12,286	3,572	5,135	6,205	14,912	21%
Depreciation	664	666	751	2,080	1,208	1,518	1,689	4,416	112%
Coal	395	147	239	781	723	827	1,088	2,638	238%
Power	269	519	512	1,299	485	691	601	1,777	37%
EBITDA	3,826	4,358	4,278	12,461	6,032	5,342	5,995	17,368	39%
EBITDA Margin	58%	44%	47%	48%	58%	56%	50%	54%	12%
NIAT	2,910	3,453	3,196	9,558	4,423	3,441	3,688	11,552	21%
EPS	2.72	3.23	3.00	8.97	4.15	3.23	3.46	10.84	21%
CAPEX per Cash									
Flow	394	1,807	1,152	3,353	2,013	2,050	1,653	5,716	70%
SMC	84	896	482	1,462	942	1,591	1,334	3,867	165%
SCPC	171	143	160	475	729	307	199	1,235	160%
SLPGC	139	768	510	1,417	342	152	120	614	-57%
Cash	4,623	4,434	6,288	6,288	9,506	5,271	3,505	3,505	-44%
Free Cash Flow	1,019	4,290	1,386	5.309	1,603	1,778	2,367	5,749	8%
Net Debt	13,698	15,491	12,812	12,812	8,125	11,694	14,677	14,677	15%
Net Debt/EBITDA	3.58	3.55	3.00	1.03	1.35	2.19	2.45	0.85	-18%
ROE (YoY)	10%	12%	10%	30%	11%	9%	10%	33%	9%
DE Ratio	0.94	1.08	0.96	0.96	0.81	0.85	0.87	0.87	-9%
Current Ratio	1.21	1.07	1.29	1.29	1.71	1.69	1.47	1.47	14%

SEGMENT FINANCIAL HIGHLIGHTS

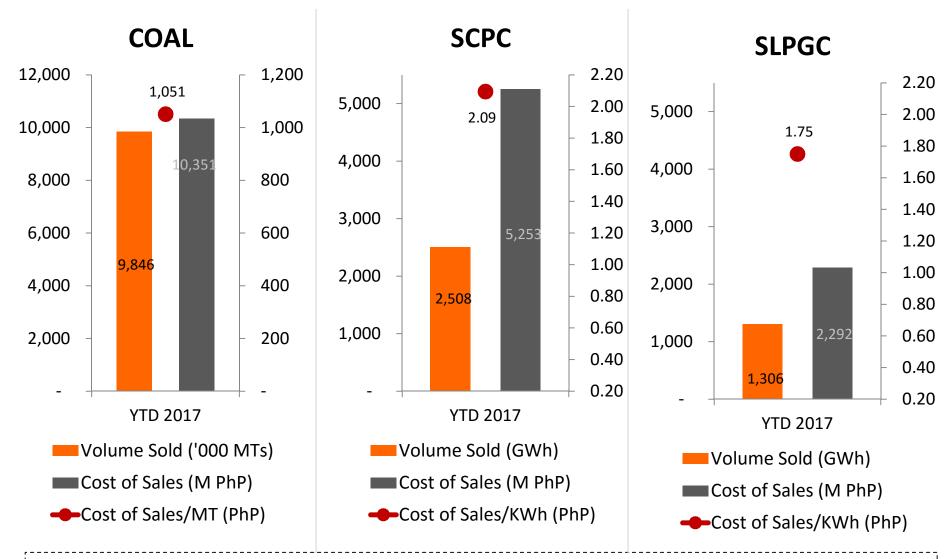


Operating businesses

		<u>Coal</u>			<u>SCPC</u>			<u>SLPGC</u>	
	YTD 2016	YTD 2017	<u>Variance</u>	YTD 2016	YTD 2017	<u>Variance</u>	YTD 2016	YTD 2017	<u>Variance</u>
Revenues (M PhP)	16,419	21,022	28%	7,626	9,386	24%	4,826	5,526	15%
Ave. Price (PhP)	1,711	2,135	25%	3.22	3.74	16%	4.26	4.23	-1%
Cost of Sales - MT/Kwhr (PhP)	741	1,051	42%	2.25	2.09	-7%	1.49	1.75	17%
Gross Margin/Unit (PhP)	970	1,084	12%	0.97	1.65	70%	2.77	2.48	-10%
Core NIAT (M PhP)	5,890	6,837	16%	950	2,216	133%	2,797	2,516	-10%
Cash Balance End (M PhP)	3,091	1,755	-43%	1,166	128	-89%	2,007	1,563	-22%
Interest Bearing Loans (M PhP)	5,849	7,516	29%	3,493	2,600	-26%	9,759	8,066	-17%
Retained Earnings, End (M PhP)	17,027	15,900	-7%	4,785	7,466	56%	2,759	4,697	70%
Net Working Capital (M PhP)	3,507	4,005	14%	(2,202)	(598)	-73%	2,819	3,444	22%
EBITDA (M PhP)	9,210	10,651	16%	2,278	4,183	84%	2,866	3,631	27%

YTD 2017 VOLUME SOLD vs COST OF SALES



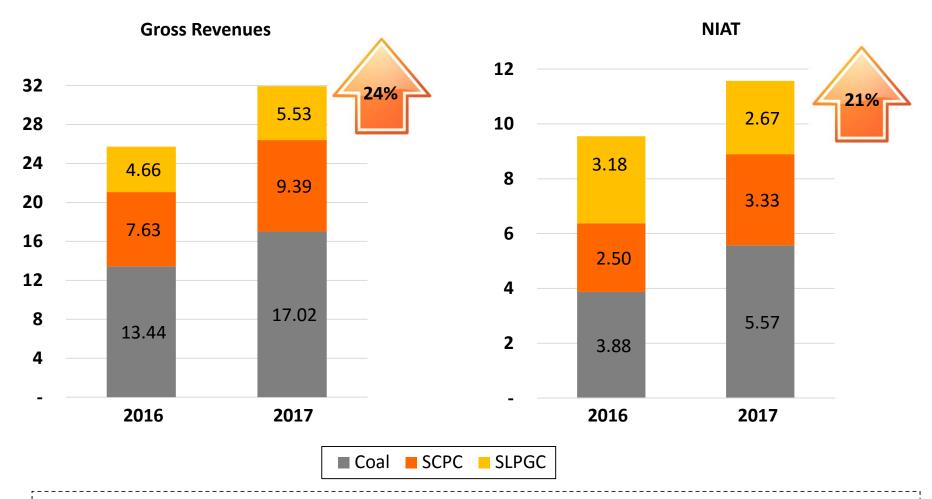


Panian mine strip ratio of 5.4:1 in 2016 is lower compared to 2017, resulting to increased coal cost of sales this year. SLPGC's cost of sales/KWh is lower than SCPC because it uses lower grade coal as fuel.

CONSOLIDATED REVENUES AND NIAT



YTD Q3 2016 vs YTD Q3 2017

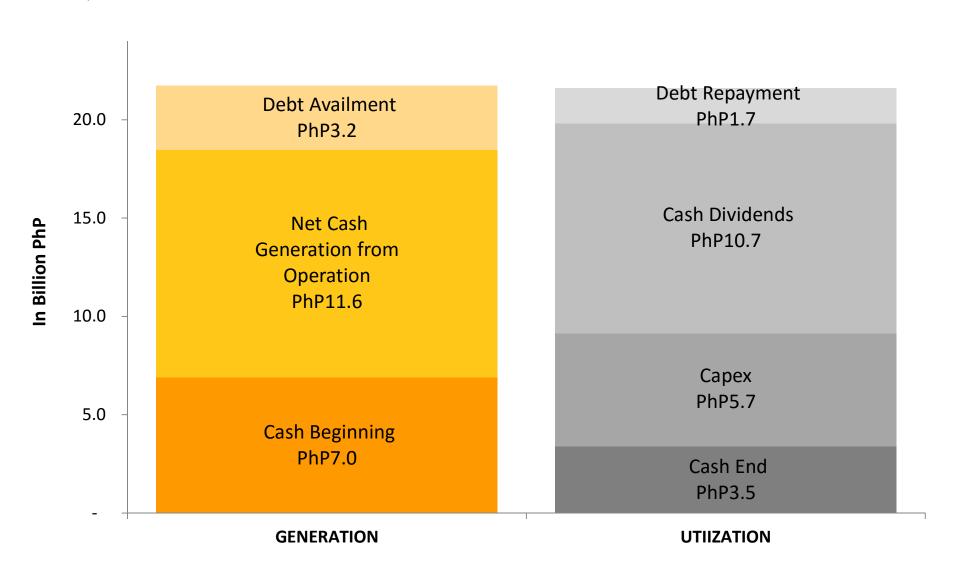


24% † in revenues, 21% † in NIAT. Better plant performance and higher ASP resulting from increased coal price index improved SCPC's profitability. Coal remained strong with increased sales volume and ASP. Drop in SLPGC profitability is due to full booking of depreciation, interest expenses and RPT in 2017; interest expense was capitalized in Q1 2016 while the plants were still on commissioning status.

CASH GENERATION & UTILIZATION - CONSOLIDATED



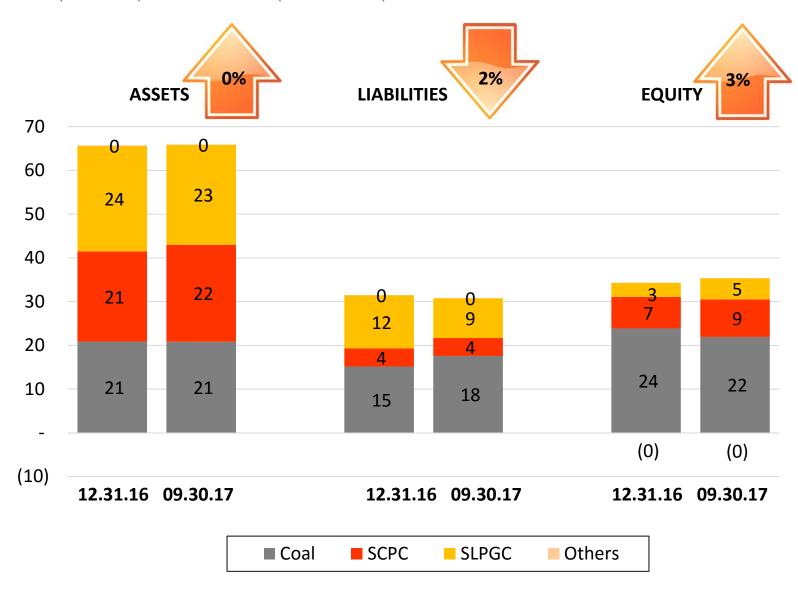
YTD Q3 2017



CONSOLIDATED ASSETS, LIABILITIES, & EQUITY



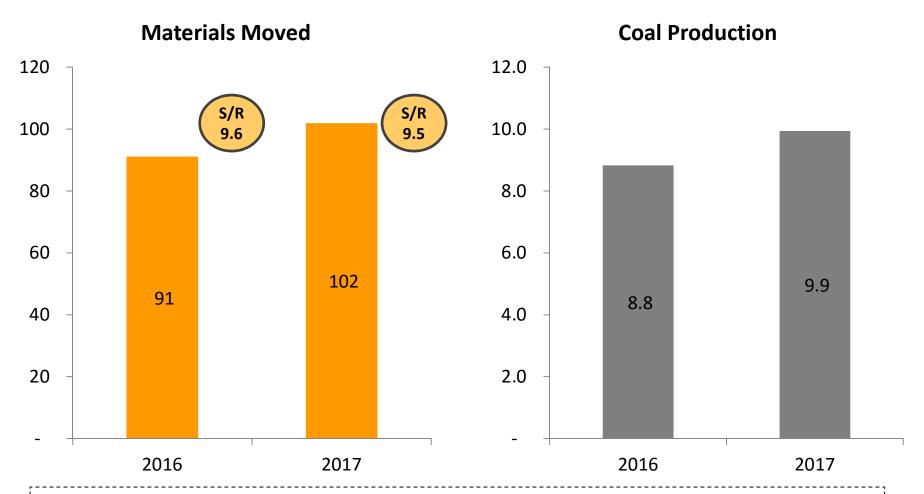
FY 2016 (Audited) vs Q3 2017 (Unaudited)



COAL PRODUCTION

YTD Q3 2016 vs YTD Q3 2017



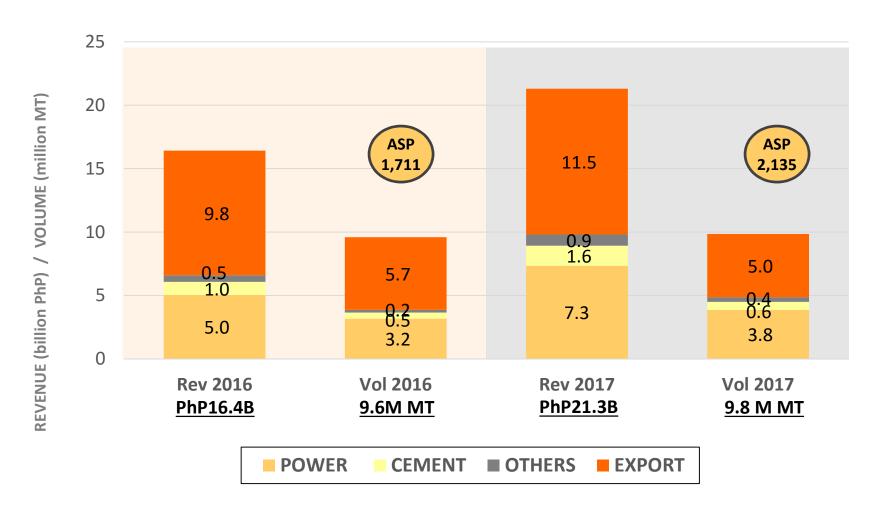


11% † in materials moved, 11% † in coal production. Increase in materials moved is due to increase in excavating capacity, which resulted to corresponding increase in production. Coal production is inclusive of low-grade coal of 564K tons and 903K tons in 2016 and 2017, respectively. 2016 materials moved is inclusive of 40.3M bcm pres-stripping of Molave and Narra mines.

COAL SALES

YTD Q3 2016 vs YTD Q3 2017



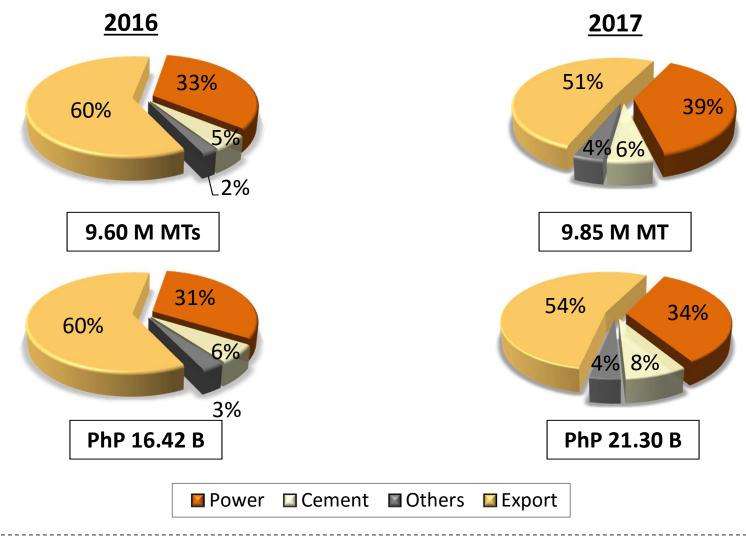


3% † in volume sold, 25% † ASP. Increase in ASP and volume sold resulted to growth in Gross Revenues by 28%. 2016 and 2017 coal sales are inclusive of low-grade coal sold to own power plants of 950 thousand tons and 1.1 million tons, respectively

COAL SALES MIX

YTD Q3 2016 vs YTD Q3 2017



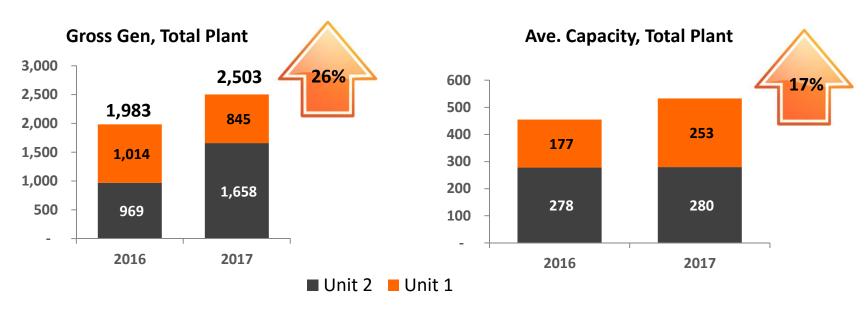


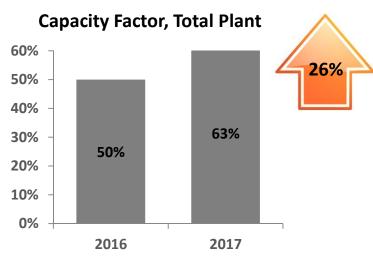
21% ↑ **off-take of power plants, 33% Cement, 79%** ↑ **Other Plants, 13%** ↓ **exports.** Higher ASP and sales volume resulted to higher Revenues.

SCPC POWER PLANTS' PERFORMANCE



YTD Q3 2016 vs YTD Q3 2017

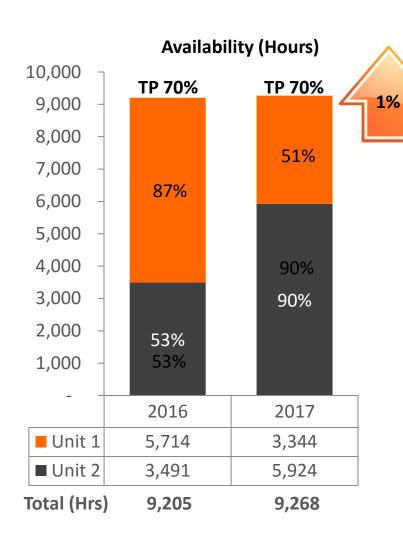




SCPC POWER PLANTS' AVAILABILITY & OUTAGES



YTD Q3 2016 vs YTD Q3 2017



Planned Outage, Hrs	2016	2017	Variance
Unit I	-	1,536	100%
Unit II	-	-	-
Total Plant	-	1,536	100%

Unplanned Outage, Hrs	2016	2017	Variance
Unit I	886	1,696	91%
Unit II	3,109	652	-79%
Total Plant	3,995	2,348	-41%

SCPC ENERGY SALES

YTD Q3 2016 vs YTD Q3 2017

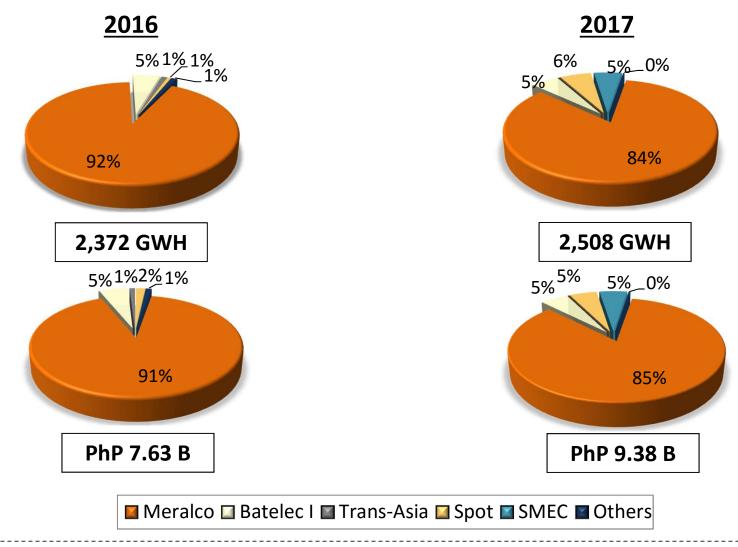
	2016	2017	Variance
BCQ Revenue, Net (M PhP)	7,494	8,872	18%
BCQ Volume Sold (GWh)	2,354	2,352	0%
BCQ, Ave Price (PhP)	3.18	3.77	18%
Spot Sale (M PhP)	133	512	286%
Spot Volume Sold (GWh)	18	156	777%
Spot Sales, Ave Price (PhP)	7.47	3.29	-56%
Total Revenue (M PhP)	7,626	9,386	24%
Total Volume Sold (GWh)	2,372	2,508	6%
Composite Ave. Price (PhP)	3.22	3.74	16%

16% † in ASP, 6% † volume sold. Higher ASP and volume sold in 2017 translated to 23% increase in Revenues. Higher global coal prices in 2017 pulled up fuel component of BCQ pricing.

SCPC ENERGY SALES MIX



YTD Q3 2016 vs YTD Q3 2017

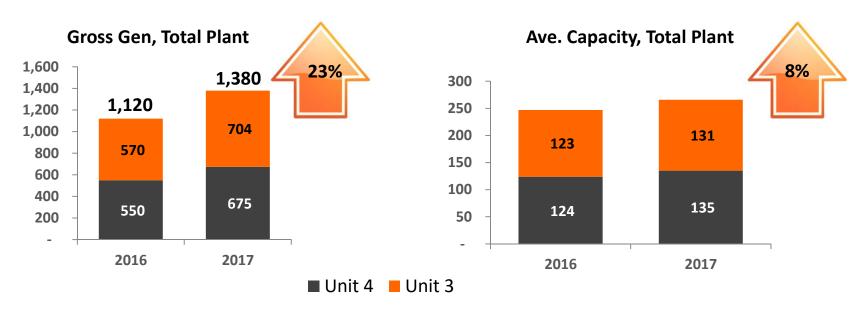


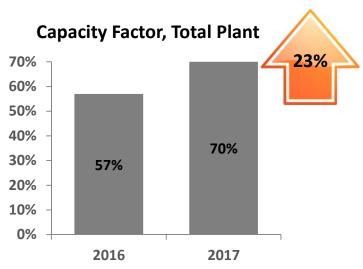
Meralco remains to be the single biggest customer of the Company, accounting for 84% of sales volume and 85% of revenues.

SLPGC POWER PLANTS' PERFORMANCE



YTD Q3 2016 vs YTD Q3 2017

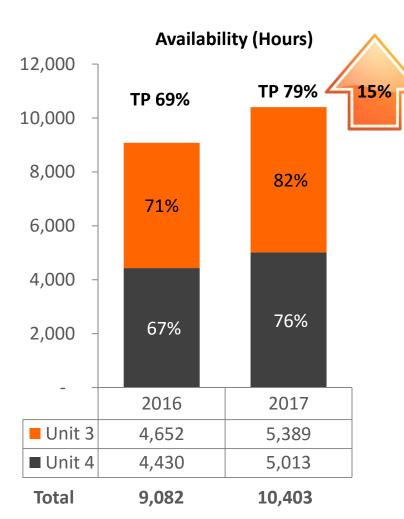




SLPGC POWER PLANTS' AVAILABILITY & OUTAGES



YTD Q3 2016 vs YTD Q3 2017



Planned Outage, Hrs	2016	2017	Variance
Unit 3	-	744	
Unit 4	1,079	1,080	0%
Total Plant	1,079	1,824	69%

Unplanned Outage, Hrs	2016	2017	Variance
Unit 3	1,948	328	-83%
Unit 4	1,091	76	-93%
Total Plant	3,039	404	-87%

SLPGC ENERGY SALES

YTD Q3 2016 vs YTD Q3 2017

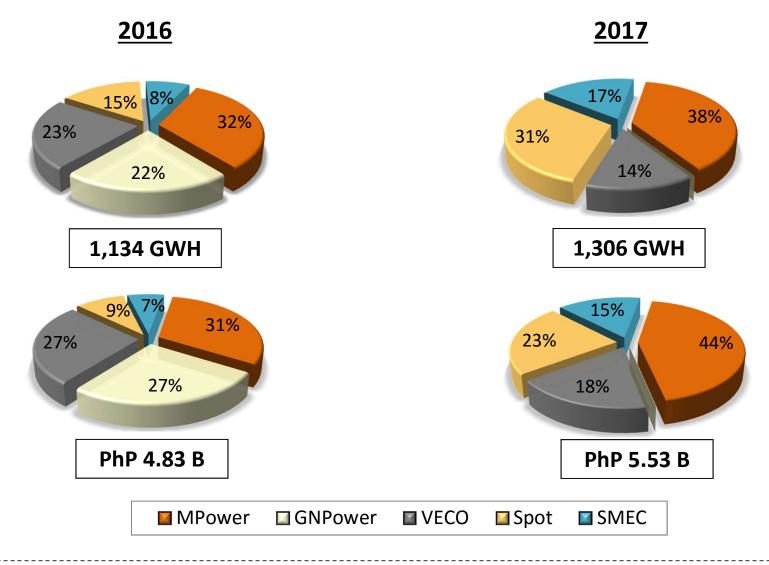
	2016	2017	Variance
BCQ Revenue, Net (M PhP)	4,388	4,245	-3%
BCQ Volume Sold (GWh)	967	899	-7%
BCQ, Ave Price (PhP)	4.54	4.72	4%
Spot Sale in Pesos (M PhP)	439	1,281	192%
Spot Volume Sold (GWh)	167	407	144%
Spot Sales, Ave Price (PhP)	2.63	3.14	20%
Total Revenue in Pesos (M PhP)	4,826	5,526	14%
Total Volume Sold (GWh)	1,134	1,306	15%
Composite Ave. Price (PhP)	4.26	4.23	(0.6%)

0.6% ↓ in ASP, 15% ↑ volume sold. Slightly lower ASP and higher volume sold, resulted to 14% increase in Revenues.

SLPGC ENERGY SALES MIX



YTD Q3 2016 vs YTD Q3 2017



Power supply contracts total to 262.51MW. VECO (42.51 MW), MPower (100 MW), SMEC (120MW).

KEY TAKEAWAYS



- Coal: Higher offtake of local sales in 2017, first 3 quarters sales volume reached 4.9 million tons
- Higher global coal prices pushed power and coal ASP up
- SCPC: Performance rebounded with higher energy generation and better prices
- SCPC: After upgrading works in Q1, Unit 1 capacity increased to 250MW 270 MW from between 180MW and 200 MW in 2016
- SLPGC: Drop in profitability is mainly due to accounting of depreciation, interest expenses and RPT
- SLPGC: COC for 150MW issued on 15 May
- SLPGC: Final turn-over of plants on 5 July
- Declaration and payment of Php5/share special cash dividends

APPENDIX

COMPARATIVE STATEMENTS OF COMPREHENSIVE INCOME - COAL



	Q1 2016	Q2 2016	Q3 2016	YTD 2016	Q1 2017	Q2 2017	Q3 2017	YTD 2017	Variance
Revenue	4,647	6,297	5,474	16,419	8,135	5,319	7,568	21,022	28%
Costs of Sales	1,908	2,851	2,531	7,289	3,206	2,524	4,622	10,351	42%
Gross Margin	2,739	3,447	2,943	9,129	4,929	2,794	2,946	10,670	17%
Gross Profit Ratio	<i>59%</i>	<i>55%</i>	54%	<i>56%</i>	<i>61%</i>	<i>53%</i>	<i>39%</i>	51%	-9%
Govt Share	693	1,148	773	2,614	1,274	688	1,063	3,025	16%
Gen & Admin Exp	233	229	84	546	104	102	264	470	-14%
OPEX	925	1,378	857	3,160	1,378	789	1,327	3,495	11%
	1,814	2,069	2,086	5,969	3,551	2,005	1,619	7,175	20%
Other Exp/(Inc)	5	94	60	158	152	85	95	332	110%
Income bef tax	1,809	1,975	2,026	5,811	3,399	1,920	1,524	6,843	18%
Income Tax	2	2	1	4	2	2	2	6	49%
Core Income	1,808	1,974	2,025	5,807	3,397	1,918	1,522	6,837	18%
Profitability Ratio	<i>39%</i>	<i>31%</i>	37 %	<i>35%</i>	42%	36 %	20%	33%	-8%

^{*}Before eliminating entries

COMPARATIVE STATEMENTS OF COMPREHENSIVE INCOME - SCPC



	Q1 2016	Q2 2016	Q3 2016	YTD 2016	Q1 2017	Q2 2017	Q3 2017	YTD 2017	Variance
Revenue	1,656	2,866	3,104	7,626	2,422	2,943	4,022	9,386	23%
Contracted Energy	1,630	2,801	3,075	7,506	2,423	2,698	3,764	8,885	18%
Spot Sales	30	69	33	133	4	249	262	515	288%
PPD	(4)	(4)	(4)	(12)	(5)	(4)	(5)	(14)	12%
Cost of Energy Sales	804	2,199	2,329	5,332	1,170	1,867	2,217	5,254	-1%
Generation Cost	730	1,491	1,331	3,552	1,014	1,764	1,999	4,777	34%
Replacement Power Cost	71	699	991	1,761	151	96	208	455	-74%
Marketing Cost	3	9	7	19	6	7	10	22	18%
Gross Profit	852	667	775	2,294	1,251	1,077	1,805	4,132	80%
GP Ratio	51%	23%	25 %	30%	52 %	37 %	45%	44%	46%
Other Cost/Expense/Income	312	362	260	934	298	380	288	965	3%
General, Admin. and Other OPEX	316	347	246	909	293	355	291	939	3%
Finance (Income)/Costs	17	18	25	61	7	11	15	33	-46%
Foreign Exchange Gains/(Losses)	(1)	18	20	37	21	46	22	90	141%
Other (Income)/Expense	(20)	(22)	(31)	(73)	(24)	(32)	(40)	(96)	32%
Net Income Before Tax	540	305	515	1,360	953	697	1,517	3,167	133%
Provision for Taxes	163	92	155	410	286	210	456	952	132%
Net Income After Tax	377	213	360	950	667	487	1,061	2,216	133%
Profitability Ratio	23%	7 %	12%	12%	28%	17%	26%	24%	89%

^{*}Before eliminating entries

COMPARATIVE STATEMENTS OF COMPREHENSIVE INCOME - SLPGC



	Q1 2016	Q2 2016	Q3 2016	YTD 2016	Q1 2017	Q2 2017	Q3 2017	YTD 2017	Variance
Revenue	251	2,133	1,657	4,041	1,149	2,194	2,183	5,526	37%
Contracted Energy	253	1,882	1,585	3,720	933	1,372	1,940	4,245	14%
Spot Sales	-	261	76	337	216	822	243	1,281	280%
PPD	(2)	(10)	(4)	(16)	0	-	-	0	-101%
Cost of Energy Sales	147	693	671	1,511	640	816	836	2,292	52%
Generation Cost	(0)	557	496	1,053	491	784	768	2,043	94%
Replacement Power Cost	140	131	170	441	145	27	65	237	-46%
Marketing Cost	6	5	5	16	4	5	3	12	-25%
Gross Profit	105	1,440	986	2,531	509	1,378	1,347	3,234	28%
GP Ratio	42%	68%	60%	63%	44%	<i>63%</i>	62%	59%	-7%
Other Cost/Expense/Income	(655)	176	173	(306)	149	307	218	674	-320%
General, Admin. and Other OPEX	9	52	96	157	91	264	166	521	231%
Finance (Income)/Costs	(6)	99	99	192	60	68	67	195	1%
Foreign Exchange Gains/(Losses)	(0)	-	-	(0)	(0)		-	(0)	0%
Other Income (Fly Ash)	(8)	(11)	(19)	(38)	(3)	(22)	(8)	(33)	-15%
Other Income fr Commissioning	(650)	36	-3	(617)	-	(2)	-7	(9)	-99%
Net Income Before Tax	760	1,264	813	2,837	360	1,071	1,129	2,560	-10%
Provision for Taxes	32	(4)	11	39	2	34	8	44	11%
Net Income After Tax Profitability Ratio	728 289%	1,267 59%	801 48%	2,796 69%	358 <i>31%</i>	1,037 47%	1,121 51%	2,516 46%	-10% -34%

^{*}Before eliminating entries

COMPARATIVE STATEMENTS OF COMPREHENSIVE INCOME - CONSOLIDATED



	SMC	SCPC	SLPGC	YTD 2016
Coal	13,442	-	-	13,442
Power	-	7,626	4,042	11,668
Income from commissioning			617	617
REVENUE	13,442	7,626	4,659	25,728
Coal	6,244	-	-	6,244
Power	-	3,786	1,119	4,905
COST OF SALES	6,244	3,786	1,119	11,149
GROSS PROFIT	7,198	3,840	3,540	14,579
GP Ratio	<i>54%</i>	<i>50%</i>	76%	<i>57%</i>
G/S & admin expenses	3,160	908	170	4,233
Interest expense	142	68	212	422
Interest (income)	(24)	(9)	(20)	(53)
Forex (gain) losses	175	38	(0)	212
Other (income) exp	(135)	(73)	(39)	(246)
Total	3,319	933	322	4,568
Income before tax	3,880	2,907	3,218	10,011
Income tax	4	409	39	453
NET INCOME	3,876	2,498	3,179	9,558
NP Ratio	29%	33%	68%	37 %

SMC	SCPC	SLPGC	YTD 2017
17,021	-	-	17,021
-	9,386	5,526	14,912
17,021	9,386	5,526	31,933
7,616	-	-	7,616
_	4,144	2,183	6,327
7,616	4,144	2,183	13,943
9,404	5,242	3,343	17,990
<i>55%</i>	56%	60%	56%
3,495	939	475	4,926
209	38	225	473
(40)	(6)	(28)	(74)
242	90	0	332
(80)	(96)	(44)	(220)
3,827	964	628	5,436
5,577	4,278	2,715	12,533
6	952	44	1,002
5,571	3,327	2,671	11,552
33%	<i>35%</i>	48%	<i>36%</i>

^{*}After eliminating entries

COMPARATIVE STATEMENTS OF FINANCIAL POSITION - CONSOLIDATED



As of September 2017 (Unaudited) vs December 2016 (Audited) – In million PhP

	SMC	SCPC	SLPGC	SBPG	SCS	SEU	SCRC	SCIP	CONSO	LIDATED
	PARENT	100%	100%	100%	100%	100%	100%	100%	09.30.2017	12 31 2016
	PAREIVI	DIRECT	DIRECT	DIRECT	DIRECT	DIRECT	INDIRECT	DIRECT		12.31.2010
ASSETS										
Current asstes										
Cash & Cash Equivalents	1,755	128	1,563	3	37	3	12	3	3,505	6,993
Receivables - net	1,986	3,492	1,250	-	-	_	-	-	6,729	5,686
Inventories - net	3,479	2,180	670	-	-	_	-	-	6,330	5,386
Investment in JV	59								59	52
Investment in Sinking										
Fund	-	-	-						-	69
Other current assets	1,931	537	1,353	-	-	-	0	-	3,821	2,968
Total Current Assets	9,210	6,338	4,836	3	37	3	12	3	20,442	21,154
Non current assets										
PPE – net	11,377	15,267	17,936	-	-	-	-	_	44,580	43,352
Other noncurrent assets	199	77	131	-	-	-	-	_	407	735
Deferred tax asset	54	465	(0)	-	-	0	-	-	519	519
Total Noncurrent Assets	11,629	15,809	18,067	-	-	0	-	-	45,506	44,606
TOTAL ASSETS	20,839	22,147	22,903	3	37	3	12	3	65,948	65,760

COMPARATIVE STATEMENTS OF FINANCIAL POSITION - CONSOLIDATED



As of September 2017 (Unaudited) vs December 2016 (Audited) – In million PhP

	SMC	SCPC	SLPGC	SBPG	SCS	SEU	SCRC	SCIP	CONSO	LIDATED
	PARENT	100%	100%	100%	100%	100%	100%INDI	100% DIRECT	00 20 2017	12 24 2016
	PAKENI	DIRECT	DIRECT	DIRECT	DIRECT	DIRECT	RECT	100% DIRECT	09.30.2017	12.31.2016
LIABILITIES										
Current Liabilities										
Accounts payables	8,374	1,443	1,007	-	0	0	0	_	10,824	12,221
Short-term loans	-	2,600	-	-	-	-	-	_	2,600	1,600
Long-term debt – current	64	-	426	-	-	-	-	_	490	1,832
Total Current Liabilities	8,438	4,043	1,433	-	0	0	0	-	13,914	15,653
Noncurrent Liabilities	·									
LT - net of current	7,452	-	7,640	_	-	-	-	_	15,092	13,258
Pension liability	99	27	23	_	-	-	-	_	149	114
Provision for site rehab	1,593	14	-	-	-	-	-	_	1,606	1,606
Other LT Liabilities	-	-	1	_	-	-	-	_	1	837
Total Noncurrent										
Liabilities	9,143	41	7,664	-	-	-	-	-	16,848	15,816
TOTAL LIABILITIES	17,581	4,085	9,097	-	0	0	0	-	30,763	31,468
EQUITY										
Capital stock	1,069	-	-	-	•	-	-	-	1,069	1,069
Additional paid-in capital	6,676	-	-	_	-	-	-	_	6,676	6,676
Retained earnings	14,595	8,579	4,852	(0)	(173)	(0)	(1)	0	27,852	26,959
Remeasurement gains					, ,	, ,				
and losses	(24)	(2)	3						(23)	(23)
Treasury Shares	(388)		-	_	-	-	-	_	(388)	(388)
Total SHE	21,927	8,576	4,855	(0)	(173)	(0)	(1)	0	35,185	34,292
LIABILITIES & EQUITY	39,508	12,661	13,952	(0)	(173)	(0)	(0)	0	65,948	65,760

CONSOLIDATED LOAN PROFILE



In Millions

Business	Dec 2016	Jan-S	Sep	
Segment		Availment	Payment	2017
Coal (USD)	70.8		1.3	69.5
Coal (PhP Equivalent)	3,518		66	3,506
Coal (PhP)	2,100	2,150	262	3,988
Total Coal (PhP)	5,618	2,150	328	7,516
SCPC (PhP)	1,728	1,000	528	2,600
SLPGC (PhP)	9,344	-	1,278	8,066
TOTAL (PhP)	16,690	3,150	1,734	18,182



Semirara Mining and Power Corporation

is committed to providing our country with reliable, affordable power through the responsible extraction and use of coal.

As we celebrate our 20th anniversary under the DMCI group, we look forward to creating even more shared benefits for our host communities and key stakeholders.



3,991 Jobs Generated



PhP 16.65B **Royalties Paid**



26.70M KW **Electricity Subsidy**



92% for 2017



496 HA Panian Rehab Target Protected Mangroves



709.86 HA Reforested Area



772,150 Tons Compost Produced/ Used



PhP 9.49M **Indigent Medicines**



PhP 56.83M **Barangay Health Workers** & Hospital/Health Facilities

DISCLAIMER



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- •In addition, this document contains financial information and results of operation, and may also contain certain projections, plans, strategies, and objectives of the Company, that are not statements of historical fact which would be treated as forward looking statements within the meaning of applicable law. Forward looking statements are subject to risks and uncertainties that may cause actual events and the Company's future results to be materially different than expected or indicated by such statements. No assurance can be given that the results anticipated by the Company, or indicated by any such forward looking statements, will be achieved.
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