



ALSONS CONSOLIDATED RESOURCES, INC



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July 2018

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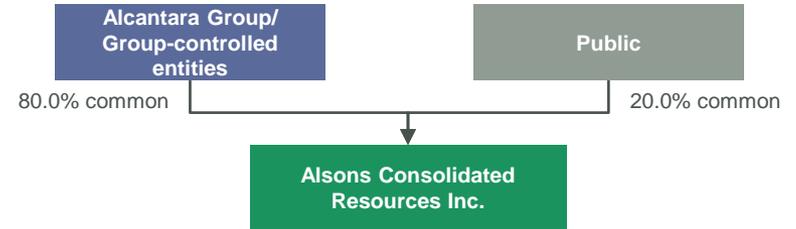
Leading power generation company in the Philippines backed by the Alcantara Group



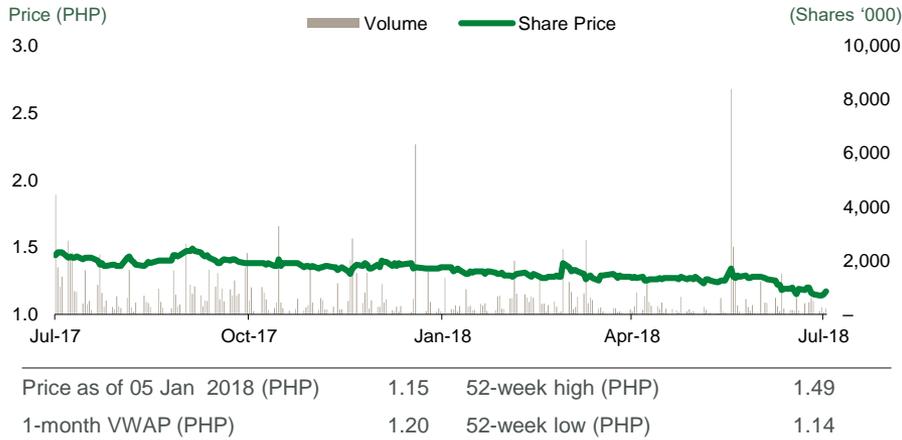
Overview

- ACR is a Philippine-listed holding company with total market capitalization of PHP7.4bn as of 12 July 2018.
- Most of its revenue are derived from the power generation business in Mindanao, although ACR also has interests in real estate and mining.
- Its current power portfolio includes 363MW operating capacity (258MW diesel and 105MW coal) and another 105MW capacity (coal) under construction.
- One of ACR's power projects is SEC Project, a two-phased coal plant located in Maasim, Sarangani with a total rated net capacity of 210MW.
- ACR's expansion pipeline includes over 600MW of coal and hydro projects under different stages of development.

Shareholding structure



Share price performance



Key management



Tomas I. Alcantara

- Chairman and President since 2001
- Holds various managing and operating positions in the Alcantara Group
- Former Undersecretary of Department of Trade and Industry, and Managing Head of the Board of Investments
- MBA from Columbia University and Advanced Management Program from Harvard Business School



Editha I. Alcantara

- Treasurer and Director since 1995
- Holds various positions or directorships in the Alcantara Group, Philippine Business for the Environment, Miriam College, and Philippine Wood Producers Association
- MBA from Boston College



Tirso G. Santillan Jr.

- Executive Vice President since 1995
- Holds various directorship positions in the Alcantara Group
- BA degree in Engineering and Masters in Business Management from the Ateneo de Manila University



Robert F. Yenko

- Chief Financial Officer since 2017
- Serves as VP Finance and Administration of the Power Business Unit of the Alcantara Group.
- Former Regional Treasurer and Finance Director of Intel Singapore for 25 years.
- BS Management degree from the Ateneo de Manila University and Masters in Business Administration at the University of the Philippines.

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History



Multi-disciplinary Board Members

The composition of ACR's Board shows a distinguished group of individuals with a wealth of relevant expertise and experience in the areas of utilities, mining, banking, government, the academe, and agriculture among others. In line with good corporate governance, ACR has 3 Independent Directors.

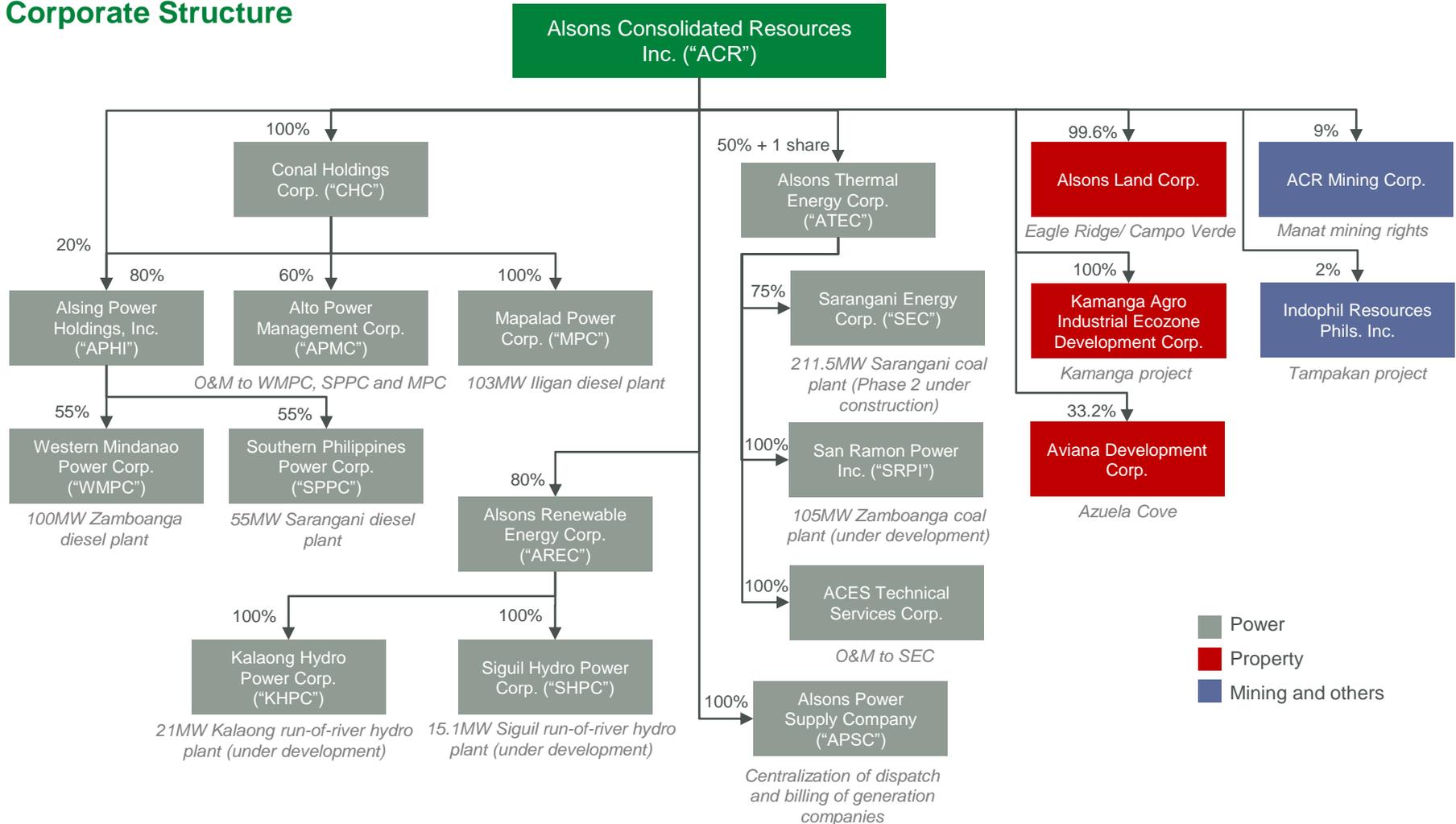


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Corporate Structure



ACR'S POWER GENERATION BUSINESSES



Power generation business

Attractive asset portfolio with committed offtake and expansion projects already under development



Business strategy

- ACR has a well-defined business strategy to maximize returns from its existing portfolio of oil-fired assets and to capitalize on under served and growing baseload demand through the development of advanced coal-fired power stations.
- ACR's existing plants play an important role in the Mindanao grid due to its strategic location and operating versatility in meeting base load and peak demand requirements in Mindanao.
- Bulk of the power supply in Mindanao is located in the northern region, while two of the four major load centers are located in the south. Due to this imbalance, the southern and western regions are susceptible to isolation during transmission outages. The situation establishes the key roles of the power plants undertaken by SPPC and SEC in the southern region, and by WMPC and SRPI in the western region.

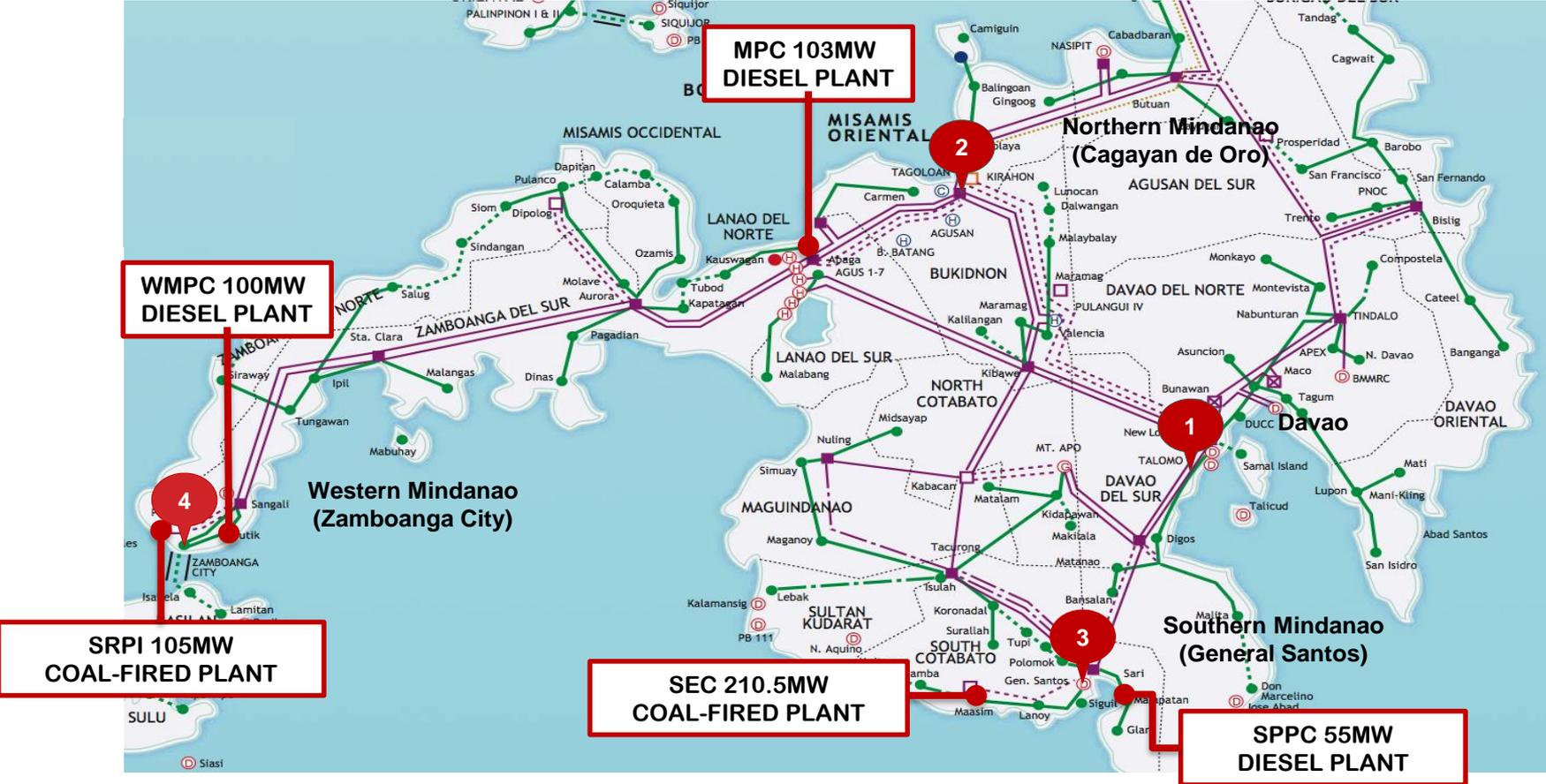
Power generation portfolio

	Operational				Under construction / development	
Project	WMPC	SPPC	MPC	SEC Phase 1	SEC Phase 2	SRPI
Rated net capacity	100MW	55MW	103MW	105MW ¹	106.5MW	105MW
Fuel type	Bunker C	Bunker C	Bunker C	Coal	Coal	Coal
COD	1997	1998	Rehabilitated in 2013	29 April 2016	Target 2019	Target 2020-2021
					PHP15Bn (US\$296 Mn)	PHP15.2 Bn (US\$300Mn)
Partners	Toyota Tsusho (25%) and Aboitiz (20%)	Toyota Tsusho (25%) and Aboitiz (20%)	N/A	Toyota Tsusho (25%)	Toyota Tsusho (25%)	N/A
Status	Operational	Operational	Operational	Operational	Under construction	Under development
Contracts	PSAs with various ECs and DUs; 18-year ECA with NPC ended in December 2015	PSAs with various ECs and DUs totaling 55MW; 18-year ECA with NPC ended in April 2016	PSAs with various ECs, DUs and industrial	25-year PSA from COD with various ECs and DUs totaling 105MW	25-year PSA from COD with various ECs and DUs totaling 95MW	25-year PSA from COD with ZAMCELCO totaling 85MW

1. Performance test results indicate that the corrected net capacity for SEC Phase 1 is 106.8MW, which is 1.8MW higher than the rated net capacity of 105MW.

Power generation business

Strategically located to serve the four main load centers in Mindanao



Power generation business

Towards a balanced generation mix



ACR's expansion will:

- Allow it to provide a complete power solution to the Mindanao grid
 - Baseload
 - Intermediate
 - Peaking and Back up
 - Ancillary
- Mitigate fuel-type specific risks such as volatilities in fuel costs and regulatory concerns linked to certain fuel types
- Enhance competitiveness of ACR in the Mindanao Electricity Market
- Diversify revenue and cashflow source.



WMPC at a glance

Overview	Details
Net capacity	<ul style="list-style-type: none">• 100MW
Location	<ul style="list-style-type: none">• Zamboanga City
Customer	<ul style="list-style-type: none">• 18-year ECA with NPC ended in December 2015 and WMPC was turned over• 50MW contracted with ZAMCELCO and 30MW with CEPALCO (suspended), for term of 10 years subject to buyer option on the fifth year to increase, reduce or cancel contracted capacity.• Ongoing negotiations with NGCP for ASPA



SPPC at a glance

Overview

Details

Net capacity

- 55MW

Location

- Alabel, Sarangani



MPC at a glance

Overview

Details

Net capacity

- 103MW

Location

- Iligan, Lanao del Norte

Customer

- CEPALCO has also signed a 10-year PSA for 30MW
- SURESECO1 has signed a 10-year PSA for 4MW



SEC at a glance

Overview

Details

Net capacity

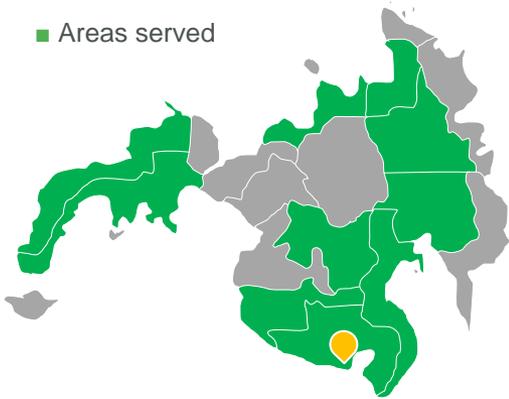
- 210MW

Location

- Maasim, Sarangani

Customer

- The capacities of the SEC Project are contracted through 25-year PSAs with various DUs and ECs. SEC has contracted 105MW and 95MW capacities for SEC Phase 1 and SEC Phase 2, respectively.



Projects under development



SAN RAMON POWER INC

- Will generate baseload power for the City of Zamboanga, the Zamboanga Peninsula and other nearby area

Overview	Details
Net capacity	• 105MW
Location	• Zamboanga City
Customer	• 85MW contracted with ZAMCELCO for term of 25 years
	<ul style="list-style-type: none"> • Ground works began January 2017 • Target Commercial Operations - 1H 2022 • Estimated Project cost - PHP16 billion

SIGUIL HYDRO POWER CORPORATION

- Run-of river hydroelectric plant

Overview	Details
Net capacity	• 15MW
Location	• Sarangani
	<ul style="list-style-type: none"> • Target Commercial Operations - 1H 2021 • Estimated Project cost – PHP4 billion

* ACR’s hydro power projects in the pipeline have a total capacity of 182MW.

The next three years

❖ GENERATING CAPACITY 2018

- Diesel/Bunker Capacity : 258 MWs
- Coal fired capacity : 105 MWs

TOTAL GENERATING CAPACITY : 363 MWs

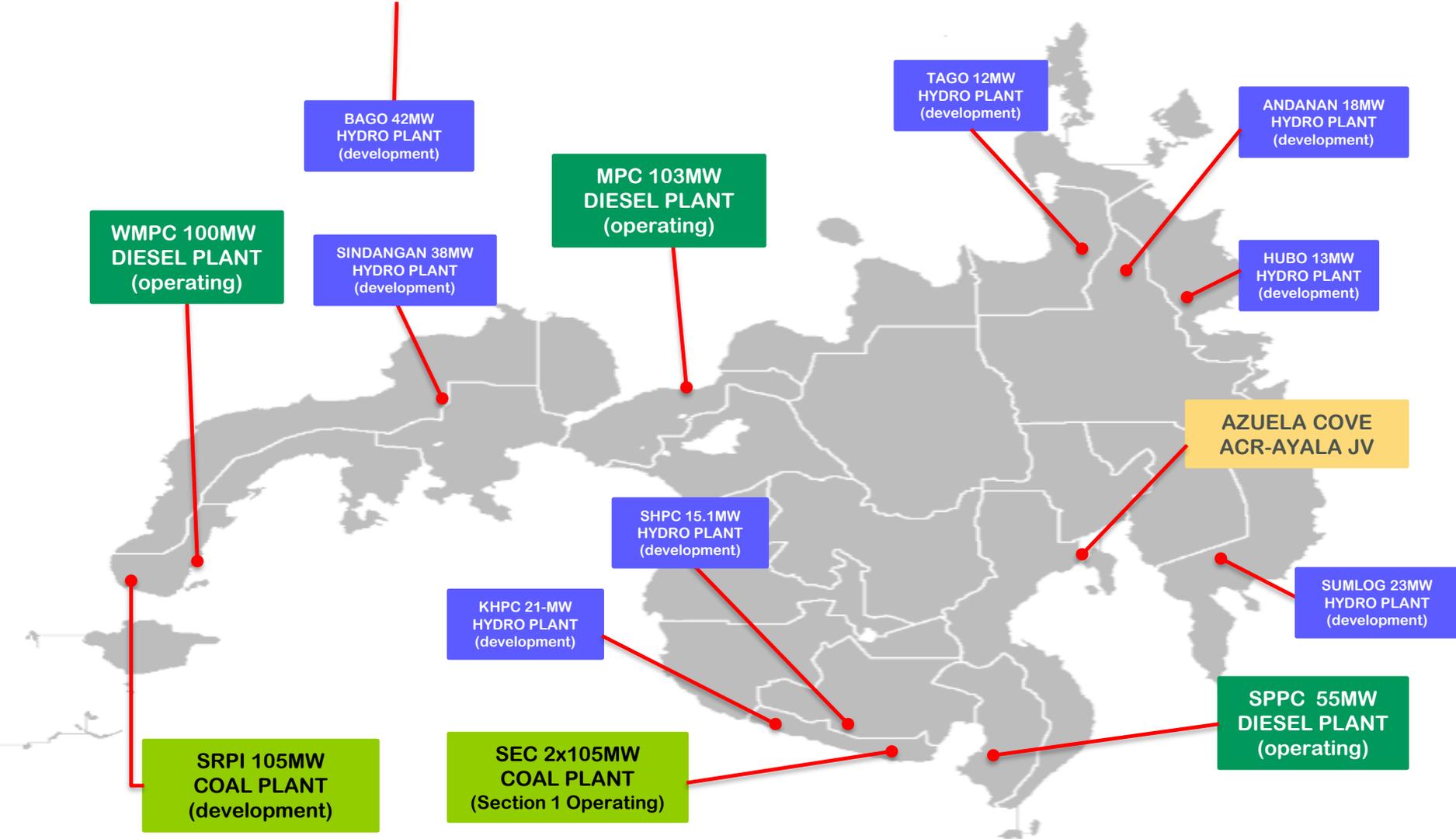
❖ GENERATING CAPACITY 2021

- Diesel/Bunker Capacity
for Peaking : 258 MWs
- Coal fired capacity for base
and intermediate load : 315 MWs
- Run of River Hydro
for Base Load : 15 MWs

TOTAL GENERATING CAPACITY : 588 MWs



Steadfast for Mindanao



Other key businesses

ACR owns the economic zone where SEC is located, as well as investments in other real estate and mining



Kamanga Agro-Industrial Ecozone Development Corp.

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- Kamanga Agro-Industrial Ecozone Development Corp. (“KAIDEC”) is engaged in the development of the 54 hectare Kamanga Agro-Industrial Ecozone in Sarangani, Mindanao.
- The ecozone houses the power plant facilities of SEC, ACR’s coal plant with total net rated capacity of 211.5MW.

Alsons Land Corp.



- ACR engages in the property development business through its subsidiary, Alsons Land Corp. (“ALC”).
- ALC is primarily involved in a 72-hole golf course development with a residential component called Eagle Ridge Golf and Residential Estate.
- The project is a joint venture between ALC and Sta Lucia Realty Development Inc.
- Development spans over 700 hectares in Cavite, Luzon.

Indophil Resources Phils. Inc.

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- Indophil Resources Phils. Inc. is engaged in the acquisition, exploration and development of gold and copper mining opportunities in the Philippines.
- Indophil’s key asset is its stake in the world-class Tampakan Copper-Gold Project in South Cotabato, Mindanao.

ACR Mining Corp.



- ACR Mining Corp. (“AMC”) was organized to pursue projects in the mining sector.
- AMC holds the majority interest in the Manat Mining Claim located in Compostela Valley and Davao Del Norte, Mindanao which covers a total area of 1,547 hectares.

Aviana Development Corp.

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- Aviana Development Corp. (“Aviana”) is a joint venture among ACR, ACIL Corp., and subsidiaries of Ayala Land Inc.
- The joint venture is developing the Lanang property acquired from ACR and ACIL in Davao City.