

CLP Holdings 2019 Annual Results Analyst Briefing

24 February 2020

Energy for Brighter Tomorrows

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Agenda



Performance Overview

Shareholders' Visit Programme, Hong Kong

Lower earnings in Hong Kong and Australia



1st full year of new SoC rate of return; development projects progressed



Retail electricity prices re-regulated; coal supply issues restricted generation



Stable earnings from diversified portfolio with reliable nuclear & renewable contribution



Investments in transmission and renewables under new partnership



Climate Vision 2050 strengthens decarbonisation commitment



- Earnings recalibrated while strong fundamentals support long-term outlook
 - Growth in SoC investments
 - Energy transition opportunities



Lower earnings in Hong Kong and Australia

Operating Earning	5		Operating Earnings Per Share
HK\$11,121	m -2	.0% 📕	HK\$4.40 -20% 📕
Fourth Interim Div HK\$1.19		steady	Total 2019 Dividend HK\$3.08 +2%
Total Earnings HK\$4,657m Including impairment of g		66%	Total Earnings Per Share HK\$1.84 -66%
Credit Ratings —			Capital Investment ⁽¹⁾ and Leverage
CLP Holdings CLP Power	<mark>S&Р</mark> А А+	Moody's A2 A1	SoC CapexHK\$8.8bnOther CapexHK\$3.0bnNet debt to total consistence26.7%
CAPCO EnergyAustralia	AA- BBB+	A1 -	Net debt to total capital 26.7% (1) On cash basis

Operating performance

Safety	Reliability in Hong Kong (1)
Total recordable injury rate 0.38 +0.13	Average minutes lost pa (rolling 3 years) Excluding Typhoon Mangkhut 1.27 -0.17 Including Typhoon Mangkhut 10.13 -0.16
Customer Accounts	Electricity Sales
Hong Kong 2.636m +39k Australia 2.466m -84k	Hong Kong (local sales) 34.3 TWh +1.8% Australia 18.4 TWh -3.5%
Generation Performance	Generation Capacity (2)
Electricity sent out ⁽²⁾ 88.6 TWh -4%	In operation23.4GW+0.5Non-carbon Emitting (3)5.9 GW+0.5In construction0.6 GW-0.2

- (1) Unplanned customer minutes lost average of the past 36 months
- (2) Equity basis as well as long-term capacity and energy purchase arrangements
- (3) Non-carbon emitting includes wind, hydro, solar and nuclear



Group Financial Performance

Gale Solar Farm, Maharashtra, India

Recalibration of earnings

НК\$М	2019	2018	Change
Revenue	85,689	91,425	6%
Operating Earnings			
Hong Kong electricity and related activities	7,659	8,785	13%
Local electricity business	7,448	8,558	•
PSDC and Hong Kong Branch Line	211	192	
Sales to Guangdong	-	35	
Outside Hong Kong	4,441	6,199	28%
Mainland China	2,277	2,163	•
India	263	572	
Southeast Asia and Taiwan	335	162	
Australia	1,566	3,302	
Other earnings and unallocated items	(979)	(1,002)	
Operating Earnings	11,121	13,982	20%
Items affecting comparability ⁽¹⁾	(6,464)	(432)	Ť
Total Earnings	4,657	13,550	66%

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 Item affecting comparability in 2019 represented the impairment of retail goodwill for EnergyAustralia and revaluation loss on investment property. 2018 represented the provision for Paguthan's deemed generation receivables and revaluation gain on investment property. For details please refer to page 29

Reconciliation of Operating Earnings to ACOI

нк\$м	2019	2018	Change	Adjusted Current Operating Income or ACOI ACOI equals EBIT excluding items affection
Operating Earnings (Attributable to CLP)	11,121	13,982	20%	comparability and fair value adjustments, an includes the Group's share in net earnings fro joint ventures and associates
Exclude:				Fair value adjustments
Fair value adjustments	(176)	(68)		 Predominantly unfavourable mark-to-mark movements of energy derivative contracts EnergyAustralia due to higher forward ener
Net finance costs ⁽¹⁾	(2,033)	(2,107)		prices
Income tax expense	(2,787)	(4,014)		 Net finance costs ⁽¹⁾ Lower finance costs mainly attributable to low average total borrowings offset by higher mark
Non-controlling	(885)	(827)		interest rates
interests				Income tax expense
ACOI	17,002	20,998	19%	 In line with decrease in profit in particular Austra and SoC business

(1) Included the distribution to perpetual capital securities holders

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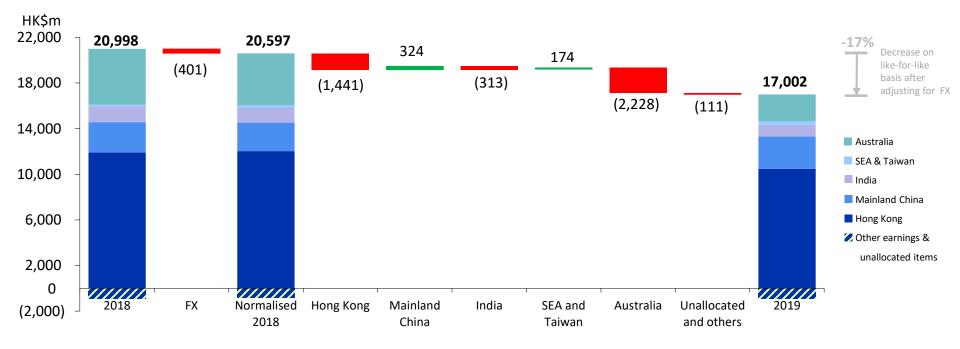
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Non-controlling interests

- CSG's 30% share of CAPCO
- CDPQ's 40% share of CLP India in 2019

Lower ACOI mainly from Hong Kong and Australia

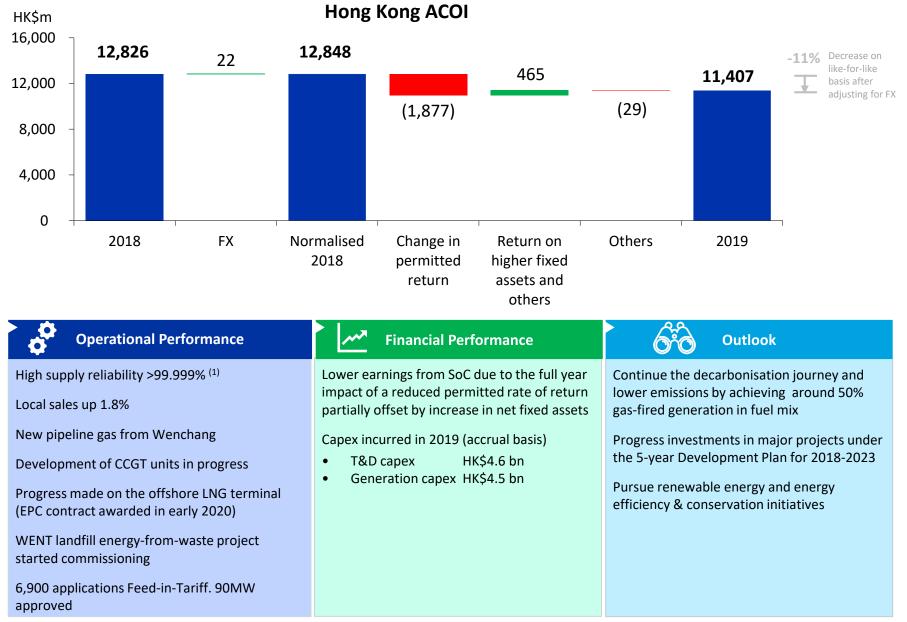
нк\$м	2019	2018	
Hong Kong electricity and related activities	11,407	12,826	Full year of lower permitted rate of return
Mainland China	2,830	2,670	Contributions mainly from non-carbon
India	1,031	1,385	Lower earnings driven by the end of Paguthan PPA
Southeast Asia and Taiwan	335	161	Higher energy tariff and lower coal costs at Ho-Ping
Australia	2,331	4,885	Earnings impacted by regulatory changes, competition & operational challenges
Other earnings and unallocated items	(932)	(929)	New business initiatives offset by FX impact
Total	17,002	20,998	19% decrease (or -17% normalized for FX)



Performance by Business Units

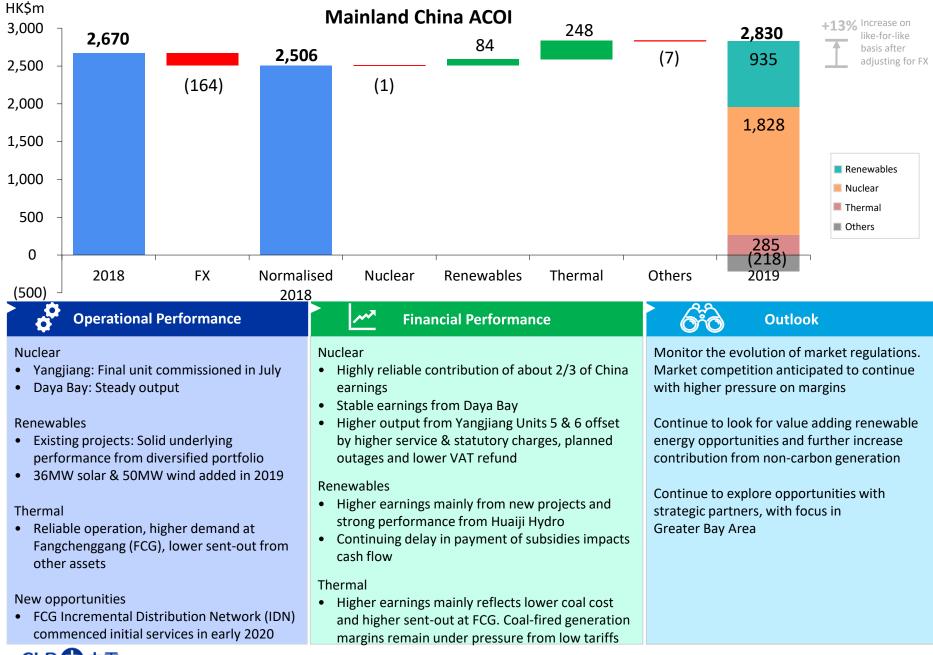
CLP Laizhou II Wind Farm, Shandong, Mainland China

Full year of lower permitted rate of return

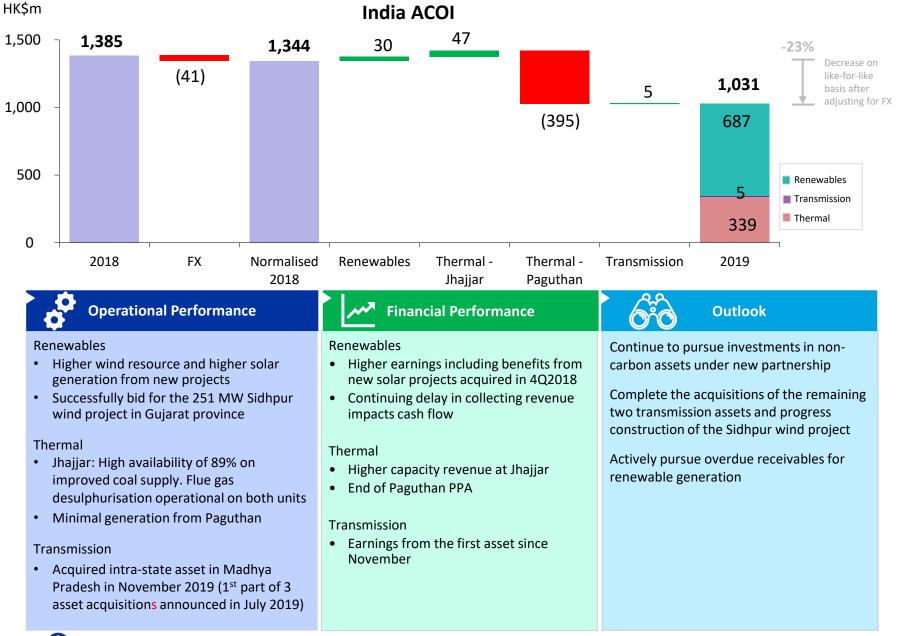


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Contributions mainly from non-carbon

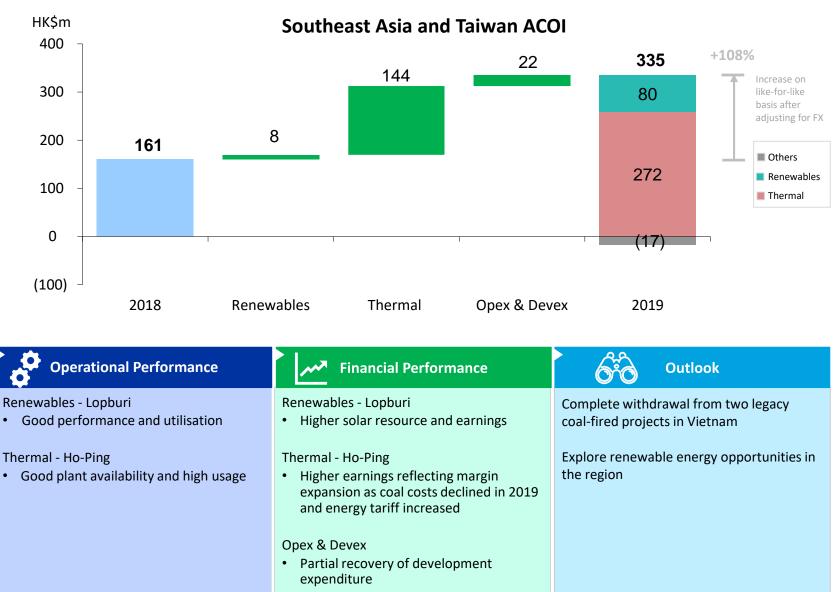


Lower earnings driven by the end of Paguthan PPA

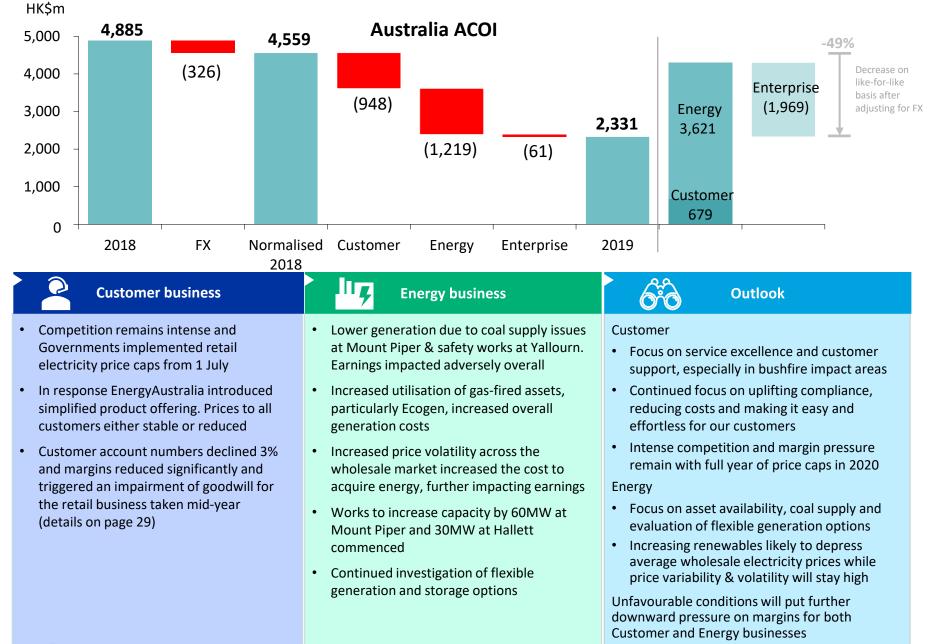


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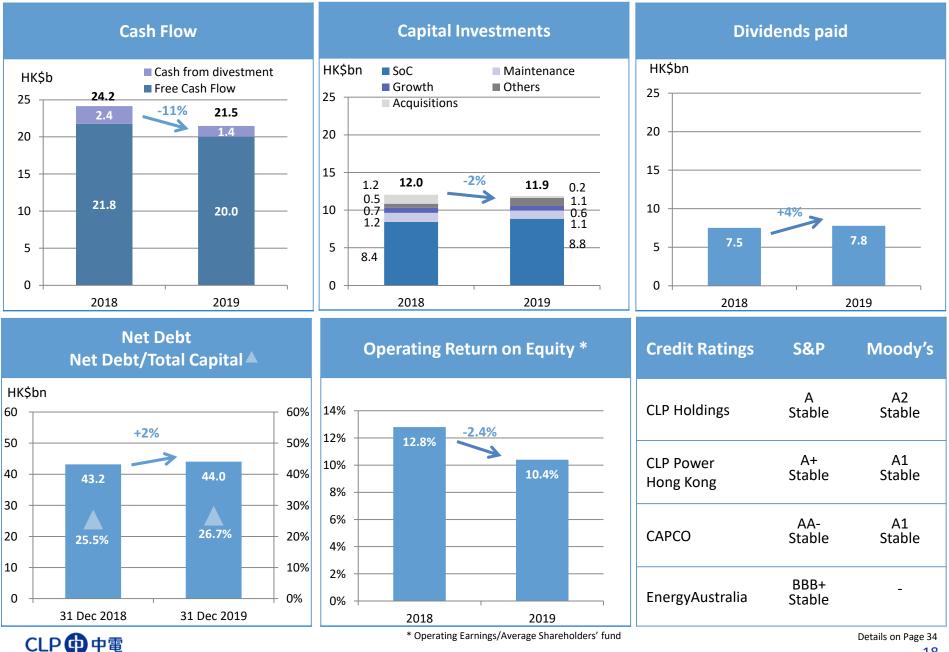
Higher energy tariff and lower coal costs at Ho-Ping



Earnings impacted by regulatory changes, competition & operational challenges



Lower cash flow, modest increase in debt



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Business Trends and Outlook

Installation of Solar Panel, Hong Kong International Airport, Hong Kong

Energy transition and decarbonisation journey in Hong Kong continues



© Photo by Peter Littlewood First new gas-fired unit commissioning, second under development



Offshore LNG Terminal to commence construction in 2020



Solar PV installation



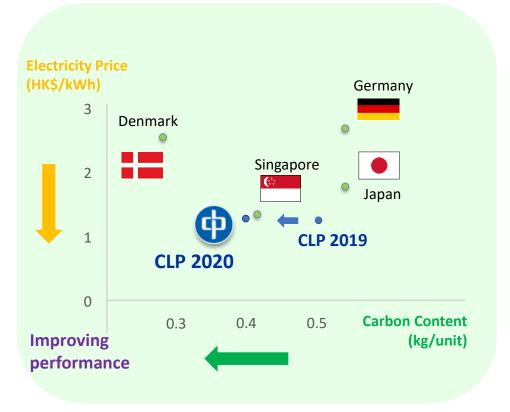
Landfill energyfrom-waste project



Smart meter roll-out

Environmental performance will improve significantly in 2020 with a 20% reduction in carbon intensity yet minimal impact on tariff

Better emission performance balanced with pressure on tariffs

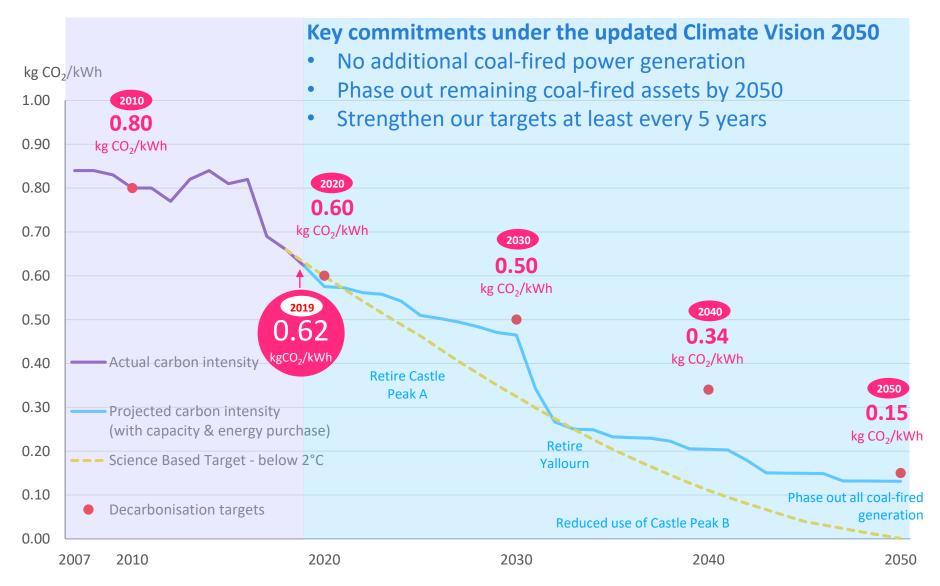


- Gas-fired generation will increase to about 50% in 2020
- Carbon intensity will reduce by around
 20% to be amongst the best in Asia
- Tariff increase limited to 2.5%
- Better emission performance with minimal impact on tariff
- Launched HK\$200 million relief programme to help people and businesses in need

Innovation Focus



Climate Vision 2050: Our commitment to decarbonise

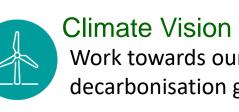


Focus • Delivery • Growth

Hong Kong Deliver clean energy infrastructure and enhance customer experience

Australia

Focus on customer experience, efficiency and asset reliability



Climate Vision 2050 Work towards our decarbonisation goals

Implement innovation initiatives

Utility of the Future

Mainland China

Explore opportunities in **Greater Bay Area**

SEA and Taiwan **Business optimisation**



India

Investments along the energy supply chain

Questions and Answers

Veltoor Solar Farm, Telangana, India

Appendices

CLP Laizhou II Wind Farm, Shandong, China Battery Storage Systems at Ballarat and Gannawarra, Australia Tornado Solar Farm, Maharashtra, India (clockwise from top left)

CLP Group – Financial Highlights – Additional Information

Financial Information	2019	2018	Change
Operating earnings (HK\$M)	11,121	13,982	-20%
Total earnings (HK\$M)	4,657	13,550	-66%
Operating earnings per share (HK\$)	4.40	5.53	-20%
Total earnings per share (HK\$)	1.84	5.36	-66%
Dividends per share (HK\$)			
First to third interim dividend	1.89	1.83	+3%
Fourth interim dividend	1.19	1.19	-
Total interim dividends	3.08	3.02	+2%
Capex (HK\$M) - Cash basis			
SoC Capex	8,846	8,430	+5%
Other Capex	3,015	3,615	-17%
	31 Dec 2019	31 Dec 2018	
Leverage			
Net Debt (HK\$M)	44,023	43,172	+2%
Net Debt/Total Capital (%)	26.7%	25.5%	+1.2%

CLP Group – Operating Highlights – Additional Information

Operating Information	2019	2018	Change
Safety (Total Recordable Injury Rate)	0.38	0.25	+0.13
Electricity sent out (TWh) ⁽¹⁾	88.6	92.3	-4%
Generation Capacity (GW) ⁽¹⁾			
Total in Operation	23.4	22.9	+0.5
Non-Carbon Emitting ⁽²⁾	5.9	5.4	+0.5
Committed / Under Construction	0.6	0.8	-0.2
Customer Accounts (Thousand)			
Hong Kong	2,636	2,597	+39
Australia	2,466	2,550	-84
Hong Kong local electricity sales (TWh)	34.3	33.7	+0.6
Reliability in Hong Kong (minutes lost pa) ⁽³⁾			
Excluding Typhoon Mangkhut	1.27	1.44	-0.17
Including Typhoon Mangkhut	10.13	10.29	-0.16

(1) Equity basis as well as long-term capacity and energy purchase arrangements

(2) Non-carbon emitting includes wind, hydro, solar and nuclear



(3) Unplanned customer minutes lost - average of the past 36 months

Items affecting comparability

HK\$M	2019	2018
Australia Impairment on retail goodwill ⁽¹⁾	(6,381)	-
India Provision for deemed generation receivables Hong Kong	-	(450)
Revaluation (loss)/gain on investment property	(83)	18
Items affecting comparability	(6,464)	(432)

Australia Impairment of retail goodwill in 2019

During the first half of 2019, the Default Market Offer and Victorian Default Offer were announced in Australia. These retail tariffs applied to customers on "standing offer tariffs" which resulted in a reduction in tariffs for these customers from 1 July 2019. In parallel, EnergyAustralia promoted new simple, lower cost energy plans to existing customers on market offers.

These changes resulted in a decrease in earnings in EnergyAustralia's Retail segment which will likely sustain into the future. Taking into account the potential impacts on retail earnings, an impairment of HK\$6,381 million was recognised.

India Provision for deemed generation receivables in 2018

Provision for long outstanding disputed receivables at the Paguthan plant in India after the end of PPA

Hong Kong Revaluation (loss)/gain on investment property

Represents the retail portion of the Laguna Mall in Hong Kong
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 For more information on the impairment Scan or Click



CLP Group – Reconciliation of Operating Earnings and ACOI

нк\$м	Hong Kong electricity and related	Mainland China	India	SEA & Taiwan	Australia	Other earnings & unallocated items	Group total
2019 Annual results							
Operating Earnings (as per Segment Information in Annual Report)	7,249	2,488	263	335	1,566	(780)	11,121
Reallocation of PSDC & HK Branch Li	ine 211	(211)	-	-	-	-	-
Reallocation of Other earnings	199	-	-	-	-	(199)	-
Operating Earnings (as per Managen Reporting in this presentation pack)	nent 7,659	2,277	263	335	1,566	(979)	11,121
Add back							
Non-controlling interests	710	15	160	-	-	-	885
Net finance costs *	1,211	261	458	-	60	43	2,033
Income tax expense	1,821	277	150	-	534	5	2,787
Fair value adjustments [#]	6	-	-	-	171	(1)	176
ACOI	11,407	2,830	1,031	335	2,331	(932)	17,002
2018 Annual results							
Operating Earnings (as per Segment Information in Annual Report)	8,501	2,355	572	162	3,302	(910)	13,982
Reallocation of PSDC & HK Branch Li		(192)	-	-	-	-	-
Reallocation of Other earnings	92	-	-	-	-	(92)	-
Operating Earnings (as per Managem Reporting in this presentation pack)	ent 8,785	2,163	572	162	3,302	(1,002)	13,982
Add back							
Non-controlling interests	805	10	12	-	-	-	827
Net finance costs/(income) *	1,240	256	534	(1)	24	54	2,107
Income tax expense	1,978	241	267	-	1,509	19	4,014
Fair value adjustments [#]	18	-	-	-	50	-	68
ACOI	12,826	2,670	1,385	161	4,885	(929)	20,998

* Including net fair value loss/(gain) on debt related derivative financial instruments, and other net exchange loss/(gain) on financing activities and distribution to perpetual capital securities holders

[#] Including net fair value loss/(gain) on non-debt derivative financial instruments relating to transactions not qualifying as hedges and ineffectiveness of cash flow hedges

CLP Group – Cash Flow and Financial Structure

нк\$м	2019	2018
Cash Flow		
EBITDAF	18,656	28,571
Less: Items affecting comparability	6,464	432
Recurring EBITDAF	25,120	29,003
Less: Movement in SoC items	1,057	(985)
Less: Movement in working capital & others	(2,675)	(1,434)
Funds from operations	23,502	26,584
Less: Tax paid	(2,322)	(2,819)
Less: Net finance costs paid	(2,176)	(2,243)
Less: Maintenance capex	(1,083)	(1,210)
Add: Dividends from joint ventures & an associate	2,106	1,454
Free Cash Flow	20,027	21,766
Cash from divestment	1,449	2,391
Capital Investments (1)		
• SoC capex ⁽²⁾	8,846	8,430
• Maintenance capex ⁽²⁾	1,083	1,210
• Growth capex ⁽²⁾	617	687
• Others ⁽³⁾	1,099	515
Acquisitions of businesses	216	1,203
Total	11,861	12,045
Dividend paid	7,782	7,503
End of year	2019	2018
Net Debt ⁽⁴⁾ (HK\$M)	44,023	43,172
	,	

Cash Flow

- Lower free cash flow mainly reflected lower EBITDAF and unfavorable working capital movements in Australia
- Cash from divestment represents remaining proceeds received from the sale of interests in CLP India

Capital Investments

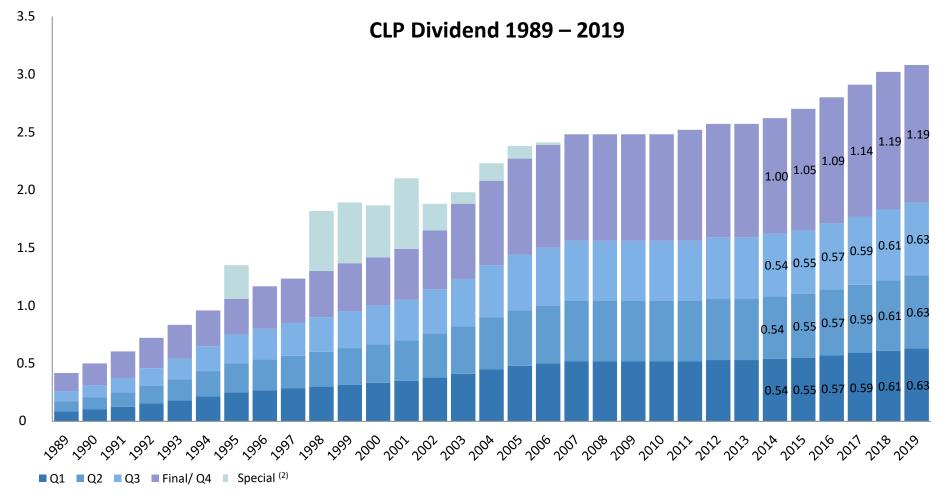
- HK8.8 billion SoC capex related to enhancement of transmission and distribution networks and generation facilities including construction of CCGT unit 1 and gas turbine upgrade at Black Point in Hong Kong
- Growth capex mainly included our investments in solar and wind project in Mainland China, as well as the capacity expansion to Mount Piper and Hallett in Australia
- Maintenance capex mainly represented enhancement works on Yallourn, Mount Piper and Tallawarra in Australia
- Acquisition of the first transmission asset and the remaining interests in solar projects in India in 2019 (2018: Acquisition of Ecogen of HK\$1bn and remaining 49% interest of Jinchang Solar of HK\$0.2bn)

Net Debt/Total Capital

- Moderate increase in the Group's net debt to total capital mainly attributable to lower total capital after EnergyAustralia's retail goodwill impairment
- (1) Capital investments include fixed assets, right-of-use assets, investment property, intangible assets, investments in and advances to joint ventures and associates, and acquisition of businesses/assets
- (2) Capital expenditure on fixed assets and right-of-use assets are further analysed into
 - SoC capex capital expenditure related to the SoC business
 - Growth capex capital expenditure for additional generation capacity
 - Maintenance capex capital expenditure other than the above
- (3) Capital investments on intangibles assets and investments in and advances to joint ventures and associates, including the completion payment of the acquisition of Yangjiang Nuclear
- (4) Net of bank balance, cash and other liquid funds

CLP Group – Dividend⁽¹⁾ History

CLP's Dividends Policy aims to provide reliable and consistent ordinary dividends with steady growth when supported by our earnings whilst ensuring that a solid financial position can be maintained to fund our business growth. In line with our established practice, our ordinary dividends are paid four times a year in each of the quarters.



(1) Dividend adjusted for one bonus share issued for every five existing shares in 1988, 1989, 1993 and 2001

(2) Special dividends mainly relate to major property development and one additional interim dividend due to change of accounting year in 1999

CLP Group – Financial Obligations at a Glance

	31 Dec 2019	31 Dec 2018
HONG KONG	HK\$M	HK\$M
Total borrowings of CLPH, CLPP, CAPCO & PSDC	41,378	43,247
Minus: Bank balances and liquid funds	(4,747)	(4,437)
Net Debt	36,631	38,810
OVERSEAS		
Total borrowings of EnergyAustralia, India and Mainland China subsidiaries (non-recourse to CLPH)	10,971	12,051
Minus: Bank balance and liquid funds	(3,579)	(7,689)
Net debt	7,392	4,362
CONSOLIDATED total borrowings	52,349	55,298
Minus: Consolidated bank balance and liquid funds	(8,326)	(12,126)
Consolidated Net debt	44,023	43,172
Total Debt/Total Capital	30.3%	30.4%
Net Debt/Total Capital	26.7%	25.5%

Moderate increase in the Group's net debt to total capital mainly attributable to lower total capital after EnergyAustralia's retail goodwill impairment.

CLP Group – Credit Ratings

	CLP Holdings		CLP	CLP Power		PCO	EnergyAustralia	
	S&P	Moody's	S&P	Moody's	S&P	Moody's	S&P	
Long term Rating								
Foreign Currency	A	A2	A+	A1	AA-	A1	BBB+	
Outlook	Stable	Stable	Stable	Stable	Stable	Stable	Stable	
Local Currency	А	A2	A+	A1	AA-	A1	BBB+	
Outlook	Stable	Stable	Stable	Stable	Stable	Stable	Stable	
Short term Rating								
Foreign Currency	A-1	P-1	A-1	P-1	A-1+	- P-1	-	
Local Currency	A-1	P-1	A-1	P-1	A-1+	• P-1	-	

S&P and Moody's affirmed all the credit ratings of CLPH, CLP Power Hong Kong and CAPCO with stable outlooks. S&P also affirmed the credit rating of EnergyAustralia with stable outlook.

CLP Group – Highlights of Financing Activities

CLP Holdings

Ample liquidity in the Group at 31 Dec 2019. Undrawn facilities HK\$18.9 billion, bank balances HK\$8.3 billion



For more information on CLP Climate Action Finance Framework

Scheme of Control – Green financing

• New financing obtained at cost effective interest rates. CAPCO issued a HK\$170 million 25-year green bond at 2.8% coupon in July 2019 to fund the construction of West New Territories Landfill energy-from-waste project. This is an inaugural green financing for our SoC business under the CLP Climate Action Finance Framework.

Scheme of Control - Others

- Maintaining strong capital structures for Scheme of Control and CLP Holdings. CLP Power Hong Kong issued US\$500 million perpetual capital securities at 3.55% coupon and applied US\$250 million internal resources to redeem the original US\$750 million perpetual capital securities issued in 2014 and callable in November 2019. It was nearly 6.4 times over-subscribed (i.e. over US\$3.2 billion orders) with overwhelming support from 151 global investors. The coupon rate was 0.7% tighter than that of the original perpetual capital securities and represented a new lowest ever coupon rate for a USD denominated Asian rating agency equity targeted corporate hybrid transaction.
- CLP Power Hong Kong issued a HK\$200 million 15-year private bond at 2.74% coupon placement bond and arranged HK\$1.8 billion one to two-year bank loan facilities at attractive interest rates.

Mainland China

 Continued financing at competitive terms. Arranged RMB350 million (HK\$390 million) two-year offshore revolving bank loan facility and RMB386 million (HK\$430 million) 6 to 15-year onshore bank loan facilities at competitive terms.

India

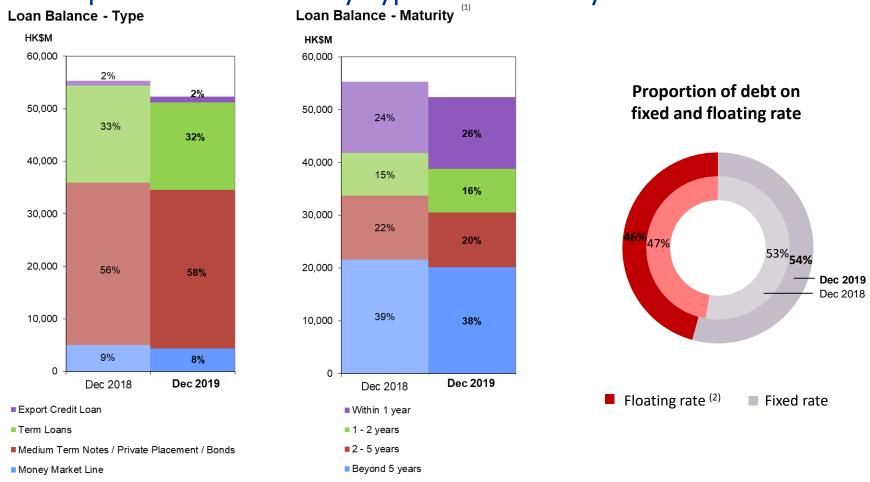
- **Supporting business portfolio expansion.** Arranged Rs6.5 billion (HK\$710 million) bank facilities mainly to support new renewable and transmission projects at favourable interest rates.
- With respect to the transfer of 40% shareholding in CLP India Private Limited to Caisse de dépôt et placement du Québec, CLP received **total consideration proceeds** in December 2018 and June 2019 equivalent to HK\$2.9 billion.

EnergyAustralia

 Healthy liquidity position. EnergyAustralia paid back A\$406 million (HK\$2.2 billion) to CLP Holdings in the form of dividend, shareholder's loan repayment and interest payments.



CLP Group – Loan Balances by Type and Maturity



- 1) The maturity of revolving loans is in accordance with the maturity dates of the respective facilities instead of the current loan drawdown tenors
- 2) For floating rate borrowings, if assuming 1% increase in interest rate and based on outstanding debt balance as at 31 December 2019, the additional interest payment is around HK\$239m per annum
- 3) CLP continues to obtain debt (re)financing at very cost effective interest rates. Some representative examples in 2019 are highlighted on page 35 ("CLP Group Highlights of Financing Activities")

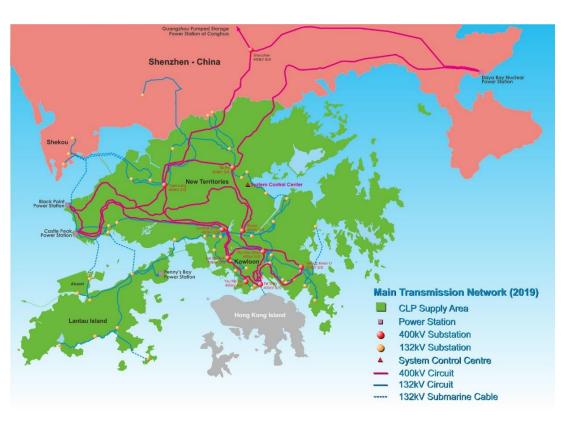
Hong Kong – Growing Business Scale

Generation	Transmission	Distribution	Retail
9,185 MW generation portfolio	> 16,000 km of transmission and high voltage distribution lines	232 primary and > 14,800 secondary substations	34,284 GWh sold and 2.64 million customer accounts

During 2019:

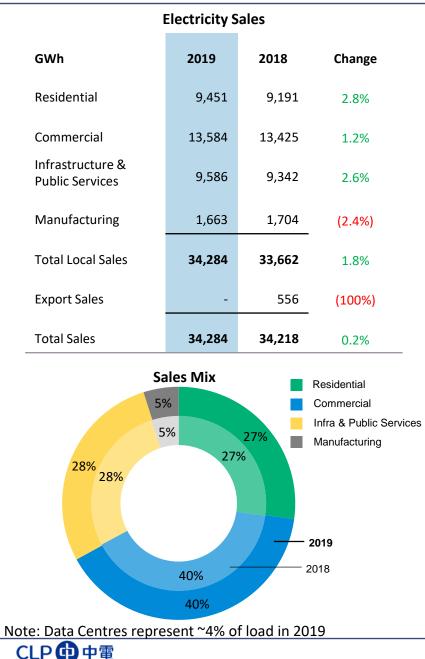
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- Local electricity sales increased 1.8% to 34,284
 GWh as compared with 2018
- No. of customer accounts increased by 39k to 2,636k as compared with 2018
- Major infrastructure projects ongoing
- Continued to make progress in the construction of a new 550MW gas-fired generation unit at Black Point Power Station which is currently being commissioned
- The fourth unit of gas turbine upgrade project at Black Point Power Station completed with 25MW generation capacity added (100MW added in total)
- Over 160 km of new transmission and high voltage distribution lines & 180 new substations added
- The opening of our SmartHub@CLP experience centre was an initiative to engage the community and industry partners and encourage them to support energy efficiency and smart city development in Hong Kong

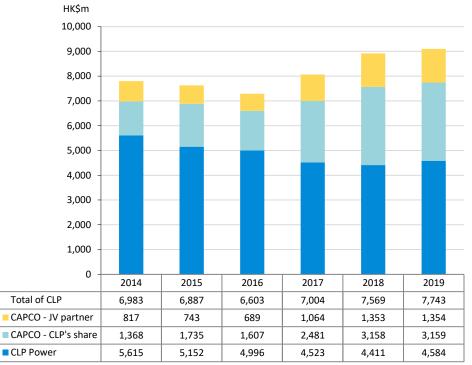


We generate, transmit and distribute electricity to over 80% of Hong Kong's population in Kowloon, the New Territories and on Lantau Island

Hong Kong – Electricity Sales and Capex

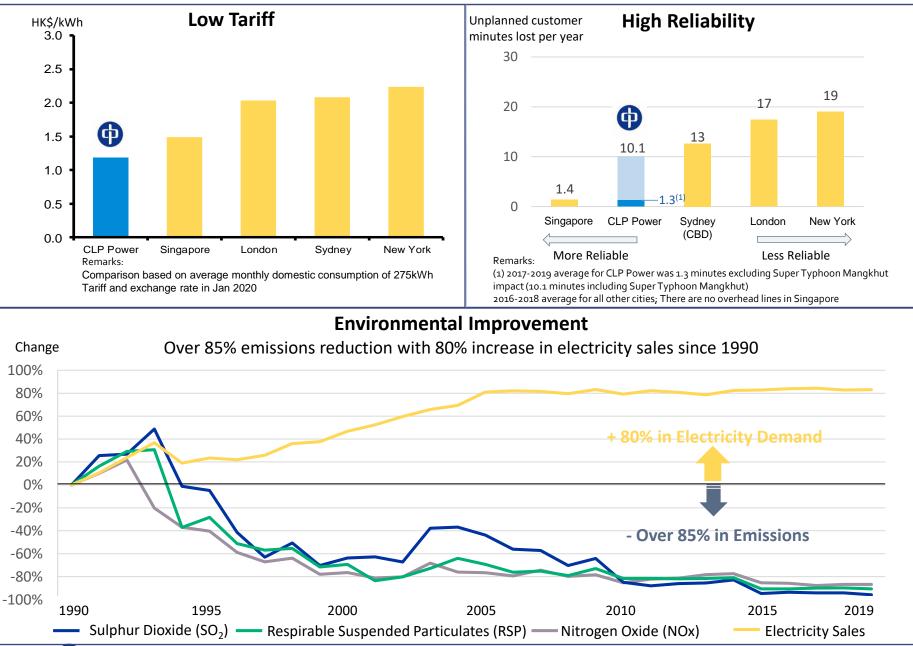


Capital Expenditure (Accrual basis)							
НК\$М	2019	2018	Change				
CLP Power Hong Kong	4,584	4,411	3.9%				
САРСО	4,513*	4,511	-				
Total Capex	9,097	8,922	2.0%				
* Including CAPCO's 70% share in Hong Kong LNG Terminal Limited							

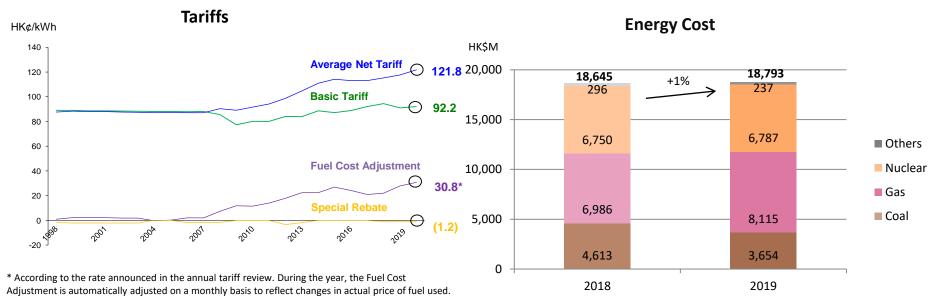


Total Capital Expenditure in line with Development Plan (DP) Capex incurred in 2018 DP from Oct 2018 to Dec 2019: HK\$11.7bn Capex approved under the 2018 DP from Oct 2018 to Dec 2023: HK\$52.9bn

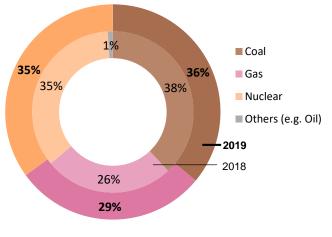
Hong Kong – Tariff, Reliability & Environmental Improvement

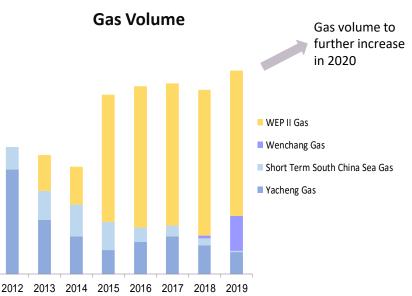


Hong Kong – Tariff, Energy Cost, Fuel Mix and Gas Volume



Fuel Mix (based on MWh generated/purchased)





Mainland China – Financials (HK\$)



НК\$М	Operating/	Total Earnings	ACOI		
	2019	2018	2019	2018	
Renewables	547	530	935	885	
- Wind	270	314	405	452	
- Hydro	104	93	230	211	
- Solar	173	123	300	222	
Nuclear	1,688	1,720	1,828	1,864	
- Daya Bay	938	920	988	968	
- Yangjiang	750	800	840	896	
Thermal	264	36	285	39	
- Shandong	(6)	13	(2)	16	
- Guohua	33	15	34	15	
- Fangchenggang	237	8	253	8	
Operating and development expenditure	(222)	(123)	(218)	(118)	
Operating earnings /ACOI	2,277	2,163	2,830	2,670	
Total earnings	2,277	2,163			

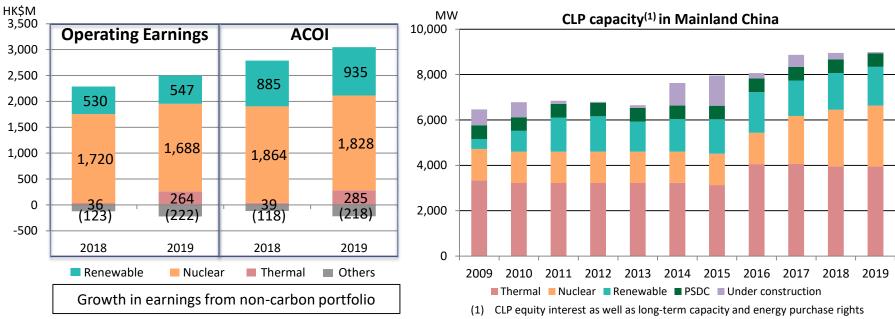
The average foreign exchange rates used to convert Mainland China Segment earnings to Hong Kong dollars are 1.18249 for 2018 and 1.13436 for 2019. Note that in the ACOI variance analysis presented in the body of the presentation 2018 earnings are adjusted for changes in foreign exchange before year on year variance in underlying performance is illustrated.

Mainland China – Financials (Local Currency)



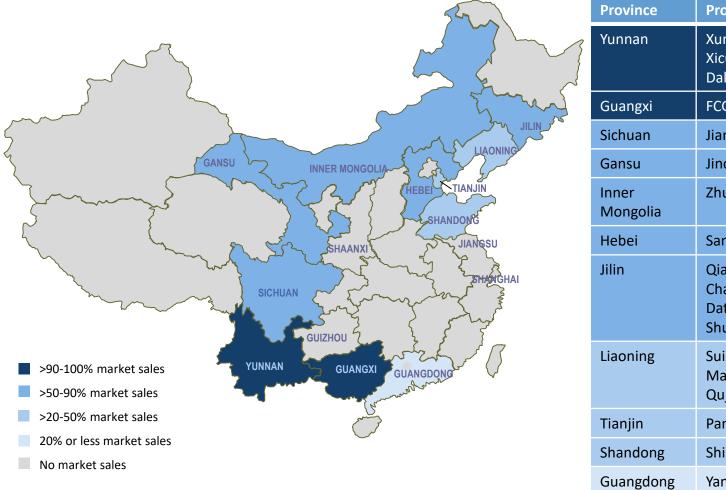
RMB'M	Operating/To	tal Earnings	ACOI		
	2019	2018	2019	2018	
Renewables	482	448	824	748	
- Wind	237	265	357	382	
- Hydro	92	79	203	178	
- Solar	153	104	264	188	
Nuclear	1,488	1,454	1,612	1,577	
- Daya Bay	827	778	871	819	
- Yangjiang	661	676	741	758	
Thermal	233	31	250	33	
- Shandong	(5)	11	(3)	13	
- Guohua	29	13	30	13	
- Fangchenggang	209	7	223	7	
Operating and development expenditure	(148)	(137)	(144)	(133)	
Operating earnings /ACOI	2,055	1,796	2,542	2,225	
Total earnings	2,055	1,796			

Mainland China – Renewables and Generation



- The economy continued to grow steadily. The operating environment remains challenging from reforms in macroeconomic policies in the energy sector. Benefits provided to those who are active market participants and higher fees received for services have helped to provide additional earnings to Fangchenggang
- Fangchenggang has benefitted from strengthening electricity demand in Guangxi Zhuang Autonomous Region, easing competition from hydro power generation due to low rainfall and repositioning as an integrated energy provider to secure more generation hours during normal operations. Approval for direct unloading of import coal in Fangchenggang Power Station jetty also helped to reduce fuel costs
- Despite the higher output from Units 5 & 6 of Yangjiang Nuclear, lower earnings were due to the higher service charges on nuclear power dispatch, higher statutory charges, planned outages and lower VAT refund
- Less grid curtailment for wind in northeast & solar in northwest; strong Huaiji Hydro generation performance due to ample rainfall
- Total receivables relating to the unpaid Renewables National Subsidy from our subsidiaries increased to HK\$1,268 million (Dec 2018: HK\$972 million). While there are still delays in receiving subsidies we continue to receive payments and there is no history of default
- Business development opportunities
 - Acquisition of Meizhou Solar (36MW) in Guangdong in Jan 2019
 - Commercial operation of CLP Laizhou II Wind (49.5MW) in Shandong in Jun 2019
 - Commenced construction of Laiwu III Wind (50MW) in Shandong in Apr 2019
 - Participation in FCG Incremental Distribution Network through TUS-CLP joint venture in 2019

Mainland China – Market sales in 2019



Projects (Equity MW) Xundian Wind (50MW) Xicun Solar (84MW) Dali Yang_er Hydro (50MW) FCG thermal (1,806MW) Jiangbian Hydro (330MW) Jinchang Solar (85MW) Zhungeer thermal (257MW) Sanhe thermal (220MW) Qian'an Wind (99MW) Changling II Wind (22MW) Datong Wind (24MW) Shuangliao Wind (48MW) Suizhong thermal (564MW) Mazongshan Wind (12MW) Qujiagou Wind (12MW) Panshan thermal (207MW) Shiheng thermal (370MW) Yangjiang Nuclear (1,108MW)

Market sales are prevailing in various forms in different provinces in China. Overall around 51% of our share of generation volumes were under market sales in 2019 (2018: 43%). Directionally market sales in China will continue to increase.

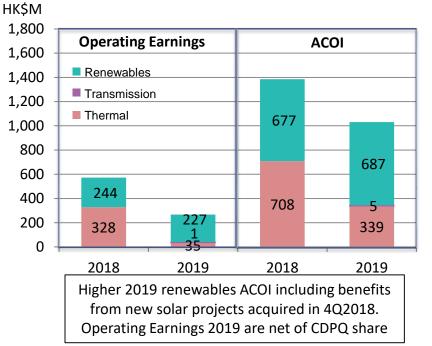
India – Financials

		нк	\$	Local Currency	
College and the second		2019	2018	2019	2018
A state of the second		HK\$M	HK\$M	Rs M	Rs M
R	enewables	687	677	6,174	5 <i>,</i> 905
T	hermal (Jhajjar)	507	474	4,556	4,135
T	hermal (Paguthan)	(168)	234	(1,510)	2,041
	ransmission	5	-	46	-
ACO)I	1,031	1,385	9,266	12,081
R R	enewables	357	244	3,208	2,128
	hermal (Jhajjar)	86	102	773	890
Т	hermal (Paguthan)	(26)	226	(234)	1,971
ΤΗΤΗΤ	ransmission	2	-	18	-
P	profits attributable to CDPQ	(156)	-	(1,402)	-
Оре	rating earnings	263	572	2,363	4,989
	vision for Paguthan's med generation receivables	-	(450)	-	(3,796)
Tota	ll earnings	263	122	2,363	1,193
India for 2 prese	overage foreign exchange rates used to 018 and 0.11127 for 2019. Note that entation 2018 earnings are adjusted for rlying performance is illustrated.	at in the ACOI var	riance analysis _l	presented in the	e body of the

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India – Broadening the portfolio



Enhancing our renewable generation portfolio

Acquisition of power transmission assets

- CLP India has entered into a binding agreement to purchase three power transmission assets (with total length 815km) from Kalpataru Power Transmission Limited (KPTL) and Techno Electric & Engineering Co Ltd (Techno) for an estimated enterprise value of INR32 billion. The estimated debt amount will be approximately INR20 billion at CoD
- One of the projects, the intra-state project in central India (Madhya Pradesh: operational), was successfully transferred to CLP India in November 2019 and reported an availability of 100% until the end of December 2019
- The other two projects, the inter-state projects in north-east India (Bihar-W Bengal: partly operational, Manipur-Nagaland-Assam: under construction), are in different stages of development and are expected to be taken over by CLP India in 2020
- The Veltoor (100/60MW) and Gale (50/30MW) solar plants became wholly-owned assets of CLP India after the acquisitions of remaining 51% equity interests previously held by Suzlon Energy Limited in March 2019
- During the year, CLP India participated in a wind project auction for the first time and secured 251 MW wind capacity which is planned to be developed at Sidhpur site in the state of Gujarat. The project will become the largest wind asset in the CLP Group when commissioned in 2021
- Total receivables relating to revenue from our renewable energy projects increased to HK\$805 million (Dec 2018: HK\$487 million). While there are delays in receiving revenue we continue to receive payments and there is no history of default
- Our partnership with CDPQ has brought long-term strategic backing & additional resources to support continuing growth
- We are actively exploring further potential opportunities for acquisitions and investments in renewable energy and transmission, as the Government continues to implement energy industry reforms

Southeast Asia & Taiwan – Financials



	H	K\$	Local C	urrency	
	2019	2018	2019	2018	
	HK\$M	HK\$M	М	М	
ACOI					
Thermal	272	131	NT\$1,072	NT\$503	
Renewables	80	69	THB317	THB284	
Operating expenditure	(16)	(11)	-	-	
Development expenditure	(1)	(28)	-	-	
Total	335	161			
Operating earnings					
Thermal	272	131	NT\$1,072	NT\$503	
Renewables	80	69	THB317	THB284	
Operating expenditure	(16)	(11)	-	-	
Development expenditure	(1)	(27)	-	-	
Total	335	162			

The average foreign exchange rates used to convert SEA & Taiwan Segment earnings to Hong Kong dollars are 0.2424 and 0.2600 for 2018 and 0.2531 and 0.2539 for 2019 for Thai Baht and New Taiwan Dollars respectively. Note that in the ACOI variance analysis presented in the body of the presentation 2018 earnings are adjusted for changes in foreign exchange before year on year variance in underlying performance is illustrated

Australia – Financials



Australia

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	H	K\$	Local Currency		
	2019 HK\$M	2018 HK\$M	2019 A\$M	2018 A\$M	
EBITDAF (before items affecting comparability)	4,231	6,566	777	1,125	
Depreciation & Amortisation	(1,900)	(1,681)	(349)	(288)	
ACOI					
Customer (Retail) ⁽¹⁾	679	1,744	125	299	
Energy (Wholesale) ⁽¹⁾	3,621	5,186	665	888	
Enterprise (Corporate)	(1,969)	(2,045)	(362)	(350)	
Total	2,331	4,885	428	837	
Fair value adjustments ⁽²⁾	(171)	(50)	(31)	(9)	
Net finance costs	(60)	(24)	(11)	(4)	
Income tax expense	(534)	(1,509)	(98)	(258)	
Operating Earnings	1,566	3,302	288	566	
Impairment of goodwill	(6,381)	-	(1,176)	-	
Total earnings	(4,815)	3,302	(888)	566	

(1) Sales to Commercial & Industrial customers transferred from Energy to Customer in 2019, 2018 restated. Impact for full year in 2018 (Energy –A\$35 million, Customer +A\$35 million)

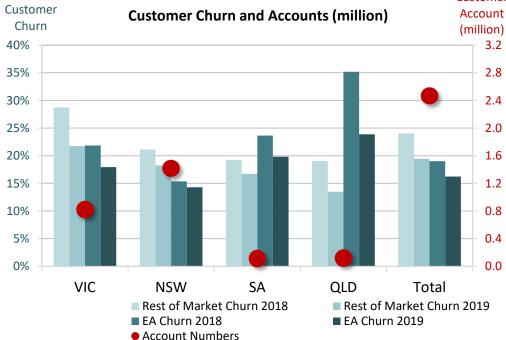
(2) Fair value adjustments have been mainly driven by rising forward prices which adversely impact contracts to sell energy.

The average foreign exchange rates used to convert Australian Segment earnings to Hong Kong dollars are 5.8376 for 2018 and 5.4475 for 2019. Note that in the ACOI variance analysis presented in the body of the presentation 2018 earnings are adjusted for changes in foreign exchange before year on year variance in underlying performance is illustrated.

Australia – Customer Operations

Customer Account Numbers		2019			2018			
(000s)	Electricity	Gas	Total	Electricity	Gas	Total		
Mass Market	1,617.4	836.1	2,453.5	1,671.6	866.0	2,537.6		
Commercial & Industrial	12.3	0.3	12.6	12.2	0.3	12.5		
Total Account Numbers	1,629.7	836.4	2,466.1	1,683.8	866.3	2,550.1		
Weighted Average Mass Market ⁽¹⁾	1,643.1	849.4	2,492.5	1,697.9	866.1	2,564.0		

Sales Volume & Revenue	20	19	2018		
Sales volume & Revenue	Electricity (TWh)	Gas (PJ)	Electricity (TWh)	Gas (PJ)	
Mass Market	9.9	32.5	10.4	33.3	
Commercial & Industrial	8.5	12.5	8.7	10.2	
Total Sales Volume	18.4	44.9	19.1	43.5	
Sales Revenue (A\$m)	4,187.6	1,004.9	4,482.0	1,008.5	



Customer

- Mass Market Customer accounts have declined, predominately in the first half, with intense competition. Account losses in 2H2019 were 34,200, compared to 49,800 in 1H2019
- Churn reduced. rates have with better than EnergyAustralia market average in the key states of Victoria and **New South Wales**
- Increased gas sales volume to Major customers within Commercial & Industrial

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Australia – Customer Operations



Commitment to the Energy Charter - to deliver better customer service 47% of bills issued in2019 were E-billsCompared with 5% in2015





26 Ombudsman complaints/10k accounts - 54% reduction since 2015 20pts improvement in customer satisfaction since 2015

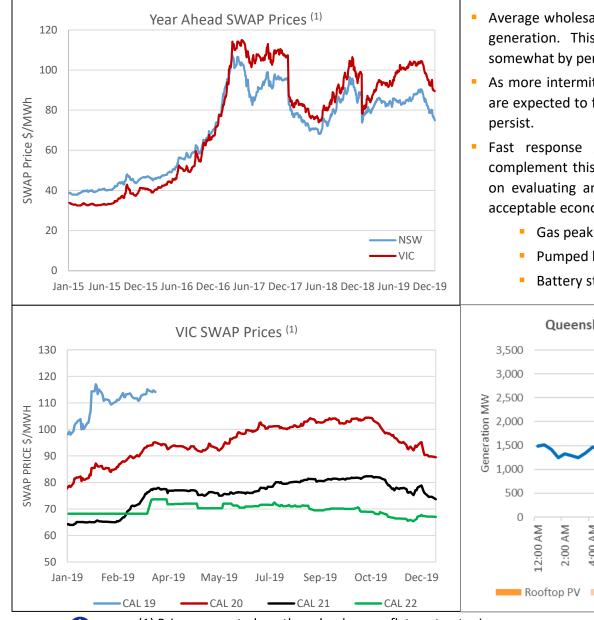


Delivery of Customer Care and Billing platform upgrade – completed on time and on budget

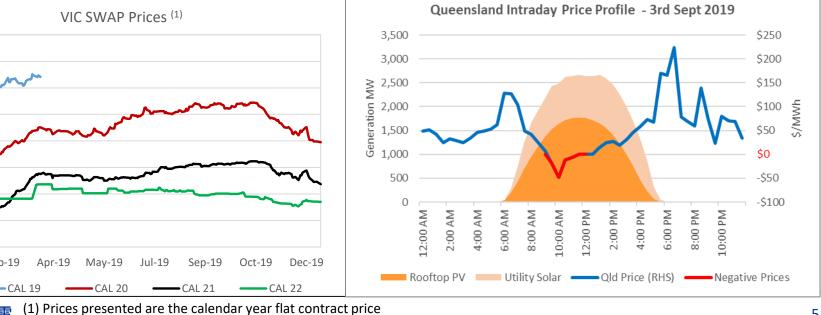
Innovative new offerings being delivered through the Echo Group and On by EnergyAustralia



Australia – Wholesale Market Conditions



- Average wholesale prices in 2019 remained high driven by low baseload generation. This included periods of very high spot prices, offset somewhat by periods of sustained low and even negative pricing.
- As more intermittent renewables come online average wholesale prices are expected to fall, but periods of volatility and high pricing are likely to
- Fast response generation and grid scale storage are needed to complement this intermittency and reduce volatility. Our focus remains on evaluating and investing in assets that can deliver flexibility at an acceptable economic return including:
 - Gas peaking (e.g. Tallawarra B in NSW)
 - Pumped hydro
 - Battery storage



CLP Group – Generation Portfolio – 31 Dec 2019

19,238 Equity MW and 4,777MW Long Term Purchase (total 24,015MW)

				HQNG KONG	total	7,5681	NW*
AUSTRALIA	total	5,330	0MW*	Operational			
Operational				Castle Peak	4,108 /	/ 4,108*	(c)
Yallourn	1,480 /		(c)	Black Point	2,600 /	/ 2,600*	(g)
Mount Piper	1,400 /		(c)	Penny's Bay	300 /	/ 300*	(o)
Hallett	203 /		(g)	Under Construction			
Newport	500 /		(g)	Mainland Black Point - D1	550 /	/ 550*	(g)
Jeeralang	440 /		(g)	China Energy-from-Waste	10	/ 10*	(o)
Tallawarra	420 /		(g)	Taiwan			(-7
Wind Projects	-	/ 560*	(w)	India Hong MAINLAND CHINA	total	8,990*	
Solar Project #	-	/ 294*	(s)	Thailand Kong MAINLAND CHINA Operational	totui	0,550	10100
Wilga Park	16 /	/3	(g)	Daya Bay	1 968	/ 1,577*	(n)
Under Construction				Yangjiang ^(a)	6,516 /		(n)
Hallett	30 /	/ 30	(g)	Pumped Storage	1,200 /		(II) (0)
INDIA	Total	1,842	2 MW	Fangchenggang I & II SZPC	2,580 / 3,060 /	-	(c) (c)
<u>Operational</u>				Guohua	3,000 / 7,470 /		(c) (c)
Jhajjar	1,320 /	/ 792	(c)				
Paguthan	655 /	/ 393	(g)	Hydro Projects	509 /		(h)
Wind Projects	924 /	/ 555	(w)	Wind Projects	1,403 /		(w)
Solar Project #	170 /	/ 102	(s)	Solar Projects #	328 /	/ 328	(s)
				Australia Under Construction			
TAIWAN	total	264	MW	Wind Project	50 /	/ 50	(w)
Operational							
Ho-Ping	1,320 /	/ 264	(c)				
				• Station Name Gross	MW / CLP E	quity MV	v
THAILAND	total	21	мw	* including long-term cap	•	ergy purci	hase
Operational				# Solar projects in AC outp	out		
Lopburi Solar #	63 /	/ 21	(s)				
				Fuel Source: (c) – coal-fired (g) – gas-fired (w) – wind (h) – hydro (n) – nuclear (o) – others	(s) – solar		

(a) Unit 6 commenced operation in July 2019.

CLP Grou	Jp – Rene [,]	wable Generation Portfolio – 31 Dec 2019	
2.469 Equity M	WW and 825 MV	V Long Term Purchase (total 3,294MW) HONG KONG	total 10 MW
	otal generation p	OORTTOIIO West New Territories La	andfill 10/10
AUSTRALIA	total 854 MW*		
<u>Operational</u>		MAINLAND CHINA	total 1,752 MW
Wind	560 MW	Operational	
Solar	294 MW	- Wind	885 MW
Waterloo	111 / 56*	Hydro	489 MW
Cathedral Rocks	64 / 32	Mainland China	328 MW
Boco Rock	113 / 113*	Weihai I & II	69/31
Taralga	107 / 107*	Nanao II & III	60 / 15
Mortons Lane	20 / 20*	Shuangliao I & II	99 / 48
Gullen Range	166 / 166*	Lindia Hong Datong	50 / 24
Bodangora	113 / 68*	Kong Laizhou I	41/18
Gannawarra Solar #	50 / 50*	Thailand Changling II	50 / 22
Ross River Solar #	116 / 93*	Guohua Wind	395 / 194
Manildra Solar #	46 / 46*	Qujiagou	50 / 12
Coleambally Solar #	150 / 105*	Mazongshan	50 / 12
INDIA	total 657 MW	Qian'an I & II	99 / 99
<i>INDIA</i> Operational	total 657 MW	Penglai I	48 / 48
Wind	555 MW	Chongming I	48/14
Solar	102 MW	Laiwu I & II	99 / 99
Khandke	50 / 30	Xundian I	50 / 50
Samana I & II	101/60	Sandu I	99 / 99
Samana i & ii Saundatti		CIP Laizhou L & II	99 / 99
	72 / 43	Australia Jiangbian Hydro	330 / 330
Theni I Theni II	50 / 30	Wind projects (w) Huaiji Hydro	129 / 110
Theni II	50 / 30	Hydro projects (h) Dali Yang_er Hydro	50 / 50
Harapanahalli	40 / 24		85 / 85
Andhra Lake	106 / 64	Vieun I & II Selar#	84 / 84
Sipla	50/30	Energy-from-waste (ws) Sihong Solar #	84 / 84 93 / 93
Bhakrani	102 / 61	Sinong Solar " Huai'an Solar #	93 / 93 13 / 13
Mahidad	50/30		
Jath 	60 / 36	Operational Linguan *	17 / 17
Tejuva	101/60	Lophuri Solar # 62 /21	36 / 36
Chandgarh	92 / 55		50 A4W
Veltoor Solar #	100/60	Station Name Gross MW / CLP Equity MW	50 MW
Gale Solar #	50 / 30	* including long-term capacity and energy purchase	50 / 50
Tornado Solar #	20 / 12	# Solar projects in AC output	

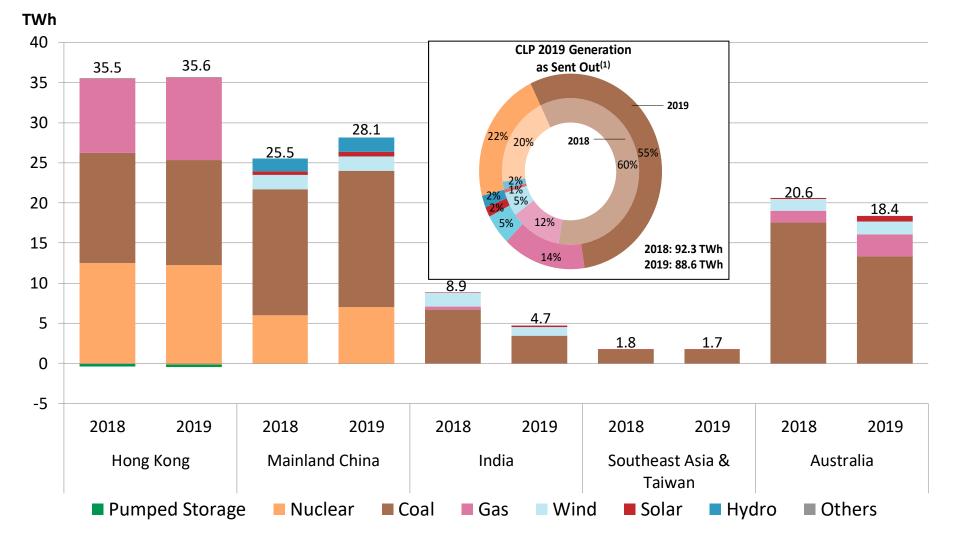
CLP Group – Generation Capacity⁽¹⁾ by Fuel Mix – 31 Dec 2019

24,015 MW Attributable to CLP Group

Capacity by Energy Type	Total MW (a) + (b)	%	Operational MW (a)	%	Under construction MW (b)	%
Coal	11,997	50%	11,997	50%	-	-
Gas	5,139	21%	4,559	19%	580	2%
Nuclear	2,685	11%	2,685	11%	-	-
Wind	2,049	9%	1,999	8%	50	<1%
Hydro	489	2%	489	2%	-	-
Solar	745	3%	745	3%	-	-
Others	910	4%	900	4%	10	<1%
Total	24,015	100%	23,375	97%	640	3%

(1) Equity basis as well as long-term capacity and energy purchase arrangements Note: Individual items and totals are rounded to the nearest appropriate number. Some totals may not add down the page due to rounding of individual components

CLP Group – Energy Sent Out – 2019



Energy Sent Out⁽¹⁾



Additional Resources













Scan or click on the QR codes to go to appropriate pages

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(1) To be published in March 2020





CLP Holdings

Thank you

Energy for Brighter Tomorrows