

#### OF ANNUAL MEETING OF STOCKHOLDERS **NOTICE AND AGENDA**

#### VIVANT CORPORATION

Mindanao Avenue corner Biliran Road 907-908 Ayala Life-FGU Center Cebu Business Park, Cebu City

held at the Cebu Country Club, Cebu City, on June 27, 2013 (Thursday) at 10:00 in the morning NOTICE IS HEREBY GIVEN that the Annual Stockholders' Meeting of VIVANT CORPORATION will be

The Annual Stockholders' Meeting shall have the following Agenda:

- Call to Order
- Proof of Notice and Determination of Quorum
- 'n Approval of Minutes of the June 15, 2012 Annual Stockholders' Meeting
- 5.5 Annual Report of Officers
- Ratification of all Acts and Resolutions of the Board of Directors and Management Adopted For Fiscal Year 2012
- 7. Election of Directors (including Independent Directors)
- Confirmation of the Appointment of the External Auditors
- 00 Other Matters
- Adjournment

Only stockholders of record at the close of business as of May 27, 2013 are entitled to notice and to vote at this meeting. Registration will start at 8:30 A.M. and will end at 9:30 A.M. Kindly present any proof of identification, such as driver's license, passport, company I.D. or SSS/GSIS I.D. Aside to represent the corporation or entity. also present a duly sworn Secretary's Certificate or a similar document showing his or her authority from personal identification, representatives of corporate stockholders and other entities should

submitted for inspection, validation and record at least seven days prior to the opening of the Business Park, Cebu City. J.P. Garcia & Associates Law Offices, Unit 1501-1502, 15<sup>th</sup> Floor, Ayala Life-FGU Center, Cebu Stockholders' Meeting, or on or before June 20, 2013 to the Office of the Corporate Secretary at c/o representative. In accordance with the Amended By-Laws of the Company, proxies must be Should you be unable to attend the meeting, you may want to execute a proxy in favor of a

Cebu City, May 31, 2013.

FOR THE BOARD OF DIRECTORS:

JOAN A. GIDUQUIO-BARON

**Assistant Corporate Secretary** 

### Securities & Exchange Commission SEC Form 20-IS

#### Information Statement Pursuant to Section 20 of the Securities Regulation Code

H Check the appropriate box:

**Preliminary Information Statement:** 3

Definitive Information Statement:

5 Name of Registrant as specified in its charter: VIVANT CORPORATION

Ψ organization: Province, country or other jurisdiction of Incorporation or

Cebu, Philippines

4. SEC Registration Number:

'n **BIR Tax Identification Code:** 

242-603-734-000

9 Address of Principal Office:

Cebu Business Park, Cebu City, Mindanao Ave. cor. Biliran Road, 907-908 Ayala Life-FGU Center,

**Philippines 6000** 

7. Registrant's Telephone Number, including area code:

+63 32 234-2285

+63 32 234-2256

Date, Time and Place of meeting of the security holders

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Date:

10:00 A.M. June 27, 2013 (Thursday)

Place Time:

Cebu Country Club

**Banilad, Cebu City** Gov. M. Cuenco Avenue

9 Approximate date on which the Information Statement is first to be sent or given to security holders:

June 6, 2013

10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA:

Authorized Capital Stock:

P2,000,000,000.00

No. of Shares Outstanding as of March 31, 2013

P1,023,456,698.00

11. Are any or all of the Registrant's securities listed in a Stock Exchange? Yes  $(\checkmark)$  No  $(\ )$ 

The common stock of Vivant is listed in the Philippine Stock Exchange.

## SECURITIES AND EXCHANGE COMMISSION SEC FORM 20-IS INFORMATION STATEMENT PURSUANT TO SECTION 20 OF THE SECURITIES REGULATION CODE

#### A. GENERAL INFORMATION

## Item 1. Date, time and place of meeting of security holders

Place Time Date .. .. Governor M. Cuenco Avenue Cebu Country Club 10:00 A.M. Banilad, Cebu City June 27, 2013 (Thursday)

Numbers of Registrant: Name, Complete Address and Contact Suite 907, Ayala Life-FGU Center, Cebu Business Park, Cebu City 6000 VIVANT CORPORATION

Approximate date when the Information
Statement is first to be sent or given to
June 6, 2013
security holders:

### Item 2. Dissenters' Right of Appraisal.

property and assets as provided in the Corporation Code; and (c) in case of merger or consolidation. class, or of extending or shortening the term of corporate existence; (b) in case of sale, lease, shares, or of authorizing preferences in any respect superior to those of outstanding shares of any incorporation has the effect of changing or restricting the rights of any stockholder or class of to a possible exercise by stockholders of their appraisal rights. Generally, however, the stockholders exchange, transfer, mortgage, pledge or other disposition of all or substantially all of the corporate right of appraisal in the following instances: (a) in case any amendment to the articles of of Vivant Corporation (hereinafter referred to as Vivant or the Company or the Registrant) have the There are no matters or proposed actions included in the Agenda of the Meeting that may give rise

at which such stockholder voted against a corporate action, make a written demand on Vivant for such dissenting stockholder shall, within thirty (30) days after the date of the stockholders' meeting With respect to any matter to be acted upon at meetings of stockholders of Vivant which may give accordance with Sections 81 and 86 of the Corporation Code. the value of his shares. The procedure to be followed in exercising the appraisal right shall be in rise to the right of appraisal, in order that a dissenting stockholder may exercise his appraisal right,

appreciation or depreciation in anticipation of such corporate action. value thereof as of the day prior to the date on which the vote was taken, excluding any of the appraisal right. If the proposed corporate action is implemented or effected, Vivant shall pay his shares; provided, that failure to make the demand within such period shall be deemed a waiver within thirty (30) days after the date on which the vote was taken, for payment of the fair value of corporate action, where appraisal rights are applicable, by making a written demand on Vivant to such stockholder, upon surrender of the certificate(s) of stock representing his shares, the fair The appraisal right may be exercised by any stockholder who shall have voted against the proposed

stockholder unless Vivant has unrestricted retained earnings in its books to cover such payment; the stockholder, another by Vivant and the third by the two thus chosen. The findings of the shall be determined and appraised by three disinterested persons, one of whom shall be named by stockholders, the withdrawing stockholder and Vivant cannot agree on the fair value of the shares, it If within a period of sixty (60) days from the date the corporate action was approved by the provided, further, that upon payment by Vivant of the agreed or awarded price, the stockholder majority of the appraisers shall be final, and their award shall be paid by Vivant within thirty (30) shall forthwith transfer his shares to Vivant. after such award is made; provided, that no payment shall be made to any dissenting

# Item 3. Interest of Certain Persons in or Opposition to Matters to be Acted Upon

- No current director or officer of, or nominee for election as director of Vivant, or any associate of any of the foregoing persons, has any substantial interest, direct or indirect, by other than the election of the members of the Board of Directors. security holdings or otherwise, in any matter to be acted upon in the stockholders' meeting,
- 9 No director has informed Vivant in writing that he intends to oppose any action to be taken by Vivant at the meeting.

## **B. CONTROL AND COMPENSATION INFORMATION**

## Item 4. Voting Securities and Principal Holders Thereof

## (a) Class of Voting Shares as of March 31, 2013:

Class of Voting Shares	No. of Shares Entitled to Vote	titled to Vote
	Filipino	Foreign
Common	1,023,445,886	10,812
TOTAL	1,023,456,698	6,698

record date. Every stockholder shall be entitled to one vote for each share of stock held as of the established

#### (b) Record Date

Annual Stockholders' Meeting. All stockholders of record as of May 27, 2013 are entitled to notice and to vote at Vivant's

## (c) Election of Directors and Cumulative Voting Rights

many persons as there are directors to be elected. He may also cumulate said shares and give him as shown in the books of Vivant, multiplied by the number of directors to be elected number of votes cast by the stockholder shall not exceed the total number of shares owned by on the same principle among as many candidates as he shall see fit, provided, that the total one candidate as many votes as the number of directors to be elected, or distribute the shares With respect to the election of directors, a stockholder may vote such number of shares for as

all meetings of the stockholders shall be by shares of stock and not per capita. Likewise, Section Section 7, Article II of the Amended By-Laws of Vivant provides that voting upon all questions at of the same Article states that stockholders may vote at all meetings either in person or by

proxy duly given in writing and presented to the Secretary for inspection, validation and record at least seven days prior to the opening of said meeting.

As condition precedent to the exercise of the cumulative voting rights, no delinquent stock shall be allowed to vote. No discretional authority to cumulate votes is solicited.

(d) No proxy solicitation is being made.

# (1) Security Ownership of Certain Record and Beneficial Owners and Management

Security ownership of certain record and beneficial owners (more than 5%) as of April 30, 2013:

S	P 2 5	Common N	s s	0.0	В	Common JI	S	<u>.</u> 3	Common		\$ D	Title of N
Stockholder	5F,CTC Building, 2232 Roxas Blvd., Pasay City	Mirant Global Corporation <sup>3</sup>	St.,Lahug, Cebu City Stockholder	Commercial Complex, Wilson	Blue Garden	JEG Development Corporation <sup>2</sup>	Stockholder	375-G Acacia St., Lahug, Cebu City	Corporation		and relationship with issuer	Name and address of record owner
		Mirant Global Corporation				JEG Development Corporation			Corporation	Owner	Ownership and Relationship with Record	Name of Beneficial
		Filipino				Filipino			riiipino			Citizenship
		116,555,553				311,524,642			404,631,306			No. of Shares Held
		11.39%				30.44%			45.42%			Percentage

MRC Board of Directors. <sup>1</sup> Either Mr. Dennis N. A. Garcia or Mr. Gil A. Garcia, II or Mr. Charles Sylvestre A. Garcia, Directors of MAI-I Resources Corporation (MRC) will vote for the shares of MRC in Vivant in accordance with the directive of the

<sup>&</sup>lt;sup>2</sup>Either Mr. Ramontito E. Garcia or Mr. Jose Marko Anton G. Sarmiento, Chairman and Chief Operating Officer of JEG Development Corporation (JDC), respectively, will vote for the shares of JDC in Vivant in accordance with the directive of the JDC Board of Directors.

<sup>&</sup>lt;sup>3</sup> Mr. Antonio S. Abacan, Jr. will vote for the shares of Mirant Global Corporation (MGC) in Vivant in accordance with the directive of the MGC Board of Directors

# (2) Security Ownership of Management as of April 30, 2013 (Record and Beneficial)

As of April 30, 2013 the following are the ownership and nature of ownership of management:

		Amount and		
Title of Class	Name of Beneficial Owner	Nature of Ownership (Direct or Indirect)	Citizenship	Percent of Class
Common	Dennis N.A. Garcia	1 (Direct)	Filipino	0.00%
	Directors			
Common	Ramontito E. Garcia Director	1(Direct)	Filipino	0.00%
	President			
Common	Efren P. Sarmiento	1(Direct)	Filipino	0.00%
	Director			
Common	Gil A. Garcia II Director	1(Direct)	Filipino	0.00%
Common	Charles Sylvestre A. Garcia	1 (Direct)	Filipino	0.00%
	Director			
Common	Jose Marko Anton G. Sarmiento Director	1 (Direct)	Filipino	0.00%
Common	Elbert M. Zosa	626(Direct)	Filipino	0.00%
	Director			
Common	Emil Andre M. Garcia	1 (Direct)	Filipino	0.00%
	Director			
	VP-Corporate Planning and			
Commen	Development	4 500 (7:	7:11:::	
Common	Antonio s. Abacan, Jr.	T,562 (Direct)	Filipino	0.00%
Common	Raul Ch. Rabe	1 (Direct)	Filipino	0.00%
	Independent Director			
Common	Jesus B. Garcia, Jr.	1 (Direct)	Filipino	0.00%
Common	Arlo A C Cormionto	0		2
Collinion	Chief Operating Officer	c	rilipino	N.A.
Common	Maria Victoria E. Sembrano	0	Filipino	N.A.
	AVP - Administration and Finance			
Common	Juan Eugenio L. Roxas	0	Filipino	N.A.
	AVP-External Affairs and			
	Administration			
Common	Macario C. Padullo, Jr.	0	Filipino	N.A.
	AVP - Corporate Management			
	Systems			
Common	Jess Anthony N. Garcia	0	Filipino	N.A.
	Corporate Secretary and Chief Information Officer			

Common Joan A. Giduquio-Baron 0 Filipino N.A.  Assistant Corporate Secretary and Compliance Officer 2,197 Filipino N.A.	9				_
retary 0 Filipino 2,197					Common
Filipino		TOTAL	and Compliance Officer	Assistant Corporate Secretary	Joan A. Giduquio-Baron
0		2,197			0
N.A.					Filipino
					N.A.

## (3) Voting Trust Holders of 5% or more of Equity

No person holds more than 5% of Vivant's common equity under a voting trust or similar agreement.

#### (4) Changes in Control

There are no arrangements that had resulted in a change in control of Vivant during the period covered by this report.

### Item 5. Directors and Executive Officers

### (1) (a) Directors for 2012 - 2013

Below is a list of Vivant's directors for 2012 - 2013 with their corresponding positions and offices held for the past five years. The directors assumed their directorship during Vivant's Annual Stockholders' Meeting in 2012, for a term of one year.

Inc.; Director of Vivant Energy Corporation, Vivant Integrated	Member – Executive
Treasurer of Visavan Electric Company Inc. and VC Ventures Net	Treasurer
since 2004; Director of Visayan Electric Company, Inc. since 2004;	Director
Filipino; 61 years old; Director and Treasurer of the Company	GIL A. GARCIA II
JEGVEG Realty, Inc.	
President of Vivant-Malogo Hydropower Inc.; Vice President of	
JEG Development Corporation and VC Ventures Net, Inc.;	
de F. Escaño, Inc., Cebu Energy Development Corporation; CEO of	
Inc., 1590 Energy Corp., VICS-Amlan Holdings Corporation, Hijos	
President of Cebu Private Power Corporation; Director of Delta P,	
Clara Northern Renewables Generation Corporation; Vice	Committee
Director of Visayan Electric Company, Inc. since 2003, Vivant-Sta.	Member – Executive
Company since 2003; Chairman of Visayan Electric Company, Inc.;	President
Director and Member of the Executive Committee of the	Director
Filipino; 56 years old; President of the Company since 2003;	RAMONTITO E. GARCIA
Realty, Inc.	
of Vivant-Malogo Hydropower Inc. and President of JEGVEG	
Committee of Cebu Energy Development Corporation, Chairman	
1590 Energy Corp.; Director and Member of the Executive	
Holdings, Inc., MAI-I Resources Corporation, Delta P. Inc., and	
Corporation and Hijos de F. Escaño, Inc.; Director of Abovant	
Private Power Corporation; President of Vivant Energy	
Vivant Integrated Generation Corporation; Vice Chairman of Cebu	
VICS-Amlan Holdings Corporation, VC Ventures Net, Inc., and	
Renewables Generation Corporation, Chairman and President of	
Company, Inc.; Chairman of Vivant-Sta. Clara Northern	Committee
Chairman of the Executive Committee of Visayan Electric	Member – Executive
Committee of the Company since 2003; President and Co-	Chairman – Board of Directors
Filipino; 63 years old; Chairman and member of the Executive	DENNIS N. A. GARCIA

Committee	Generation Corporation, and MAI-I Resources Corporation.
ELBERT M. ZOSA	years old; Director of the Company since
Chairman — Finance Committee	Consultant of Rizal Commercial Banking Cornoration: formerly
	Senior Vice President/Strategic Planning Head of Equitable PCI
	Bank; Managing Director (ex-officio) of PCI Capital Corporation;
	his MBA from the Wharton School, University of Pennsylvania, U.S.A.
CHARLES SYLVESTRE A. GARCIA	years old; Director and Member of the E
Director	Committee of the Company since 2004; Director of Visayan
Member – Executive	Electric Company, Inc. since 2007.
EFREN P. SARMIENTO	years old; Director and Member of the Ex
Member - Executive	Aurora Inc.: Director - Reunion Holdings, Inc.: past President
Committee	Mindanao Rattan Corporation; Past Director, Batolini S., Inc.,
	Manila Machineries & Supply, Sarmiento Securities Corporation,
	Vitarich Corporation and Philippine Fried Chicken, Incorporated.
JOSE MARKO ANTON G.	Filipino; 35 years old; Director and Member of the Executive
SARMIENTO	Committee of the Company since 2008; Member of the Board of
Member - Executive	and Chief Operating Officer of IEG Development Corporation since
Committee	2009; Director and Treasury Manager of JEG Development
	of Detalia Aurora for Manufacturing.
EMIL ANDRE M. GARCIA	-
Director	for Corporate Planning and Develop
Planning and Development	Corporate Planning and Development of the Company from
	2011 to Decem
	Board of Advisors of Visayan Electric Company, Inc. since 2011;
	since 2010; Director-Vivant-Malogo Hydropower Inc.; Director of
	ian Islands Power Corporation; Secretary and Treasurer
	Emag Resources and Development Corporation; President of
ANTONIO S. ABACAN, JR.	Filipino: 70 years old; Group Vice Chairman of Metrobank Group
Director	of Companies; Chairman of Advisory Board of Metropolitan Bank
	Trust Company; Chairman, Toyota Financial Services, (Phils.) Inc.,
	Federal Homes, Inc., Baywatch Realty Corp., Circa 2000 Homes,
	ywatch Project Management Corp., Manila GT Me
	Chairman/Executive Director of Global Business Power Corp.;
	Development Corp.; Adviser to First Metro Investment Corp.,
	Toyota Cubao Inc.; Director/Corporate Secretary and Treasurer -
	LGU Guarantee Corp.; Director Taal Land Inc., Cebu Holdings Inc.;
	Chamber of Commerce and Industry: Governor Makati
	ial Estate Corp.; President Philippine Drug

	Posicitarios Educatios
JESUS B. GARCIA, JR.	Filipino; 68 years old; Independent Director of the Company since
Independent Director	2004; Chairman of the Audit Committee of the Company since
Chairman – Audit Committee	2004; Secretary of the Department of Transportation and
<ul> <li>Nomination and</li> </ul>	Communications of the Republic of the Philippines from 1992 -
Election Committee	1996; Chairman - SunStar Publishing, Inc., Pan Arts Corporation,
	SunStar Management, Inc.; President, Jesever Realty Corporation,
	Madre Realty Corporation
RAUL Ch. RABE	Filipino; 73 years old; Independent Director of the Company since
Independent Director	2003; Chairman, ACK Freight Express, Inc. since 1999; Of Counsel
	of the Law Firm of Rodrigo, Berenguer & Guno (Makati City);
	Corporate Secretary - Manila Economic & Cultural Office (MECO)
	since 2001; Director - the Bank of Commerce, KGL-Negros
	Navigation, Pet Plans, Inc. (Makati City); Foreign Service Officer of
	the Department of Foreign Affairs (1968 to 1999); Third to
	Second Secretary in London (1972 to 1975); First Secretary in
	Bucharest (1975 to 1979); Chief Deputy of Protocol of the
	Department of Foreign Affairs (1979 to 1981); Minister Counselor
	in Jeddah (1981 to 1982); Minister and later Deputy Chief of
	Mission in Washington D.C., (1982 to 1984 and 1986 to 1989,
	respectively); Consul General in Honolulu (1984 to 1986);
	Assistant Secretary of the American Affairs (1989 to 1992);
	Ambassador to Seoul (1992 to 1993); Ambassador to Washington
	(1993 to 1999); Special Envoy of the President of the Philippines
	for the America and OIC Countries in 2001.

# Nominations for Independent Directors and Procedure for Nomination

## **Directors**) Compliance with SRC Rule 38 (Guidelines on the Nomination and Election of Independent

nominated conducted a nomination of independent directors. It has pre-screened the qualifications of all Dennis N.A. Garcia and Ramontito E. Garcia. Messrs. Dennis Garcia and Ramontito Garcia have no nominating stockholders and all pertinent information, who have been nominated by Messrs. Rule 38 of the Securities Regulation Code (SRC Rule 38). The Nomination and Election Committee relationship to their nominees. The procedure for the nomination and election of the independent directors is in accordance with candidates, resulting in the following final list of candidates with their respective

are the sworn Certifications of Qualifications of Atty. Jesus B. Garcia, Jr. and Ambassador Raul Ch. carrying out the responsibilities of an independent director. Attached as Annexes "A-1" and "A-2" relationship with the Company which would interfere with the exercise of independent judgment in They are neither officers nor employees of the Company or any of its affiliates, and do not have any Raul Ch. Rabe and Atty. Jesus B. Garcia, Jr. are the nominees for Independent Directors of Vivant. the stockholders' meeting during which other members of the Board are to be elected. Ambassador No nominations for independent director shall be accepted at the floor during the stockholders' Rabe, respectively. meeting at which such nominee is to be elected. However, independent directors shall be elected in

the latest date that are material to evaluation. in criminal, bankruptcy or insolvency investigations or proceedings for the past five (5) years up to To the knowledge and/or information of Vivant the above-named nominees have not been involved

judgment or any offense punishable by the laws of the Republic of the Philippines or of the laws of any other nation/country, including being subject to any order, judgment or decree, not involvement in any type of business, securities, commodities or banking activities for the past five (5) subsequently reversed, suspended or vacated, of any court of competent jurisdiction, domestic or years up to the latest date. foreign, permanently or To the knowledge and/or information of Vivant the said persons have not been convicted by final temporarily enjoining, barring, suspending or otherwise limiting his

foreign court of competent jurisdiction (in a civil action), the Commission or comparable foreign To the knowledge and/or information of Vivant said persons have not been found by a domestic or years up to the latest date. organization, to have violated a securities or commodities law or regulation for the past five (5) body, or a domestic or foreign Exchange or other organized trading market or self-regulatory

shares and, individually or added together, does not exceed five percent (5%) of Vivant's outstanding shares. Vivant does not have any commitment to the nominees with respect to the The shareholdings of the above-nominees for independent directors of Vivant are merely qualifying issuance of the new common shares of Vivant.

### (1) (b) Officers for 2012-2013

during Vivant's annual organizational meeting in 2012 for a term of one year. the past five years. Unless otherwise indicated hereunder, the officers assumed their positions Below is a list of Vivant officers for 2011-2012 with their corresponding positions and offices held for

Filipino; 61 years old; Director and Treasurer of the Company	GIL A. GARCIA II
Vice President of JEGVEG Realty, Inc.	
Ventures Net, Inc.; President of Vivant-Malogo Hydropower Inc.;	
Corporation; CEO of JEG Development Corporation and VC	
Corporation, Hijos de F. Escaño, Inc., Cebu Energy Development	
Delta P, Inc., 1590 Energy Corp., VICS-Amlan Holdings	
Vice President of Cebu Private Power Corporation; Director of	
Vivant-Sta. Clara Northern Renewables Generation Corporation;	
Inc.; Director of Visayan Electric Company, Inc. since 2003,	Member – Executive Committee
Company since 2003; Chairman of Visayan Electric Company,	President
Director and Member of the Executive Committee of the	Director
Filipino; 56 years old; President of the Company since 2003;	RAMONTITO E. GARCIA
Realty, Inc.	
of Vivant-Malogo Hydropower Inc. and President of JEGVEG	
Committee of Cebu Energy Development Corporation, Chairman	
1590 Energy Corp.; Director and Member of the Executive	
Holdings, Inc., MAI-I Resources Corporation, Delta P. Inc., and	
Corporation and Hijos de F. Escaño, Inc.; Director of Abovant	
Cebu Private Power Corporation; President of Vivant Energy	
Vivant Integrated Generation Corporation; Vice Chairman of	
VICS-Amlan Holdings Corporation, VC Ventures Net, Inc., and	
Renewables Generation Corporation, Chairman and President of	
Company, Inc.; Chairman of Vivant-Sta. Clara Northern	
Chairman of the Executive Committee of Visayan Electric	Member – Executive Committee
Committee of the Company since 2003; President and Co-	Chairman – Board of Directors
Filipino; 63 years old; Chairman and member of the Executive	DENNIS N. A. GARCIA

Drysdale Agribusiness Group since 1992. Ms. Sembrano is a	
positions in Finance, Logistics and Administration in Marsman	
of the Markenan Drykdale Agribusiness Groups and hold various	Administration and Finance
Filipino; 51 years old; Assistant Vice President for Finance and	Assistant Vice Brosident
Philippine Institute of Certified Public Accountants.	
member of the Integrated Bar of the Philippines and the	
Officer of the Company from 2003 to 2009. Atty. Padullo, Jr. is a	
Finance Manager of the Company from 2009 to 2011; Finance	Management Systems
Management Systems of the Company since February 2011;	Assistant Vice President-Corporate
Filiping: 35 years old: Assistant Vice President for Corporate	ATTY, MACARIO C. PADULLO, JR.
Miguel L. Romero; and Deputy managing Director of Stratbase	
President Movement; Senatorial and Congressional Campaigns of	
Bank; San Carlos Sugar Milling and Refining Co, Inc.; FPJ for	
positions in various organizations including: Philippine National	
(APEC) Party List. He has functioned in several administrative	
on Appointments; Association of Philippine Electric Cooperative	
Filinvest Land, Inc.; Committee on national Defense, Commission	
having served as consultant of various organizations including:	
prolific background in public-private relation	
Mr. Roxas' professional experi	
President of Amlan Hydro Power Inc.; President of ICS	
esident for External Affairs of 1590 Energy Corp.;	External Affairs and Administration
& Administration of the Company since March 2011; Vice	Assistant Vice President for
Filipino; 42 years old; Assistant Vice President for External Affairs	JUAN EUGENIO L. ROXAS
Christ Company from 2009 to 2011.	
of Emag Resources and Development Corporation: President of	
of Calamian Islands Power Cornoration: Secretary and Treasurer	
since 2010: Director of Vivant-Malogo Hydronower Inc. Director	
Reard of Advisors of Visavan Electric Company, Inc. since 2011:	
Corporate Planning and Development of the Company from	Planning and Development
2012; Assistant Vic	Vice President – Corporate
for Corporate Planning and Develo	Director
Filipino; 35 years old; Director of the Company since 2009; Vice	EMIL ANDRE M. GARCIA
and Chief Executive Officer of JEG Development Corporation.	
Holdings Corporation and VICS Bakun Holdings Corporation;	
Abovant Holdings, Inc.; Director of Delta P, Inc., VICS Amlan	
Director and Treasurer of Cebu Private Power Corporation and	
Northern Renewables Generation Corporation, Director and	
Inc., Director and President of Vivant-Sta.	
Director and Member of Executive Committee of Visayan Electric	Chief Operating Officer
Officer of the Company; Chief Operating Officer since 2003;	Executive Vice President
Filipino; 36 years old; Executive Vice President & Chief Operating	ARLO A. G. SARMIENTO
Generation Corporation, and MAI-I Resources Corporation.	
Inc.; Director of Vivant Energy Corporation, Vivant Integrated	Member – Executive Committee
Treasurer of Visavan Electric Company. Inc. and VC Ventures Net.	Treasurer
since 2004: Director of Visavan Flectric Company Inc. since 2004:	Director

	Certified Public Accountant:
JESS ANTHONY N. GARCIA	Filipino; 41 years old; Corporate Secretary and Corporate
Corporate Secretary	Information Officer of Vivant since 2003; Corporate Secretary of
Chief Information Officer	Vivant Energy Corporation since 2003;Corporate Secretary of
	1590 Energy Corp., Vivant-Sta. Clara Northern Renewables
	Corporation, VICS-Amlan Holdings, Inc., Sun*Star Publishing, Inc.,
	and the Assistant Corporate Secretary of Visayan Electric
	Company, Inc He obtained his degree in Juris Doctor from the
	Ateneo de Manila University School of Law in 1997. He is a
	member of both the California Bar and Philippine Bar. Atty.
	Garcia is the Managing Partner of J.P. Garcia and Associates Law
	Offices.
JOAN A. GIDUQUIO-BARON	Filipino; 42 years old; Assistant Corporate Secretary and
Assistant Corporate Secretary	Compliance Officer of Vivant since 2003; Assistant Corporate
Compliance Officer	Secretary of Visayan Electric Company, Inc. and Sun Star
	Publishing, Inc.; Corporate Secretary of JEG Development
	Corporation and JEGVEG Realty Inc. Atty. Baron earned her
	degree in Juris Doctor from the Ateneo de Manila University
	School of Law in 1996 and her master's degree in Management
	from the Asian Institute of Management in 2001. She was an
	Associate Attorney of Puno and Puno Law Offices from 1997-
	2001. She is a partner of J.P. Garcia and Associates Law Offices.

## Period in which the Directors and Executive Officers Should Serve

The directors and executive officers should serve for a period of one year.

#### Term of Office of a Director

Pursuant to Vivant's Amended By-laws, the directors are elected at each annual stockholder's meeting by stockholders entitled to vote. Each director holds office until the next annual election for to such election. a term of one year and until his successor is duly elected unless he resigns, dies or is removed prior

constitute a quorum. The director so chosen shall serve for the unexpired term of his predecessor in majority vote of the remaining members thereof at a meeting called for that purpose, if they still Any vacancy in the Board of Directors other than by removal or expiration of term may be filled by a

#### (2) Significant Employees

Vivant considers the contribution of every employee important to the fulfilment of its goals

#### (3) Family Relationships

within the second civil degree by consanguinity. Messrs. Dennis N. A. Garcia, Charles Sylvestre A. Garcia and Gil A. Garcia II are brothers, or related

civil degree by affinity (brother-in-law) to Mr. Efren P. Sarmiento. Mr. Ramontito E. Garcia is related within the fourth civil degree by consanguinity (cousin) to Messrs. Dennis N. A. Garcia, Charles Sylvestre A. Garcia and Gil A. Garcia II, and related within the second

Gil A. Garcia II, or related within the second civil degree by affinity. Mr. Elbert M. Zosa is a brother-in-law of Messrs. Dennis N. A. Garcia, Charles Sylvestre A. Garcia, and

degree by consanguinity to Charles Sylvestre A. Garcia and Gil A. Garcia II. Mr. Emil Andre M. Garcia is the son of Mr. Dennis N. A. Garcia, and is related within the third civil

degree by consanguinity to Mssrs. Dennis N. A. Garcia, Charles Sylvestre A. Garcia, and Gil A. Garcia degree by consanguinity (nephew) to Mr. Ramontito E. Garcia. He is also related within the fifth civil Mr. Arlo A. G. Sarmiento is the son of Mr. Efren P. Sarmiento, and related within the third civil He is also related within the sixth civil degree by consanguinity to Emil Andre M. Garcia

Garcia, Charles Sylvestre A. Garcia, and Gil A. Garcia II. Sarmiento. Mr. Jose Marko Anton G. Sarmiento is the son of Mr. Efren P. Sarmiento and brother of Mr. Arlo A. He is also related within the fifth civil degree by consanguinity to Mssrs. Dennis N. A. thus, related within the second civil degree by consanguinity to Mr. Arlo A.

Atty. Jesus B. Garcia, Jr. Atty. Jess Anthony N. Garcia is related within the third civil degree by consanguinity (nephew) to

known to Vivant. Other than the foregoing, there are no other family relationships (by consanguinity or affinity)

## (4) Involvement in Certain Legal Proceedings

Vivant is not involved in any material litigation.

years and the preceding years until March 30, 2013 which would put to question their ability and commodities law in any court or government agency in the Philippines or elsewhere for the past five five years, been involved in any legal proceeding or bankruptcy petition or has been convicted by integrity to serve Vivant and its stockholders. final judgement, or being subject to any order, judgement or decree or violated the securities or present members of the Board of Directors or its executive officers, is presently or during the last To the knowledge and/or information of Vivant, none of its nominees for election as directors, its

final judgment of any offense punishable by the laws of the Republic of the Philippines or by the To the knowledge and/or information of Vivant, the above-said persons have not been convicted by laws of any other nation or country.

or comparable foreign body, or a domestic or foreign Exchange or other organized trading market or or foreign court of competent jurisdiction (in a civil action), the Securities and Exchange Commission self-regulatory organization, to have violated a securities or commodities law or regulation for the To the knowledge and/or information of Vivant, the said persons have not been found by a domestic preceding years until March 30, 2013.

## (5) Certain Relationships and Related Transactions

term receivables from its officers and employees, and compensation of key management personnel. associate, Management fees from the Corporation's associates, lease contract, non-interest short related parties under PAS 24, Related Party Disclosures. In the normal course of business, the Corporation transacts with companies who are considered bearing cash advances from associates, US dollar-denominated trade and loan receivable from an interest bearing and non-interest bearing cash advances to associates and stockholders, non-interest These transactions consist mainly of

Development Corporation. Vivant has management consultancy contracts with Mai-I Resources Corporation and JEG

# (6) Resignation or Refusal to Stand for Re-election by Members of the Board of Directors

disagreement with Vivant on any matter relating to the Registrant's operations, policies or practices. No director has resigned or declined to stand for re-election to the board of directors because of a

## Item 6. Compensation of Directors and Executive Officers

## (1) Summary of Compensation of Executive Officers

and other highly compensated executive officers and directors during the last two completed fiscal Information as to the aggregate compensation paid and accrued to Vivant's Chief Executive Officer

				Compensation
Top Five Highly Compensated Executives				
1. Dennis N.A. Garcia -				
Chairman				
2. Ramontito E. Garcia -				
President				
3. Arlo A.G. Sarmiento -				
EVP/COO				
4. Emil Andre M. Garcia*				
<ul> <li>VP for Corporate</li> </ul>				
Planning &				
Development				
5. Juan Eugenio L. Roxas				
- AVP for External				
Affairs and				
Administration				
All above named Executive	2013 (Projected)	P26.2 mn	P4.3 mn	
Officers as a group	2012	P21.3 mn	P4.3 mn	
	2011	P15.8 mn**	P2.0 mn	
All other officers and	2013 (Projected)	P3.6mn	P0.6mn	P2.7mn
directors as a group	2012	P 2.3 mn	P0.6 mn	P2.7 mn
unnamed	2011	P 1.5 mn	P0.4 mn	P2.3 mn

<sup>\*</sup>Mr. Emil A.M. Garcia was the Assistant Vice President for Corporate Planning & Development in 2011.

### (2) Compensation of Directors

#### (i) Standard Arrangements

every Board or Committee meeting attended as follows: In 2012, each Director of the Board and members of the Board Committees received a per diem for

<sup>\*\*</sup>P11.5 mn was reported under Professional Fees in the 2012 report.

Type of Meeting	Directors	Chairman of the Board or
		Committee
Board Meeting	P10,000.00	P10,000.00
Committee Meeting	P 5,000.00	P 5,000.00

#### (ii) Other Arrangements

participation or special assignments for the last completed fiscal year and the ensuing year. directors of the Issuer are compensated, or are to be compensated, directly or indirectly, for any Other than honoraria for meetings attended, there are no standard arrangements pursuant to which provided as മ director, including any additional amounts payable for committee

last completed fiscal year, and the ensuing year, for any service provided as such director There are no arrangements, including consulting contracts, pursuant to which any director of the Registrant was compensated, or is to be compensated, directly or indirectly, during the Company's

# (3) Employment Contracts and Termination of Employment and Change-in-Control Arrangements

all period payments or installments. executive officer's responsibilities following a change-in-control and the amount involved, including with Vivant and its subsidiaries or from a change-in-control of Vivant or a change in the named from the resignation, retirement or any other termination of such executive officer's employment with respect to a named executive officer where such plan or arrangement results or shall result There are no compensatory plan or arrangement, including payments to be received from Vivant,

### (4) Warrants and Options Outstanding

awarded to the aforementioned officers and directors. fiscal year did Vivant adjust or amend the exercise price of stock warrants or options previously and directors as a group, as identified in Item 5. There are no outstanding warrants or options held by the named executive officers, and all officers Moreover, at no time during the last completed

### Item 7. Independent Public Accountants

auditing scope or procedure Annual Stockholders' Meeting and will be given the opportunity to make a statement if they so regard to any matter relating to accounting principles or practices, financial statement disclosure or in the past 3 fiscal years where Vivant and KPMG or the handling partner had any disagreement with and the recommended partner-in-charge. Representatives of KPMG will be present during the Public Accountant for the past 7 years. Mr. Tomas Mahinay is the audit partner of Vivant for 2012 The accounting firm of KPMG Manabat Sanagustin & Co. (KPMG) has been Vivant's Independent They are also expected to respond to appropriate questions if needed. There was no event

Messrs. Ramontito E. Garcia (Member), Elbert M. Zosa (Member), and Gil A. Garcia II (Member). The Audit Committee is composed of: Atty. Jesus B. Garcia, Jr., Independent Director (Chairman)

the Securities Regulation Code, and the two-year cooling-off period was observed in engagement of the same signing partner or individual auditor. Auditors) in relation to paragraph 3 (b)(ix) of Rule 68 of the Implementing Rules and Regulations of The Corporation is in compliance with SEC Memorandum Circular No. 08-03 (Rotation of External

Directors the authority to appoint Vivant's external auditors for 2012. The proposal is intended to of external auditor. the Board Audit Committee makes recommendation to the Board of Directors concerning the choice submitted engagement proposals to act as Vivant's external auditor for 2012. As a matter of policy, give the Audit Committee sufficient time to evaluate the different auditing firms who have the agenda of the 2012 Annual Stockholders' Meeting, a proposal to delegate to the Board of In its regular meeting last June 15, 2012, the Board of Directors of Vivant approved the inclusion in

### **External Audit Fees and Services**

The external audit and consultancy fees for the past 2 fiscal years:

400,000.00	450,000.00	Total
0.00	0.00	Other Audit-Related Fees
400,000.00	450,000.00	Audit Fees
(in Pesos)	(in Pesos)	
December 31, 2011	December 31, 2012	
Year ended	Year ended	

ensure that the independence of the external auditors is preserved. Audit services of external auditors for the years 2012 and 2011 had been pre-approved by the Audit Committee. The Audit Committee had also reviewed the extent and nature of these services to

#### **Item 8. Compensation Plans**

plan pursuant to which cash or non-cash compensation may be paid or distributed There is no action to be taken by Vivant at the Annual Stockholders' Meeting with respect to any

## C. ISSUANCE AND EXCHANGE OF SECURITIES

# Item 9. Authorization or Issuance of Securities Other than for Exchange

There is no action to be taken with respect to the authorization or issuance of any security.

## Item 10. Modification or Exchange of Securities

exchange for outstanding securities of another class. Registrant, or the issuance or authorization for issuance of one class of securities of the Registrant in There is no action to be taken with respect to the modification of any class of securities of the

### Item 11. Financial and Other Information

authorization for issuance of one class of securities of the Registrant in exchange for outstanding securities of another class respect to the modification of any class of securities of the Registrant, or the issuance or There is no action to be taken with respect to the authorization or issuance of any security, or with

# Item 12. Mergers, Consolidations, Acquisitions and Similar Matters

acquisition, sale or transfer of all or any substantial part of the assets, or liquidation or dissolution of No action is to be taken with respect to any transaction involving any merger, consolidation,

## Item 13. Acquisition or Disposition of Property

Vivant has no plans of acquiring or disposing any property of material significance.

### Item 14. Restatement of Accounts

There is no restatement of accounts.

#### D. OTHER MATTERS

## Item 15. Action with Respect to Reports

# (1) Approval of the Minutes of the June 15, 2012 Annual Meeting of Stockholders

Annual Stockholders' Meeting: The following is a summary of the items in the Agenda of which action was taken during the 2011

- Approval and adoption of the minutes of the June 23, 2011 Annual Stockholders'
- iii. Annual Report of the Officers;iii. Ratification of all acts and res
- ordinary course of business for the fiscal year 2011; Ratification of all acts and resolutions of the Board of Directors and Management in the
- ₹. Election of the following members of the Board of Directors for the year 2012 - 2013:
- Dennis N. A. Garcia
- 2. Emil Andre M. Garcia
- 3. Gil A. Garcia, II
- 4. Charles Sylvestre A. Garcia
- 5. Elbert M. Zosa
- 6. Ramontito E. Garcia
- 7. Efren P. Sarmiento
- 8. Jose Marko Anton G. Sarmiento
- 9. Antonio S. Abacan, Jr.
- 10. Amb. Raul Ch. Rabe (Independent Director)
- 11. Atty. Jesus B. Garcia, Jr. (Independent Director)
- < auditor for fiscal year 2012. Confirmation of the appointment of KPMG Manabat Sanagustin & င္ပ as external

## Item 16. Matters Not Required to be Submitted

vote of security holders. There is no action to be taken with respect to any matter that is not required to be submitted to a

## Item 17. Amendment of Charter, By-laws or Other Documents

There is no proposal to amend the Articles of Incorporation or By-Laws.

### Item 18. Other Proposed Actions

shareholders. The proposal is intended to give the Audit Committee sufficient time to evaluate the different auditing firms who have submitted engagement proposals to act as Vivant's external authority to appoint Vivant's external auditors for 2013 will be submitted for the approval of the For the 2013 Annual Stockholders' Meeting, a proposal to delegate to the Board of Directors the

Directors auditor for 2013, before submitting the final list of candidates for external auditor to the Board of

#### Item 19. Voting Procedures

the stock and transfer book of Vivant. person or by proxy the number of shares of stock standing, as of the record date, in his own name in Pursuant to the Corporation Code, every stockholder entitled to vote shall have the right to vote in

#### Approval and Ratification

represented for purposes of determining whether stockholder approval of that matter has been Shares as to which proxy authority has not been presented are not deemed to be present or stockholders have approved that matter; thus, abstentions have the same effect as negative votes. present and represented and entitled to vote for the purpose of determining whether the and entitled to vote at the meeting. Abstentions, with respect to any matter, are treated as shares representing at least a majority of the Vivant's outstanding common stock present or represented The approvals to be obtained, as aforementioned, will require the affirmative vote by stockholders

by any voting stockholder. The Corporate Secretary, Atty. Jess Anthony N. Garcia and the Assistant voce; otherwise, voting shall be done in writing by secret ballot and counted thereafter if requested capital stock are present and identified in the meeting, voting shall be by raising of hands or viva Items requiring the vote of stockholders will be presented for approval of the stockholders at the Corporate Secretary, Atty. Joan A. Giduquio-Baron shall validate and count the votes cast. meeting. If stockholders or proxies of stockholders owning more than majority of the outstanding

#### Voting for Directors

nominees exceeds the number of directors to be elected, voting will be done by ballots. shares present or represented at the meeting will be cast in favor of the nominees. If the number of elected. If the number of nominees does not exceed the number of directors to be elected, all the In the election of directors, the top nine nominees with the most number of votes shall be declared

In the election of directors, the stockholder may choose to do any of the following:

- Vote such number of shares for as many person(s) as there are directors to be elected;
- $\equiv$ Cumulate such shares and give one candidate as many votes as the number of directors to be elected multiplied by the number of his shares; or
- (iii) Distribute his shares on the same principle as option (ii) among as many candidates as he shall see fit, provided, that the total number of votes cast by him shall not exceed the number of shares owned by him multiplied by the whole number of directors to be

Corporation Code of the Philippines. The counting of votes shall be done by representatives of the The method of counting the votes shall be in accordance with the general provisions of the Office of the Corporate Secretary, who shall serve as members of the Election Committee

any way of the matters to be taken up during the meeting. Vivant has not received any information Stockholders' Meeting that an officer, director or stockholder intends to oppose any action to be taken at the Annual of the nominees has any substantial interest, direct or indirect by security holdings or otherwise, in Other than the nominees' election as directors, no director, executive officer, nominee or associate

#### Item 20. Legal Proceedings

No material legal proceedings are pending against or filed by Vivant.

### Item 21. Financial and Other Information

The Corporation's audited financial statements for the year ended December 31, 2012 are attached

from the Assistant Corporate Secretary, Atty. Joan A. Giduquio-Baron, located at Units 1501-1502, Ayala-Life-FGU Center, corner Mindanao Avenue and Biliran Road, Cebu Business Park, Cebu City. A copy of the Corporation's Annual Report will be made available free of charge upon request

#### **SIGNATURE**

May 30, 2013. set forth in this report is true, complete, and correct. This report is signed in the City of Cebu on After reasonable inquiry and to the best of my knowledge and belief, I certify that the information

VIVANT CORPORATION

Issuer

By:

JOAN A. GIDUQUIO-BARON

**Assistant Corporate Secretary** 

## PART I - BUSINESS AND GENERAL INFORMATION

#### Item 1. Business

#### (1) Business Development

of Cebu (the Family) collectively owns approximately 76% of the outstanding capital stock of Vivant Vivant is a publicly listed holding company that, through its subsidiaries and affiliates, has interests as of March 31, 2013. energy), electric power distribution, and retail electricity supply business. The Garcia-Escaño family in various companies engaged in the electric power generation (renewable and non-renewable

municipalities. power distribution utility serving the electricity requirements of the City of Cebu and its surrounding distribution when it took over the operations of the Visayas Electric Company (VECO). VECO was the the Family diversified its business interests (mainly shipping and trade) to include electricity power Hijos de F. Escaño Inc. (HDFE). The entry into the power industry dates back to the early 1900s when Incorporada, the enterprise that Don Fernando Escaño founded in 1879, which came to be known as Vivant's origins can be traced back to the rich and humble beginnings of Viuda y Hijos de F. Escaño

the war in 1945 that initiatives of VECO, alongside with the US Army, allowed the resumption of its direct and indirect shareholdings). 2012, Vivant has an effective equity interest of approximately 35% in VECO (accounting for both power distribution utility in the Philippines in terms of annual gigawatt-hour (GWh) sales. As of endand equipment poured in. Currently, VECO stands as the second largest privately owned electric operations to its pre-war levels. Staff levels were beefed up, while investments in new machineries The Second World War caused significant damage in the facilities of VECO. It was during the close of

Philstar.com was afterward renamed Vivant Corporation. (PSE). Subsequently, the Family's holdings in HDFE and VECO were infused to this company. In 2003, the Family acquired 99% of Philstar.com, a company listed in the Philippine Stock Exchange

generation business via equity investments in the following generation companies: Starting in 2007, Vivant, through its subsidiaries and affiliates, started its foray into the power

- power plant located in the island of Cebu; Cebu Private Power Corporation, owner and operator of a 70 megawatts (MW) diesel-fired
- Delta P, Inc., owner and operator of a 16 MW diesel-fired power plant in Palawan; and
- MW coal-fired power plant in Toledo City, Cebu Cebu Energy Development Corporation, a project company that owns and operates a 246

Power Sector Assets and Liabilities Management (PSALM): The Company likewise participated in the government's privatization efforts conducted by the

- Acquisition of the 0.8 MW Amlan hydroelectric power plant in Negros island in 2009
- hydroelectric power plant in Alilem, Ilocos Sur in 2009 Appointment as the Independent Power Producer (IPP) Administrator of the 70 MW Bakun

fired power plant. Government of La Union (PGLU) for the management and operation of the 225 MW Bauang diesel-In 2010, Vivant, through one of its subsidiaries, entered into an agreement with the Provincial

bankruptcy, receivership or similar proceedings. Neither Vivant nor any of its subsidiaries and associates has ever been the subject of any

#### (2) Business of Issuer

particularly in the islands of Luzon and Visayas (Please see Exhibit "A" for Vivant's Corporate power generation, electric power distribution and retail electricity supply in the Philippines, Through its equity interests in its subsidiaries and associates, Vivant is in the business of electric

#### (i) Principal Products

#### **POWER GENERATION**

portfolio comprised of both renewable and non-renewable power generation plants with total income from business segments was accounted for by its power generation business. attributable capacity of 225 MW. As of December 31, 2012, approximately 63% of Vivant's operating Vivant Energy Corporation (VEC), a wholly-owned subsidiary. To date, the Company has built up a As of end-2012, all of Vivant's interests in the electric power generation business are lodged with

The table below summarizes the operating results of the generation companies as of December 31,

Generation Companies		Energy Sold <sup>1</sup> (in GWh)			Revenue <sup>1</sup> (in P million)	
	2010	2011	2012	2010	2011	2012
CPPC	246.4	109.8	174.9	2,043.0	1,551.3	2,099.5
Delta P	58.8	59.5	64.5	607.4	730.7	812.4
CEDC <sup>2</sup>		1,329.8	1,492.3		7,646.4	8,719.0
AHPC <sup>3</sup>	1.6	1.5	-	5.0	6.4	
NR	275.9	250.9	39.4	1,456.5	998.1	198.8
1590 EC	55.6	72.4	142.2	835.4	1,298.5	2,638.6

#### Notes:

- Figures are at 100%
- 2. Commercial operations of CEDC commenced in 2011
- 3. AHPC ceased operations in 2012 after plant facilities were damaged by Typhoon Sendong in December 2011

### Cebu Private Power Corporation (CPPC)

island of Cebu – the 10 Caterpillar-Mak-powered 70MW Bunker C-fired power plant situated on a 1.8 hectare in the old VECO compound at Bgy. Ermita, Cebu City. Incorporated on July 13, 1994, CPPC owns and operates one of the largest diesel power plants in the

contract to supply 62 MW of power to VECO. The CPPC plant will revert to VECO on November 13, Commissioned in 1998, the CPPC plant was constructed pursuant to a build-operate-transfer (BOT)

common shares of CPPC. The remaining 60% of the outstanding common shares was acquired by relationship with regard to CPPC Aboitiz Power Corporation (AP). VEC and AP executed a shareholders' agreement that governs their On April 20, 2007, Vivant acquired from East Asia Utilities Corporation 40% of the outstanding

In December 2010, CPPC started selling its excess capacity to the Wholesale Electricity Spot Market

#### Delta P, Inc. (DPI)

Power Inc. (GPI) acquired the 100% interest of Wärtsilä Technology Oy Ab in DPI. In June 2007, GPI divested and sold a 20% equity stake in DPI to Vivant. Through wholly-owned subsidiary VEC, Vivant's equity stake increased to 35% in October 2007 through an additional share acquisition from bunker-fired power plant with four (4) units of 4-MW generator sets. In March 2007, Gigawatt Established in 1997, DPI is the largest independent power producer in Palawan operating a 16-MW

Puerto Princesa, Palawan. Commercial operations started in May 1997 by virtue of a Lease Agreement with the National Power Corporation (NPC), which was scheduled to expire in April 2009. Government of Puerto Princesa at Kilometer 13, North National Highway, Barangay Santa Lourdes, Cooperative (PALECO). The power generated by the plant served the electricity requirements of the Palawan Electric The power plant facility of DPI is located on a 25,981 sq.m. parcel of land leased from the City

supply PALECO'S power requirements for the next 10 years. DPI and PALECO filed a joint petition on November 9, 2009. with the Energy Regulatory Commission (ERC) for the approval of the PSA, which the latter granted On February 6, 2009, DPI and PALECO signed a Power Supply Agreement (PSA) for DPI to directly

DPI currently supplies approximately 35% of the energy requirements of PALECO

# Abovant Holdings, Inc. (Abovant) and Cebu Energy Development Corporation (CEDC)

Abovant was established in 2007 as a joint venture between Vivant and AP. The company's main Corporation) and 60% owned by AP (currently through 100%-owned Therma Power, Inc.). Abovant is 40% owned by Vivant (currently through wholly-owned Vivant Integrated Generation purpose was to invest in a new power plant to be built in Barangay Daanlungsod, Toledo City, Cebu.

CEDC in December 2008 to build, own and operate a \$450 million (mn)  $3 \times 82$ -MW coal-fired power plant located in Toledo, Cebu utilizing the latest Circulating Fluidized Bed (CFB) technology. Business Power Corporation of the Metrobank Group and Formosa Heavy Industries, Inc., formed owns the remaining 56%), Vivant's effective interest in CEDC is at 17.6%. Commercial operations commenced in 2011. With Abovant's 44% stake in CEDC (Global Formosa Abovant and Global Formosa Holdings, Inc. (Global Formosa), a joint venture between Global

the same year and was approved in February 2010. To date, CEDC has signed other EPPAs with supply of 105 MW of electricity for 25 years. The application for approval was filed with the ERC in electric cooperatives and distribution utilities in Cebu. The company's EPPAs will provide contracted minimum energy offtake with fuel cost as a pass through. In October 2009, CEDC signed an Energy Power Purchase Agreement (EPPA) with VECO for the

## **Amlan Hydroelectric Power Corporation (AHPC)**

Oriental. An agreement with PSALM was entered into for the purchase of the power plant in 2009 City. Commissioned in 1962, it was the first power plant to be constructed in the Province of Negros Province of Negros Oriental, approximately 35 kilometers north of the provincial capital, Dumaguete AHPC is the owner and operator of a 0.8 MW run-of-river hydroelectric power plant in Amlan in the Total purchase price amounted to US\$ 230,000.

involves the purchase of Green Core of all the net energy output generated by the plant. The In 2010, AHPI entered into a bilateral contract with Green Core Geothermal, Inc. (Green Core) that bilateral contract is scheduled to expire in December 2015.

Holdings Corporation that has a 47.5% equity stake in AHPI. At present, Vivant has a beneficial ownership of 28.5% in AHPI, through its 60%-owned VICS-Amlan

# Vivant-Sta. Clara Northern Renewables Generation Corporation (NR)

offer by NR resulted in a bid price of US\$145 mn, as calculated in accordance with the PSALM's bid MW Benguet hydroelectric power plants located in Benguet, Cordillera Administrative Region. The capacities of the 70-MW Bakun hydroelectric power plant located in Alilem, llocos Sur and the 30competitive bid conducted by PSALM for the appointment of the IPP Administrator of the contracted In 2009, NR (formerly Amlan Power Holdings Corporation) submitted the highest offer in the

latter part of 2010. generated by the plants, either through the WESM or bilateral contracts. After the expiry of said a period of 16 years to January 2026 in consideration for the right to trade/market the electricity exercised the right to divide and segregate the contracted capacities of Bakun and Benguet in the contract, the power stations will be transferred to the company, subject to its acceptance. Under the IPP Administration Contract, NR will pay a series of monthly payments to PSALM for over

scheme and is currently owned and being operated by Luzon Hydro Corporation (LHC). By virtue of the segregation done by PSALM, NR assumed the responsibility of selling only the Bakun plant's contracted capacity. The Bakun plant is located within the 13,213 hectare watershed area of provide the plant with its generating power. The plant was constructed under the government's BOT the Bakun river in llocos Sur province in Northern Luzon, which taps the flow of the Bakun river to

VEC owns 46% of NR through its wholly-owned subsidiary, VICS-Bakun Holdings Corporation

### 1590 Energy Corporation (1590 EC)

GPI exclusive right to purchase the Bauang diesel-fired power plant (Bauang plant) owned by the In March 2010, a Memorandum of Agreement (MOA) was entered into between the PGLU, VEC and GPI wherein the parties agreed to enter into a Sale and Purchase Agreement (SPA) giving VEC and PGLU until July 25, 2010.

with the conformity of PGLU transferred all their rights, interests and obligations under the Interim rights, interests and obligations under the Interim Agreement. On September 10, 2010, VEC and GPI until January 26, 2011. Hence, VEC and GPI incorporated 1590 EC in July 2010 to undertake all the and operation of the Bauang diesel-fired power plant and an extension of the SPA for six months or On July 22, 2010, the MOA was amended granting VEC and GPI the right to an interim management

to certain conditions. In December 2010, 1590 EC formally signified its intent to purchase the diesel power plant, thus, a Contract to Sell (CTS) was executed between 1590 EC and the PGLU, the closing of which was subject

to preserve, maintain and operate, including the right to use and sell the power generated by the terminating the CTS. Simultaneously, a MOA was executed by both parties giving 1590 EC the right In May 2012, a Mutual Rescission Agreement (MRA) was entered into by 1590 EC and the PGLU, thus

PGLU entered into an agreement to extend the lease agreement for another two years, starting June Bauang plant. This MOA is scheduled to expire in June 2013. As of end-March 2013, 1590 EC and the

VEC has a 52.7% equity stake in 1590 EC.

### Vivant-Malogo Hydropower, Inc. (VMHI)

commence and is estimated to be completed after 22 months. the process of obtaining necessary permits and contract approvals. Once done, construction will construction and operation of a 6 MW power plant facility along the Malogo river. The Company is in Negros island. VMHI will implement the project in phases, where Phase 1 will involve the facility in Barangay Kapitan Ramon in Silay City, which is located in the northwestern section of the VMHI was incorporated in June 2012 as the project company to implement a greenfield power plant project, which will involve the construction and operation of a series of run-of-river hydropower

VEC has a 75% equity stake in VMHI.

## Calamian Islands Power Corporation (CIPC)

necessary permits and licenses, CIPC broke ground on April 18, 2013. Commercial operation is Busuanga Island Electric Cooperative covering the total capacity of the project. After obtaining all targeted to commence by first quarter of 2014. and Busuanga, respectively. In August 2011, CIPC entered into a 15-year Power Sale Agreement with operation of an 8 MW bunker- and 750 kW diesei-fired power plants in the municipalities of Coron CIPC was established in October 2010 as the project company to undertake the construction and

VEC has an equity stake of 50% in CIPC.

#### **Future Projects**

potential offtakers. availability and arrangements, permits and licenses, competitiveness of the plant and presence of include but not limited to, the project's land use requirements, access to the grid, fuel supply before any proposed project is undertaken. Several factors are assessed and considered, which via greenfield, brownfield or acquisition. The Company conducts an extensive evaluation process The Company continuously looks for opportunities in the power generation business, whether it be

will eventually develop a particular project in the manner planned or at or below the cost estimated assurance that a project, if implemented, will be successful. There is no assurance that the Company Notwithstanding the review and evaluation process undertaken, the Company cannot give the

#### **Electric Power Distribution**

direct and indirect, in VECO, the second largest privately owned distribution utility in the Philippines VECO of roughly 35%. in terms of customers and annual GWh sales. As of end-2012, Vivant has a beneficial ownership in In addition to investments in the power generation sector, the Company has investments, both

### Visayan Electric Company (VECO)

the Philippines and is due to expire in 2030. VECO's service coverage is about 672 square kilometers and San Fernando), all located in the Province of Cebu. Its franchise was granted by the Congress of cities (Cebu, Mandaue, Talisay and Naga), and four municipalities (Consolacion, Liloan, Minglanilla, electric distribution utility engaged in the conveyance, distribution and sale of electric power serving over 340,000 customers with a peak demand of 412 MW and electricity sales of more than 2,300 GWh in 2012 pursuant to its legislative franchise, Republic Act No. 9339, and serves the electrical needs of four VECO, through its predecessor, has been in the distribution business since the early 1900s. It is an

The table below summarizes the key operating statistics of VECO for 2012 and the past two years.

341,611	412	2,300,959	2012
327,587	407	2,120,454	2011
316,845	378	1,994,237	2010
# of Customer	(WW)	(MWh)	
	Peak Demand	<b>Electricity Sold</b>	

shift to Performance Based Regulation (PBR). The ERC issued its final determination on VECO's application for approval of its annual revenue requirements and performance incentive scheme VECO is among the distribution utilities included in the third group (Group C) of private utilities to under the PBR for the regulatory period July 1, 2010 to June 30, 2014.

regulatory period 2011 to 2014. VECO is on its third regulatory year of its annual revenue requirement under the PBR for the

### **Retail Electricity Supply Business**

scale customers will be allowed to source electricity from Retail Electricity Suppliers (RES) licensed level. With the implementation of the Open Access and Retail Competition (Open Access), large-One of the objectives of the EPIRA law is to ensure the competitive supply of electricity at the retail

companies. Vivant has prepared its organization for the Open Access with the establishment of two RES

### Prism Energy, Inc. (Prism Energy)

(60%). The company obtained its RES license in May 2012. Prism Energy was incorporated in March 2009, as a joint venture between Vivant (40%) and AP

#### Corenergy, Inc. (Corenergy)

Corenergy is a wholly-owned subsidiary of Vivant that is currently applying for its own RES license.

#### (ii) Sales

The table below sets forth comparative figures for revenue, profitability and assets

Total Assets 8,152.3	Operating Income 577.1	Gross Income 1,497.2	(in P mn) 2010
8,425.2 7,114.5	917.2 1,610.4	2,117.2 3,803.2	2011 2012

The operations of Vivant, its subsidiaries and associates are based only in the Philippines.

Revenue contribution by business grouping is as follows:

	2010		2011	I	2012	2
	P mn	%-tot	P mn	%-tot	P mn	%-tot
Power Generation	1,204.7	80	1,731.7	82	3,318.1	87
Power Distribution	267.6	18	359.5	17	430.5	11
Others	24.9	2	26.0	1	54.6	1
Elimination	1	4	•	1	;	<b>*</b>
Total	1,497.2	100	2,117.2	100	3,803.2	100

## (iii) Distribution Methods of Products and Services

power supply agreements with private distribution utilities and cooperatives. The generation companies sell their electricity either through the spot market or through bilateral

points of their customers. Some have built their own transmission lines to directly connect to their Corporation of the Philippines (NGCP) for the transmission of electricity to the designated delivery Most of the generation companies have transmission service agreements with the National Grid

utility has its own distribution network consisting of an extensive network of predominantly distribution to its respective customers. use of NGCP's transmission facilities to receive power from its IPPs, overhead lines and substations. An agreement with NGCP was likewise entered into to facilitate the The distribution company has an exclusive distribution franchise in the area where it operates. The NPC and/or PSALM for

### (iv) New Products and Services

service to date, apart from the ongoing Greenfield and/or rehabilitation projects being undertaken. Neither Vivant, nor its subsidiaries and associates, have any publicly-announced new product or

#### (v) Competition

#### **Generation Business**

power supply through the WESM has to contend with local and multinational IPPs for signing power supply agreements and offering and Visayas Grids. Given the privatization of NPC-owned power generation facilities, the Company Visayas, faces competition from other power generation plants that supply electricity to the Luzon Vivant, through the facilities of its power generation subsidiaries and associates located in Luzon and

power plants could also be expected. Given the robust performance of the industry in the last couple of years, coupled with the strong showing of the Philippine economy, many investors have Competition in the development of new power generation facilities and the acquisition of existing

been attracted to participate and explore opportunities in the development of electric power generation projects, both in the renewable and non-renewable energy spectrum.

#### **Distribution Business**

VECO has an exclusive franchise to distribute electricity in the area covered by its franchise

intends to apply for the extension of its franchise upon its expiry. Competition or opposition from or renew existing franchises. the Philippine Congress that has absolute discretion in determining whether to issue new franchises party has the technical and financial capability to operate a distribution franchise. Ultimately, it is obtain from the ERC a Certificate of Public Convenience and Necessity and shall prove that such under the Philippine law, a party wishing to secure a franchise to distribute electricity must first third parties may arise while application for the extension of its franchise is underway. However, Philippines, provided that requirements relating to the rendering of public services are met. VECO Under Philippine law, the franchise of any distribution utility may be renewed by the Congress of the

### (vi) Sources of Raw Materials and Supplies

#### **Generation Business**

water from the applicable source of water flow to generate energy. water on rivers to generate electricity. These hydroelectric companies possess water permits issued The Company's hydroelectric power generation plants harness the kinetic energy from the flow of by the National Water Resources Board (NWRB), which allow them to utilize a certain volume of

supply contracts with various suppliers and the spot market. large oil companies. The coal plant sources its fuel requirements via a combination of long-term have been entered into. Oil-fired plants have existing medium-term (2-3 years) contracts with local In the case of the fossil-fired power generation plants, fuel supply contracts with various suppliers

#### **Distribution Business**

VECO has bilateral agreements in place for the purchase of electricity.

- was extended up to June 25, 2013 for the monthly supply of 135,377 kW. NPC for the monthly supply of 137,397 kW for the period up to December 25, 2012. Contract
- contract expires. VECO intends to seek authority from ERC to acquire shares in CPPC in lieu CPPC for 61.72 MW of dispatchable capacity (with no minimum of a transfer of the plant. requirement). This contract is scheduled to expire on November 13, 2013, as the BOT energy
- CEDC for the supply of 105 MW for 25 years (starting February 2011)
- 2010), an additional 15 MW at 100% load factor starting December 2011 and an additional Green Core for the supply of 60 MW at 100% load factor (5 year term starting December 26, 15 MW at 100% load factor starting January 2013

#### (vii) Major Customers

subsidiaries and associates, are sold to either private distribution utilities or electric cooperatives The bulk, or roughly 84% of the total electricity generated and sold by Vivant, through its covered by long term bilateral agreements. The balance is sold through the spot market.

distribution utility's customers are categorized as follows: Vivant's distribution business, on the other hand, has a wide and diverse customer base. The

- such as factories, plantations and shopping malls. Industrial customers: consist of large-scale consumers of electricity within a franchise area,
- Residential customers: consist of structures utilized for residential purposes
- Commercial customers: include service-oriented businesses, universities and hospitals
- Other customers: include streetlights

## (viii) Transactions With and/or Dependence on Related Parties

management consultancy contracts executed by Vivant and its subsidiaries and associates. its subsidiaries and associates. Such practice allows the efficient transfer of business and technical Vivant provides human resources, internal audit, treasury and accounting services, among others, to thus improving efficiencies and synergies. These transactions are

Vivant likewise assisted its subsidiaries and associates in:

- bearing cash advances funding its working capital requirements by extending both non-interest and interest
- subsidiaries and associates in connection with loans and credit accommodations obtaining standby letters of credit (SBLC) and is acting as surety for the benefit of certain

and P4.1 bn, respectively. agreements. Energy fees billed to VECO by CPPC and CEDC for 2012 amounted to P1.6 billion (bn) Commercial transactions between VECO and CPPC and VECO and CEDC relate to power supply

## (ix) Government Approvals, Patents, Copyrights, Franchises

#### **Generation Business**

COC is valid for a period of five years from the date of issuance. Certificate of Compliance (COC) that will allow the operation of the power generation facilities. A However, there are standards, requirements and other terms and conditions set by the ERC that each existing and potential generation company should comply with. Once met, the ERC will issue a Under the EPIRA, the power generation business is not considered a public utility operation.

and allowable volume of water that can be used by these facilities in generating power. The water is able to meet the terms indicated. permits do not have expiry dates and are usually not terminated as long as the holder of the permit from the National Water Regulatory Board. Said permit would indicate the approved water source Hydroelectric power generation facilities, on the other hand, are required to obtain water permits

technical design and operational criteria of the Philippine Grid Code and Philippine Distribution Code A generation company that operates a facility connected to the Grid must make sure that the

are required to be evaluated and approved by the ERC Power purchase agreements signed with both private distribution utilities and electric cooperatives

and its subsidiaries' and associates' corporate names and logos. applications for the registration of intellectual property rights for any trademark associated with its Vivant and its subsidiaries and associates involved in the generation business have no pending

#### **Distribution Business**

Necessity from the ERC is also needed to operate a public utility. that can be granted only by the Congress of the Philippines. A Certificate of Public Convenience and Electricity distribution is a regulated public utility business under the EPIRA. It requires a franchise

VECO's franchise is set to expire in 2030.

approved by the ERC. purchase agreements signed with power generation companies are required to be evaluated and Given that the cost of purchased power is allowed to be passed on to the end-users, all power

trademark associated with its corporate name and logo. VECO has no pending application for the registration of intellectual property rights for any

## (x) Effect of Existing or Probable Governmental Regulations

Given the changing landscape of the power industry brought about by the enactment of the EPIRA in 2001, the following have had, will have or may have considerable impact on Vivant's businesses:

## Wholesale Electricity Spot Market (WESM)

allows market forces to determine prices. competition to influence the production and consumption of electricity. The mechanism in place The WESM is a spot market for the buying and selling of electricity. This was established to enable

bilateral contract. for distribution utilities, suppliers and wholesale consumers to purchase electricity even without a on how to sell the energy generated by their power plants. Likewise, the WESM serves as a platform The WESM provides another option for power generation companies that have no bilateral contracts

## **Open Access and Retail Competition (Open Access)**

implemented once conditions for the commencement of such are met. These conditions are as Under the EPIRA, a system of open access to transmission and distribution wires will be

- Establishment of WESM
- Approval of unbundled transmission and distribution wheeling charges
- Initial implementation of the cross subsidy removal scheme
- Luzon and Visayas Privatization of at least 70% of the total capacity of generating assets owned by NPC in
- Transfer of management and control of at least 70% of the total energy output of power plants under contract with NPC to the IPPAs

one (1) MW for the twelve (12) months preceding to choose their own electricity suppliers. Implementation of the Open Access will allow end-users with an average monthly peak demand of

costs of electricity and the actual selling price of the contracted energy. utilities being "stranded." Stranded contract costs refer to the difference between the contracted The implementation of Open Access may result to various contracts entered into by distribution

## The Renewable Energy Act of 2008 (RE Act / RE Law)

The RE Act was signed into law in December 2008 and became effective in January 2009

harmful emissions to improve the environment. country to reduce the country's dependence on fossil fuels and overall cost of energy, and reduce The RE Act was designed to promote and develop the use of renewable energy resources of the

the Department of Energy, in consultation with the Board of Investments. These incentives include: The RE Act offers fiscal and non-fiscal incentives to RE developers, subject to a certification issued by

- Income tax holiday for the first seven years of commercial operations
- upon issuance of certification, provided said machinery, equipment and materials are directly, exclusively and actually used in RE facilities Duty-free importation of RE machinery, equipment and materials effective within ten years
- Special realty tax rates on equipment and machinery not exceeding 1.5% of the net book
- Net operating loss carry over (NOLCO)
- Corporate tax rate of 10% after the 7<sup>th</sup> year
- Accelerated depreciation
- sources and purchases of local supply of goods, properties and services of RE facilities Zero percent value-added tax on sale of fuel or power generated from emerging energy
- Cash incentives for RE developers for missionary electrification
- Tax exemption on carbon emission credits
- Tax credit on domestic capital requirement and services

All fiscal incentives apply to all RE capacities upon effectivity of the RE Law.

hydropower and biomass are given priority dispatch. Electricity generated from emerging RE resources such as wind, solar, ocean, run-of-river

hydropower – P5.90/kWh, (d) biomass – P6.63/kWh. approved rates are as follows: (a) wind - P8.53/kWh, (b) solar - P9.68/kWh, (c) run-of-river emerging RE resources, namely, wind, solar, ocean, run-of-river hydropower and biomass. The ERC-The National Renewable Energy Board (NREB) has filed in the ERC the feed-in-tariff (FIT) for

electricity suppliers the implementing rules and guidelines on the portion of their electricity NREB is also in the process of preparing the Renewable Portfolio Standards, which shall provide requirements to be sourced from eligible RE resources.

# (xi) Estimate of Amount Spent for Research and Developmental Activities

vary depending on the nature of the project. Research and development activities are done on a per project basis and allocation of funds may Vivant has not allocated any specific amount of funds for research and developmental activities.

## (xii) Costs and Effect of Compliance with Environmental Laws

capital expenditures relating to the compliance with safety, health and environmental laws and health and environmental laws and regulations. The Company's subsidiaries and associates have Vivant's generation and distribution business units are subject to extensive and stringent safety, regulations are expected to be made by Vivant's subsidiaries and associates incurred, and expect to incur, operating costs to comply with these laws and regulations. Annual

#### (xiii) Employees

of the total employee headcount. composed of executive, supervisory and rank-and-file staff. The table below provides a breakdown At the parent company level, Vivant has a total of 26 employees as of December 31,

Total	Rank & File	Supervisors	Executive	
26	16	5	5	Headcount

The Company has no existing collective bargaining agreement with its employees.

### (xiv) Major Risks Involved in the Business

encounter in the businesses in which it is involved. Certain risks, however, are inherent to the nature of the business that are beyond Vivant's or its subsidiary's or associate's control. Below is a brief discussion on the risks that Vivant, through its subsidiaries and associates, might

#### **Competition Risk**

another stimulus for change on how the game is played in the power industry. government started its privatization efforts under the EPIRA law. Over 70% of NPC's generation Greenfield and Brownfield projects are starting to pour in. Implementation of the Open Access is and Visayas Grids are operational, with Mindanao to follow suit in the coming years. Investments in assets and IPP contracts have been transferred to the private sector. The spot market in the Luzon The competition landscape in the power generation business has continually evolved since the

new capacities and new suppliers coming in), which may ultimately influence pricing of electricity. All these have or will have an impact on the availability of power (reliability of plants seen improving,

guidelines of Open Access. this has not yet been addressed in any of the open discussions on the rules and implementation Implementation of Open Access could also result to stranded contracts for VECO. As of end-2012,

#### **Regulatory Risk**

the regulatory agencies. The Company actively participates in the formulation of new rules and policies bodies and the private sector have actively participated in the design and development of new In answer to the growing challenges faced by the power industry, both the government regulatory regulations. As the industry continues to evolve, Vivant has established good working relations with covering the power industry. In anticipation of possible changes 5 the regulatory

businesses. environment, the Company incorporates these in the formulation of its long-term strategy for its

#### **Trading Risk**

generation portfolio. to mitigate this risk by maintaining a good balance of contracted and spot capacities for its caused and are expected to cause fluctuations in the spot market price of electricity. Vivant intends and economic activities influence the demand patterns in the electricity market. All these have are among the factors that affect the supply condition in the power industry. Weather conditions Spot market price of electricity is determined by several market forces, which are mostly beyond the control of the Company. Unforeseen plant outages, transmission constraints, and fuel cost increases

#### **Fuel Supply Risk**

Pricing, however, is subject to market conditions affecting both demand and supply. Vivant's fossil-fired generation plants have entered into fuel supply contracts to ensure supply.

companies in the Philippines. CEDC, in the meantime, has long-term contracts with various coal Delta P, CPPC and 1590 EC have entered into medium term (2-3 years) contracts with large oil

the spot market during the peak hours of the day when spot market prices are relatively high. fluctuations. 1590 EC operates the Bauang plant mostly as a peaking facility that sells electricity to recovery of fuel cost. Meanwhile, 1590 EC has no bilateral contracts and is exposed to fuel price Delta P, CPPC and CEDC have entered into bilateral contracts that employ a tariff formula allowing

#### **Financial Risk**

impact on outstanding foreign currency denominated placements and liabilities. receivables, liquidity risk in terms of cash management and foreign exchange risk that may have an liabilities, counterparty credit risk, valuation of securities and to financial risks, including, but not limited to, interest rates that may have an impact on outstanding the course of normal operations, Vivant, together with its subsidiaries and associates, is exposed investments, trade and

#### **Business Interruption Risk**

subsidiaries and associates. plant accidents and terrorism are just a few of the serious risks faced by the Company, through its Interruption of normal operations brought about by natural calamities, major equipment failures,

damage to any of the facilities and assets it owns or operates. business interruption insurance to cover the potential loss in gross profits in the event of a major program in all of its facilities. The Company, in relation to its risk management process, has procured Vivant, through its subsidiaries and associates, implements a regular preventive maintenance For risks that can be mitigated by the Company, particularly those that are plant operations-related,

#### **Project Risk**

Brownfield power plant development projects. Inherent to these projects are risks involving the completion of these projects according to specifications, budget and set timelines Vivant, through its subsidiaries and associates, has projects in the pipeline, involving Greenfield and

budget and set timelines. industry. Project monitoring activities are likewise employed to assure adherence to standards, associates, is partnering with well-known contractors and suppliers with good track record in the To ensure the successful implementation of these projects, Vivant, through its subsidiaries and

#### Item 2. Properties

Vivant's head office is located at the 9<sup>th</sup> Floor of Ayala Life-FGU Center, Cebu Business Park, Cebu

P42.4 mn as compared to P2.6 bn for 2011. The breakdown is as follows: On a consolidated basis, the Company's 2012 total Property, Plant and Equipment were valued at

Property, Plant and Equipment as of December 31, 2012 and 2011

	2012 (Pmn)	2011 (Pmn)
Condominium Units, Building, and		
Improvements	17.7	127.4
Plant Machineries & Equipment	0.0	2,409.0
Leasehold & Land Improvements	5.1	2.5
Other Furniture, Fixtures, & Equipment	4.7	4.8
Transportation Equipment	14.6	13.1
Tools & Other Assets	0.3	0.2
TOTAL	42.4	2,557.0

#### Item 3. Legal Proceedings

legal proceeding. Neither the Company nor any of its subsidiaries and affiliates is involved in any material pending

## Item 4. Submission of Matters to A Vote of Security Holders

During the June 15, 2012 Annual Meeting of Stockholders, the following actions were taken:

- Meeting; Approval and adoption of the minutes of the June 23, 2011 Annual Stockholders'
- Delivery of the Annual Report of the Officers;
- $\equiv$ ordinary course of business for the fiscal year 2011; Ratification of all acts and resolutions of the Board of Directors and Management in the
- ζ. Election of the following members of the Board of Directors for the year 2012 - 2013:
- Dennis N. A. Garcia
- 2. Emil Andre M. Garcia
- 3. Elbert M. Zosa
- 4. Gil A. Garcia, II
- 5. Charles Sylvestre A. Garcia
- 6. Ramontito E. Garcia
- 7. Efren P. Sarmiento

- 8. Jose Marko Anton G. Sarmiento
- 9. Antonio Abacan, Jr.
- 10.Amb. Raul Ch. Rabe (Independent Director)
- 11.Atty. Jesus B. Garcia, Jr. (Independent Director)
- < Delegation of the authority to appoint the external auditor to the Board of Directors.

Other than the foregoing, no matter was submitted to a vote of security holders. The results of the foregoing meeting were timely disclosed to the PSE and SEC in a SEC Form 17-C report.

## PART II: OPERATIONAL AND FINANCIAL INFORMATION

# Item 5. Market for Issuer's Common Equity and Related Stockholder Matters

#### (1) Market Information

low stock prices of Vivant's common shares for each quarter of 2011 and 2012 were as follows: The Company's common shares are listed and traded at the Philippine Stock Exchange. The high and

	20	2011	2012	.2	2013	13
	High	Low	High	Low	High	Low
First Quarter	4.70	4.70	14.52	2.65	9.90	8.35
Second Quarter	4.58	4.58	13.00	9.20	N.A.	N.A.
Third Quarter	5.50	5.50	10.60	7.50	N.A.	N.A.
Fourth Quarter	3.81	3.24	11.18	6.60	N.A.	N.A.

Vivant's common shares as of May 29, 2013 is P10.02 per share. As of April 30, 2013, Common shares outstanding were 1,023,456,698 shares. The closing price of

#### (2) Security Holders

shares respectively held and the percentage of total shares outstanding held by each are as follows: As of April 30, 2013, Vivant has  $\underline{1,493}$  stockholders of record, including PCD Nominee Corporation (Filipino) and PCD Nominee Corporation (Foreign). The top 20 shareholders with the number of

	NAME	NO. OF SHARES	%
<u> </u>	Mai-I Resources Corporation	464,831,568	45.42
2	JEG Development Corporation	311,524,642	30.44
w	Mirant Global Corporation	116,555,553	11.39
4	PCD Nominee Corporation (Filipino)	94,191,079	9.20
5	Popsivan Holdings Corporation	31,498,212	3.07
0	Arce, Aurelia C.	1,375,000	0.13
7	Arce, Zenaida D.	859,375	0.08
8	Arce, Eulalio C.	343,750	0.03
9	Arce, Erlinda D.	93,750	0.01
10	Vibal, Esther A.	79,250	0.01
11	Vibal, Esther &/Or Stella Lawson &/Or Aida Gutierrez	62,500	0.01
12	Cruz, Alfredo A.	34,062	0.00
13	Tio Ong, Alberto	31,250	0.00
14	Lavin, Marietta P.	27,750	0.00

20	19	18	17	16	15
Sevilla, Rodulfo	Rivera, Rosario Paje	Marino Olondriz Y Cia	Lopez, Rose Marie R.	Consortium Industries, Inc.	EBC Securities Corporation
15,625	15,625	16,000	19,687	20,500	20,625
0.00	0.00	0.00	0.00	0.00	0.00

TOTAL NO. OF SHARES

1,021,615,803

#### (3) Dividends

earnings, which may be payable in cash, property or stock to all stockholders on the basis of the applicable laws. Directors may determine and in accordance with the requirements of the Corporation Code and outstanding stock held by the stockholder, as often and at such times as the Company's Board of The Company's By-laws allow dividends to be declared and paid out of unrestricted retained

the table below. The cash dividends declared by Vivant to its common shareholders from 2011 to 2012 are shown in

nn P50.0 mn	nn	P131.8 m	P0.0489	P0.1287	2011
nn P50.0 mn	n	P144.9 mı	P0.0489	P0.1416	2012
ar Special	ar	Regula	Special	Regular	
Total Declared	Total De		nd Per Share	Cash Dividend Per Share	Year

## (4) Recent Sales of Unregistered Securities

under the Securities Regulation Code. There was no recent sale of securities within the past three (3) years, which were not registered

Item 6: Management's Discussion and Analysis or Plan of Operation.

### For the Quarter Ended March 31, 2013

Management's Discussion and Analysis of Consolidated Financial Condition and Results of

(EBITDA), (c) Debt-to-equity ratio, (d) Current ratio, and (e) Cash flow generated. companies: (a) Equity earnings, (b) Earnings before Interest, taxes, depreciation and amortization Management uses the following key performance indicators for the Company and its investee

#### (i) Equity Earnings (or Loss)

amounted to P239.7 mn. to P149.6 mn representing a 38% decrease from the equity gain in the 1st quarter of 2012 which under the equity method. It indicates the profitability of the subsidiaries and measures their contribution to the profitability of the parent. Equity earnings for the 1<sup>st</sup> quarter of 2013 amounted Equity earnings (or loss) is the Company's share in the income or loss of subsidiaries accounted for

#### (iii) EBITDA

amortization expenses. Since EBITDA eliminates the effects of financing and accounting decisions, it EBITDA is calculated by taking operating income and adding back to it the interest, depreciation, and

the industry. EBITDA as of end of  $1^{st}$  quarter of 2013 amounted to P162.5 mn representing a 58% decrease from the EBITDA as of end of  $1^{st}$  quarter of 2012 which amounted to P383.4 mn. can provide a relatively good comparison of the performance of the Company with other players in

#### (iii) Debt-to-Equity Ratio

equity ratio as of the end of  $1^{st}$  quarter of 2013 is P0.21:P1.00 compared with debt-to-equity ratio Debt-to-Equity ratio is computed by dividing total liabilities with total stockholders' equity. Debt-tofor the same period last year which was P0.84:P1.00.

#### (iv) Current Ratio

liquidity of the Company in the short term and measures the peso amount of current asset available to cover a peso amount of current liability. Current ratio is computed by dividing current assets with current liabilities. P2.82:P1.00 compared with current ratio for the same period last year which was P0.55:P1.00 Current ratio as of end of 1st quarter of 2013 is This indicates the

#### (v) Cash flow Generated

Cash flow generated indicates the ability of the Company to generate enough cash for operating, investing, and financing activities. Net cash inflow as of end of  $\mathbf{1}^{st}$  quarter of 2013 amounted to mn or a 377% increase. P334.6 mn compared with net cash outflow for the same period last year which amounted to P120.1

## **Consolidated Financial Results of Operations**

in the volume of energy generated and sold and the decrease in prices of WESM during the period. came from energy fees, P149.6 mn came from equity in net earnings of subsidiaries and associates, revenues in the  $1^{st}$  quarter of 2012 in the amount of P576.2 mn. Of the total revenues, P209.8 mn Vivant ended the 1<sup>st</sup> quarter of 2013 with total revenues of P400.2 mn compared with the total decrease in energy fees and equity in net earnings from associates is due to the combined decrease P32.3 mn came from rendering of services, and P8.5 mn came from interest and other income. The

salaries and employees benefits, taxes and licenses, depreciation and amortization, rent and expenses. On the other hand, aside from the decrease in generation cost, there was also a decline in association dues, representation, security and janitorial and other general and administrative increases in total operating expenses principally coming from professional fees, management fees, the  $1^{st}$  quarter of 2013, operating expenses amounted to P257.8 mn compared with the operating Operating expenses for the 1<sup>st</sup> quarter of 2013 decreased by 9% from that of 1<sup>st</sup> quarter of 2012. For the cost of travel and communication and utilities. expenses for the  $1^{st}$  quarter of 2012 which amounted to P284.2 mn. There were however noted

increase in taxes and licenses by 108% from P8.3 mn as of end of 1st quarter 2012 to P17.3 mn in the employee benefits increased 87% from P4.6 mn in the  $1^{\rm st}$  quarter of 2012 to P8.6 mn as of  $1^{\rm st}$  $\mathbf{1}^{\mathrm{sr}}$  quarter of 2013 was primarily due to the increase in business taxes and permits in a subsidiary. quarter of 2013 because of additional manpower and the adjustment in salaries and benefits. Expenses during the year. In 2012, the reclassification was done only at year end. Salaries and Professional fees increased by 48% from P6.4 mn at the end of 1st quarter of 2012 to P9.5 mn in the This was brought about by both an increase in revenue tax base as well as an increase in business 100% to P7.3 mn due to the reclassification of the account from Generation Cost to Operating  $f 1^{st}$  quarter of 2013 due to developmental fees paid for certain projects. Management fees increased Depreciation and amortization increased by 109% from P1.2 mn in the 1st quarter of

2012 to P2.6 mn in the 1<sup>st</sup> quarter of 2013 because of office space renovation and the acquisition of transportation and office equipment

the end of  $\mathbf{1}^{st}$  quarter of 2012 to P14.8 mn as of the  $\mathbf{1}^{st}$  quarter of 2013. increase in rate. Other general and administrative expenses increased by 702% from P1.8 mn as of non-recurring expenses related to government regulatory compliance and increased business the 1<sup>st</sup> quarter of 2013 from P0.04 mn in the same quarter in 2012. The increase was due to an potential projects being evaluated. Security and janitorial expenses increased by 32% to P0.06 mn in from P0.1 mn in the same quarter in 2012 was due to increased business activity, with various increase in representation expenses by 1006% to P1.5 mn as of the end of the  $1^{\rm st}$  quarter of 2013 activities during the period. P0.9 mn in the  $1^{st}$  quarter of 2013 because of acquisition and rental of additional office space. The Rent and association dues increased by 125% from P0.4 mn at the end of the  $1^{st}$  quarter of 2012 to The increase was due to

the end of the  $1^{st}$  quarter of 2012 to P0.5 mn in the  $1^{st}$  quarter of 2013 was due to timing difference. result of the decrease in the volume of energy generated during the period. Travel fees decreased by 7% from P1.2 mn as of the end of the  $1^{st}$  quarter 2012 to P1.1 mn in the  $1^{st}$  quarter of 2013. The travel frequency. The decrease in communication and utilities expenses by 9% from P0.6 mn as of decrease was due to the full utilization of a videoconference facility that allowed a reduction end of the 1st quarter of 2012 to P193.5 mn in the 1<sup>st</sup> quarter of 2013. This movement was the communication and utilities expenses. Generation cost decreased by 25% from P259.4 mn as of the The above increases were however fully offset by the decreases in generation cost, travel, and

# Changes in Registrant's Consolidated Resources, Liabilities and Shareholders' Equity

of end of the 1<sup>st</sup> quarter of 2013. This decrease was mainly due to the following: The Company's total assets decreased by 1% from P7.1 mn as of beginning of the year to P7.0 mn as

- was due to collection of accounts. beginning of the year to P501.7 mn as of end of the 1<sup>st</sup> quarter of 2013. The decrease and other receivables decreased by 19% from P620.6 mn at the
- 'n as of the end of the  $\mathbf{1}^{\text{st}}$  quarter of 2013. The decrease was due to usage. Inventories decreased by 3% from P103.2 mn at the beginning of the year to P100.5 mn
- ယ was primarily due to the application of input taxes against output VAT payables. beginning of the year to P449.4 mn as of the end of  $1^{st}$  quarter of 2013. The decrease Prepayments and other current assets decreased by 0.9% from P453.5 mn at the
- 4 Investment in subsidiaries and associates decreased by 10% from P3.7 mn at the beginning of the year to P3.3 mn as of end of the  $1^{st}$  quarter of 2013. The decrease was primarily due to cash dividends received.

the 1 $^{
m st}$  quarter of 2013. The decrease was due to payment of trade and other current payables. Total liabilities decreased by 13% from P1.4 bn at the beginning of the year to P1.2 bn as of end of

advances from related parties. These decreases were, however, partly offset by the increases in cash and cash equivalents, to associates and stockholders, property and equipment, investment property, and

Cash and cash equivalents increased by 19% to P2.1 bn as of the end of  $1^{st}$  quarter of 2013 from P1.8 bn at year ended 2012. The increase was due to cash dividends received from associates. The

of 2013 from P28.7 mn at the beginning of the year was due to advances for new projects increase in advances to associates and stockholders by 222% to P92.6 mn as of the end of  $\mathbf{1}^{st}$  quarter

will extend the useful life of some of the properties. year to P279.5 mn at the end of the  $\mathbf{1}^{st}$  quarter of 2013. The increase is due to repairs incurred that and office renovation. Investment property increased 0.2% from P279.0 mn at the beginning of the end of 1st quarter 2013. The increase was due to acquisition of transportation and office equipment Property and equipment increased by 25% from end-2012 level of P42.4 mn to P53.2 mn as of the

preferred shares in an associate. P286.2 mn in the  $\mathbf{1}^{ ext{st}}$  quarter of 2013. The increase was due to advances related to the redemption of Advances from related parties increased by 45% from P197.5 mn at the beginning of the year to

quarter of 2013. The increase comes from cash dividends received. Current ratio increased from P2.24:P1 at the beginning of the year to P2.82:P1 as of the end of 1st

the end of 1<sup>st</sup> quarter of 2013 Debt-to-equity ratio decreased from P0.24:P1.00 at the beginning of the year to P0.21:P1.00 as of

the end of the  $1^{st}$  quarter of 2013. The increase was due to current earnings. Total stockholders' equity increased by 2% from P5.7 bn at the beginning of the year to P5.8 bn as of

# Material Changes in the Consolidated Liquidity and Cash Reserves of Registrant

period last year. balance amounted to P2.1 bn compared with the P467.4 mn net cash balance at the end of the same loan and long term debt payments done during the period in review. As of March 31, 2013, net cash used of P204.8 mn in the same period last year. The decline was due to the absence of significant financing activities for the period ended March 31, 2013 decreased to P22.4 mn from net cash flow positive net cash flow provided by investing activities in the amount of P516.3 mn. Net cash used in period in review. Higher dividends received during the first three months of 2013 resulted to period last year. was a reversal in position compared to the net cash provided by operations of P88.5 mn in the same Net cash used by operations for the first three months ended March 31, 2013 was P159.2 mn, which This was primarily due to payment of accounts and reduced earnings during the

requirements. Cash inflows are expected to be sufficient for the Company's projected outflows in the foreseeable future, and its cash reserves are more than adequate for any given year's average cash

### **Material Events and Uncertainties**

Company's liquidity increasing or decreasing in any material way. There are no material commitments that may result in or that are reasonably likely to result in the

sales/revenues/income from continuing operations. There are no known trends, demands, commitments, events or uncertainties that have had or that reasonably expected to have a material favorable 9 unfavorable impact on

There are no significant elements of income or loss that did not arise from the issuer's continuing

Company, including any default or acceleration of an obligation. There are no events that will trigger direct or contingent financial obligation that is material to the

other persons created during the reporting period. contingent obligations), and other relationships of the Company with unconsolidated entities or There no material off-balance sheet transactions, arrangements, obligations (including

There are no material commitments for capital expenditures.

operations. There are no seasonal aspects that had a material effect on the financial condition or results of

## Financial Instruments and Financial Risk Management

to-medium term cash flows by minimizing the exposure to financial markets. resulted from its operating and investing activities. The Group focuses on actively securing its short-The Company and its subsidiaries (the Group) are exposed to a variety of financial risks, which

described below. does it write options. The most significant financial risks to which the Group is exposed to are The Group does not actively engage in the trading of financial assets for speculative purposes nor

#### **Credit Risk**

contractual obligations. The Group's credit risk arises principally from its receivables. Credit Risk represents the risk of loss the Group would incur if counterparties fail to perform their

receivables. Notes to the interim Financial Statements as March 31, 2013 for the aging analysis of the Group's are actively monitored to avoid significant concentrations of credit risk. Please refer to Note 2 of the potential loss differs significantly from the financial asset's carrying amount. The Group's receivables the balance sheets. Credit risk, therefore, is only disclosed in circumstances where the maximum Generally, the maximum credit risk exposure of financial assets is their carrying amount as shown in

#### **Liquidity Risk**

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall

obtained from related party advances and short-term loans when necessary. operations and mitigate the effects of fluctuations in cash flows. Additional short-term funding is The Group monitors and maintains a level of cash deemed adequate by management to finance its

#### Foreign Currency Risk

The Group is exposed to foreign currency risk on transactions that are denominated in currencies other than the Philippine Peso (P), which is United States Dollar (USD).

The Group's exposure to foreign currency risk based on amounts is as follows:

	March	March 31, 2013	
Loan Receivables	USD	0.00	
Trade Receivables	USD	USD 0.00	
Cash	USD 5	USD 56,273.00	
Gross Exposure	USD 5	USD 56,273.00	

was US\$1 = P40.72. The average US Dollar-Philippine Peso exchange rate for the three (3) months ended March 31, 2013

The exchange rate applicable as of March 31, 2013 is US\$1=P40.90

#### Sensitivity Analysis

variables remain constant. Dollar as of March 31, 2013 would have an equal but opposite effect, on the basis that all other increased equity and profit by P230,157. A 10% weakening of the Philippine Peso against the US A 10% strengthening of the Philippine Peso against US Dollar as of March 31, 2013 would have

The Group absorbs the risk and favorable and unfavorable exchange rate movement as they arise.

The Company neither issues nor invests in complex securities particularly on derivatives

The Company does not have investments in foreign securities.

approximate their fair values due to short-term maturity of these instruments. carrying values of cash and cash equivalents, receivables, trade, and other payables

which are traded in the market. These financial instruments are however not traded actively The Company has minimal financial instruments in the form of available for sale shares of stock

### For the Year Ended December 31, 2012

#### 1. Plan of Operation

For the next twelve months, the Company will continue to oversee its investments in the investee

contracts as compensation for ancillary services provided. by its investee companies and (2) management fees paid by investee companies with management As a holding company, it shall satisfy its cash requirements through (1) dividends declared and paid

that are in various stages of development. The projects, should viability be proven, will be done via joint ventures, where funding will be sourced through project financing. the power industry, particularly in the power generation business. The Company has several projects Vivant, through its Business Development Group, is continuously on the lookout for opportunities in

## 2. Management's Discussion and Analysis

companies: (a) equity earnings, (b) Earnings before Interest, taxes, Depreciation and Amortization Management uses the following key performance indicators for the Company and its investee (EBITDA), (c) debt-to-equity ratio, (d) current ratio, and (e) cash flow generated.

#### (i) Equity Earnings (or Loss)

contribution to the profitability of the parent. Equity earnings (or loss) is the Company's share in the income or loss of subsidiaries accounted for increased 44% in 2012 from P669.8 mn in 2011. under the equity method. It indicates the profitability of the subsidiaries and measures their Equity in net earnings of associated companies

#### (ii) EBITDA

the industry. EBITDA increased by 39% to P1.7 bn in 2012 from P1.2 bn in 2011. amortization expenses. Since EBITDA eliminates the effects of financing and accounting decisions, it can provide a relatively good comparison of the performance of the Company with other players in EBITDA is calculated by taking operating income and adding back to it interest, depreciation, and

#### (iii) Debt-to-Equity Ratio

equity ratio does not exceed P2:P1. Debt to Equity ratio decreased to P0.24:P1 in 2012 from December 31, 2012, the Company is no longer bound by a loan covenant that requires that debt to P0.98:P1 in 2011. Debt-to-Equity ratio is computed by dividing total liabilities with total stockholders' equity.

#### (iv) Current Ratio

to cover a peso amount of current liability. Current Ratio increased to P2.24:P1 in 2012 from liquidity of the Company in the short term and measures the peso amount of current asset available Current ratio is computed by dividing current assets with current liabilities. P0.59:P1 in 2011. This indicates the

#### (v) Cash Flow Generated

investing, and financing activities. Net Cash Flow Generated increased to P1.2 bn from a Net Cash Cash flow generated indicates the ability of the Company to generate enough cash for operating, Used of P13.7 mn in 2011.

# Consolidated Financial Statement for the Full Fiscal Year ended December 31, 2012

P148.5 mn from P122.9 mn in 2011. The increase was the result of the upward adjustment in distribution and power generation earnings of associates. Management Fees increased 21% to capacity as well as an increase in prices by WESM. due to a 103% increase in Energy Fees of a subsidiary brought about by a combined increase in sold income on payments on escrow for a subsidiary's power plant purchase that was rescinded during contract rates as stipulated in the contracts as well as newly negotiated rates. 44% to P961.4 mn in 2012 from P669.8 mn in 2011, attributed to both an increase in power consolidated revenue of P2.1 bn in 2011, representing an 80% increase. The increase was primarily increase in free cash that allowed for higher earnings on short term placements and the interest increased to P47.6 mn or by 185% in 2012 from P16.7 mn in 2011. At the end of 2012 the Company had consolidated revenues of P3.8 bn compared to the Equity in Net Earnings of Associates increased by The increase is attributed to an Interest income

mainly due to extraordinary income that a subsidiary realized in 2011 that did not recur in 2012 the year. Other income decreased to P7.0 mn in 2012 from P9.3 mn in 2011. The decrease was

increase in capacity sold. Consolidated operating expenses increased by 83% to P2.2 bn in 2012 from P1.2 bn in 2011. increase was primarily due to an increase in Generation Costs by 75% to P1.8 bn in view of the The

P0.2 mn in 2012 from P0.7 mn in 2011 due to the reclassification of a portion of the account to were fewer occasions for representation in 2012. Security and janitorial expense decreased 73% to now takes this up in full. Representation expenses decreased 17% to P1.4 mn from P1.7 mn. There cost did not reflect the full annual impact of the new office space that year, whereas the 2012 cost P2.2 mn in 2011. In addition to the escalation in rent as provided in the lease contracts, the 2011 to the increase in manpower. mn in 2012 from P8.2 mn in 2011 due to more business activity and site visits for potential projects. of operations and adjustments in salaries and benefits. Travel expenses increased by 29% to P10.5 Salaries and employee benefits increased to P35.5 mn in 2012 or by 98% compared to P17.9 mn in new management contract entered into by a subsidiary for the management of its power plant. Management Fees increased by 29% to P37.6 mn in 2012 from P29.1 mn in 2011. This was due to significant increase was due to consultancy and advisory services incurred by a subsidiary during the 2011. Professional Fees increased 516% from P33.6 mn in 2011 to P207.2 mn in 2012. in 2011. The decrease was brought about by the absence of Customs Duties paid by a subsidiary in Operating Expenses in 2012 had Taxes and Licenses decreasing by 15% to P23.0 mn from P26.9 mn Generation Cost during the year. Other operating expenses decreased slightly by 2% to P12.4 mn in Communication and utilities expense increased 22% to P2.9 mn in 2012 from P2.4 mn in 2011, due 2011. The increase is the combined effect of an increase in manpower to address the growing needs rescission of the CTS and technical services incurred for the maintenance of power plant equipment. 2012 from P12.7 mn in 2011. Rent and association dues increased 80% to P4.0 mn in 2012 from

after it entered into a Mutual Rescission Agreement (MRA) on the purchase of a power plant. to the prepayment of Notes Payable and the derecognition of the Long Term Debt of a subsidiary Finance cost decreased by 68% in 2012 to P61.1 mn from P189.8 mn in 2011. The decrease was due

from P793.0 mn in 2011 to P 2.0 bn in 2012 or 157%. The combined effect of the above account movements increased total comprehensive net income

# Changes in Registrant's Resources, Liabilities, and Shareholders' Equity

and the grant of one-year interest bearing cash advances by a subsidiary to its stockholders. subsidiary's CTS for the purchase of its power plant. Receivables increased by 52% to P620.6 mn in primarily due to reduction in Property, Plant, and Equipment arising from the rescission of a account to the particular Advances to Related Parties account. P279.3 mn in 2011 due to depreciation. Other non-current assets decreased by 55% to P22.5 mn in Investment properties had a negligible decrease in 2012 of less than 1% to P279.0 mn in 2012 from in 2012 from P3.9 bn in 2011 due to the declaration of cash and property dividends during the year. parts and supplies for use in the succeeding year. Investment in associates decreased 7% to P3.7 bn 2012 from P253.0 mn in 2011 due to advances made by a subsidiary to its supplier of power plant inventory management. to the shift to a consignment arrangement with the fuel supplier thereby increasing efficiency in Inventories decreased by 37% to P103.2 mn in 2012 from P163.1 mn in 2011. The decrease was due 2012 from P408.5 mn in 2011 largely due to increase in trade receivables from higher energy sales The Company's consolidated total assets decreased 16% to P7.1 bn in 2012 from P8.4 bn in 2011, 2012 from P50.0 mn in 2011, due to the reclassification of project advances previously lodged in this Prepayments and other current assets increased by 79% to P453.5 mn in

entered into by a subsidiary where the power plant, buildings, machineries, equipment and other facilities included were derecognized. Deferred tax asse subsidiary. Advances to associates and stockholders decreased 70% to P28.7 mn in 2012 from P94.8 decrease by less than 1% to P16.5 mn in 2012 from P16.6 mn in 2011. equipment decreased by 98% to P42.4 mn in 2012 from P2.5 bn in 2011 as a result of the MRA mn in 2011. The decrease was due to the settlement of advances by a subsidiary. Property and increase in revenues and the refund of payments related to the rescinded power plant purchase of a Cash and cash equivalents increased by 206% to P1.8 bn in 2012 from P587.6 mn in 2011 due to Deferred tax assets had a slight improvements,

100% in 2012 from P2.5 bn in 2011 as a result of the MRA. 54% to P365.0 mn in 2012 from P796.3 mn in 2011. Long term debt on the other hand decreased a the prepayment of Notes Payable and de-recognition of the long term liability as a result of the Consolidated total liabilities decreased by 67% to P1.4 bn in 2012 from P4.2 bn in 2011 because of In view of the Notes Payable prepayment, Current and non-current notes payable decreased

payments made on some of the advances. related parties decreased by 13% to P197.5 mn in 2012 from P225.8 mn in 2011 due to the outstanding payable for advisory and consultation fees related to the rescission. Advances from Trade and other payables increased by 20% to P683.5 mn in 2012 from P569.2 mn in 2011 due to an

operations and the extraordinary gain on the rescission of the CTS in a subsidiary. Stockholders' Equity increased by 35% to P5.7 bn from P4.2 bn in 2011 due to favorable results of

## Material Changes in Liquidity and Cash Reserves of Registrant

from the contract rescission of P664.6 mn. activities of P1.0 bn in 2012 from P266.0 mn in 2011 due to higher revenues and the cash received Cash generated from operating activities increased by 277% to net cash provided by operating

were 84% more than the P485.3 mn received in 2011. to a significant increase in cash dividends. Dividends received from associates of P894.8 mn in 2012 Net cash provided by investing activities increased by 137 % to P1.1 bn from P449.5 mn in 2011 due

shareholders increased by 13% to Ph311.0 mn in 2012 from P276.3 mn in 2011. mn in 2011 due the increase in cash dividends and the settlement of loans. Cash dividends paid to Net cash used in financing activities increased by 18% to P862.5 mn from net cash used of P729.2

requirements Cash inflows are expected to be sufficient for the Company's projected outflows in the foreseeable and its cash reserves are more than adequate for any given year's average cash

### **Material Events and Uncertainties**

capital, either through debt or equity issuance. will fund its share of the equity through internally generated funds or possibly through additional debt, where debt will be at the project company level. As these projects are implemented, Vivant plant developments. Funding for these projects will be done through a combination of equity and Vivant, through its subsidiaries and associates, have identified projects involving Greenfield power

Company, including any default or acceleration of an obligation. There are no events that will trigger direct or contingent financial obligation that is material to the

other persons created during the reporting period contingent obligations), and other relationships of the Company with unconsolidated entities or There are no material off-balance sheet transactions, arrangements, obligations (including

There are no seasonal aspects that had a material effect on the financial condition or results of

### For the Year Ended December 31, 2011

#### 1. Plan of Operation

company for shares of stock in its investee companies. For the next twelve months, the Company will continue to pursue its primary purpose as a holding

investee companies. As a holding company, it shall satisfy its cash requirements through dividends declared by these

significant change in the number of employees. operation, nor does it expect any purchase or sale of plant and significant equipment nor any The Company does not anticipate undertaking any product research and development for its

### 2. Management's Discussion and Analysis

(EBITDA), (c) debt-to-equity ratio, (d) current ratio, and (e) cash flow generated companies: (a) equity earnings, (b) Earnings before Interest, taxes, Depreciation and Amortization Management uses the following key performance indicators for the Company and its investee

#### (i) Equity Earnings (or Loss)

increased by 26% to P669.8 mn in 2011 from P532.6 mn in 2010. contribution to the profitability of the parent. under the equity method. Equity earnings (or loss) is the Company's share in the income or loss of subsidiaries accounted for It indicates the profitability of the subsidiaries and measures their Equity in net earnings of associated companies

#### (ii) EBITDA

the industry. EBITDA increased by 49% to P1.2 bn in 2011 from P837.9 mn in 2010. can provide a relatively good comparison of the performance of the Company with other players in amortization expenses. Since EBITDA eliminates the effects of financing and accounting decisions, it EBITDA is calculated by taking operating income and adding back to it interest, depreciation, and

#### (iii) Debt-to-Equity Ratio

ratio not to exceed P2:P1. Debt to Equity ratio decreased to P0.97:P1 from P1.18:P1 in 2010. December 31, 2011, the Company is bound by a loan covenant which requires the debt to equity Debt-to-Equity ratio is computed by dividing total liabilities with total stockholders' equity. As of

#### (iv) Current Ratio

to cover a peso amount of current liability. liquidity of the Company in the short term and measures the peso amount of current asset available Current ratio is computed by dividing current assets with current liabilities. Current Ratio decreased to P0.59:P1 from P1.12:P1 This indicates the

#### (v) Cash Flow Generated

investing, and financing activities. Net Cash Flow Generated decreased to P13.7 mn in 2011 from Cash flow generated indicates the ability of the Company to generate enough cash for operating, P443.4 mn in 2010.

# Consolidated Financial Statement for the Full Fiscal Year ended December 31, 2011

At the end of 2011 the Company had consolidated revenues of P2.1 bn compared to revenues in 2011 from P8.2 mn in 2010. The increase was primarily due to a favorable adjustment in rental management fee rates. Interest income increased by 0.5% to P16.7 mn in 2011 from P16.6 mn in P122.9 mn in 2011 from P104.4 mn in 2010. The increase was due to an upward adjustment in income contributions from its subsidiaries and associates. Management Fees increased by 18% increased by 26% to P669.8 mn in 2011 from P532.6 mn in 2010. The increase was due to higher 2010 in the amount of P1.5 bn, representing a 41% increase. Equity in Net Earnings of Associates The increase was due to higher interest rates in 2011. Other income increased to P9.3 mn in

activity. Rent and association dues increased by 332% to P2.2 mn in 2011 from P0.5 mn in 2010. increase was brought about by the full year operations of a subsidiary that operated only starting July 30, 2010. Management Fees increased by 182% to P36.2 mn in 2011 from P12.8 mn in 2010. operating expenses increased by 104% to P12.7 mn in 2011 from P6.2 mn. The increase was due to in 2010, due to the full operations of a subsidiary that operated only on July 30, 2010. during the year. Security and janitorial expense increase by 566% to P0.7 mn in 2011 from P0.1 mn effectively adapt to the growing needs of the Company. Travel expenses increased by 152% to P8.2 expenses. Taxes and Licenses  $\,$  increased by 120% to P27.0 mn in 2011 from P12.3 mn in 2010. The communication and utilities, rent and association dues, security and janitorial, and other operating employee benefits, travel expenses, depreciation and amortization, impairment loss on receivables, increased business activities. The escalation was due to the lease of an additional office space to accommodate manpower added expense increased by 122% to P2.4 mn in 2011 from P1.1 mn in 2010, also due to increased business mn in 2011 from P3.3 mn in 2010 due to increased business activity. Communication and utilities The increase was due to the additional manpower that was put in place in 2011 in order to year. Salaries and employee benefits increased by 110% to P17.9 mn in 2011 from P8.5 mn in 2010. The upward movement was due to the overall increase in the rates of management fees during the increase was primarily due to increases in taxes and licenses, management fees, salaries and Consolidated operating expenses increased by 30% to P1.2 bn in 2011 from P920.2 mn in 2010.

P189.8 mn from P51.7 mn in 2010. The increase was due to financing cost for the amortization of a non-recurring nature of the expense booked in 2010. Finance cost increased by 268% in 2011 to operating a power plant. Representation expenses decreased by 66% to P1.7 mn in 2011 from P5.1 due to the absence of a one-time fee in 2010 for the consultancy services on the feasibility of Professional Fees decreased by 87% to P26.6 mn in 2011 from P203.8 mn in 2010. The decrease was power plant of a subsidiary. mn in 2010 due to lesser representation requirements. No royalty fee was incurred in 2011 given the These increases were partly offset by decreases in professional fees, representation and royalty fees.

In 2011, total comprehensive net income increased by 48% to P793.4 mn from P534.7 mn in 2010

# Changes in Registrant's Resources, Liabilities, and Shareholders Equity

mn in 2010, due to the increase in advances for various projects. owned by a subsidiary. Other non-current assets increased by 103% to P50.0 mn in 2011 from P24.6 P279.3 mn in 2011 from P187.8 mn. The increase was due to a fair value adjustment on properties reclassification of advances to a subsidiary to equity. associates increased by 39% to almost P4.0 bn in 2011 from P2.9 bn in 2010, mainly due to the 84% to P253.0 mn in 2011 from P137.5 mn in 2010 due to higher prepaid taxes. Investment in electricity generation in view of high demand. Prepayments and other current assets increased by increased by 125% to P163.1 mn from P72.6 mn. The increase was in anticipation of higher 2011 from P323.8 mn in 2010 primarily due to the upsurge of a subsidiary's energy fees. Inventories primarily due to the increases in receivables, inventories, prepayments and other current assets, The Company's consolidated total assets increased by 3% to P8.4 bn in 2011 from P8.2 bn in 2010, investment properties and other non-current assets. Receivables increased by 26% to P408.6 mn in Investment properties increased by 49% to

Deferred tax assets decreased by 31% to P16.6 mn from P24.1 mn due to expired NOLCO. and equipment decreased by 11% to P2.6 bn from P2.9 bn due to recognition of depreciation. in 2011 from P1.0 bn in 2010. The decline was due to the conversion of advances to equity. Property of a subsidiary's power plant. Advances to associate and stockholders decreased by 91% to P94.8 mn equivalents decreased by 2% to P587.6 mn in 2011 from P601.3 mn in 2010 due to the amortization associate and stockholders, property and equipment and deferred tax assets. The above increases were partly offset by the decreases in cash and cash equivalents, advances to

decreased by 16% to P2.5 bn from P3.0 bn in view of payment of loan amortizations. by 12% at P796.3 mn in 2011 from P908 mn in 2010 due to payment of loans. Long term debt to decreases in notes payable and long term-debt. Current and non-current notes payable was lower Consolidated total liabilities decreased by 6% to P4.2 bn in 2011 from P4.4 bn in 2010 primarily due

parties increased by 160% to P225.8 mn in 2011 from P86.9 mn in 2010 due to operational needs of mn in 2010 because of the booking of deferred output tax during the year. Advances from related from related parties. Trade and other payables increased by 55% to P569.2 mn in 2011 from P367.1 The above decreases were partly off-set by the increase in trade and other payables and advances

the current year's improved earnings. Stockholders' Equity was up by 14% to P4.3 bn in 2011 from P3.7 bn in 2010 primarily because of

## Material Changes in Liquidity and Cash Reserves of Registrant

following revenue growth and a corresponding increase in revenue collections. activities of P266.0 mn in 2011 from a net cash provided by operating activities of P72.7 mn in 2010, Cash generated from operating activities increased by 266% to a net cash provided by operating

Net cash provided by investing activities increased by 40% to P449.5 mn in 2011 from P321.3 mn in 2010. Dividends received from associates is higher by 54% at P485.3 mn in 2011 from P314.3 mn in

in 2011 from P173.9 mn in 2010. provided of P49.3 mn in 2010. Cash dividends paid to shareholders increased by 59% to P276.3 mn Net cash used in financing activities increased by 1,578% to P729.2 mn in 2011 from net cash

foreseeable future, and its cash reserves are more than adequate for any given year's average cash Cash inflows are expected to be sufficient for the Corporation's projected outflows in

### **Material Events and Uncertainties**

reasonably likely to result in the Registrant's liquidity increasing or decreasing in any material way. Company is committed to invest in 1590 EC through VEC, that may result in or that are

Company, including any default or acceleration of an obligation. There are no events that will trigger direct or contingent financial obligation that is material to the

other persons created during the reporting period contingent obligations), and other relationships of the Company with unconsolidated entities or There are no material off-balance sheet transactions, arrangements, obligations (including

There are no known trends, events, or uncertainties that may have a material impact on sales.

There are no material commitments for capital expenditures.

There are no seasonal aspects that had a material effect on the financial condition or results of

### **PART III – CORPORATE GOVERNANCE**

corporate governance by adopting good corporate practice recognized in more progressive governance. The Company has substantially complied with the provisions of its Revised Manual on directors and top-level management are encouraged to ensure compliance with leading practices on good corporate governance, members of the board of Vivant has adopted the Corporate Governance Self-Rating Form of the Commission, the criteria and corporations and incorporating the same in its Manual. Corporate Governance, and the same has been disclosed to the Commission. It has plans to improve the Board of Directors and top-level management with its Manual of Corporate Governance. the rating system therein as a means of measurement or determination of the level of compliance of attend seminars on good

certifies that the company has substantially complied with the provisions thereof. Commission on the extent of compliance by the company with its Manual, the undersigned hereby Manual on Corporate In compliance with the full disclosure rules on the Code of Corporate Governance, the Revised Governance (the "Manual"), and the reportorial requirement of the

practice As of the date of this Report, there are no changes in the corporate governance structure and

## Compliance with The Minimum Public Ownership Requirement

that is publicly available to the Company and within the knowledge of its directors it has 12.8% public float as of March 31, 2013. Vivant complies with the Rule on Minimum Public Ownership, as amended. Based on information