



SAN MIGUEL CORPORATION



**SAN MIGUEL
BREWERY INC.**

(A subsidiary of San Miguel Corporation)



and

March 26, 2009

Philippine Stock Exchange, Inc.
Disclosure Department
4th Floor, Philippine Stock Exchange Center
PSE Center, Exchange Road
Ortigas Center, Pasig City

Attention: **Mr. Noel B. del Castillo**
OIC-Disclosure Department

Gentlemen:

Attached are the materials for the Investors' Briefing of San Miguel Corporation,
Ginebra San Miguel, Inc. and San Miguel Brewery Inc.

Very truly yours,


ROSABEL T. BALAN
Assistant Corporate Secretary



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CORPORATION



Investors' Briefing

2008 Total Year Performance

26 March 2009

Developments:

- o Option Agreement with Ashmore Group for purchase of 50.1% stake in Petron
- o MOU with Qatar Telecom QSC to partner and study the wireless broadband and mobile communications projects
- o Set-up of 2 new wholly owned subsidiaries – Brewery Properties Inc. and Iconic Beverages Inc. for Beer land assets and brands in the Philippines
- o MOU with Kirin to purchase 43.25% stake in San Miguel Brewery Inc.

Consolidated Net Income

| <i>In Billion Pesos</i> | 2008 | 2007 | Change |
|---|----------------|----------------|-------------|
| Net Sales | P 168.0 | P 148.0 | 14% |
| Inc. from Operations | P 14.8 | P 11.7 | 26% |
| Profit from Continuing Operation | P 14.7 | P 8.08 | 82% |
| Net Income | P 19.3 | P 8.63 | 124% |
| <i>EPS</i> | <i>P 6.13</i> | <i>P 2.74</i> | |

San Miguel Brewery Inc.

| <i>In Million Pesos</i> | 2008 | 2007 | Change |
|-----------------------------|-----------------|-----------------|------------|
| Net Sales | P 48,787 | P 44,139 | 11% |
| Inc. from Operations | P 15,636 | P 12,273 | 27% |
| Net Income | P 10,042 | P 8,015 | 25% |
| Volume Growth | | | 4% |

Beer International

| <i>In Million Dollar</i> | 2008 | 2007 | Change |
|-----------------------------|----------|-----------|--------|
| Net Sales | \$ 282.9 | \$ 228.9 | 24% |
| Inc. from Operations | \$ 1.97 | \$ (4.35) | 145% |
| Volume Growth | | | 1% |

Beer International

Hong Kong

- o Domestic volumes posted 5% growth
- o Positive operating income, a step-up from last year's loss

South China

- o Economic downturn affected volumes
- o Expanding penetration and promotion outside core markets

North China

- o Volumes declined amid contraction of beer industry
- o Registered record operating profit

Indonesia

- o Domestic volume grew 18%
- o Operating Income lifted to record level

Vietnam

- o Volumes declined with widespread competitor buyouts and termination of sponsorships contract

Thailand

- o Volumes nearly doubled with increase in penetrated outlets
- o Overall profitability improved

Ginebra San Miguel

| <i>In Million Pesos</i> | 2008 | 2007 | Change |
|-----------------------------|-----------------|-----------------|---------------|
| Net Sales | P 15,428 | P 13,111 | 18% |
| Inc. from Operations | P 431 | P 643 | 33% |
| Net Income | P (291) | P 394 | - 174% |
| Volume Growth | | | 9% |

San Miguel Food Group

| <i>In Million Pesos</i> | 2008 | 2007 | Change |
|-----------------------------|-----------------|-----------------|-------------|
| Net Sales | P 73,233 | P 63,806 | 15% |
| Inc. from Operations | P 2,011 | P 2,822 | -29% |

San Miguel Food Group

Agro Industrial Cluster

- o Poultry volume remained high throughout the year
- o Revenue grew 15% to P48,811 Million

Milling Cluster

- o Surge in wheat cost
- o Revenue grew 30% to P8,684 Million

Value Added

- o Growth sustained in all segments
- o Revenue grew 11% to P11,567 Million

Dairy, Oils and Fats

- o Adversely affected by rise in raw materials costs
- o Revenue declined 7% to P4,813 Million

San Miguel Packaging Group

| <i>In Million Pesos</i> | 2008 | 2007 | Change |
|-----------------------------|-----------------|-----------------|-------------|
| Net Sales | P 19,862 | P 18,777 | 6% |
| Inc. from Operations | P 1,369 | P 425 | 222% |



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THANK YOU

Visit our website – <http://www.sanmiguel.com.ph>