



**SAN MIGUEL
CORPORATION**



**SAN MIGUEL
BREWERY INC.**



**San Miguel
Pure Foods**



INVESTORS' BRIEFING

2016 First Semester Results

10 August 2016

Recent Events

1

Sale of Telco business:

- Enterprise Value: P69.1 billion
- P52.08 billion represents share value and advances

2

Acquisition /full control in MRT7 Project:

- Total consideration: \$100 million
- Acquisition of 49% equity interest in Universal LRT Corporation

3

SMC Global Power issuance of retail bond:

- Total amount: P15.0 billion
- Tenor: 5, 7 and 10 years
- Dividend rate: 4.3458%, 4.7575% and 5.1792%



SAN MIGUEL CORPORATION

FIRST SEMESTER 2016

IN MILLION PESOS	2016	2015	CHANGE
<i>Net Sales</i>	329,168	334,076	-1%
<i>Income from Operations</i>	48,753	41,094	19%
<i>Net Income from Continuing Operation</i>	23,463	17,619	33%
<i>Reported Net Income</i>	35,281	17,010	107%
<i>EBITDA</i>	63,372	52,276	21%

SAN MIGUEL BREWERY INC.

FIRST SEMESTER 2016

IN MILLION PESOS	2016	2015	CHANGE
<i>Net Sales</i>	47,396	39,802	19%
<i>Income from Operations</i>	12,574	10,875	16%
<i>Net Income</i>	8,252	6,903	20%



GINEBRA SAN MIGUEL INC.

FIRST SEMESTER 2016

IN MILLION PESOS	2016	2015	CHANGE
<i>Net Sales</i>	8,414	7,453	13%
<i>Income from Operations</i>	414	246	68%
<i>Net Income</i>	138	5	*

SAN MIGUEL PURE FOODS COMPANY INC.

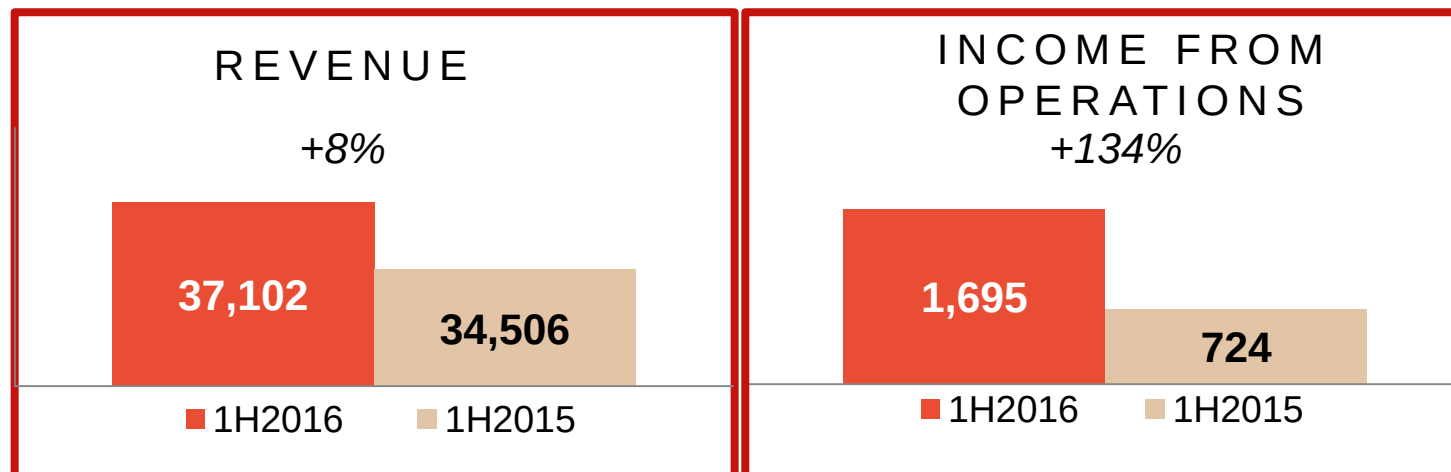
FIRST SEMESTER 2016

IN MILLION PESOS	2016	2015	CHANGE
<i>Net Sales</i>	53,154	50,508	5%
<i>Income from Operations</i>	3,602	2,740	31%
<i>Net Income</i>	2,499	1,829	37%

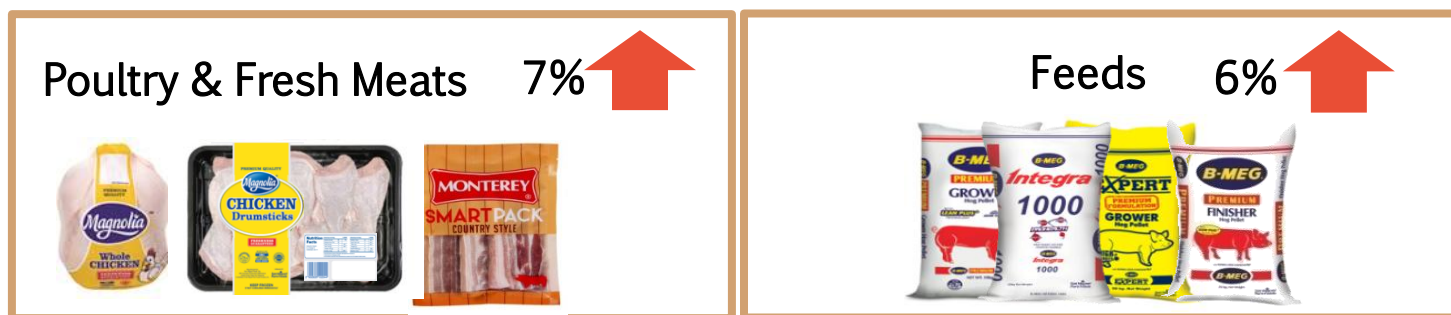
SAN MIGUEL PURE FOODS COMPANY INC.

Agro-Industrial

IN MILLION PESOS

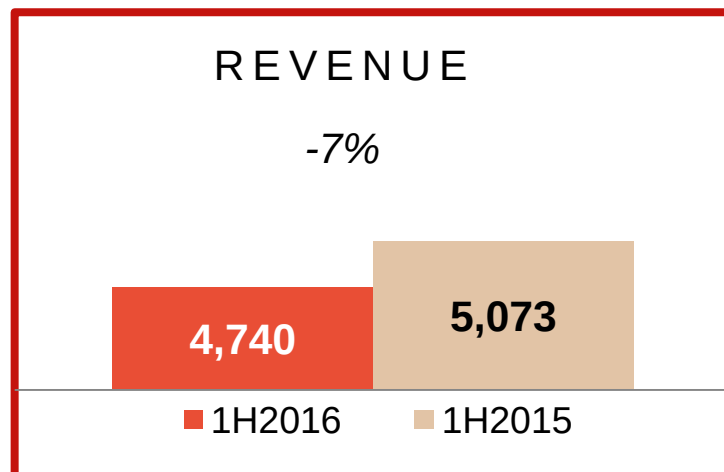
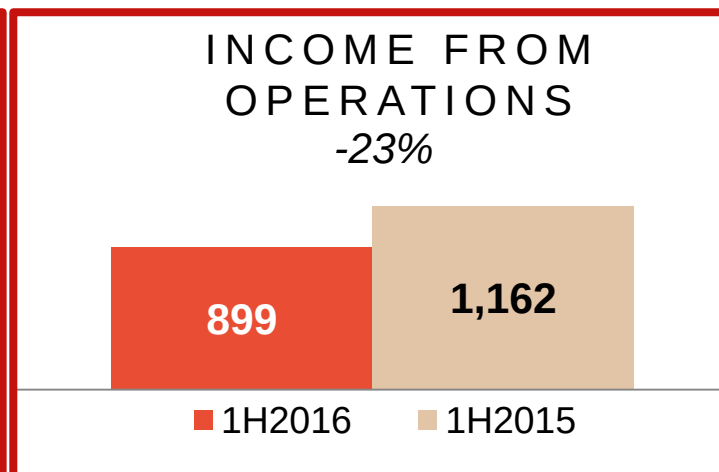


Volume Growth



Milling

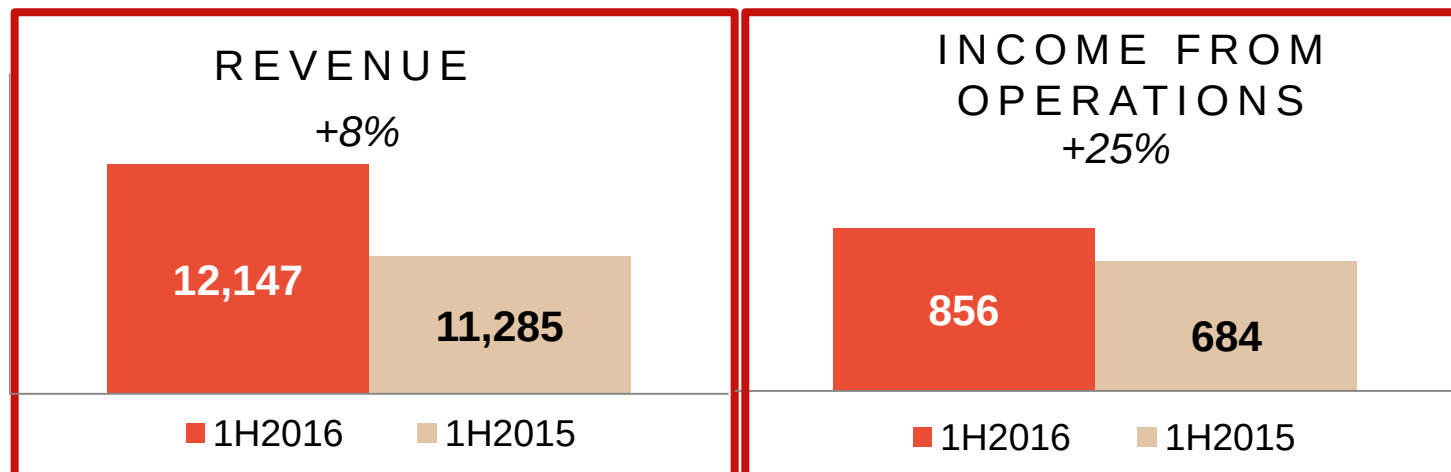
IN MILLION PESOS



San Miguel Pure Foods **SAN MIGUEL PURE FOODS COMPANY INC.**

Branded Value - Added

IN MILLION PESOS



Brand Building



SAN MIGUEL PURE FOODS COMPANY INC.

Food Service



Fast Food Chains

Convenience Stores

Pizza Chains

Hotels & Restaurants



 SAN MIGUEL PURE FOODS COMPANY INC.
FIRST SEMESTER 2016

IN MILLION PESOS	As of June 2016	As of December 2015
<i>Total Assets</i>	61,228	61,038
<i>Cash</i>	8,806	9,284
<i>Net Working Capital</i>	19,336	18,882
<i>CAPEX</i>	1,101	3,128
<i>Interest-bearing Debt</i>	3,438	3,641
<i>Current Ratio</i>	1.95x	1.89x
<i>Debt-to-Equity Ratio</i>	0.51x	0.56x
<i>Interest-bearing Debt to Equity Ratio</i>	0.08x	0.09x

SAN MIGUEL PACKAGING GROUP

FIRST SEMESTER 2016

IN MILLION PESOS	2016	2015	CHANGE
<i>Net Sales</i>	<i>13,511</i>	<i>12,013</i>	<i>12%</i>
<i>Income from Operations</i>	<i>1,331</i>	<i>1,104</i>	<i>21%</i>

 SMC GLOBAL POWER HOLDINGS CORP.
FIRST SEMESTER 2016

IN MILLION PESOS	2016	2015	CHANGE
<i>Net Sales</i>	<i>41,072</i>	<i>40,455</i>	<i>2%</i>
<i>Income from Operations</i>	<i>15,741</i>	<i>13,650</i>	<i>15%</i>

GREENFIELD POWER PROJECTS

MALITA 2X150MW POWER PLANT



GREENFIELD POWER PROJECTS

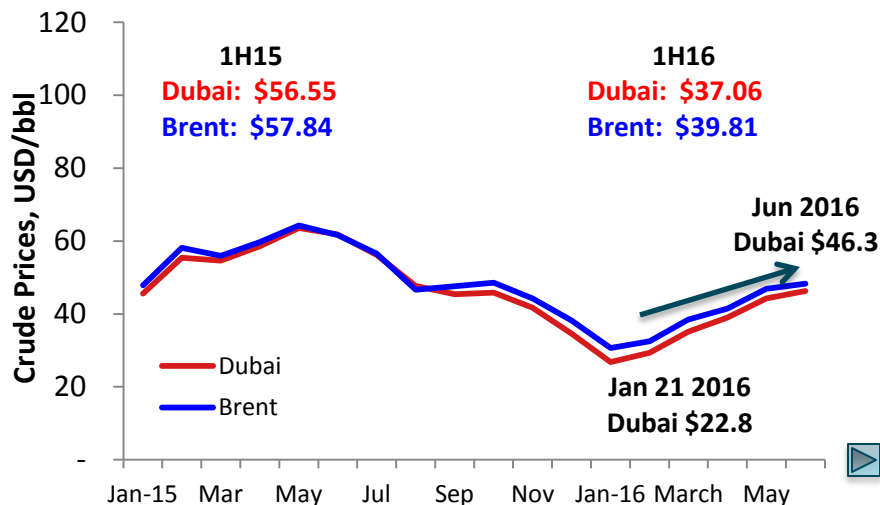
LIMAY 2X150MW POWER PLANT



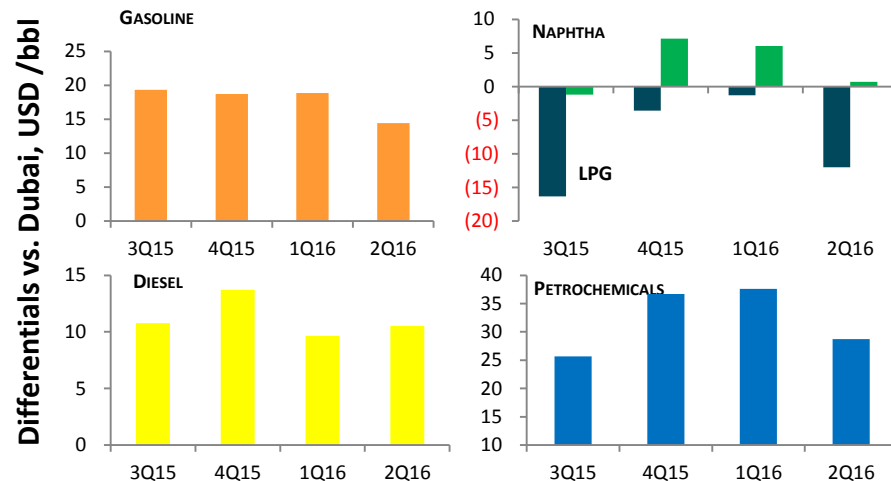


PETRON CORP.

CRUDE PRICES



PRICE DIFFERENTIALS VS. DUBAI



- Oil price continued to recover in 2Q16 on rebalancing expectations
 - Talk of production freeze of OPEC/Non-OPEC producers in April Doha meeting
 - Supply disruptions in OPEC oil producers - Kuwait and Nigeria
 - Continued reduction in US production
 - Supply disruptions in Canada

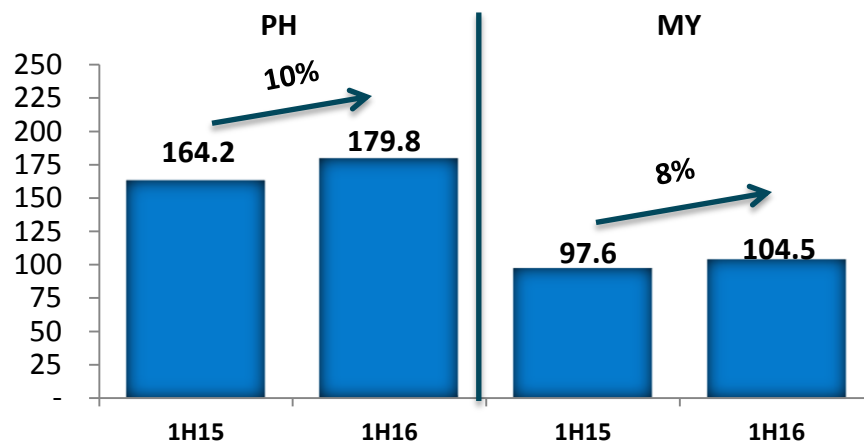
- Refining margin correction for Gasoline and LPG
 - Partial re-balancing due to increased supply
- Lower margins for naphtha and petrochemicals
 - Low demand due to seasonal maintenance of petrochemical facilities



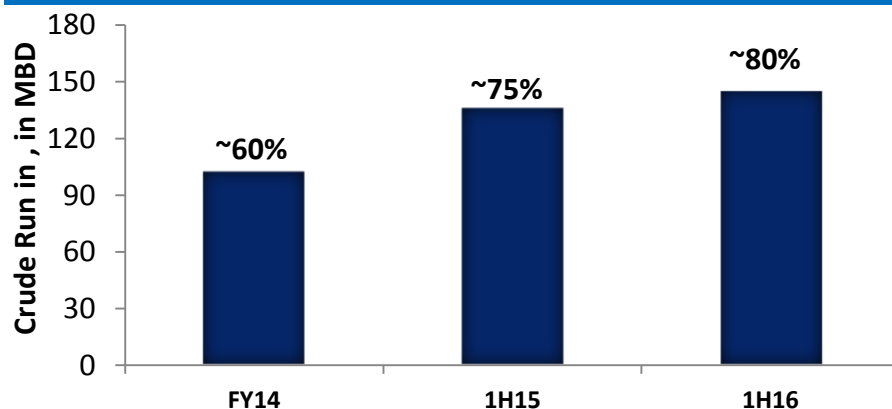
PETRON CORP.

Operating Performance

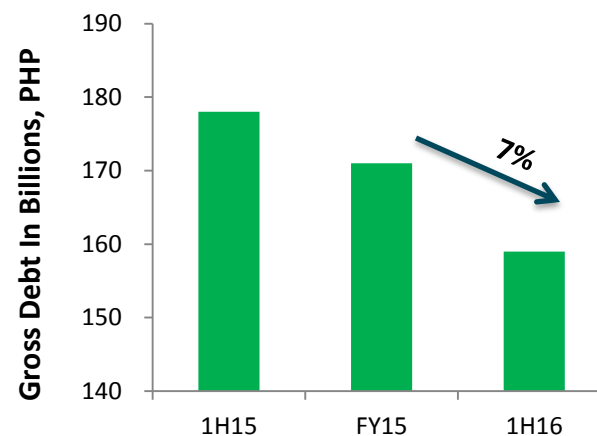
SALES VOLUME PERFORMANCE ('000 BARRELS/DAY)



BATAAN REFINERY UTILIZATION



- Strong sales volumes growth in all major segments
 - PH driven by strong growth in industrial, LPG and lubricants. Diesel as main product driver.
 - MY driven by high industrial and retail growth with gasoline and diesel as main product drivers.
- Improvements in Refinery utilization and RMP-2 production
- Continued reduction in debt levels





PETRON CORP.

FIRST SEMESTER 2016

IN MILLION PESOS	1H 2016	1H2015	CHANGE
<i>Net Sales</i>	<i>161,863</i>	<i>186,051</i>	<i>-13%</i>
<i>Gross Margins</i>	<i>17,754</i>	<i>14,918</i>	<i>19%</i>
<i>Rate</i>	<i>11%</i>	<i>8%</i>	
<i>Income From Operations</i>	<i>11,479</i>	<i>8,876</i>	<i>29%</i>
<i>Net Income</i>	<i>5,279</i>	<i>3,408</i>	<i>55%</i>
<i>Volume (in million barrels)</i>	<i>51.8</i>	<i>47.4</i>	<i>9%</i>



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INFRASTRUCTURE BUSINESS

FIRST SEMESTER 2016

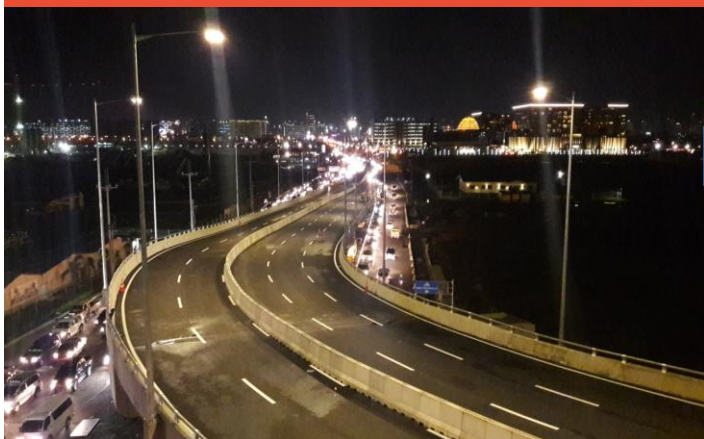
IN MILLION PESOS	2016	2015*	CHANGE
<i>Net Sales</i>	9,779	8,552	14%
<i>Income from Operations</i>	5,035	4,611	9%



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SAN MIGUEL HOLDINGS CORP. INFRASTRUCTURE BUSINESS

NAIA EXPRESSWAY



Macapagal Blvd. (Ramps 15-16)



Toll Plaza (Ramp 9)





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SAN MIGUEL HOLDINGS CORP. INFRASTRUCTURE BUSINESS

BORACAY AIRPORT



Ongoing rehabilitation of old routes



Ongoing works on Osmeña Highway



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SKYWAY STAGE 3



Ongoing works on Section 3



Main Alignment



Ongoing works on Section 3





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TPLEX



Completed Construction in Binalonan





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SLEX TR4





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MRT -7



DRILLING AT QUIRINO AVE. BESIDE LAMESA



DRILLING AT TANDANG SORA FLYOVER



AS-BUILT T SURVEYS OF UTILITIES





INFRASTRUCTURE BUSINESS

DESIGN OF THE WASTE WATER TREATMENT PLANT



SMC FINANCIAL POSITION

IN BILLION PESOS	As of June 2016	As of December 2015
<i>Total Assets</i>	1,276	1,246
<i>Cash</i>	190	181
<i>Interest –bearing Debt</i>	500	515
<i>Current Ratio</i>	1.54x	1.32x
<i>Total Liabilities to Equity Ratio</i>	1.93x	2.24x
<i>Interest-bearing Debt to Equity Ratio</i>	1.15x	1.34x
<i>Net-Debt-to-EBITDA</i>	2.19x	2.57x



SAN MIGUEL CORPORATION



SAN MIGUEL
BREWERY INC.



San Miguel
Pure Foods



Thank you.

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| San Miguel Pure Foods Co. Inc. | - www.sanmiguelpurefoods.com |
| Petron Corporation | - www.petron.com |

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