



SAN MIGUEL CORPORATION
YOUR WORLD MADE BETTER

ANALYSTS' BRIEFING

2021 SEPTEMBER-YTD RESULTS

November 11, 2021

SAN MIGUEL CORPORATION

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	650,573	531,134	22%
<i>Income from Operations</i>	87,739	41,456	112%
<i>Net Income</i>	34,152	10,746	218%
<i>EBITDA</i>	118,125	83,780	41%



SAN MIGUEL
FOOD AND BEVERAGE, INC.

SAN MIGUEL FOOD AND BEVERAGE, INC.

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	221,746	194,559	14%
<i>Income from Operations</i>	32,806	20,531	60%
<i>Net Income</i>	24,184	14,358	68%



SAN MIGUEL
CORPORATION

SAN MIGUEL BREWERY INC.

(a Division of San Miguel Food and Beverage, Inc.)

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	82,082	72,482	13%
<i>Income from Operations</i>	18,182	14,809	23%
<i>Net Income</i>	14,049	11,080	27%



GINEBRA SAN MIGUEL INC.

(a Division of San Miguel Food and Beverage, Inc.)

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	30,720	25,343	21%
<i>Income from Operations</i>	4,078	3,110	31%
<i>Net Income</i>	3,170	2,212	43%



SAN MIGUEL FOODS

(a Division of San Miguel Food and Beverage, Inc.)

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	108,950	96,737	13%
<i>Income from Operations</i>	10,552	2,658	297%
<i>Net Income</i>	7,573	1,548	389%

SAN MIGUEL FOODS

(a Division of San Miguel Food and Beverage, Inc.)

SEPTEMBER-YTD 2021

ANIMAL NUTRITION AND HEALTH¹



PROTEIN²



FLOUR MILLING



PREPARED AND PACKAGED FOOD³ Dairy, Spreads, Biscuits, and Coffee



PREPARED AND PACKAGED FOOD³ Refrigerated and Canned Meats



1 Feeds and veterinary medicine

2 Poultry and fresh meats

3 Refrigerated and canned meats, dairy, spreads, biscuits, and coffee





SAN MIGUEL YAMAMURA
PACKAGING CORPORATION

SAN MIGUEL PACKAGING GROUP

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	<i>22,511</i>	<i>22,246</i>	<i>1%</i>
<i>Income from Operations</i>	<i>831</i>	<i>649</i>	<i>28%</i>



SAN MIGUEL
CORPORATION



SMC GLOBAL POWER

SMC GLOBAL POWER HOLDINGS CORP.

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	93,867	87,866	7%
<i>Income from Operations</i>	24,909	28,989	-14%
<i>Net Income</i>	13,694	14,480	-5%





PETRON CORPORATION

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	291,573	216,430	35%
<i>Income from Operations</i>	13,411	(10,364)	229%
<i>Net Income</i>	4,985	(12,606)	140%





SMC INFRASTRUCTURE

SEPTEMBER-YTD 2021

IN MILLION PESOS	SEPTEMBER-YTD 2021		
	9M2021	9M2020	CHANGE
<i>Net Sales</i>	13,273	10,271	29%
<i>Income from Operations</i>	4,317	2,140	102%



SAN MIGUEL CORPORATION

SEPTEMBER-YTD 2021

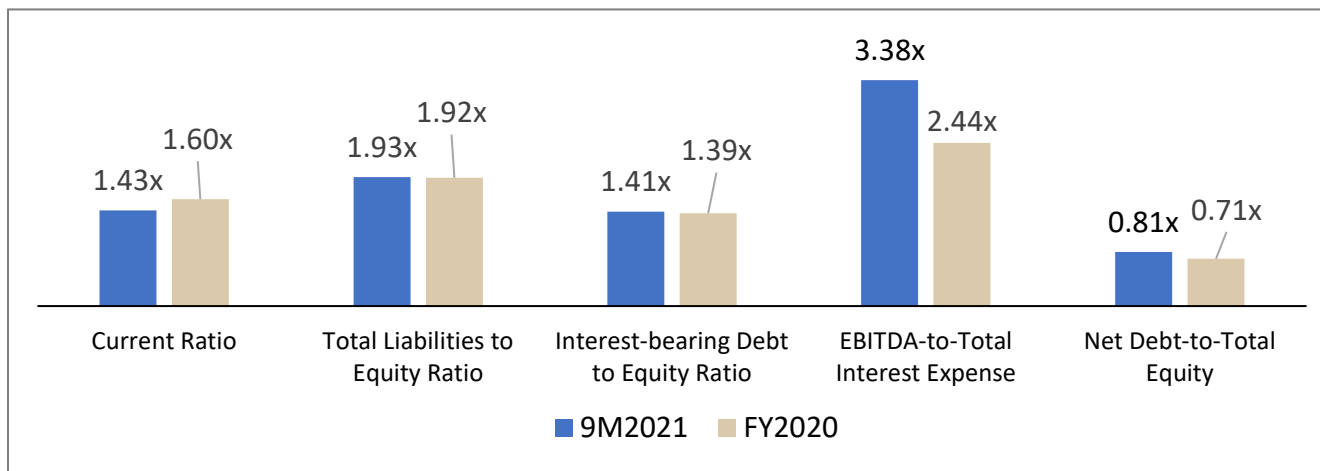
RECENT TRANSACTIONS

- SMC completed the redemption of its Series 2C and 2E Preferred Shares consisting of 255,559,400 shares and 134,000,100 shares, respectively last September 21, 2021.
- Petron Corp. issued and listed in the PDEX last Oct. 12, 2021 its P18.0 billion fixed-rate peso denominated bonds consisting of Series E due 2025 and Series F due 2027, with an interest rate of 3.4408% per annum and 4.3368% per annum.
- Petron Corp. redeemed its Series A Fixed Rate Bonds and Series 2B Preferred Shares last October 27 and November 3, 2021 respectively

SMC FINANCIAL POSITION

SEPTEMBER-YTD 2021

IN BILLION PESOS	As of September 2021	As of December 2020
<i>Total Assets</i>	1,992	1,912
<i>Cash</i>	321	347
<i>Interest-bearing Debt</i>	957	908



SAN MIGUEL CORPORATION

SEPTEMBER-YTD 2021

ESG PROJECTS

PAOMBONG BULACAN
MANGROVE PLANTATION



SARIAYA QUEZON
SAN MIGUEL MARKET



CABUYAO LAGUNA
CIRCOLO MARKET



BULACAN BULK WATER
STAGE 3



TULLAHAN RIVER AND
PASIG RIVER CLEANUP



* Source: <https://www.sanmiguel.com.ph/>

THANK YOU.

For any additional queries, you may email:

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VISIT OUR WEBSITES

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San Miguel Brewery Inc.
Ginebra San Miguel Inc.
San Miguel Food and Beverage, Inc.
Petron Corporation
SMC Global Power Holdings Corp.

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