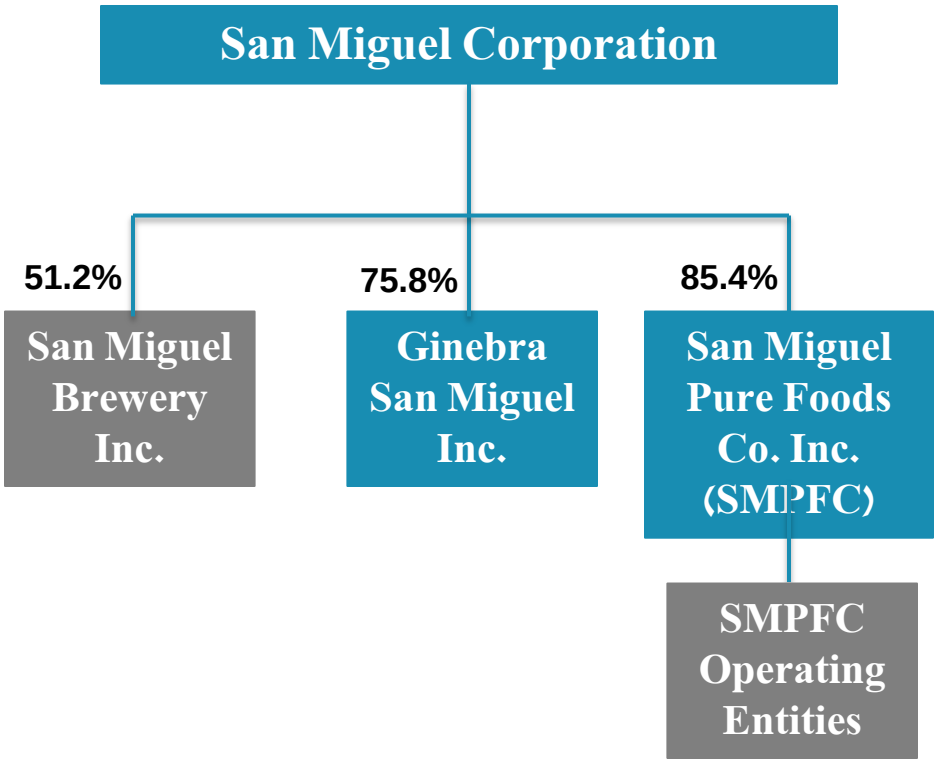
SAN MIGUEL CORPORATION

INVESTORS' BRIEFING

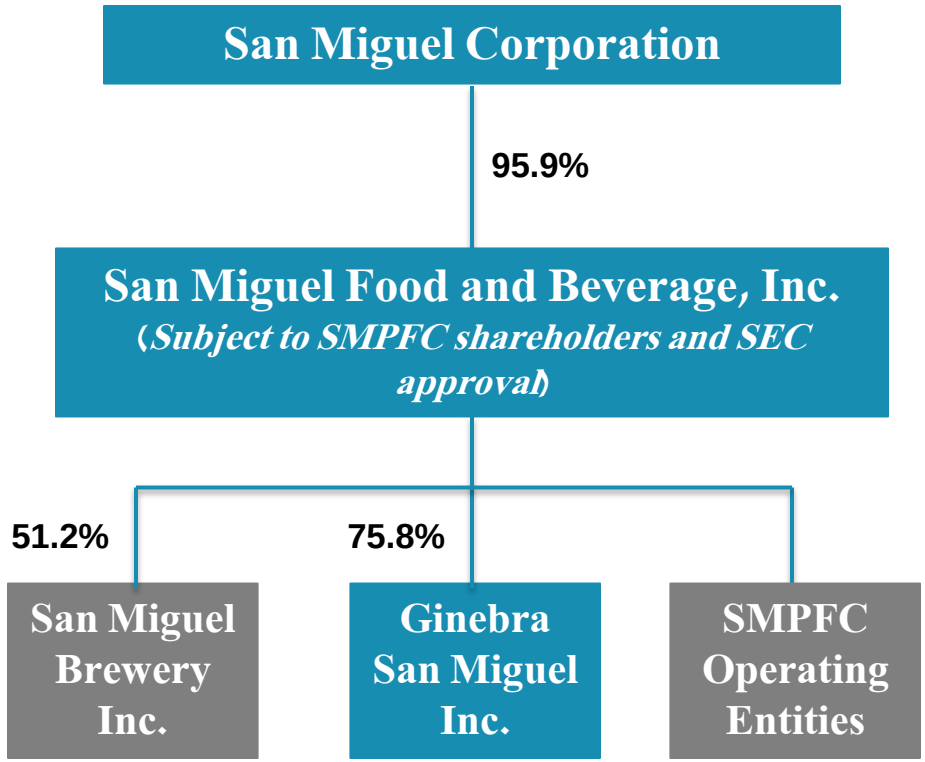
2017
SEPTEMBER YTD RESULTS
10 November 2017

SAN MIGUEL CORPORATION

SMC STRUCTURE (Current)



SMC STRUCTURE (Post Transaction)



PSE-Listed entity
Private entity

SAN MIGUEL CORPORATION

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
Net Sales	*596,998*	*498,312*	*20%*
Income from Operations	*82,760*	*73,237*	*13%*
Net Income	*41,441*	*42,953*	*-4%*
*Recurring Net Income**	*43,783*	*36,259*	*21%*
EBITDA	*108,786*	*96,272*	*13%*

* Excluding one-off gain and forex translation

SAN MIGUEL BREWERY INC.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
Net Sales	*80,656*	*69,298*	*16%*
Income from Operations	*21,408*	*18,714*	*14%*
Net Income	*14,394*	*12,204*	*18%*

GINEBRA SAN MIGUEL INC.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
Net Sales	*15,330*	*13,202*	*16%*
Income from Operations	*947*	*654*	*45%*
Net Income	*437*	*238*	*84%*

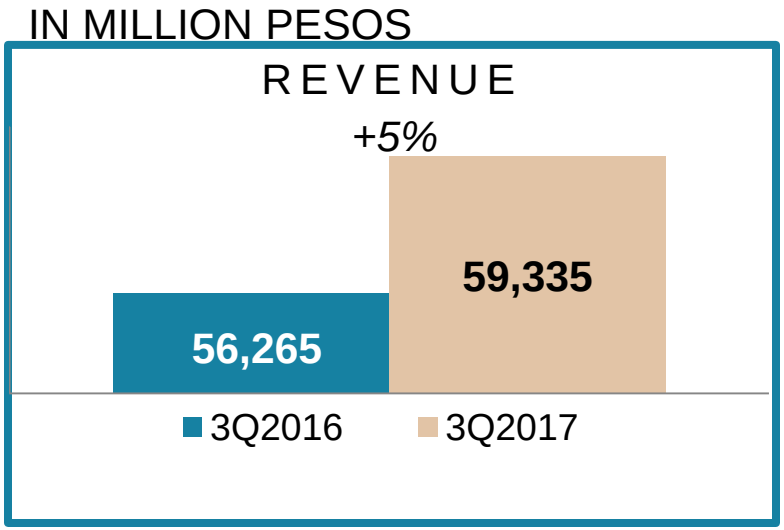
SAN MIGUEL PURE FOODS COMPANY INC.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
Net Sales	*84,452*	*80,582*	*5%*
Income from Operations	*6,750*	*5,613*	*20%*
Net Income	*4,719*	*3,754*	*26%*

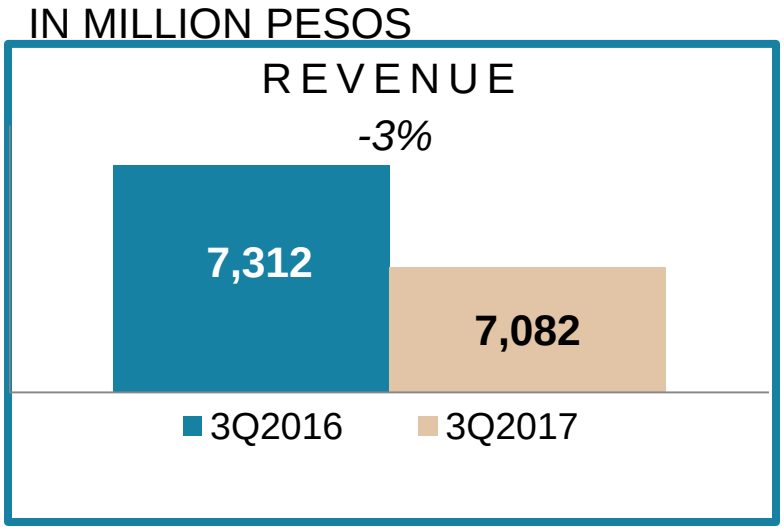
SAN MIGUEL PURE FOODS COMPANY INC.

Agro-Industrial



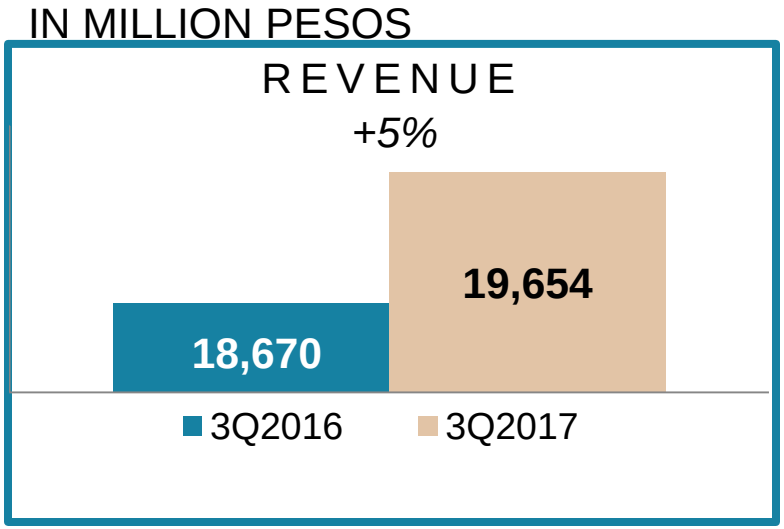
SAN MIGUEL PURE FOODS COMPANY INC.

Milling



SAN MIGUEL PURE FOODS COMPANY INC.

Branded Value-Added



SAN MIGUEL PURE FOODS COMPANY INC.

New product launches

SAN MIGUEL PACKAGING GROUP

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
Net Sales	*22,360*	*19,748*	*13%*
Income from Operations	*2,162*	*1,919*	*13%*

SMC GLOBAL POWER HOLDINGS CORP.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
Net Sales	*62,117*	*60,700*	*2%*
Income from Operations	*19,668*	*22,838*	*-14%*

GREENFIELD POWER PROJECTS

MALITA 2X150MW POWER PLANT

LIMAY 4X150MW POWER PLANT

PETRON CORP.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
Net Sales	*313,505*	*247,770*	*27%*
Income from Operations	*22,071*	*16,841*	*31%*
Net Income	*11,761*	*7,427*	*58%*
Volume (in million barrels)	*80,251*	*79,333*	*1%*

SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
Net Sales	*16,520*	*14,672*	*13%*
Income from Operations	*8,086*	*7,441*	*9%*

SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

BORACAY AIRPORT

Terminal Area

SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

SKYWAY STAGE 3

Ongoing works on Section 1

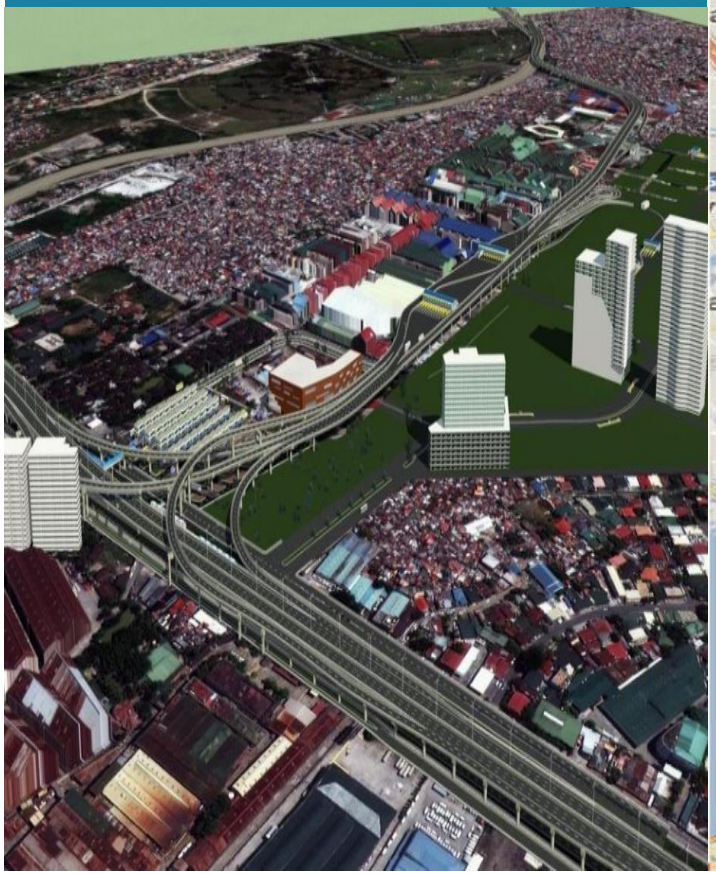
Ongoing works on Section 3

Ongoing works on Section 4

SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

SKYWAY STAGE 4



SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

TPLEX

Completed Lane markings @ Brgy. Baligi

Completed Aloragat Bridge

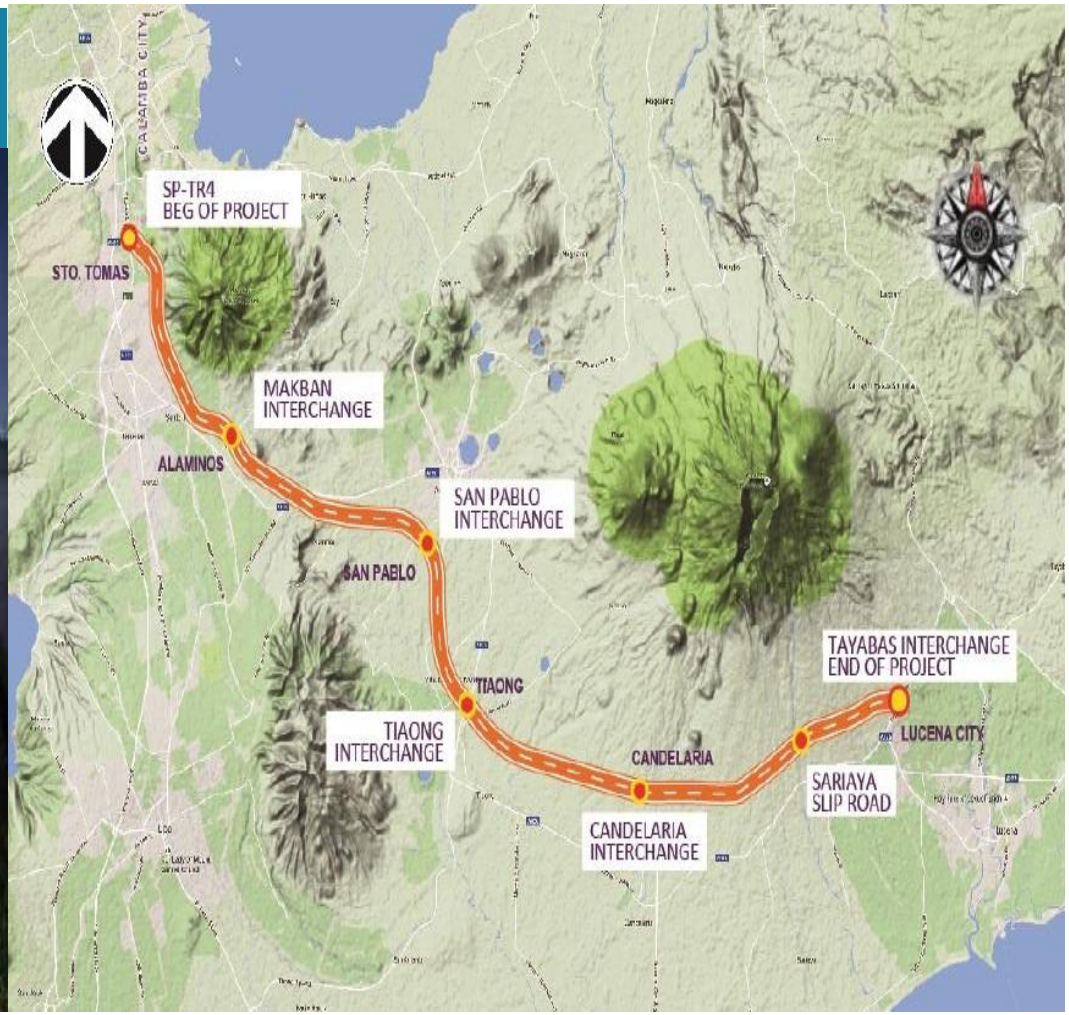
Pozzorrubio Interchange Bridge

Pozzorrubio Interchange- Steel Column and Trusses

SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

SLEX TR4



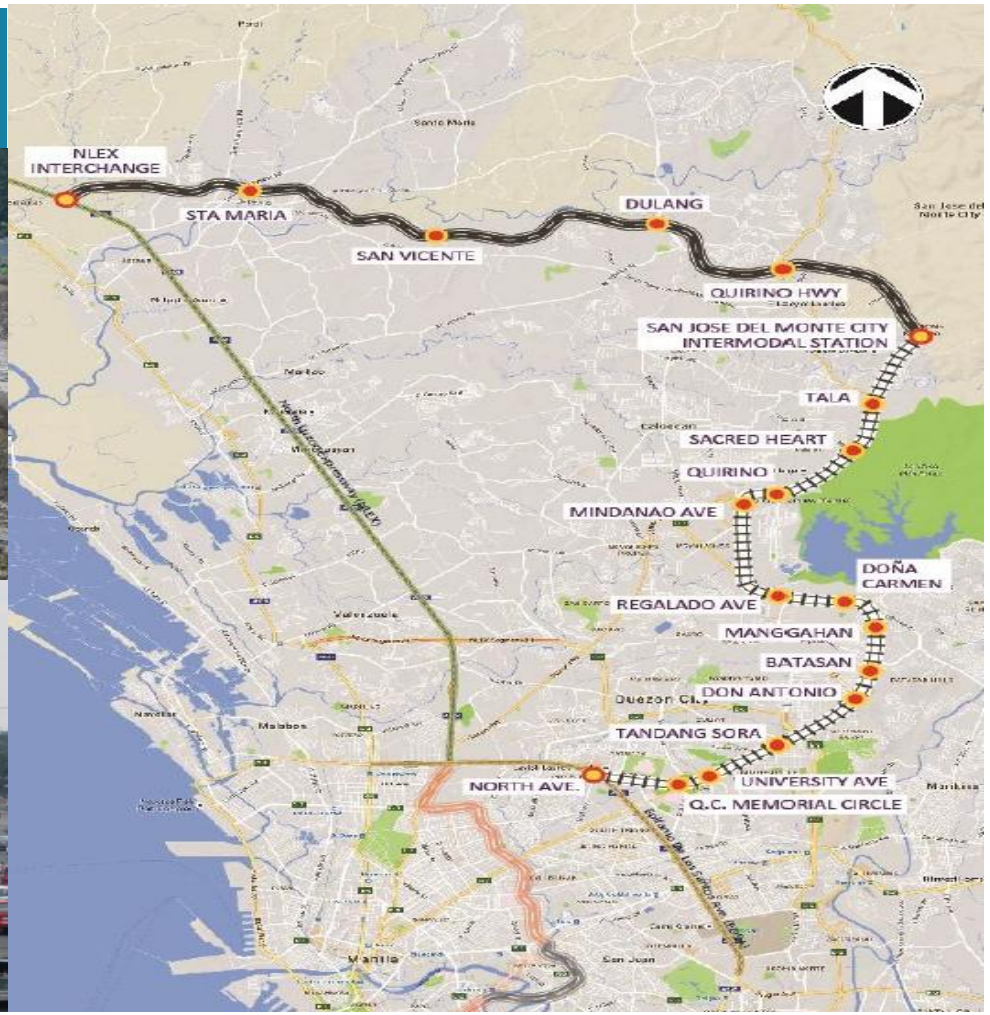
SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

MRT - 7

Excavation works on Quezon City Memorial Circle

Clearing and Grubbing along Commonwealth Ave.



SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

BULACAN BULK WATER

SMC FINANCIAL POSITION

IN BILLION PESOS	As of September 2017	As of December 2016
Total Assets	*1,350*	*1,307*
Cash	*212*	*203*
Interest –bearing Debt	*531*	*518*
Current Ratio	*1.31x*	*1.26x*
Total Liabilities to Equity Ratio	*1.93x*	*1.99x*
Interest-bearing Debt to Equity Ratio	*1.15x*	*1.19x*
Net-Debt-to-EBITDA	*1.64x*	*1.91x*

SAN MIGUEL CORPORATION

THANK YOU.

VISIT OUR WEBSITES

San Miguel Corporation	-	*www.sanmiguel.com.ph*
San Miguel Brewery Inc.	-	*www.sanmiguelbrewery.com.ph*
Ginebra San Miguel Inc.	-	*www.ginebrasanmiguel.com*
San Miguel Pure Foods Co. Inc.	-	*www.sanmiguelpurefoods.com*
Petron Corporation	-	*www.petron.com*
SMC Global Power Holdings Corp.	-	*www.smcglobalpower.com.ph*

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San Miguel Pure Foods