



SAN MIGUEL CORPORATION

May 28, 2020

The Philippine Stock Exchange, Inc.

Disclosure Department
9th Floor, Philippine Stock Exchange Tower
28th Street, corner 5th Avenue
Bonifacio Global City, Taguig City

Attention: **Janet A. Encarnacion**
Head, Disclosure Department

Gentlemen:

Please see attached Briefing Materials for the San Miguel Group.

Very truly yours,

FERDINAND K. CONSTANTINO
Corporate Information Officer



SAN MIGUEL CORPORATION
YOUR WORLD MADE BETTER

INVESTORS' BRIEFING

2020 FIRST QUARTER RESULTS

May 28, 2020

SAN MIGUEL CORPORATION

FIRST QUARTER 2020

SMC INITIATIVES AMID COVID-19



SAMA-SAMA
SA LABAN
WALANG
IWANAN

officialsanmiguelcorp
@officialsanmiguelcorp



Source: <https://www.facebook.com/officialsanmiguelcorp>

SAN MIGUEL CORPORATION

FIRST QUARTER 2020

SMC INITIATIVES AMID COVID-19




Our online ordering system is now live!
ORDER.SANMIGUELFOODS.COM

- 1 Choose a Petron Treats pick-up location.
- 2 Select products. Check out.
- 3 Wait for order acknowledgement.
- 4 Standby for order confirmation. Take note of total amount and pick-up date.
- 5 Pay, pick up products, and enjoy them at home.



This is our way of making our fresh, safe, and delicious food more accessible to you and your family, amid our current COVID-19 situation and enhanced community quarantine. Whether fresh, frozen, refrigerated, or canned, we will bring them to you through your nearest Petron Treats!



Shop SAN MIGUEL FOODS PRODUCTS from the safety of your home at
order.sanmiguelfoods.com









We have expanded our

Manukang Bayan

to bring fresh chicken products on wheels, closer to our consumers to select areas all over Metro Manila.



SAN MIGUEL LOGISTICS

OPEN: MONDAY – SATURDAY
7:30 AM – 4:30 PM
(times may vary)

You can find our rolling reefer van stores at the following **PETRON** stations:

- Katipunan Ave. cor Mangyan Road, QC
- Commonwealth cor Alherton, Fairview, QC
- Litex, Violago Parkwood, Payatas, QC
- JP Rizal cor Spain St., Marikina
- Santolan, Pasig, Dona Aurora Village, Marcos Highway
- Boni Serrano cor Katipunan Ave.
- CS Diego Silang, Ususan, Taguig
- Fillinvest, Pacific Rim cor Commerce Ave.
- Shaw Blvd cor Wackwack, Mandaluyong

SOON: PETRON Dasma Makati, EDSA cor Arnaiz Ave.




PRODUCTS:

- Branded Wholes
- Branded Cut-ups
- Unbranded Wholes
- Wholesale (min. 2 kilos whole chicken)

We are working to add more products and locations.

While we are doing our best to have a regular presence at all locations, due to the nature of the current situation, availability and times may vary. Please bear with us!

fb.com/officialsanmiguelcorp @officialsanmiguelcorp

Source: <https://www.facebook.com/officialsanmiguelcorp>

SAN MIGUEL CORPORATION

FIRST QUARTER 2020

SMC COMMITMENTS/ACTIVITIES

SMC redeemed its Series 1 Preferred Shares (SMCP1) consisting of 279,406,667 shares amounting to P20 billion

SMC and its subsidiaries paid obligations even as government provided an option for relief or deferment of payments

Cash dividends were paid on time

SMC disclosed on May 11, 2020, that its planned acquisition of Holcim Philippines Inc. by First Stronghold Cement Industries Inc. has lapsed according to terms and correspondingly withdrew the tender offer to Holcim minority shareholders

SAN MIGUEL CORPORATION

FIRST QUARTER 2020

IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales</i>	214,066	250,924	-15%
<i>Income from Operations</i>	11,728	31,106	-62%
<i>Net Income</i>	1,093	12,825	-91%
<i>EBITDA</i>	26,972	41,038	-34%



SAN MIGUEL FOOD AND BEVERAGE, INC.

FIRST QUARTER 2020

IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales</i>	69,018	75,655	-9%
<i>Income from Operations</i>	8,643	10,810	-20%
<i>Net Income</i>	5,826	7,363	-20%

SAN MIGUEL BREWERY INC.

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

FIRST QUARTER 2020

IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales</i>	28,404	34,832	-18%
<i>Income from Operations</i>	5,383	9,556	-44%
<i>Net Income</i>	3,770	6,747	-44%

GINEBRA SAN MIGUEL INC.

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

FIRST QUARTER 2020



IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales</i>	7,452	8,265	-10%
<i>Income from Operations</i>	686	986	-30%
<i>Net Income</i>	474	616	-23%

SAN MIGUEL FOODS

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

FIRST QUARTER 2020

IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales</i>	33,161	32,558	2%
<i>Income from Operations</i>	2,585	284	*
<i>Net Income</i>	1,636	11	*

* higher by more than 100%

SAN MIGUEL FOODS

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

FIRST QUARTER 2020

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

FIRST QUARTER 2020

IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales</i>	8,496	8,840	-4%
<i>Income from Operations</i>	570	828	-31%





SMC GLOBAL POWER

SMC GLOBAL POWER HOLDINGS CORP

FIRST QUARTER 2020

IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales</i>	28,298	34,676	-18%
<i>Income from Operations</i>	7,823	9,841	-21%
<i>Net Income</i>	3,221	3,579	-10%





PETRON CORPORATION

FIRST QUARTER 2020

IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales</i>	104,623	124,558	-16%
<i>Income from Operations</i>	(4,410)	4,865	*
<i>Net Income</i>	(4,878)	1,303	*

* lower by more than 100%





SMC INFRASTRUCTURE

FIRST QUARTER 2020

IN MILLION PESOS	1Q2020	1Q2019	CHANGE
<i>Net Sales*</i>	4,661	6,359	-27%
<i>Income from Operations*</i>	1,772	3,130	-43%

*Manila North Harbor Ports results deconsolidated effective April 26, 2019



SMC FINANCIAL POSITION

IN BILLION PESOS	As of March 2020	As of December 2019
<i>Total Assets</i>	1,910	1,818
<i>Cash</i>	384	286
<i>Interest-bearing Debt</i>	971	852
<i>Current Ratio</i>	1.70x	1.46x
<i>Total Liabilities to Equity Ratio</i>	2.30x	2.16x
<i>Interest-bearing Debt to Equity Ratio</i>	1.68x	1.48x
<i>EBITDA-to-Total Interest Expense</i>	2.74x	3.02x
<i>Net Debt-to-Total Equity</i>	0.85x	0.84x

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 Food and Beverage, Inc.	- www.smfb.com.ph
Petron Corporation	- www.petron.com
SMC Global Power Holdings Corp	- www.smcglobalpower.com.ph

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