



## SAN MIGUEL CORPORATION

March 18, 2013

**The Philippine Stock Exchange, Inc.**  
Disclosure Department  
3<sup>rd</sup> Floor, Tower One and Exchange Plaza  
Ayala Triangle, Ayala Avenue  
Makati City

Attention: **Ms. Janet A. Encarnacion**  
**Head - Disclosure Department**

Gentlemen:

We reply to your request for clarification of the news articles entitled, as follows:

1. "SMC eyes \$50-B revenues over 5 yrs" posted in *PhilSTAR.com* on March 16, 2013. The article reported in part that:

MANILA, Philippines - Diversified conglomerate San Miguel Corp. (SMC) sees revenues hitting \$50 billion over the next five years on the back of the expansion of existing businesses as well as aggressive acquisition program.

SMC president and chief operating officer Ramon S. Ang in an interview with reporters on the sidelines of the special stockholders' meeting of PAL Holdings Inc. said that the projected revenue by 2017 is 150 percent higher than the company's \$20-billion revenues.

"I think our next target in the next five years, we hope we can reach \$50 billion revenues," Ang stressed.

He pointed out that the growth in revenues over the next five years would be achieved through acquisitions and expanding the conglomerate's existing businesses.

"We want to set a higher revenue target and this could be achieved through acquisitions and through expansion of existing business," he added.

According to him, SMC likely booked \$20 billion in revenues for 2012 or ahead of the supposed target of 2015. It originally set to achieve the \$20-billion target revenue by 2015 but was achieved three years earlier.

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2. "SMC sees brisk growth in revenue" posted in *Malaya Business Insight (Internet Edition)* on March 17, 2013. The article reported in part that:

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Ang said the company is now in the first process of acquiring through a \$5 billion equity injection an oil and natural gas development company with enterprise value of \$25 billion.

We advise that the statements of Mr. Ramon S. Ang, President and Chief Operating Officer of the Company, relating to: (I) the projected revenues of the Company and its subsidiaries for the next five (5) years and (II) the contemplated investment in an oil and natural gas development company, respectively, as reported in the aforementioned news articles, are accurate. Such revenues and investment have been the subject of previous disclosures to the Exchange.

Very truly yours,



**FERDINAND K. CONSTANTINO**  
Corporate Information Officer

