C02904-2017

## SECURITIES AND EXCHANGE COMMISSION SEC FORM 17-C

#### CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2(c) THEREUNDER

1. Date of Report (Date of earliest event reported)

May 10, 2017

2. SEC Identification Number

11840

3. BIR Tax Identification No.

000-100-341-000

4. Exact name of issuer as specified in its charter

SAN MIGUEL PURE FOODS COMPANY INC.

5. Province, country or other jurisdiction of incorporation

Philippines

6. Industry Classification Code(SEC Use Only)

7. Address of principal office

23/F The JMT Corporate Condominium, ADB Avenue, Ortigas Center, Pasig City, Metro Manila

Postal Code

1605

8. Issuer's telephone number, including area code

(632) 317-5000

9. Former name or former address, if changed since last report

N/A

10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding	
Common (PF)	166,667,096	
Preferred (PFP2)	15,000,000	

11. Indicate the item numbers reported herein

Item 9. Other Events

The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.



#### San Miguel Pure Foods Company, Inc.

PF

PSE Disclosure Form 4-30 - Material Information/Transactions

# References: SRC Rule 17 (SEC Form 17-C) and Sections 4.1 and 4.4 of the Revised Disclosure Rules Subject of the Disclosure Investor's Briefing Materials of the SMC Group, including SMPFC, on the Group's 1st Quarter 2017 Results. Background/Description of the Disclosure Please see attached. Other Relevant Information None. Filed on behalf by: Name Alexandra Trillana Designation AVP & Corporate Secretary



May 10, 2017

Philippine Stock Exchange, Inc. Disclosure Department Philippine Stock Exchange Plaza Ayala Triangle, Ayala Avenue Makati City

Attention:

MR. JOSE VALERIANO B. ZUÑO OIC-Head – Disclosure Department

Gentlemen:

Attached the materials the are for Investors' Briefing the Miguel Pure Foods Group, including San Miguel Company Inc., on the Group's 2017 First Quarter Results.

Very truly yours,

ALEXANDRA B. TRILLANA Corporate Secretary

Website: www.sanmiguelpurefoods.com.ph





# INVESTORS' BRIEFING











# SAN MIGUEL CORPORATION FIRST QUARTER 2017

IN MILLION PESOS	1Q2017	1Q2016	CHANGE
Net Sales	195,762	159,625	23%
Income from Operations	27,513	22,822	21%
Net Income	13,828	13,539	2%
Net Income excluding Forex	14,832	9,181	62%
EBITDA	35,458	31,473	13%

# SAN MIGUEL BREWERY INC. FIRST QUARTER 2017

IN MILLION PESOS	1Q2017	1Q2016	CHANGE
Net Sales	25,364	23,267	9%
Income from Operations	6,677	6,050	10%
Net Income	4,491	4,018	12%

## GINEBRA SAN MIGUEL INC. FIRST QUARTER 2017

IN MILLION PESOS	1Q2017	1Q2016	CHANGE
Net Sales	5,136	3,934	31%
Income from Operations	303	188	61%
Net Income	129	54	138%

FIRST QUARTER 2017

IN MILLION PESOS	1Q2017	1Q2016	CHANGE
Net Sales	26,661	25,980	3%
Income from Operations	2,069	1,776	16%
Net Income	1,465	1,218	20%

## **Agro-Industrial**

# REVENUE +2% 18,301

**1Q2017** 



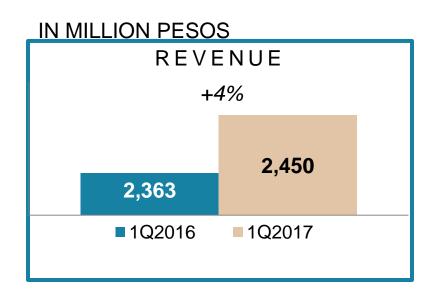




■1Q2016



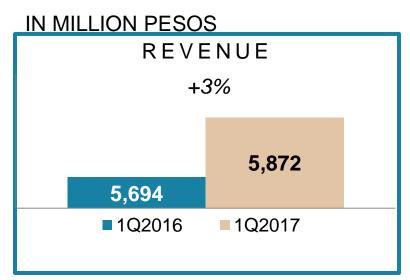
### **Milling**







#### **Branded Value - Added**









## SAN MIGUEL PACKAGING GROUP FIRST QUARTER 2017

IN MILLION PESOS	1Q2017	1Q2016	CHANGE
Net Sales	6,839	6,503	5%
Income from Operations	632	597	6%

## SMC GLOBAL POWER HOLDINGS CORP. FIRST QUARTER 2017

IN MILLION PESOS	1Q2017	1Q2016	CHANGE
Net Sales	19,353	19,931	-3%
Income from Operations	6,040	7,310	-17%

# GREENFIELD POWER PROJECTS

# MALITA 2X150MW POWER PLANT



# GREENFIELD POWER PROJECTS

#### LIMAY 4X150MW POWER PLANT





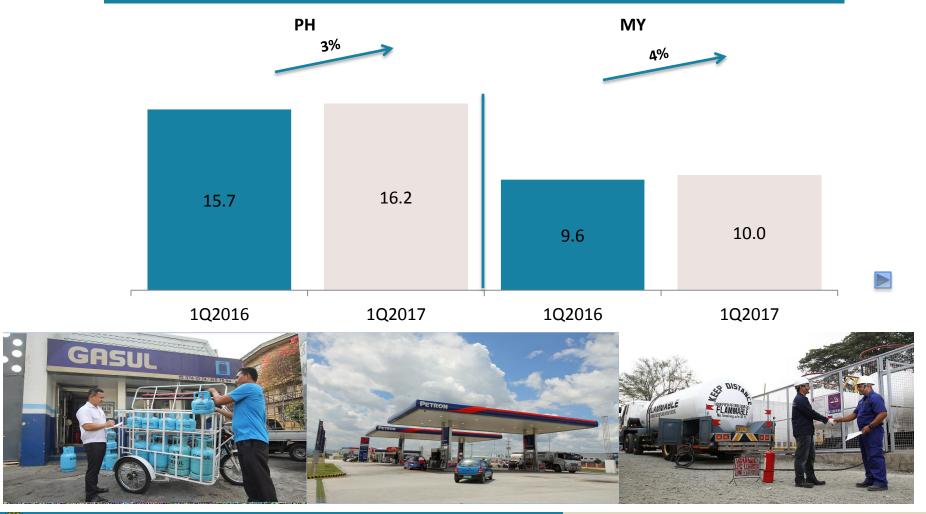


IN MILLION PESOS	1Q2017	1Q2016	CHANGE
Net Sales	106,412	76,857	38%
Income from Operations	8,858	5,764	54%
Net Income	5,555	2,758	101%
Volume (in million barrels)	26.2	25.3	3%



# PETRON CORP.

## SALES VOLUME PERFORMANCE (MM BARRELS)



# **SMC INFRASTRUCTURE** FIRST QUARTER 2017

IN MILLION PESOS	1Q2017	1Q2016	CHANGE
Net Sales	5,326	4,692	14%
Income from Operations	2,563	2,429	6%



#### NAIA EXPRESSWAY





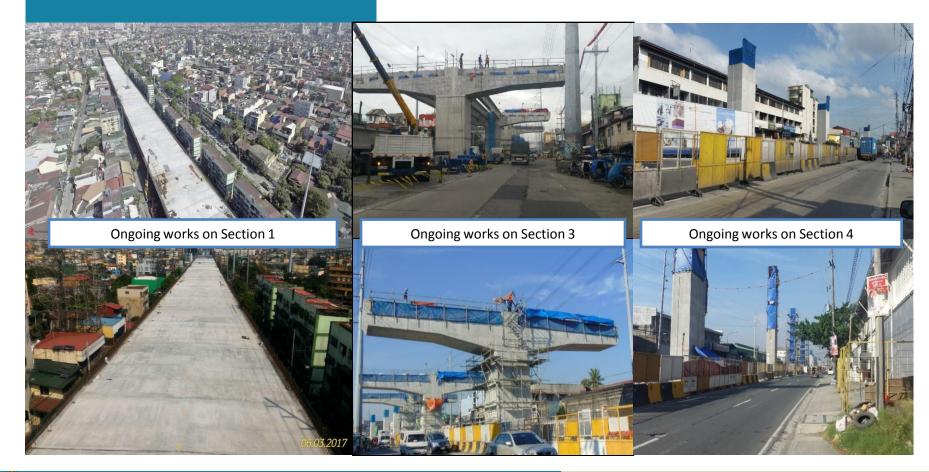
#### **BORACAY AIRPORT**





FIRST QUARTER 2017

#### **SKYWAY STAGE 3**





FIRST QUARTER 2017

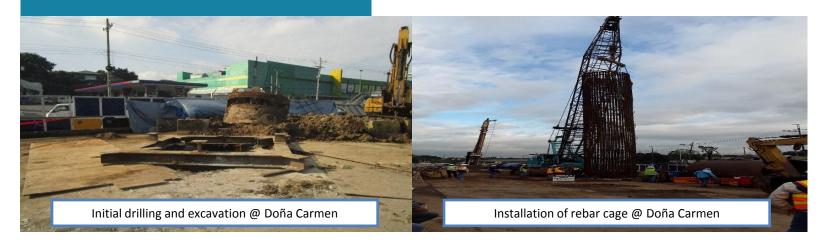
#### **TPLEX**





FIRST QUARTER 2017

#### MRT - 7





FIRST QUARTER 2017

#### **BULACAN BULK WATER**





# **SMC FINANCIAL POSITION**

IN BILLION PESOS	As of March 2017	As of December 2016
Total Assets	1,316	1,307
Cash	201	203
Interest-bearing Debt	520	518
Current Ratio	1.26x	1.26x
Total Liabilities to Equity Ratio	1.96x	1.99x
Interest-bearing Debt to Equity Ratio	1.17x	1.19x
Net-Debt-to-EBITDA	1.88x	1.91x



# THANK YOU.

#### **VISIT OUR WEBSITES**

San Miguel Corporation

San Miguel Brewery Inc.

Ginebra San Miguel Inc.

San Miguel Pure Foods Co. Inc.

Petron Corporation

SMC Global Power Holdings Corp. -

- www.sanmiguel.com.ph

- www.sanmiguelbrewery.com.ph

- www.ginebrasanmiguel.com

- www.sanmiguelpurefoods.com

- www.petron.com

- www.smcglobalpower.com.ph

#### **CONTACT US**

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