

C07623-2018

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)
Nov 13, 2018
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 FOOD AND BEVERAGE, 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 (FB)	5,909,220,090
PREFERRED (FBP2)	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 Food and Beverage, Inc. FB

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

Investors' Briefing Materials of the SMC Group, including the Company, on the Group's 2018 Third Quarter Results.

Background/Description of the Disclosure

Please see attached.

Other Relevant Information

None.

Filed on behalf by:

Name	Alexandra Trillana
Designation	Corporate Secretary and Compliance Officer



November 13, 2018

Philippine Stock Exchange, Inc.
9th Floor, PSE Tower
28th Street cor. 5th Avenue
BGC Taguig City

Attention: **MS. JANET A. ENCARNACION**
Head, Disclosure Department

Gentlemen:

Attached are the materials for the Investors' Briefing of the San Miguel Group, including San Miguel Food and Beverage, Inc., on the Group's 2018 Third Quarter Results.

Very truly yours,

A handwritten signature in blue ink, appearing to read "Alexandra B. Trillana", is written over the printed name.

ALEXANDRA B. TRILLANA

Corporate Secretary and Compliance Officer



**SAN MIGUEL
CORPORATION**
YOUR WORLD MADE BETTER

INVESTORS' BRIEFING

2018 SEPTEMBER YTD RESULTS

November 13, 2018



SAN MIGUEL
FOOD AND BEVERAGE, INC.



SAN MIGUEL CORPORATION

RECENT DEVELOPMENTS

Petron issuance of P20 billion Fixed Rate Peso Bonds

Issued and Listed - October 19, 2018

	(In Billion Php)	Rates	Tenor
<i>Series C due 2024</i>	13.2	7.8183%	5.5 years p.a
<i>Series D due 2025</i>	6.8	8.0551%	7 years p.a



SAN MIGUEL CORPORATION

RECENT DEVELOPMENTS

San Miguel Food and Beverage Inc. follow-on shares offering

Firm shares	400,940,590
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Greenshoe shares	60,141,090
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Offer shares	461,081,680
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Price per share	P85.00
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TOTAL equivalent amount	P39.2 billion
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SAN MIGUEL CORPORATION

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	761,173	596,998	28%
<i>Income from Operations</i>	98,044	82,760	18%
<i>Recurring Net Income</i>	52,405	43,783	20%
<i>EBITDA</i>	124,847	108,786	15%



SAN MIGUEL FOOD AND BEVERAGE, INC.

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	206,620	180,436	15%
<i>Income from Operations</i>	34,025	29,039	17%
<i>Net Income</i>	22,929	19,556	17%

SAN MIGUEL BREWERY INC.

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	93,362	80,656	16%
<i>Income from Operations</i>	25,912	21,408	21%
<i>Net Income</i>	17,762	14,394	23%



GINEBRA SAN MIGUEL INC.

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	17,915	15,330	17%
<i>Income from Operations</i>	1,328	875	52%
<i>Net Income</i>	789	437	81%

SAN MIGUEL FOOD GROUP

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	95,345	84,452	13%
<i>Income from Operations</i>	6,779	6,750	0%
<i>Net Income</i>	4,372	4,719	-7%



SAN MIGUEL YAMAMURA
PACKAGING CORPORATION

SAN MIGUEL PACKAGING GROUP

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	27,143	22,360	21%
<i>Income from Operations</i>	2,434	2,162	13%

SMC GLOBAL POWER HOLDINGS CORP.

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	89,111	62,117	43%
<i>Income from Operations</i>	25,753	19,668	31%



PETRON CORP.

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	419,861	313,505	34%
<i>Income from Operations</i>	22,252	22,071	1%
<i>Net Income</i>	12,057	11,761	3%

SMC INFRASTRUCTURE

SEPTEMBER-YTD 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	18,129	16,520	10%
<i>Income from Operations</i>	8,905	8,086	10%



SMC FINANCIAL POSITION

IN BILLION PESOS	As of September 2018	As of December 2017
<i>Total Assets</i>	1,636	1,380
<i>Cash</i>	207	206
<i>Interest-bearing Debt</i>	777	549
<i>Current Ratio</i>	1.29x	1.40x
<i>Total Liabilities to Equity Ratio</i>	2.42x	1.93x
<i>Interest-bearing Debt to Equity Ratio</i>	1.62x	1.17x
<i>Net-Debt-to-EBITDA</i>	2.95x	1.83x

THANK YOU.

VISIT OUR WEBSITES

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|------------------------------------|--|
| 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 |

CONTACT US

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