# 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 12, 2014

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 Postal Code 1605

1000

8. Issuer's telephone number, including area code

(632) 702-5000

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	166,667,096	
Preferred	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**

Investors' Briefing Materials of the SMC Group, including SMPFC on the Group's First Quarter 2014 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 12, 2014

Philippine Stock Exchange, Inc. Disclosure Department Philippine Stock Exchange Plaza Ayala Triangle, Ayala Avenue Makati 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 Pure Foods Company, Inc., on the Group's First Quarter 2014 Results.

Very truly yours,

ALEXANDRA B. TRILLANA
Corporate Secretary





## CORPORATION

# San Miguel Corporation Investors' Briefing

First Quarter 2014 Results











**TPLEX Phase 1 Completion** 

Tarlac –
 Carmen, Pangasinan
 stretch opened (49.36 kms)



SMC Global Power US\$300 million Undated, Subordinated Capital Securities

- Rate of 7.5%
- Listed in SGX



#### SMC US\$ 600 million Exchangeable Bond

- Redeemed May5, 2014
- Paid US\$ 212.8 million

# SMC Consolidated Financial Highlights

In billion pesos	2014	2013	Change
Net Sales	194.8	178.5	9%
Income from Operations	15.5	15.4	1%
Net Income before foreign exchange gains/losses	4.0	3.3	23%
Foreign exchange gains (losses)	(1.8)	1.0	
Net Income attributable to the equity holders of the parent company	2.2	4.2	-49%
EBITDA	21.6	21.8	-1%

# San Miguel Brewery Inc.

In million pesos	2014	2013	Change
Net Sales	17,561	17,545	0%
Income from Operations	4,678	4,838	-3%
Volume (mil cases)	46.6	<mark>4</mark> 7.8	-3%

# Ginebra San Miguel Inc.

In million pesos	2014	2013	Change
Net Sales	3,595	2,976	21%
Income from Operations	44	(392)	111%
Volume (mil cases)	5.1	4.7	10%

# San Miguel Pure Foods Company Inc.

In million pesos	2014	2013	Change
Net Sales	24,229	22,967	5%
Income from Operations	1,335	916	46%

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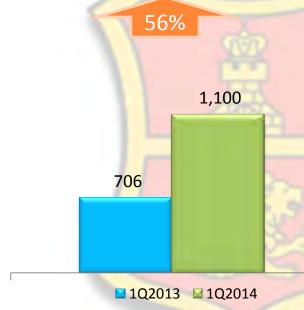
#### **COMMODITY BUSINESSES**

(Feeds, Poultry and Fresh Meats and Flour)
For the First Quarter 2014

In million Pesos



# Operating Income 56%



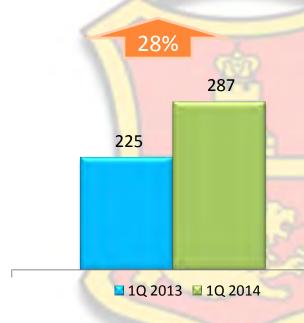
#### **BRANDED VALUE-ADDED BUSINESSES**

(Processed Meats, Dairy and Coffee)
For the First Quarter 2014

*In million Pesos* 







# San Miguel Packaging Group

In million pesos	2014	2013	Change
Net Sales	5,573	5,496	1%
Income from Operations	439	520	-16%

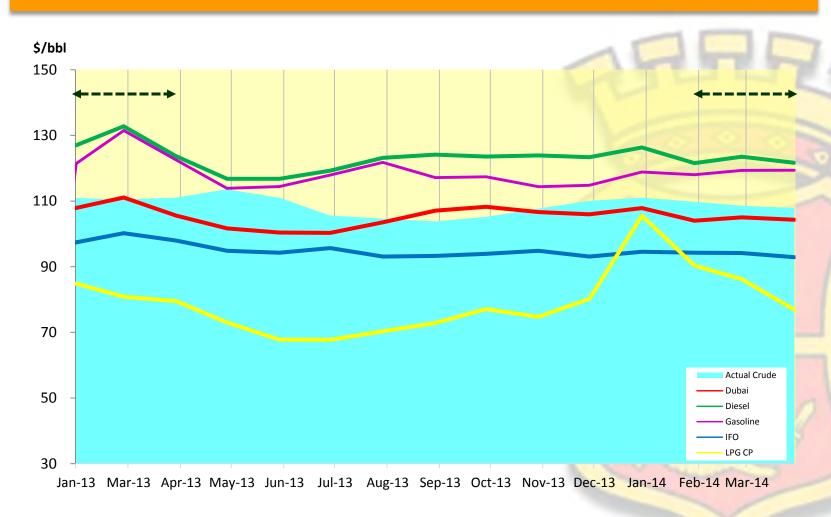
# SMC Global Power Holdings Corp.

In million pesos	2014	2013	Change
Net Sales	19,959	17,510	14%
Income from Operations	6,640	5,540	20%
Offtake Volume (Gwh)	4,144	4,092	1%

In million pesos	2014	2013	Change
Net Sales	125,174	111, <mark>9</mark> 98	12%
Income from Operations	3,424	3,713	-8%
Volume (MB)	20.7	20.0	4%

Product Cracks versus Dubai crude, in USD/bbl			
MOGAS 95	14.56	18.15	-20%
Diesel 0.05%S	17.79	19.52	-9%
Kerojet	17.00	20.17	-16%

#### Prices were lower but more stable in 2014



98% complete as of March 2014

Target Commercial Operation: 4Q2014

# SERVICE STATION EXPANSION & UPGRADE

#### **Philippines**

Close to 2,200 stations as of March 2014 ~150 additional stations under different stages of construction

#### Malaysia

Added 10 new stations
Rebranded 311 stations

# Infrastructure



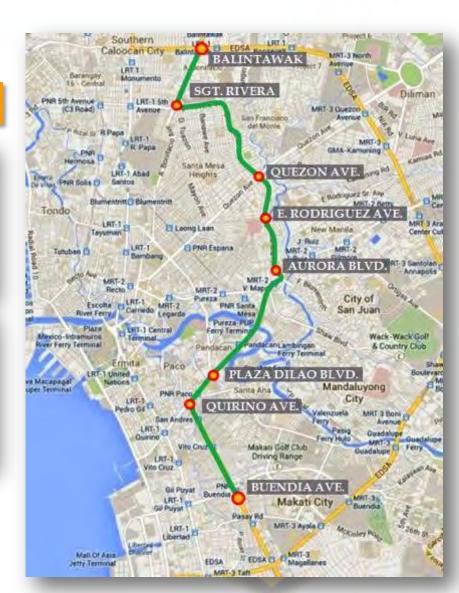
### **Skyway Stage 3 Ongoing Construction**











## **NAIA Expressway Ongoing Construction**





# Infrastructure

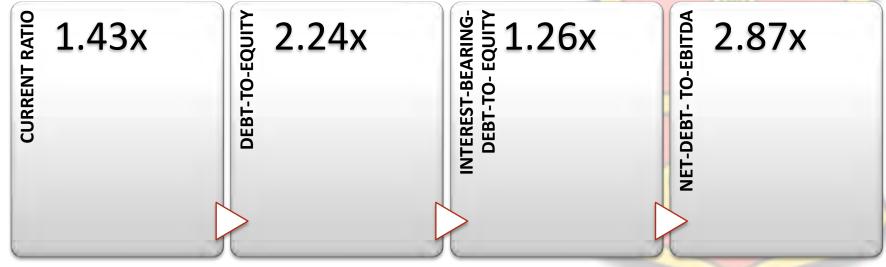
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**Boracay Airport Runway Extension Ongoing Construction** 



# **SMC** Financial Position





# Thank you!

#### Visit our websites:

San Miguel Corporation

San Miguel Brewery Inc.

Ginebra San Miguel Inc.

San Miguel Pure Foods Company, Inc.

**Petron Corporation** 

www.sanmiguel.com.ph

www.sanmiguelbrewery.com.ph

www.ginebrasanmiguel.com

www.sanmiguelpurefoods.com

www.petron.com

#### Contact us:

SMC Investor Relations +632 632 3752/

+632 632 3422

