

C06835-2017

## 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)  
Nov 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**

Investors' Briefing Materials of the SMC Group, including SMPFC, on the Group's 2017 Third Quarter Results.

**Background/Description of the Disclosure**

Please see attached.

**Other Relevant Information**

None.

**Filed on behalf by:**

<b>Name</b>	Alexandra Trillana
<b>Designation</b>	AVP & Corporate Secretary

November 10, 2017

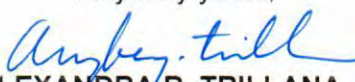
**Philippine Stock Exchange, Inc.**  
Disclosure Department  
Philippine Stock Exchange Plaza  
Ayala Triangle, Ayala Avenue  
Makati City

Attention: **MR. JOSE VALERIANO B. ZUÑO**  
**OIC-Head, Disclosure Department**

Gentlemen:

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

Very truly yours,

  
**ALEXANDRA B. TRILLANA**  
Corporate Secretary

**San Miguel Pure Foods Company, Inc**

23rd Flr., The JMT Corporate Condominium, ADB Avenue  
1605 Ortigas Center, Pasig City, Metro Manila, Philippines  
Tel. No.: (632) 317-5000  
Website: [www.sanmiguelpurefoods.com.ph](http://www.sanmiguelpurefoods.com.ph)



**SAN MIGUEL CORPORATION**



SAN MIGUEL  
CORPORATION

# INVESTORS' BRIEFING

2017  
SEPTEMBER YTD RESULTS  
10 November 2017



SAN MIGUEL  
BREWERY INC.

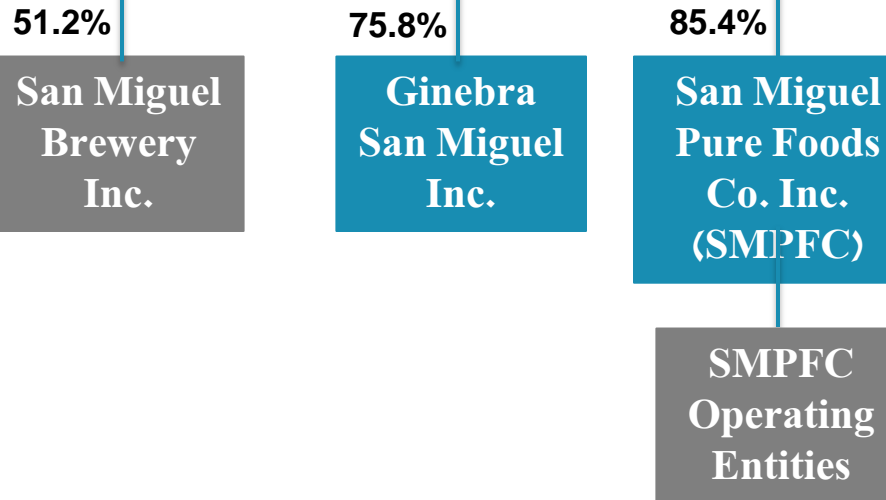




# SAN MIGUEL CORPORATION

## SMC STRUCTURE (Current)

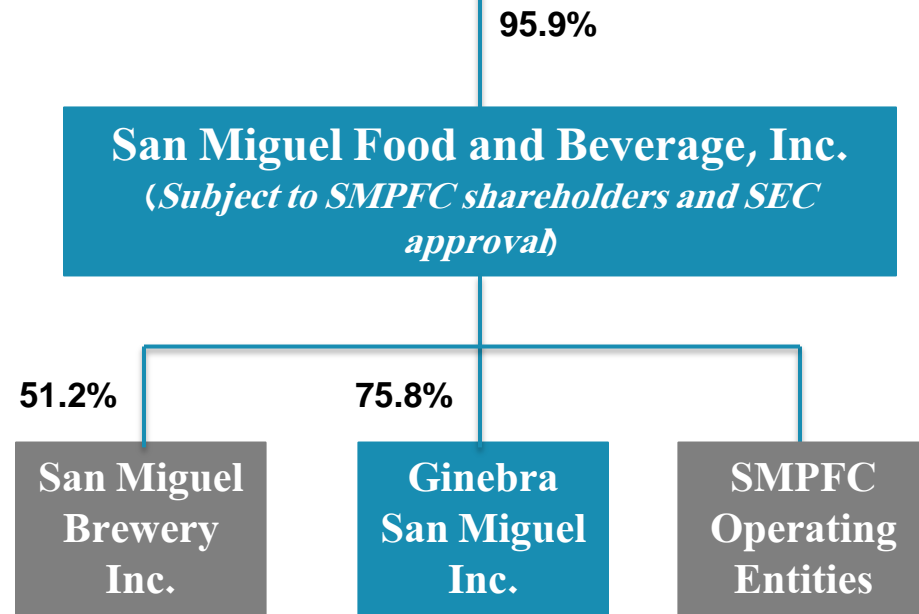
### San Miguel Corporation



■ PSE-Listed entity  
■ Private entity

## SMC STRUCTURE (Post Transaction)

### San Miguel Corporation





# SAN MIGUEL CORPORATION

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
<i>Net Sales</i>	596,998	498,312	20%
<i>Income from Operations</i>	82,760	73,237	13%
<i>Net Income</i>	41,441	42,953	-4%
<i>Recurring Net Income*</i>	43,783	36,259	21%
<i>EBITDA</i>	108,786	96,272	13%

\* Excluding one-off gain and forex translation

# SAN MIGUEL BREWERY INC.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
<i>Net Sales</i>	80,656	69,298	16%
<i>Income from Operations</i>	21,408	18,714	14%
<i>Net Income</i>	14,394	12,204	18%



# GINEBRA SAN MIGUEL INC.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
<i>Net Sales</i>	15,330	13,202	16%
<i>Income from Operations</i>	947	654	45%
<i>Net Income</i>	437	238	84%

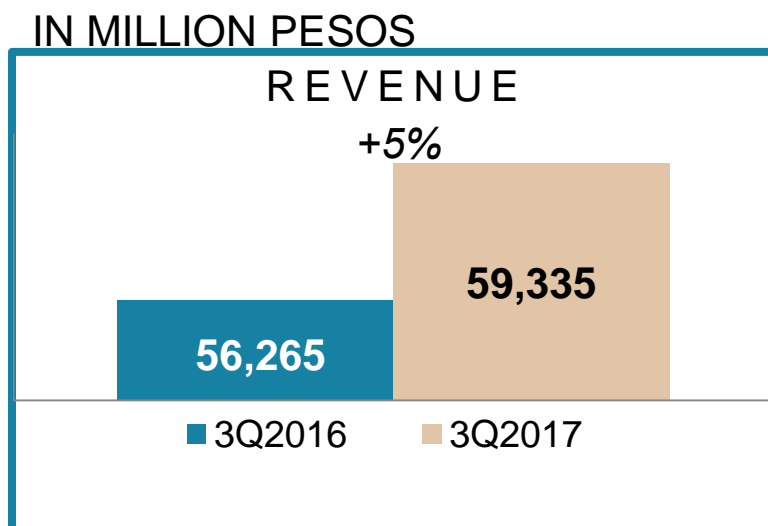


# SAN MIGUEL PURE FOODS COMPANY INC.

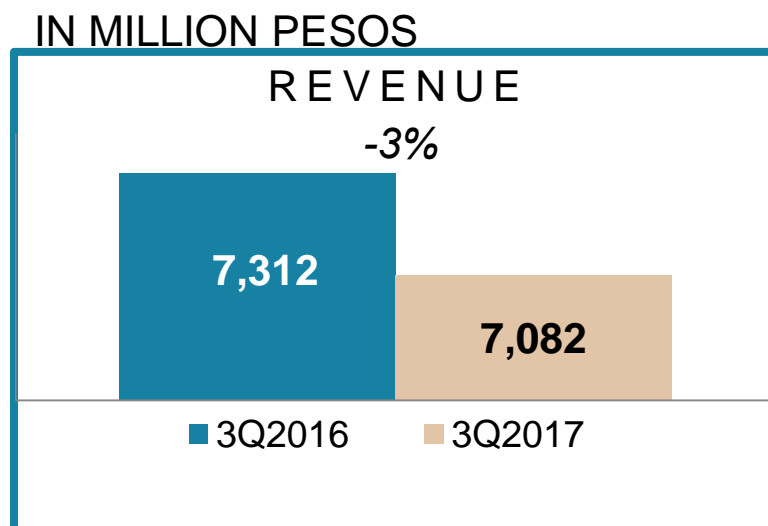
SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
<i>Net Sales</i>	84,452	80,582	5%
<i>Income from Operations</i>	6,750	5,613	20%
<i>Net Income</i>	4,719	3,754	26%

## Agro-Industrial

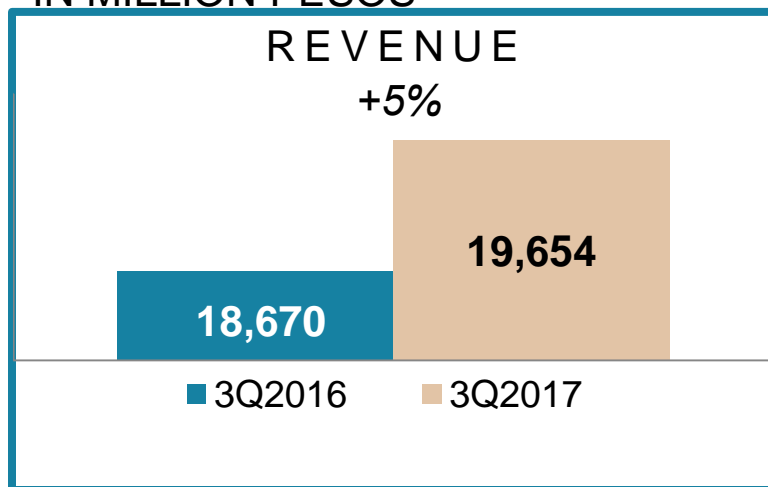


## Milling



## Branded Value-Added

IN MILLION PESOS



# SAN MIGUEL PURE FOODS COMPANY INC.

## New product launches



# SAN MIGUEL PACKAGING GROUP

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
<i>Net Sales</i>	22,360	19,748	13%
<i>Income from Operations</i>	2,162	1,919	13%



# SMC GLOBAL POWER HOLDINGS CORP.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
<i>Net Sales</i>	62,117	60,700	2%
<i>Income from Operations</i>	19,668	22,838	-14%



# GREENFIELD POWER PROJECTS

MALITA 2X150MW  
POWER PLANT



LIMAY 4X150MW  
POWER PLANT







# PETRON CORP.

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
<i>Net Sales</i>	313,505	247,770	27%
<i>Income from Operations</i>	22,071	16,841	31%
<i>Net Income</i>	11,761	7,427	58%
<i>Volume (in million barrels)</i>	80,251	79,333	1%



# SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

IN MILLION PESOS	2017	2016	CHANGE
<i>Net Sales</i>	16,520	14,672	13%
<i>Income from Operations</i>	8,086	7,441	9%



# SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

## BORACAY AIRPORT



Terminal Area



# SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

## SKYWAY STAGE 3



Ongoing works on Section 1



Ongoing works on Section 3



Ongoing works on Section 4





# SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

## SKYWAY STAGE 4







# SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

## TPLEX



Completed Lane markings @ Brgy. Baligi



Completed Aloragat Bridge



Pozzorrubio Interchange Bridge



Pozzorrubio Interchange- Steel Column and Trusses





# SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

## SLEX TR4







# SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

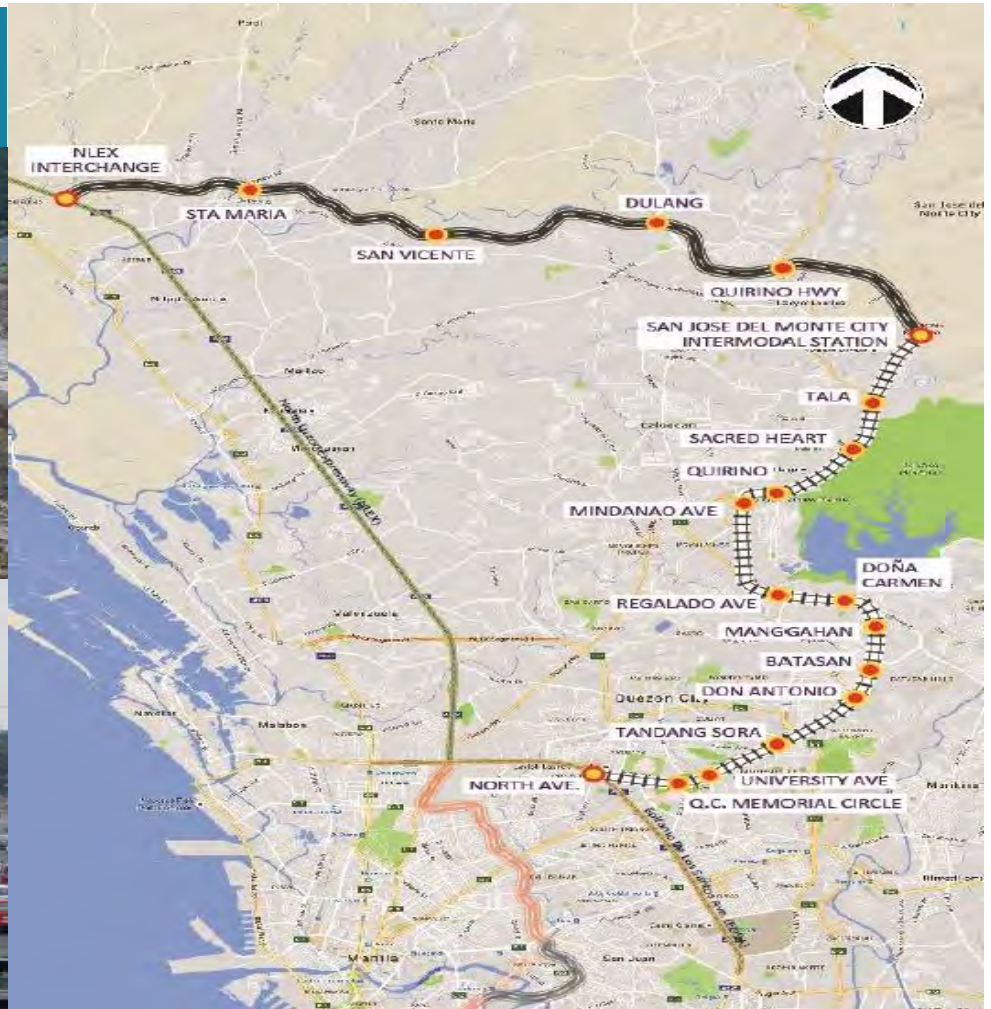
## MRT - 7



Excavation works on Quezon City Memorial Circle



Clearing and Grubbing along Commonwealth Ave.







# SMC INFRASTRUCTURE

SEPTEMBER-YTD 2017

## BULACAN BULK WATER





# SMC FINANCIAL POSITION

IN BILLION PESOS	As of September 2017	As of December 2016
<i>Total Assets</i>	1,350	1,307
<i>Cash</i>	212	203
<i>Interest –bearing Debt</i>	531	518
<i>Current Ratio</i>	1.31x	1.26x
<i>Total Liabilities to Equity Ratio</i>	1.93x	1.99x
<i>Interest-bearing Debt to Equity Ratio</i>	1.15x	1.19x
<i>Net-Debt-to-EBITDA</i>	1.64x	1.91x



**SAN MIGUEL  
CORPORATION**

# THANK YOU.

## VISIT OUR WEBSITES

- San Miguel Corporation - [www.sanmiguel.com.ph](http://www.sanmiguel.com.ph)
- San Miguel Brewery Inc. - [www.sanmiguelbrewery.com.ph](http://www.sanmiguelbrewery.com.ph)
- Ginebra San Miguel Inc. - [www.ginebrasanmiguel.com](http://www.ginebrasanmiguel.com)
- San Miguel Pure Foods Co. Inc. - [www.sanmiguelpurefoods.com](http://www.sanmiguelpurefoods.com)
- Petron Corporation - [www.petron.com](http://www.petron.com)
- SMC Global Power Holdings Corp. - [www.smcglobalpower.com.ph](http://www.smcglobalpower.com.ph)

## CONTACT US

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+632 632 3422

