



SAN MIGUEL
FOOD AND BEVERAGE, INC.

March 14, 2019

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 Full-Year Results.

Very truly yours,

A handwritten signature in black ink, appearing to read 'Alexandra B. Trillana', written in a cursive style.

ALEXANDRA B. TRILLANA
Corporate Secretary and Compliance Officer



**SAN MIGUEL
CORPORATION**
YOUR WORLD MADE BETTER

INVESTORS' BRIEFING

2018 FULL YEAR RESULTS

March 14, 2019



SAN MIGUEL
FOOD AND BEVERAGE, INC.





SAN MIGUEL CORPORATION

FULL-YEAR 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	1,024,943	826,086	24%
<i>Income from Operations</i>	117,085	111,042	5%
<i>Recurring Net Income</i>	55,175	54,654	1%
<i>EBITDA</i>	157,887	147,342	7%



SAN MIGUEL FOOD AND BEVERAGE, INC.

FULL-YEAR 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	286,378	251,589	14%
<i>Income from Operations</i>	45,950	42,401	8%
<i>Net Income</i>	30,533	28,226	8%

SAN MIGUEL BREWERY INC.

FULL-YEAR 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	129,249	113,255	14%
<i>Income from Operations</i>	35,285	31,161	13%
<i>Net Income</i>	23,836	20,711	15%



GINEBRA SAN MIGUEL INC.

FULL-YEAR 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	24,835	20,892	19%
<i>Income from Operations</i>	1,832	1,307	40%
<i>Net Income</i>	1,053	602	75%

SAN MIGUEL PURE FOODS

(a Division of San Miguel Food and Beverage, Inc.)

FULL-YEAR 2018



IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	132,299	117,449	13%
<i>Income from Operations</i>	9,181	9,926	-7%
<i>Net Income</i>	5,885	6,906	-15%



SAN MIGUEL PURE FOODS

(a Division of San Miguel Food and Beverage, Inc.)

FULL-YEAR 2018



Animal Nutrition & Health⁽¹⁾



Protein⁽²⁾



Flour Milling



Prepared & Packaged Food⁽³⁾



- 1 Feeds and vetmed
- 2 Poultry and fresh meats
- 3 Processed meats, dairy oils and fats, biscuits and coffee





SAN MIGUEL YAMAMURA
PACKAGING CORPORATION

SAN MIGUEL PACKAGING GROUP

FULL-YEAR 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	37,325	32,099	16%
<i>Income from Operations</i>	3,311	2,994	11%



SMC GLOBAL POWER HOLDINGS CORP.

FULL-YEAR 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	120,103	82,791	45%
<i>Income from Operations</i>	33,174	24,276	37%



PETRON CORP.

FULL-YEAR 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	557,386	434,624	28%
<i>Income from Operations</i>	18,921	27,638	-32%
<i>Net Income</i>	7,069	14,087	-50%



SMC INFRASTRUCTURE

FULL-YEAR 2018

IN MILLION PESOS	2018	2017	CHANGE
<i>Net Sales</i>	24,530	22,497	9%
<i>Income from Operations</i>	11,828	10,440	13%



SMC FINANCIAL POSITION

IN BILLION PESOS	2018	2017
<i>Total Assets</i>	1,677	1,380
<i>Cash</i>	243	206
<i>Interest-bearing Debt</i>	802	549
<i>Current Ratio</i>	1.37x	1.40x
<i>Total Liabilities to Equity Ratio</i>	2.28x	1.93x
<i>Interest-bearing Debt to Equity Ratio</i>	1.57x	1.17x
<i>Net-Debt-to-EBITDA</i>	3.02x	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

- | | |
|------------------------|---------------|
| SMC Investor Relations | +632 632 3752 |
| | +632 632 3422 |

