

# 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 14, 2022
2. SEC Identification Number  
142312
3. BIR Tax Identification No.  
000-083-856-000
4. Exact name of issuer as specified in its charter  
GINEBRA SAN MIGUEL INC.
5. Province, country or other jurisdiction of incorporation  
Philippines
6. Industry Classification Code(SEC Use Only)
7. Address of principal office  
3rd and 6th Floors, San Miguel Properties Centre, St. Francis Street, Ortigas Center,  
Mandaluyong City  
Postal Code  
1550
8. Issuer's telephone number, including area code  
(+632) 8841-5100
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 STOCK	286,327,841
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.*



**Ginebra San Miguel, Inc.**  
**GSMI**

**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**

Presentation Materials for Analysts' Briefing

**Background/Description of the Disclosure**

Combined Analysts' Briefing on the 2022 September-YTD Results of Ginebra San Miguel Inc., San Miguel Corporation, San Miguel Food and Beverage, Inc., and Petron Corporation.

**Other Relevant Information**

Please see attached presentation materials.

**Filed on behalf by:**

<b>Name</b>	Francis Joseph Cruz
<b>Designation</b>	General Counsel and Assistant Corporate Secretary



November 14, 2022

**THE PHILIPPINE STOCK EXCHANGE, INC.**

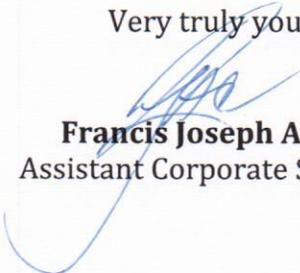
Disclosure Department  
6<sup>th</sup> Floor, PSE Tower  
5<sup>th</sup> Avenue corner 28th Street  
Bonifacio Global City, Taguig City

Attention: **Ms. Alexandra D. Tom Wong**  
Officer-in-Charge, Disclosure Department

Gentlemen:

Attached are the materials for the combined Analysts' Briefing on the 2022 September-YTD Results of Ginebra San Miguel Inc., San Miguel Corporation, San Miguel Food and Beverage, Inc., and Petron Corporation.

Very truly yours,



**Francis Joseph A. Cruz**  
Assistant Corporate Secretary

**GINEBRA SAN MIGUEL INC.**

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SAN MIGUEL CORPORATION



SAN MIGUEL FOOD AND BEVERAGE, INC.



# Analysts' Briefing

2022 SEPTEMBER-YTD RESULTS

NOVEMBER 14, 2022





SAN MIGUEL CORPORATION

# San Miguel Corporation

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	1,112,522	650,573	71%
INCOME FROM OPERATIONS	108,526	87,739	24%
NET INCOME	12,945	34,152	-62%
NET INCOME excluding Forex and CREATE Law	43,464	34,390	26%
EBITDA	126,351	118,125	7%





SAN MIGUEL CORPORATION

# San Miguel Corporation

September-YTD 2022

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- **Eagle Cement Corporation Acquisition**
- **San Miguel Corporation's Offering of Fixed-Rate Peso-Denominated Bonds of up to Php60 billion**
- **SMC Global Power Holdings Corp.'s Tender Offer of USD-Denominated Senior Perpetual Capital Securities**





SAN MIGUEL  
FOOD AND BEVERAGE, INC.

# San Miguel Food and Beverage, Inc.

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	261,540	221,746	18%
INCOME FROM OPERATIONS	37,571	32,806	15%
NET INCOME	26,347	24,184	9%





SAN MIGUEL  
BREWERY INC.

# San Miguel Brewery Inc.

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

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	98,992	82,082	21%
INCOME FROM OPERATIONS	22,226	18,182	22%
NET INCOME	16,161	14,049	15%





# Ginebra San Miguel Inc.

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

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	34,534	30,720	12%
INCOME FROM OPERATIONS	4,580	4,078	12%
NET INCOME	3,385	3,170	7%



# San Miguel Foods

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

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	128,019	108,950	18%
INCOME FROM OPERATIONS	10,812	10,552	3%
NET INCOME	7,439	7,573	-2%



# San Miguel Foods

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

September-YTD 2022

## ANIMAL NUTRITION AND HEALTH<sup>1</sup>



## PROTEIN<sup>2</sup>



## FLOUR MILLING



## PREPARED AND PACKAGED FOOD

### Dairy, Spreads and Coffee



### Refrigerated & Canned Meats, Plant-Based Food



1 Feeds and veterinary medicine  
2 Poultry and fresh meats



# San Miguel Packaging Group

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	25,262	22,510	12%
INCOME FROM OPERATIONS	1,334	832	60%





SMC GLOBAL POWER

# SMC Global Power Holdings Corp.

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	166,147	93,867	77%
INCOME FROM OPERATIONS	20,524	28,401	-28%
NET INCOME	(2,635)	13,694	-119%





# Petron Corp.

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	631,138	291,573	116%
INCOME FROM OPERATIONS	16,498	13,411	23%
NET INCOME	8,179	4,985	64%



# SMC Infrastructure

September-YTD 2022

(IN MILLION PESOS)	9M2022	9M2021	CHANGE%
NET SALES	20,871	13,273	57%
INCOME FROM OPERATIONS	10,094	4,317	134%

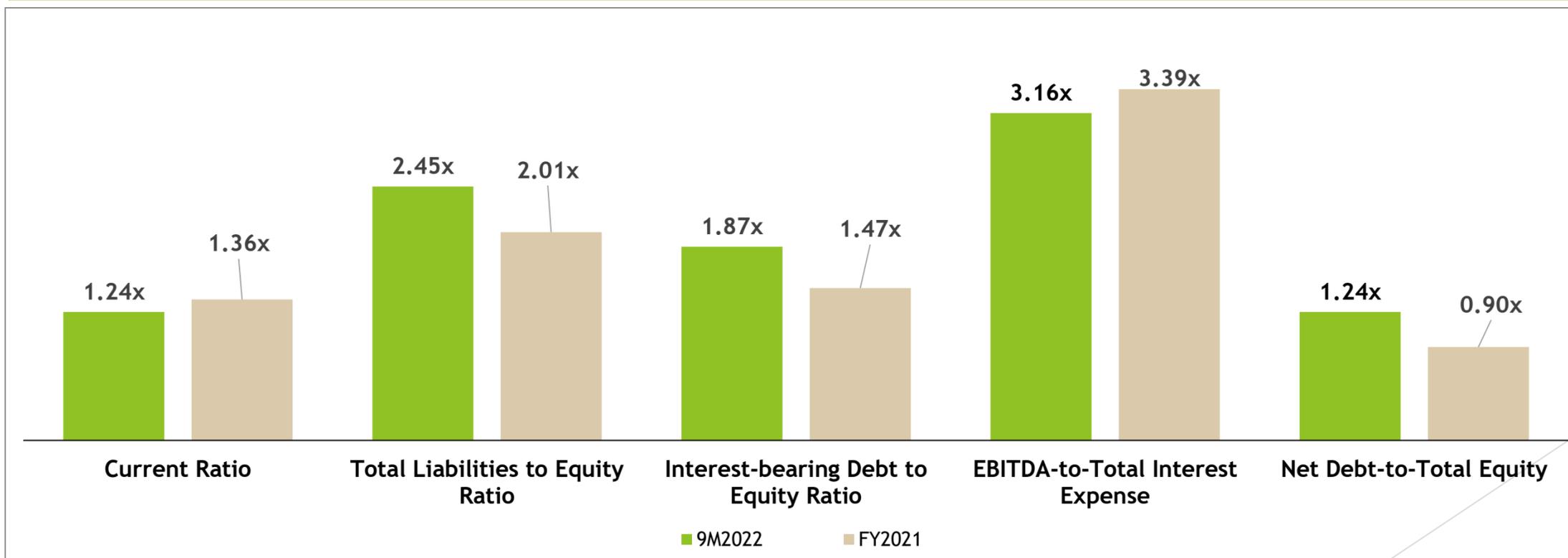




# SMC Financial Position

September-YTD 2022

(In Bil Php)	As of September 2022	As of December 2021
Total Assets	2,309	2,052
Cash	326	300
Interest-bearing debt	1,252	1,005





**SAN MIGUEL  
CORPORATION**

# Thank you!

**FOR ANY ADDITIONAL QUERIES, YOU MAY EMAIL:**

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**CORPORATE WEBSITES**

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www.sanmiguelbrewery.com.ph  
www.ginebrasanmiguel.com.ph  
www.smfb.com.ph  
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Analysts' Briefing | 2022 September-YTD Results | Nov 14, 2022

