# 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)

Aug 8, 2019

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) 841-5100

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	
PREFERRED STOCK	32,786,885	

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 Investors' Briefing
Background/Description of the Disclosure
Combined Investors' Briefing on the 2019 First Semester 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.

Conchita Jamora

General Counsel and Assistant Corporate Secretary

Filed on behalf by:

Name

Designation



August 8, 2019

### The Philippine Stock Exchange, Inc.

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

Attention:

Ms. Janet A. Encarnacion

Head, Disclosure Department

### Gentlemen:

Attached are the materials for the combined Investors' Briefing on the 2019 First Semester Results of Ginebra San Miguel Inc., San Miguel Corporation, San Miguel Food and Beverage, Inc. and Petron Corporation.

Very truly yours,

Conchita P. Jamoya
Assistant Corporate Secretary







# INVESTORS' BRIEFING

2019 FIRST SEMESTER RESULTS

August 08, 2019



# SAN MIGUEL CORPORATION FIRST SEMESTER 2019

IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales	509,495	499,000	2%
Income from Operations	57,616	67,006	-14%
Net Income	26,152	27,585	-5%
EBITDA	79,876	83,504	-4%



# SAN MIGUEL FOOD AND BEVERAGE, INC. FIRST SEMESTER 2019

IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales	151,107	137,608	10%
Income from Operations	21,568	22,889	-6%
Net Income	14,670	15,370	-5%





IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales	70,283	62,510	12%
Income from Operations	18,933	17,311	9%
Net Income	13,258	11,799	12%





# GINEBRA SAN MIGUEL INC. FIRST SEMESTER 2019

IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales	14,695	12,213	20%
Income from Operations	1,596	862	85%
Net Income	980	506	94%





## SAN MIGUEL PURE FOODS

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

FIRST SEMESTER 2019

IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales	66,131	62,886	5%
Income from Operations	1,063	4,712	-77%
Net Income	447	3,061	-85%



## SAN MIGUEL PURE FOODS

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

## FIRST SEMESTER 2019

### Animal Nutrition & Health(1)



## Flour Milling



### 1 Feeds and vetmed

- 2 Poultry and fresh meats
- 3 Processed meats, dairy, spreads and biscuits, and coffee businesses

### Protein<sup>(2)</sup>







## Prepared & Packaged Food<sup>(3)</sup>











## SAN MIGUEL PACKAGING GROUP SAN MIGUEL YAMAMURA PACKAGING CORPORATION FIRST SEMESTER 2019

IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales	17,835	17,556	2%
Income from Operations	1,697	1,647	3%



# SMC GLOBAL POWER HOLDINGS CORP FIRST SEMESTER 2019

IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales	<i>7</i> 2,511	57,430	26%
Income from Operations	18,384	17,043	8%
Net Income	7,263	1,872	288%



# PETRON CORPORATION FIRST SEMESTER 2019

IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales	254,807	273,498	-7%
Income from Operations	9,787	15,562	-37%
Net Income	2,620	9,502	-72%







## SMC INFRASTRUCTURE SMC INFRASTRUCTURE FIRST SEMESTER 2019

IN MILLION PESOS	1H2019	1H2018	CHANGE
Net Sales*	12,315	12,145	1%
Income from Operations*	6,030	6,223	-3%

\*Manila North Harbor Ports results deconsolidated effective April 26, 2019







## SMC FINANCIAL POSITION

IN BILLION PESOS	As of June 2019	As of December 2018
Total Assets	1,731	1,677
Cash	267	243
Interest-bearing Debt	798	802
Current Ratio	1.54x	1.37x
Total Liabilities to Equity Ratio	2.08x	2.28x
Interest-bearing Debt to Equity Ratio	1.42x	1.57x
Net-Debt-to-EBITDA	3.00x	3.02x



## THANK YOU.

#### **VISIT OUR WEBSITES**

San Miguel Corporation

San Miguel Brewery Inc.

Ginebra San Miguel Inc.

San Miguel Food and Beverage, Inc.

**Petron Corporation** 

SMC Global Power Holdings Corp.

- www.sanmiguel.com.ph

- www.sanmiguelbrewery.com.ph

- www.ginebrasanmiguel.com

- www.smfb.com.ph

- www.petron.com

- www.smcglobalpower.com.ph

#### **CONTACT US**

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