



13 July 2012

**Philippine Stock Exchange, Inc.**  
Disclosure Department  
3<sup>rd</sup> Floor, Philippine Stock Exchange Center  
Ayala Triangle, Ayala Avenue  
Makati City

Attention: Ms. Janet A. Encarnacion  
Head – Disclosure Department

Gentlemen:

In accordance with Section 17 of the Revised Disclosure Rules of the Philippine Stock Exchange, we submit herewith the quarterly public ownership report of Ginebra San Miguel Inc. as of June 30, 2012.

Very truly yours,

  
**CONCHITA P. JAMORA**  
Assistant Corporate Secretary

***GINEBRA SAN MIGUEL, INC.***

3rd & 6th Floors, San Miguel Properties Centre, St. Francis Street, Mandaluyong City, Metro Manila, Philippines 1550 Telephone: (632) 689-9100 Fax: (632) 634-2211





**GINEBRA SAN MIGUEL, INC.**  
**Computation of Public Ownership as of (06/30/12)**

|  |             |
|--|-------------|
| Number of Issued Shares                  | 399,062,917 |
| Less: Number of Treasury Shares (if any) | 76,200,091  |
| Number of Preferred Shares (if any)      | 32,786,885  |

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Number of Outstanding Common Shares 290,075,941

Less:

|  | % to total<br>Outstanding Shares | Number of<br>Shares |        |
|--|----------------------------------|---------------------|--------|
| <b>Directors*</b>                      |                                  |                     |        |
| Eduardo M. Cojuangco, Jr. <sup>①</sup> | 0.0017%                          | 5,000               |        |
| Direct                                 |                                  |                     |        |
| Ramon S. Ang <sup>②</sup>              | 0.0017%                          | 5,000               |        |
| Direct                                 |                                  |                     |        |
| Bernard D. Marquez <sup>③</sup>        | 0.0103%                          | 30,000              |        |
| Direct                                 |                                  |                     |        |
| Leo S. Alvez                           | 0.0017%                          | 5,000               |        |
| Direct                                 |                                  |                     |        |
| Gabriel Claudio                        | 0.0017%                          | 5,000               |        |
| Direct                                 |                                  |                     |        |
| Roberto V. Ongpin                      | 0.0017%                          | 5,000               |        |
| Direct                                 |                                  |                     |        |
| Angelina S. Gutierrez                  | 0.0017%                          | 5,000               |        |
| Direct                                 |                                  |                     |        |
| Ferdinand K. Constantino               | 0.0017%                          | 5,000               |        |
| Direct                                 |                                  |                     |        |
| Minita V. Chico Nazario                | 0.0017%                          | 5,000               | 70,000 |
| Direct                                 |                                  |                     |        |
| <b>Officers*</b>                       |                                  |                     |        |
| Clemente O. Alburo                     | 0.0052%                          | 15,000              |        |
| Direct                                 |                                  |                     |        |
| Alfredo P. Aquino, Jr.                 | 0.0052%                          | 15,000              |        |
| Direct                                 |                                  |                     |        |

1. Also Chairman and CEO
2. Also Vice-Chairman
3. Also President



|                                       |         |        |         |
|---------------------------------------|---------|--------|---------|
| Cynthia M. Baroy<br>Direct            | 0.0103% | 30,000 |         |
| Monina N. Cortez<br>Direct            | 0.0103% | 30,000 |         |
| Nelson S. Elises<br>Direct            | 0.0109% | 31,500 |         |
| Jaime P. Factor<br>Direct             | 0.0052% | 15,000 |         |
| Tomasito M. Gaerlan<br>Direct         | 0.0160% | 46,500 |         |
| Jeffrey S. Javellana<br>Direct        | 0.0069% | 20,000 |         |
| Rosalina A. Lioanag<br>Direct         | 0.0178% | 51,500 |         |
| Emmanuel B. Macalalag<br>Direct       | 0.0160% | 46,500 |         |
| Allan P. Mercado<br>Direct            | 0.0103% | 30,000 |         |
| Roxanne B. Millan<br>Direct           | 0.0126% | 36,500 |         |
| Ronilo Armando S. Sarmiento<br>Direct | 0.0052% | 15,000 |         |
| Lucia De C. Unsay<br>Direct           | 0.0172% | 50,000 |         |
| Ramoncito L. Valencia<br>Direct       | 0.0128% | 37,000 |         |
| Valentino G. Vega<br>Direct           | 0.0052% | 15,000 | 484,500 |

**Principal Stockholders \***

|                                  |          |             |             |
|----------------------------------|----------|-------------|-------------|
| San Miguel Corporation<br>Direct | 74.7983% | 216,972,000 | 216,972,000 |
|----------------------------------|----------|-------------|-------------|

**Affiliate \***

|     |   |   |  |
|-----|---|---|--|
| N/A | - | - |  |
|-----|---|---|--|

**Others**

|                 |         |         |                            |
|-----------------|---------|---------|----------------------------|
| Government*     | -       | -       |                            |
| Banks*          | -       | -       |                            |
| Employees*      | -       | -       |                            |
| Lock-up Shares* | 0.1744% | 505,876 | <u>505,876</u> 218,032,376 |

**Total Number of Shares Owned by the Public**

72,043,565

**PUBLIC OWNERSHIP PERCENTAGE**

**Total Number of Shares Owned by the Public**  
**Total Issued and Outstanding Shares**

72,043,565 shares      24.84%  
290,075,941 shares

Required Public Ownership % =

/

Complied

Not Complied

(Please check ( / ) the appropriate box)

|  |   |  |
|--|---|--|
| Number of Issued and Outstanding Shares                      | = | <input type="text" value="322,862,826"/> |
| Number of Outstanding Shares                                 | = | <input type="text" value="322,862,826"/> |
| Number of Treasury Shares                                    | = | <input type="text" value="76,200,091"/>  |
| Number of Listed Shares                                      | = | <input type="text" value="333,612,667"/> |
| Number of Foreign-Owned Shares                               | = | <input type="text" value="18,265,744"/>  |
| Foreign Ownership Level (%)                                  | = | <input type="text" value="5.66%"/>       |
| Foreign Ownership Limit (%)                                  | = | <input type="text" value="40%"/>         |
| Number of Stockholders                                       | = | <input type="text" value="1,009"/>       |
| Number of Shareholders owning<br>at least one Board Lot each | = | <input type="text" value="1,000"/>       |

\* See Annex A for Guidelines and Definitions

\*\* See Annex B for the Board Lot Table



### Minimum Percentage of Public Ownership

To check if Ginebra San Miguel, Inc. is in compliance with the Minimum Percentage of Public Ownership, the following steps must be observed:

**Step 1 Compute for Company's Market Capitalization**

( Please observe the same cut-off date as that of the Computation of Public Ownership Percentage)

Market Capitalization = Total Issued and Outstanding shares x Closing Market Price on cut-off date

|                  | Number of Shares   |   | Closing Mkt. Price | Market Capitalization    |
|------------------|--------------------|---|--------------------|--------------------------|
| Common Shares    | 290,075,941        | x | P20.90             | P6,062,587,166.90        |
| Preferred Shares | 32,786,885         | x | P20.90             | P685,245,896.50          |
|                  | <u>322,862,826</u> |   |                    | <u>P6,747,833,063.40</u> |

**Step 2 Refer to the Table below.**

(Based on the Market Capitalization computed, identify the corresponding minimum public ownership requirement.)

| MARKET CAPITALIZATION | PUBLIC OWNERSHIP |
|-----------------------|------------------|
| Not exceeding P 400 M | 33%              |
| >P400M to P1B         | 25%              |
| >P1B to P5B           | 20%              |
| >5B to P10B           | 15%              |
| >P10B                 | 10%              |

**Step 3 Compare computed Actual Public Ownership with the Minimum Requirement**

Actual Public Ownership (per computation) **24.84%**

Minimum Required Public Ownership (per table) **15%**