



May 16, 2024

PHILIPPINE STOCK EXCHANGE, INC.

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

Attention: **Mr. Norberto T. Moreno**
Officer-in-Charge, Disclosure Department

PHILIPPINE DEALING & EXCHANGE CORP.

29th Floor, BDO Equitable Tower
8751 Paseo de Roxas
Makati City 1226

Attention: **Atty. Suzy Claire R. Selleza**
Head – Issuer Compliance and Disclosure Department

Re: **SMC Analysts' Briefing for 2024 First Quarter Results**

Gentlemen:

We are forwarding the materials that were distributed to the attendees at the Analysts' Briefing of San Miguel Corporation ("SMC") this afternoon. Petron Corporation is among the subsidiaries of SMC reported.

Very truly yours,

A handwritten signature in black ink, appearing to read 'Jhoanna M. Javier-Elacio'.

JHOANNA JASMINE M. JAVIER-ELACIO
Assistant Vice President – General Counsel
and Corporate Secretary



SAN MIGUEL
CORPORATION



SAN MIGUEL
FOOD AND BEVERAGE, INC.



PETRON

SAN MIGUEL CORPORATION

Analysts' Briefing

2024 1st QUARTER RESULTS

May 16, 2024



| Executive Summary

- » SMC received several **notable citations recognizing the Company's sustainability efforts** towards achieving its four overarching sustainability goals.
- » SMC is off to a strong start in 2024 marked by **robust demand in most of our business units** while continuing to strike the good balance between maintaining volume growth and profitability.
- » SMC delivered solid 1Q24 results. Headlining this performance was a **15% operating income growth** underpinned by robust volumes and improved margins coming from lower raw material costs and cost control measures across the group.
- » SMC's **steady growth in its core growth businesses** while its **growth businesses are gaining traction** exemplify its **strength and value creation**.
- » We continue to support our businesses with the **optimum level of investments and resources** and at the same time **achieving leverage** as we scale.





2023 Sustainability Milestones


Economic

Economic value generated and distributed

P1,461 B+
of economic
value
generated

P1,418 B+
of economic
value
distributed


Environment

 **11%, 7% & 6%**

Decreases in GHG emissions intensity for Power, Petron, and SMC's lower-carbon business units

 **5.7Mn MT**

Of silt and waste removed from Pasig, Tullahan, San Juan, and Bulacan rivers

 **7.5B Liters**

Freshwater saved through "Water for All" project

 **6.5Mn+**

Trees planted through Project 747

 **55 Species**

Of coral transplanted through coral reef rehabilitation

 **34%**

Increase in total water recycled and reused

 **87%**

Of solid waste diverted away from landfills


Social

 **1.3Mn Hours**


Online and in-person trainings provided to employees

 **46**


Executives and staff completed the Sustainability Management Certification Program and delivered 10 capstone sustainability projects

 **13,061**


Employee volunteers

 **9,911**

Members served almost daily by Better World communities

 **242,466**

Families granted access to clean water through Bulacan Bulk Water project


 **24,860**

Volunteer hours of service

Governance

 **63%**

Total procurement budget spent on local suppliers

 **23 and 35**

Directors and Executives, respectively, trained with the Ateneo Institute of Sustainability

**Note: All highlights above are based on progress made in the year 2023, except for the following achievements, which have been realized since the inception of the projects until the end of 2023: (a) silt and waste removed from rivers, (b) trees planted through Project 747, and (c) families granted access to clean water through the Bulacan Bulk Water Project.*



| 1Q2024 Sustainability Awards



**3G Excellence in
Sustainability
Reporting Award
2024**



**3G Championship
Award for CSR 2024**



**Silver Award –
Empowerment of
Women**

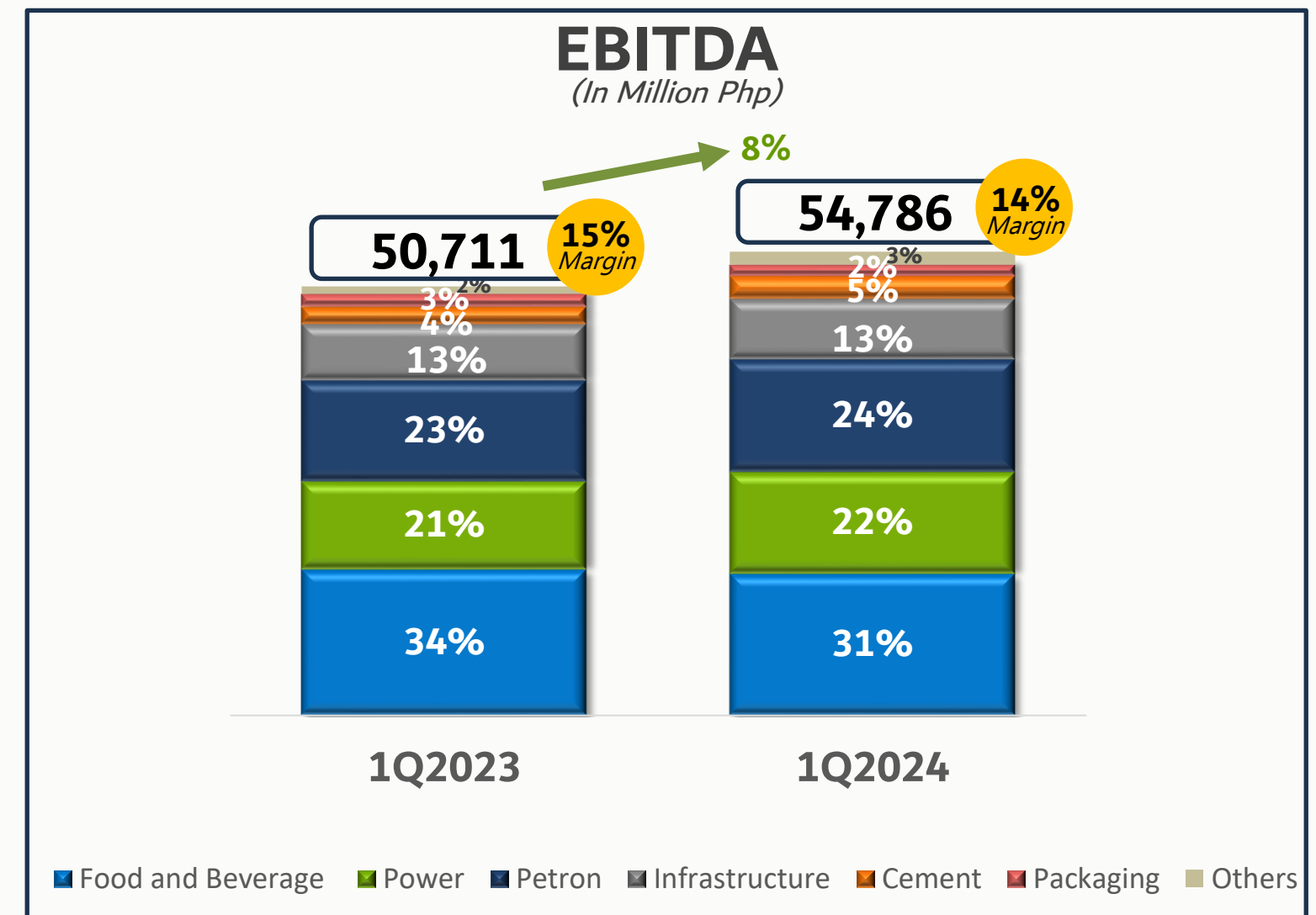


**Silver Award –
Best Community
Programme**



SMC started the year strong with consolidated revenues growing 13%

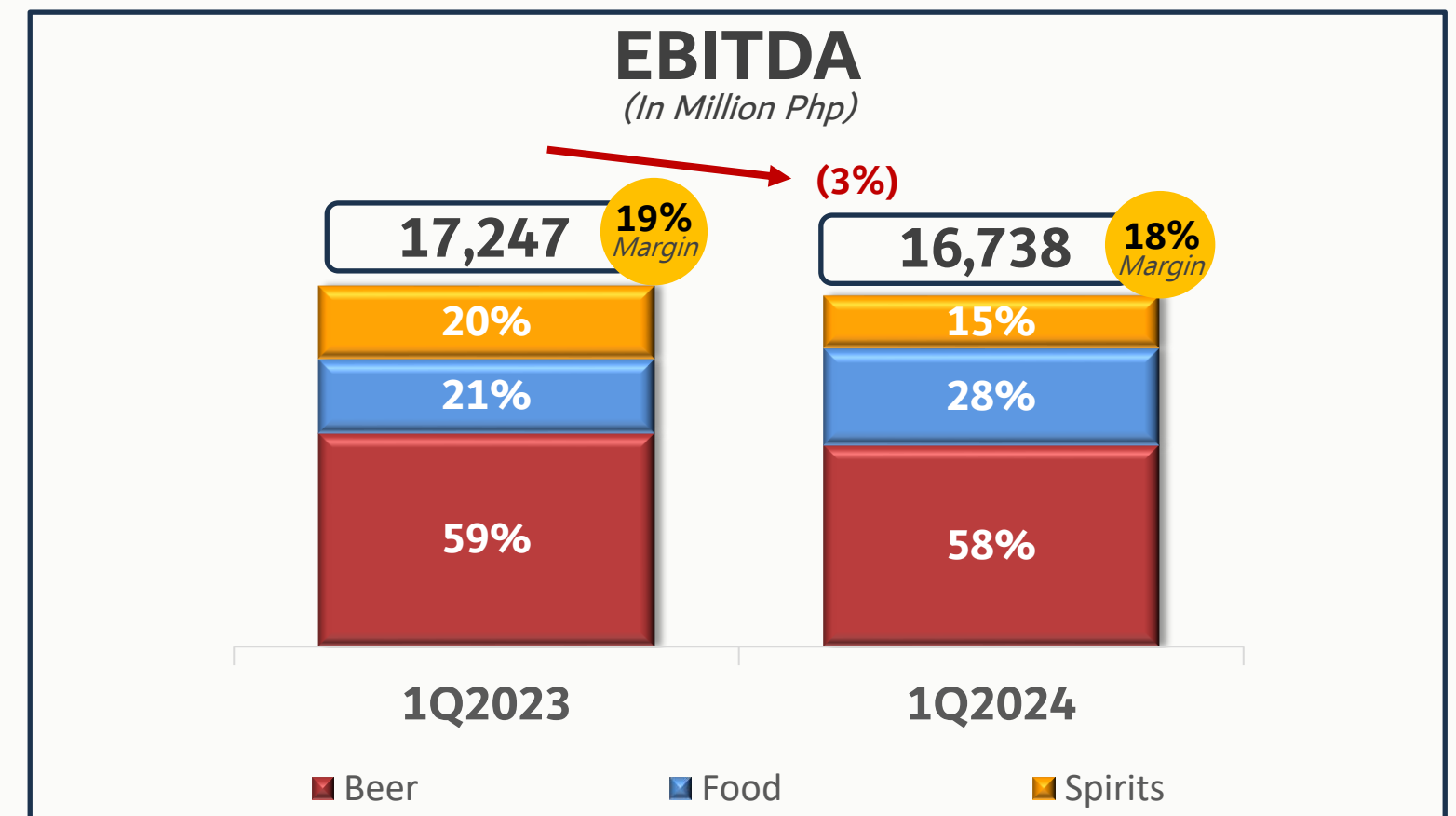
<i>(in Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	392,713	346,725	13%
INCOME FROM OPERATIONS	40,464	35,053	15%
NET INCOME	8,887	17,739	-50%
NET INCOME excluding FOREX	14,493	9,004	61%



Operating income rose 15% to ₱40.5 billion on account of robust demand, lower raw material costs in Food, improved margins from contracted volumes in Power, and effective cost saving measures in Cement.

SMFB sustained top-line growth to ₱95.4 billion

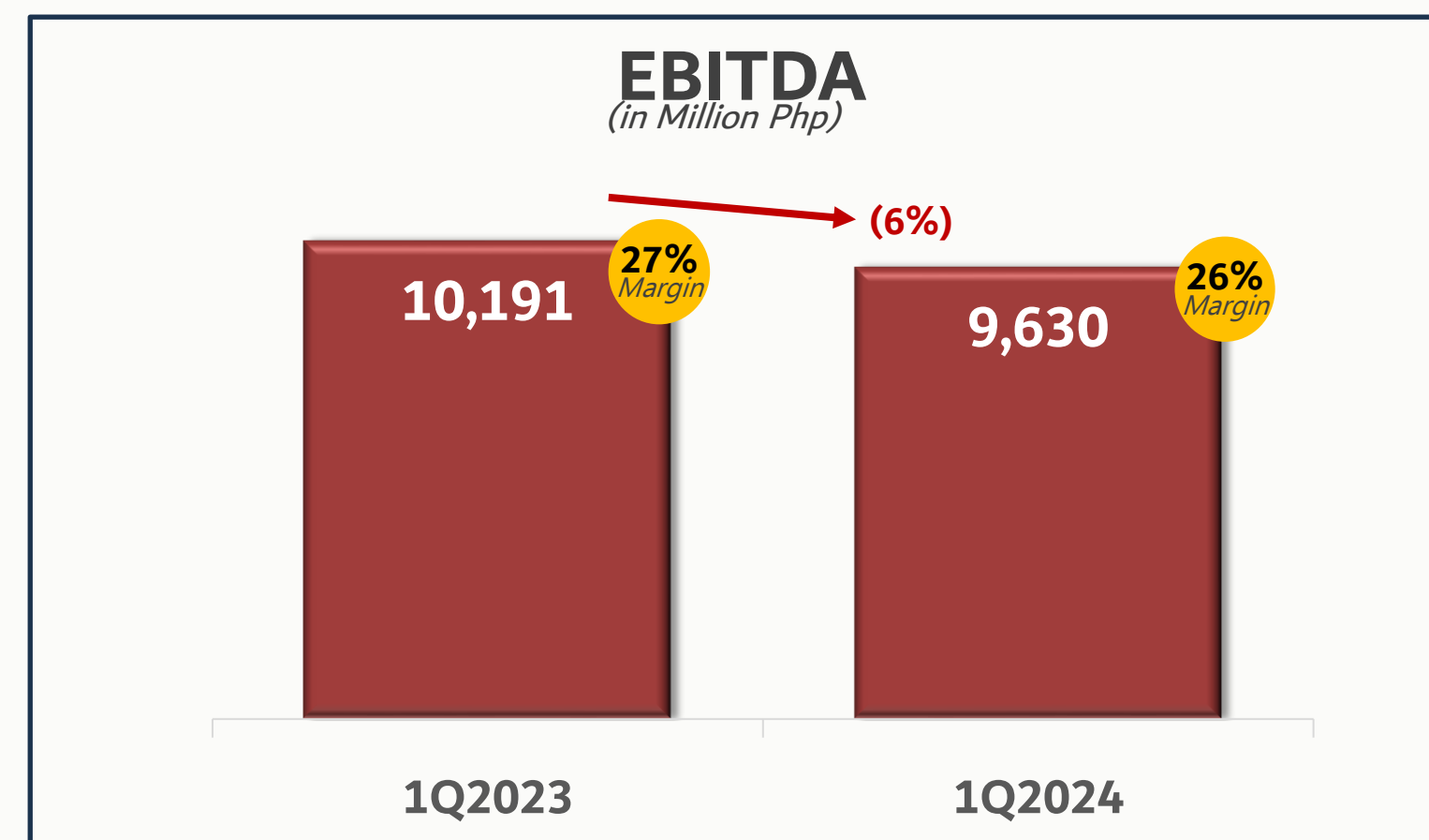
<i>(in Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	95,432	93,186	2%
INCOME FROM OPERATIONS	13,119	11,581	13%
NET INCOME	9,974	9,876	1%



EBITDA dipped 3% to ₱16.7 billion vs last year due to lower Beer volumes. Meanwhile, operating income grew by 13% fueled by increased sales in Food and Spirits Divisions.

SMB's consolidated revenues declined by 3% on lower volumes

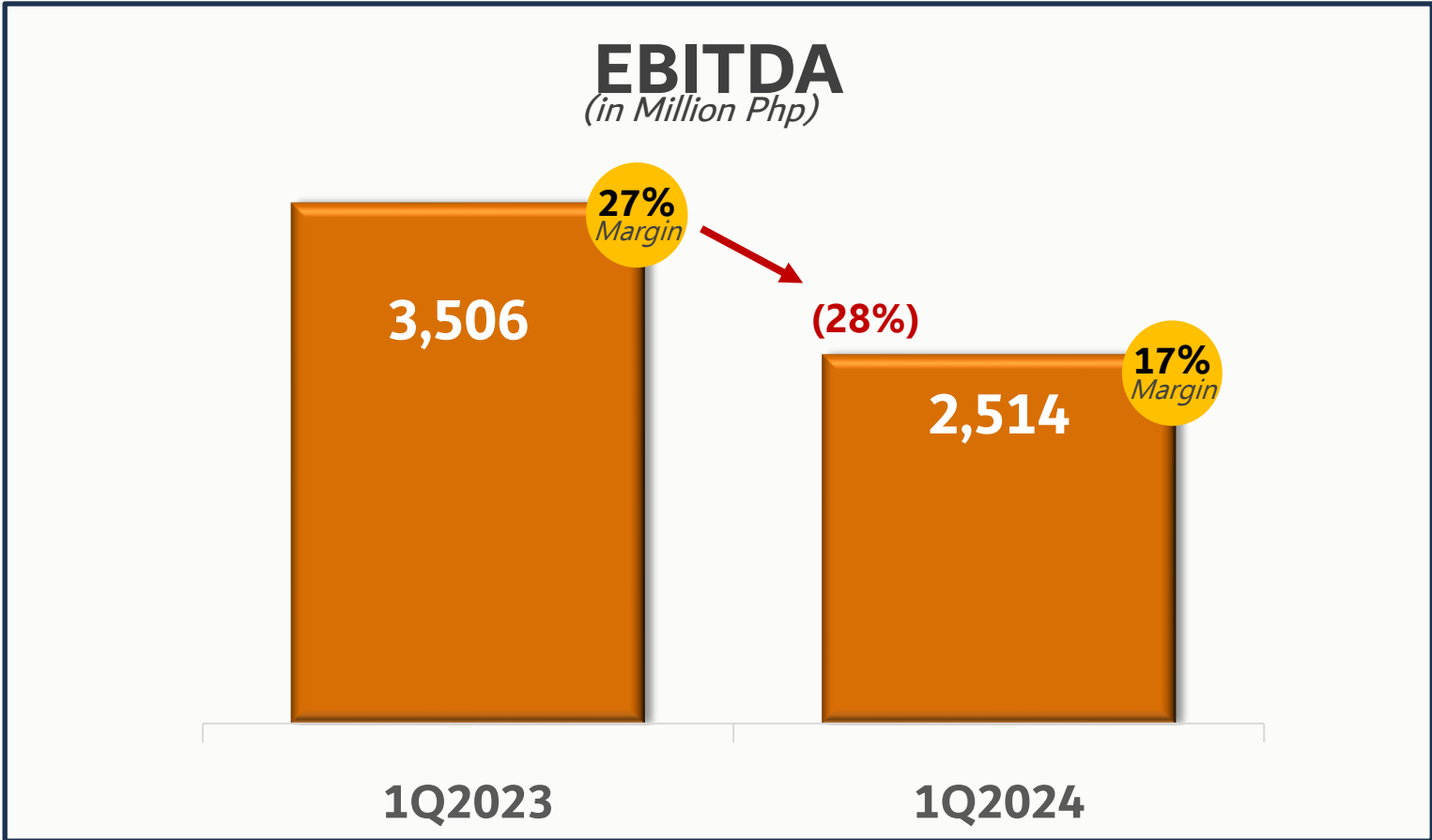
<i>(in Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	37,367	38,335	(3%)
INCOME FROM OPERATIONS	8,131	8,438	(4%)
NET INCOME	6,514	6,819	(4%)



Coming from a high base in 1Q2023, in anticipation of a price hike effective March 2023, 1Q2024 recorded lower Beer volumes resulting in a slower performance for the quarter.

GSMI’s revenue growth was backed by strong volume growth driven by effective brand campaigns

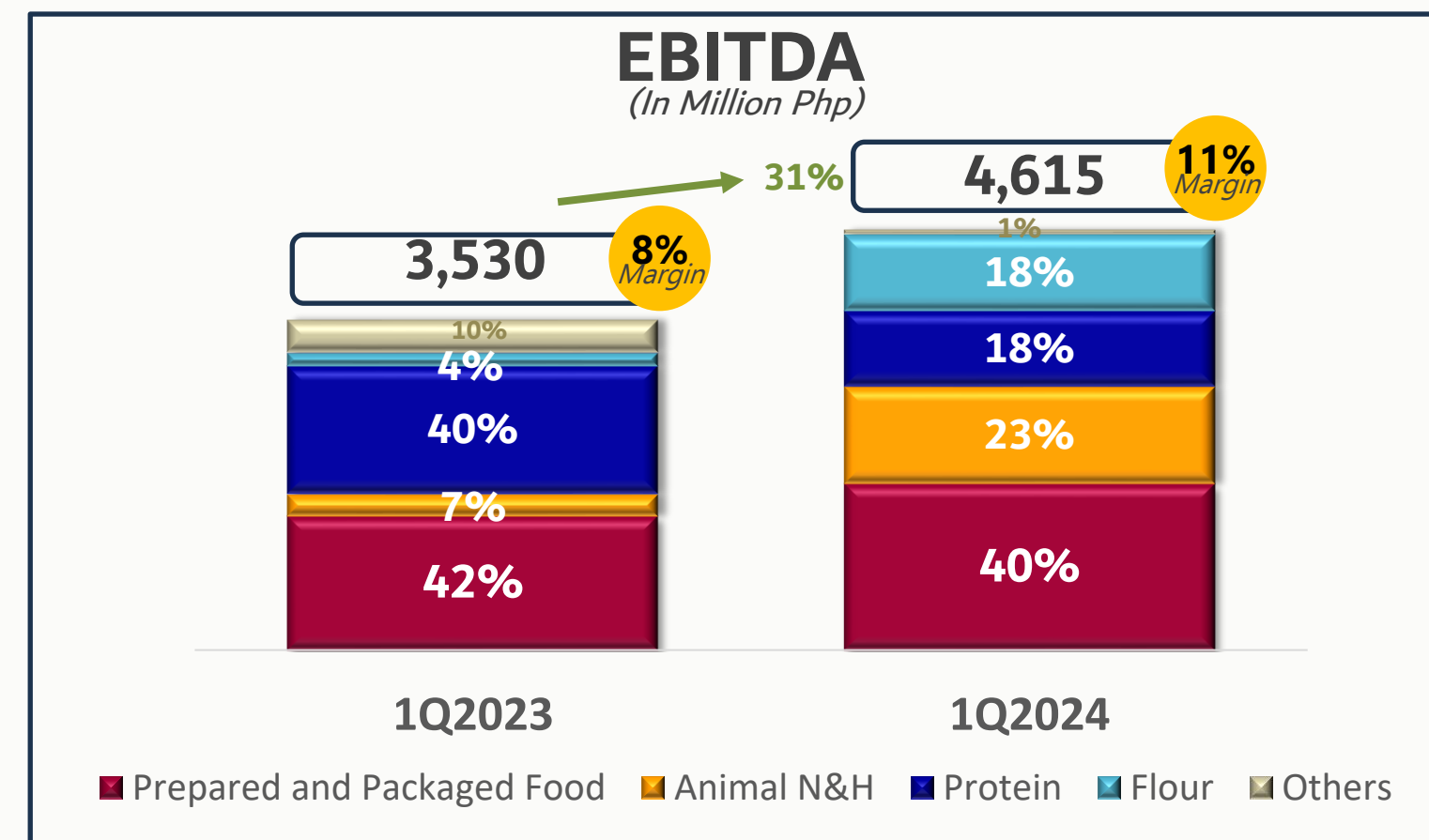
<i>(in Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	15,117	12,945	17%
INCOME FROM OPERATIONS	2,278	1,631	40%
NET INCOME	1,907	2,532	(25%)



Increase in operating income growth came in part from higher selling price, aided by efficiencies in imported alcohol purchase, second-hand bottle use and biogas generation at its distillery. Excluding one-time gain from Don Papa in March 2023, net income would have grown 38%.

San Miguel Foods sustained topline growth and delivered strong profits on higher volumes and lower raw material costs across most businesses.

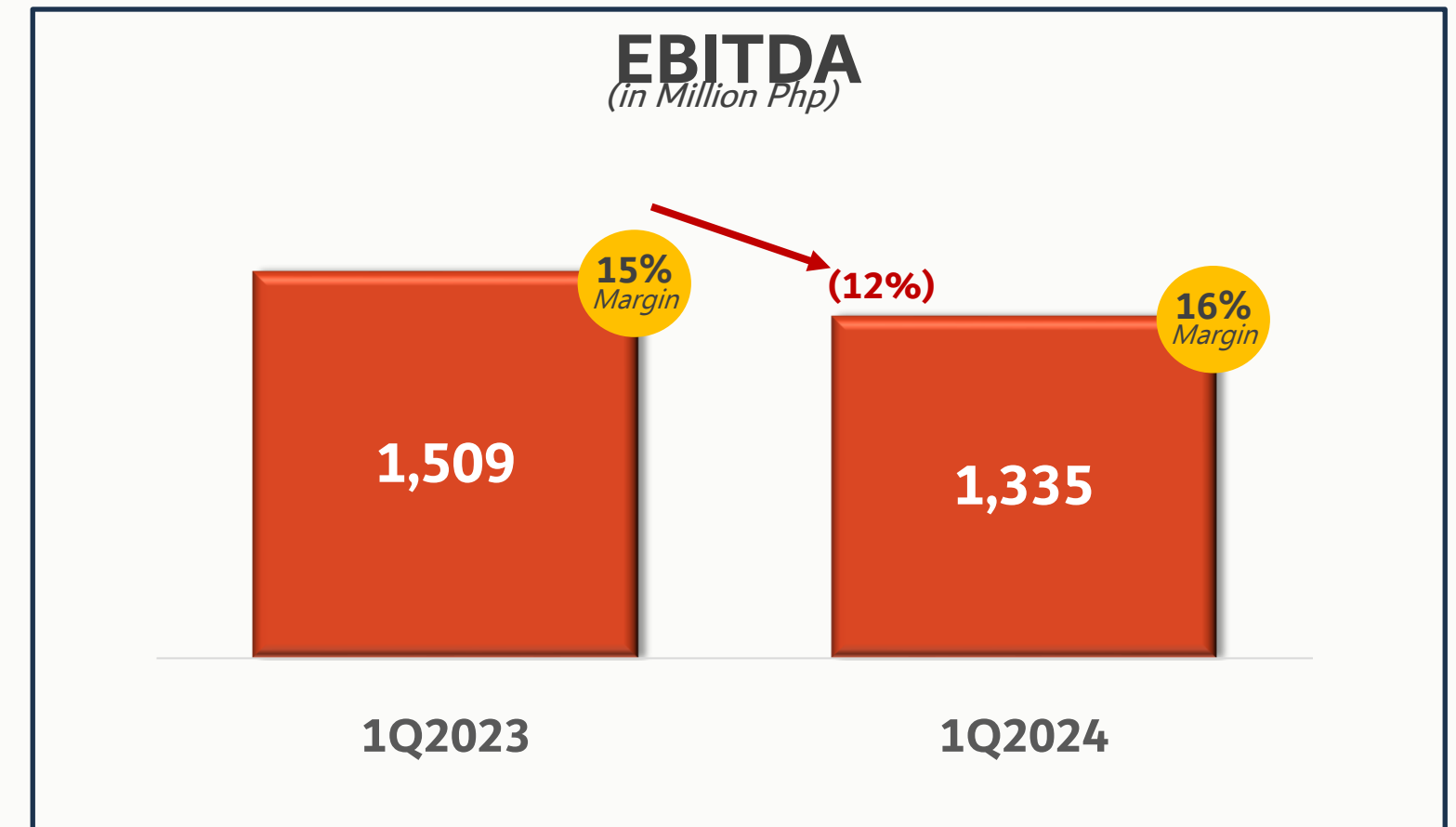
<i>(in Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	42,950	41,908	2%
INCOME FROM OPERATIONS	2,730	1,531	78%
NET INCOME	1,770	740	139%



Softening of major raw material prices along with enhanced operational efficiencies enabled by its company-owned facilities led to the 78% increase in operating income.

SMC's Packaging Group revenues declined reflecting lower demand for glass from SMB.

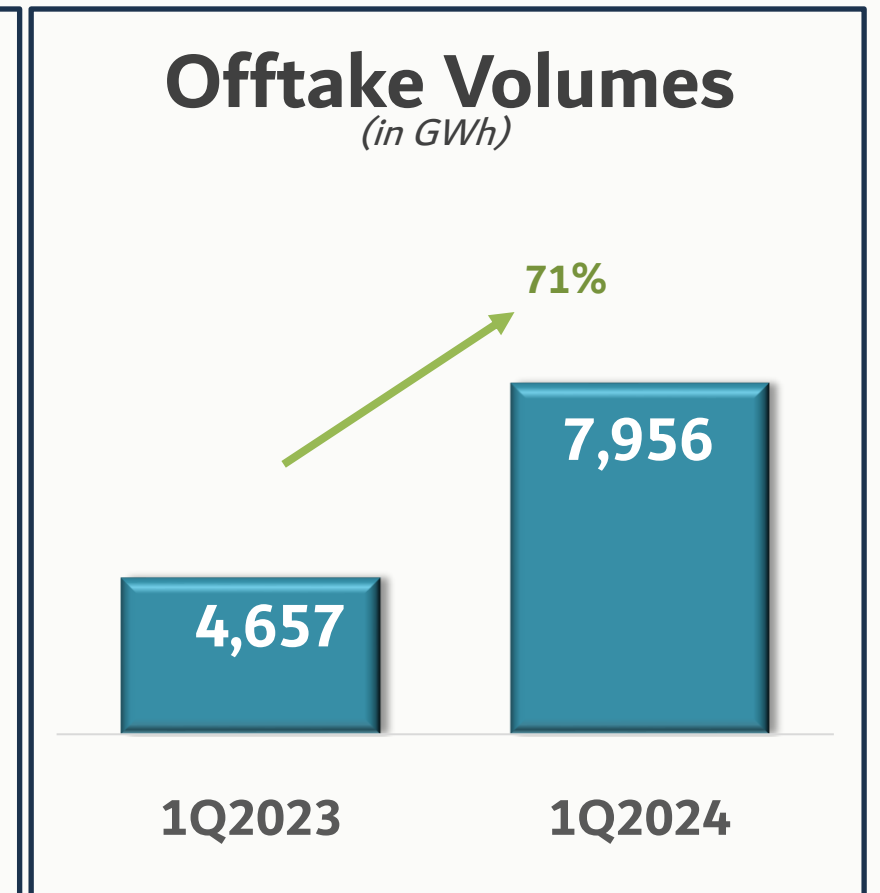
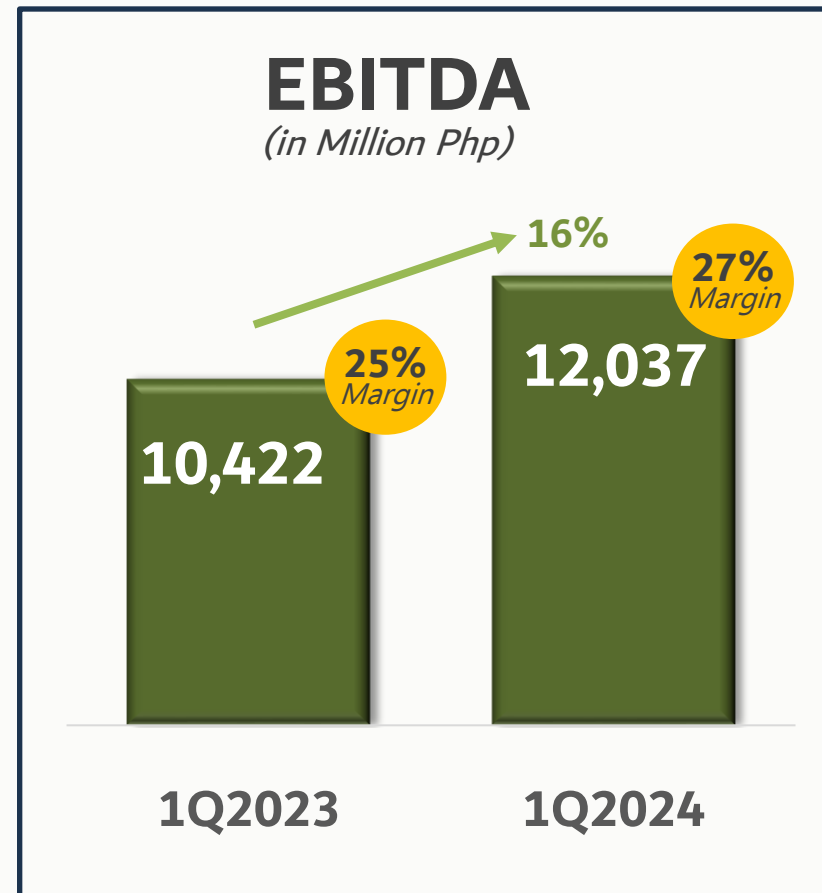
<i>(in Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	8,407	10,195	(18%)
INCOME FROM OPERATIONS	696	803	(13%)



EBITDA margin improved slightly to 16% on better productivity and management of fixed costs.

San Miguel Global Power revenues rose 7% on higher offtake volumes and BESS' contribution

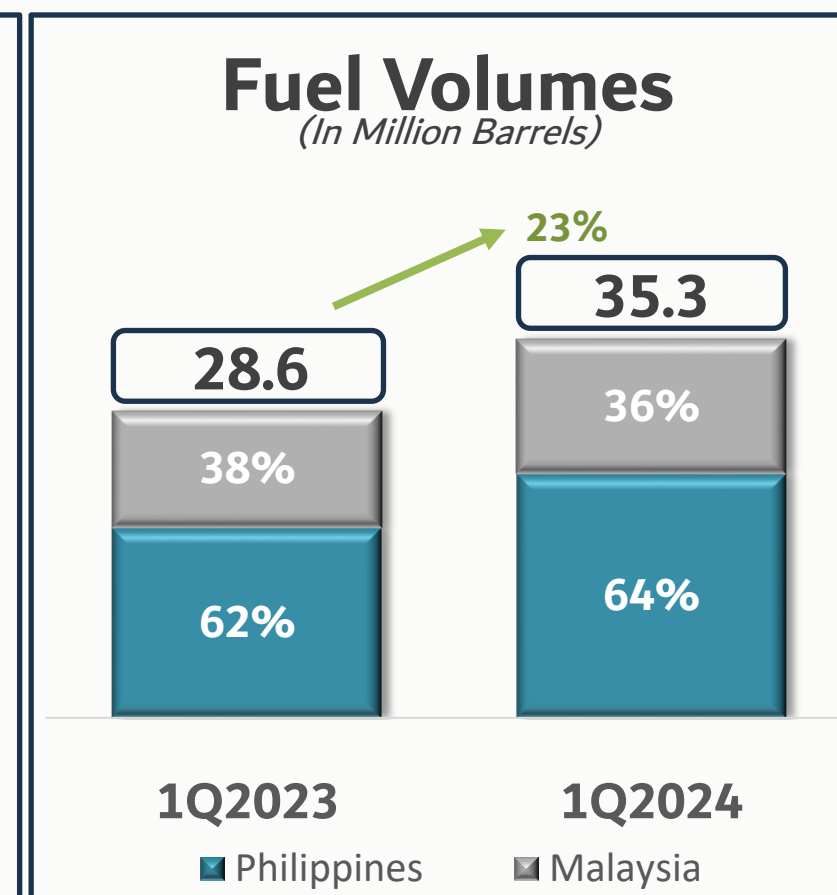
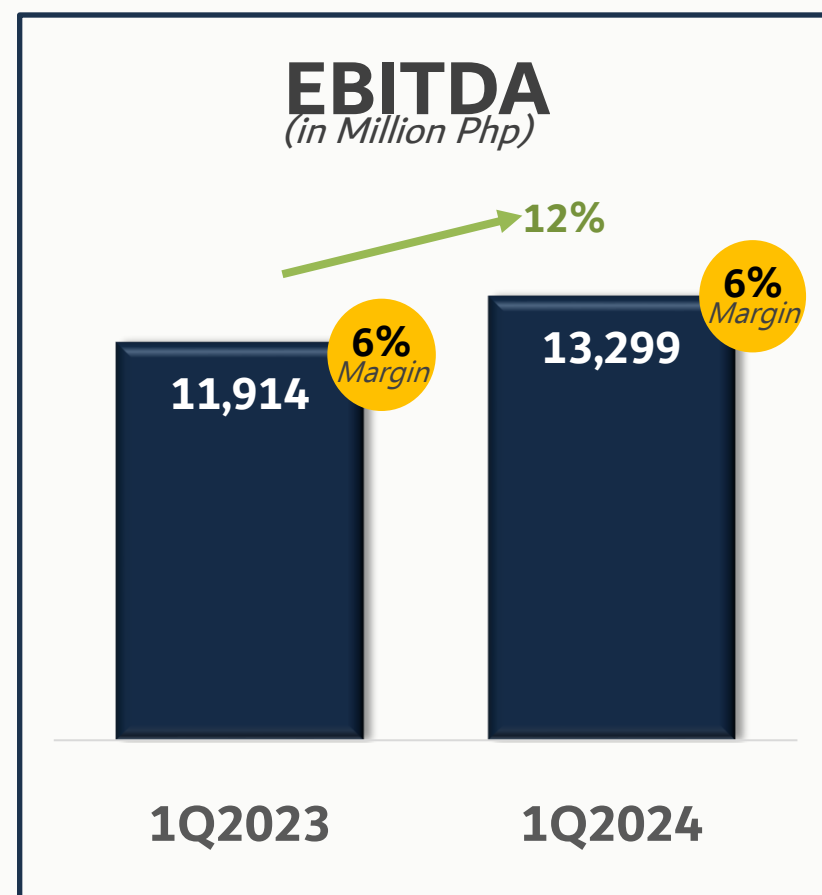
<i>(In Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	44,123	41,124	7%
INCOME FROM OPERATIONS	8,840	7,575	17%
NET INCOME	1,547	5,345	-71%



EBITDA and operating income both posted double-digit growth, as it successfully transitioned to fuel pass-through arrangements for most of its bilateral customers, supported by the significantly lower fuel prices. Without the recognized net foreign exchange movement after tax impact, net income would have grown by 15% to ₱2.7 billion.

Broad-based growth recorded across all business segments lifted revenues by 21%

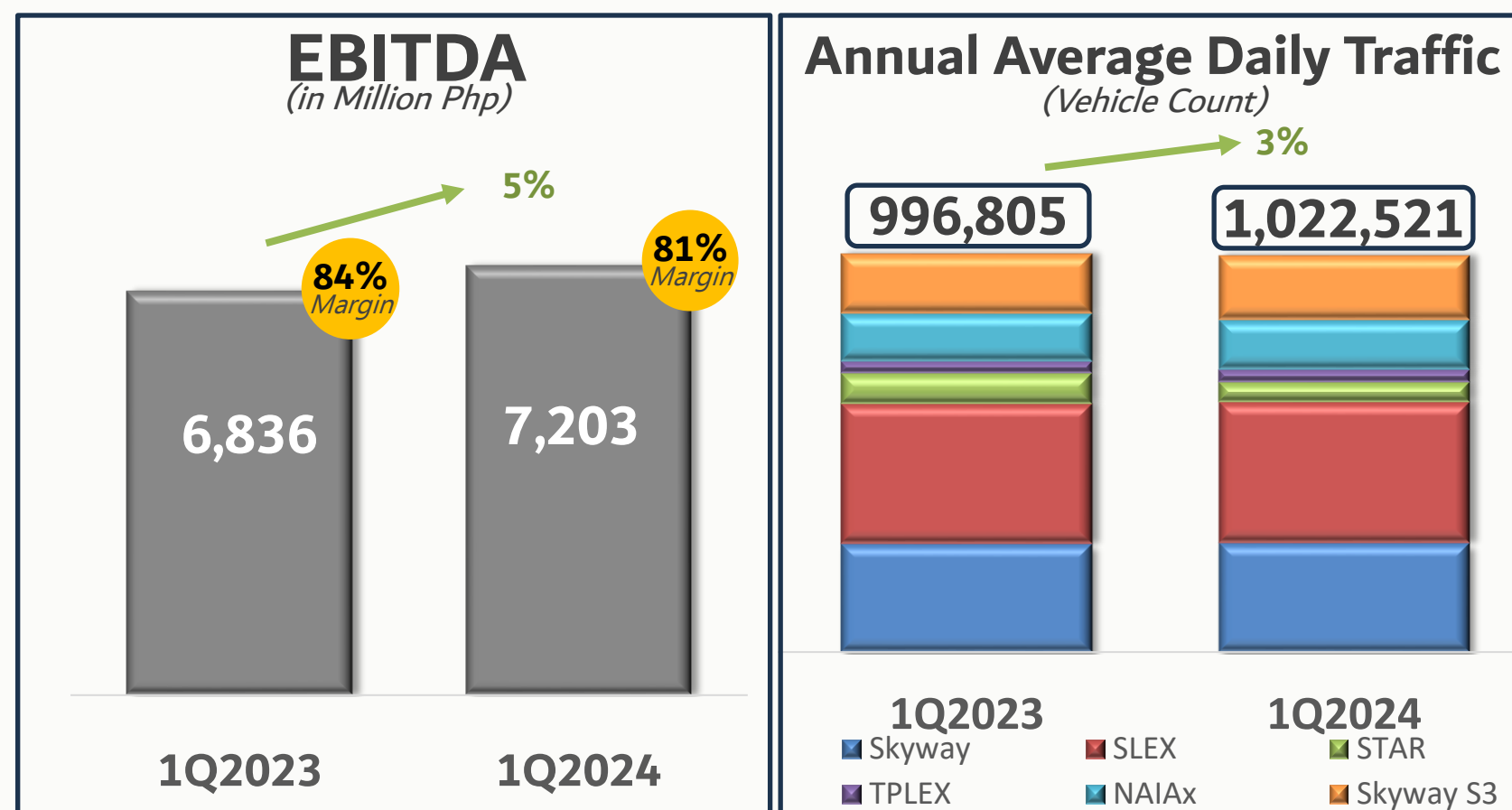
<i>(in Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	227,637	188,753	21%
INCOME FROM OPERATIONS	10,171	8,418	21%
NET INCOME	3,933	3,399	16%



The sales volume growth was supported by higher production at Petron's refinery in Bataan and Port Dickson. Notably, Philippine operations' sales volume recorded a 28% growth on the back of higher retail and supply sales.

SMC Infrastructure posted a robust 9% revenue growth on the back of sustained performance of its toll roads

<i>(In Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	8,886	8,170	9%
INCOME FROM OPERATIONS	4,768	4,485	6%



AADT reached 1.0 million vehicles buoyed by increased travel and economic activities. First quarter growth was also supported by the toll rate increase implemented by SLEX in all vehicle classes starting November 2023. EBITDA margin remains healthy at 81%.



NORTHERN CEMENT
CORPORATION

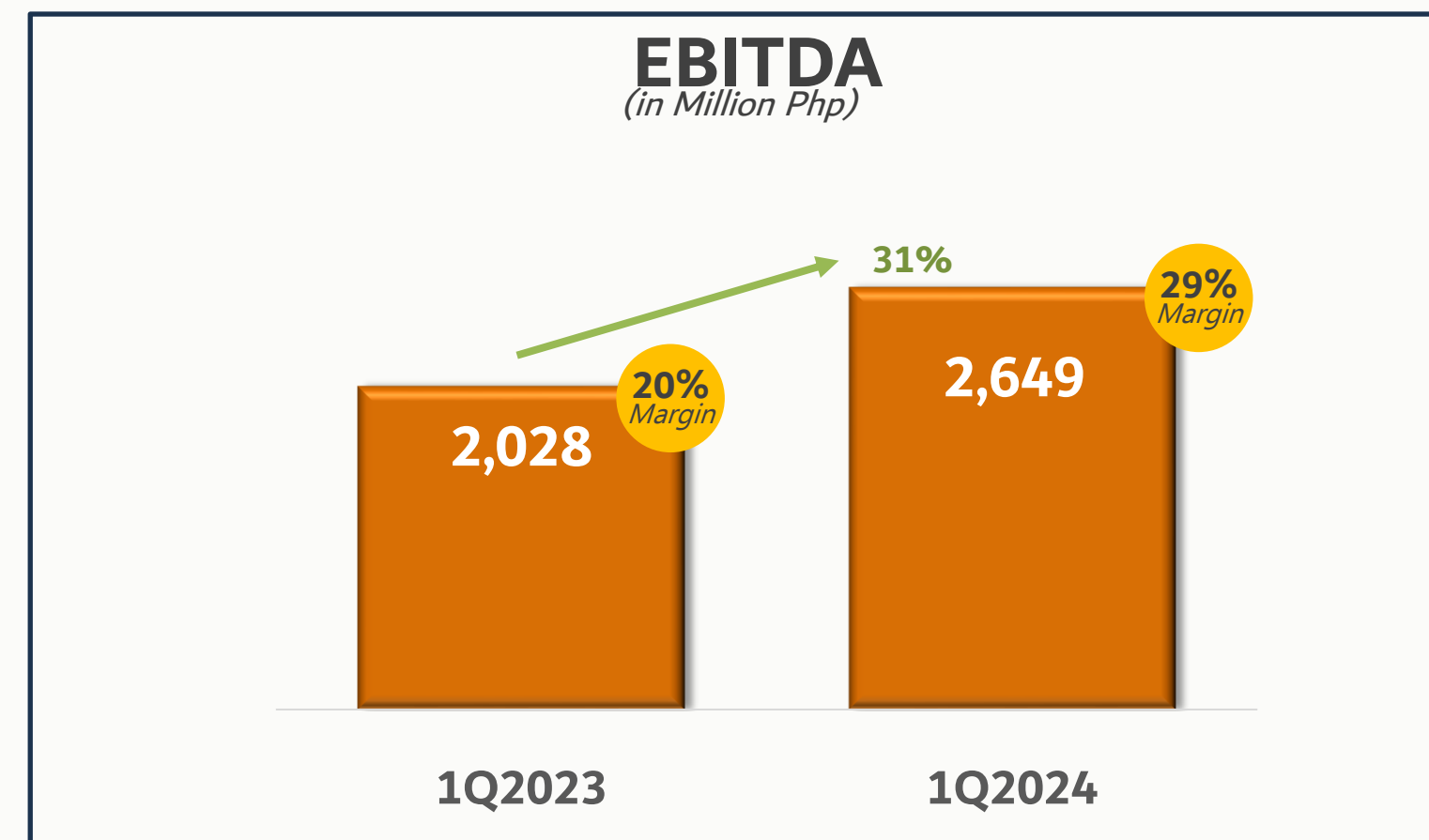


SOUTHERN
CONCRETE



San Miguel Equity Investment Inc. – Cement Business’ operating profit grew 36%

<i>(In Million Php)</i>	1Q2024	1Q2023	%Change
NET SALES	9,276	10,340	(10%)
INCOME FROM OPERATIONS	1,811	1,333	36%



Despite the tight market competition relative to the influx of imported traded cement, the Cement Business recorded a strong operating income growth on the account of lower input costs and cost containment measures. This translated in a wider EBITDA margin of 29% from 20% in the same period last year.



SMC sustained a strong balance sheet, with total assets at ₱2.5 trillion

SMC Financial Position

<i>(In Billion Php)</i>	March 31, 2024	December 31, 2023
Total Current Assets	837	831
Total Assets	2,508	2,459
Cash	270	261
Total Current Liabilities	805	745
Interest-bearing debt	1,441	1,405
Total Liabilities	1,843	1,794
Total Equity	665	665





| 1Q2024 Business Highlights

- » As of March 31, 2024, the Manila International Airport's land development and ground improvement works are ongoing and progressing well; Overall progress for the LDW is at 79.5% while Airport development works is estimated to commence in 2025.
- » On the Railway Component alone, percentage accomplishment for the MRT 7 is at 72.8% while the Detailed Engineering Design and site development for the depot is still ongoing. In addition, 17 out of 36 trainsets were delivered on-site.
- » SMGP accomplished another key milestone on its BESS project with an additional 3 BESS facilities, with a combined capacity of 110 MWh, commencing operations on March 18, 2024.
- » On February 26, 2024, the ERC granted a Provisional Authority to Operate in favor of Mariveles Power Generation Corporation's Unit 1. Following the receipt of the PAO from the ERC, MPGC declared the commercial operations of its 150 MW Unit 1 with the IEMOP starting March 28, 2024.





Q&A





**SAN MIGUEL
CORPORATION**

Thank you!



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