



11 November 2014

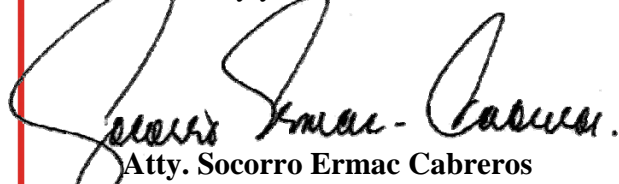
Ms. Janet A. Encarnacion
Head, Disclosure Department
Philippine Stock Exchange
3rd Flr, PSE Plaza, Ayala Triangle Plaza
Ayala Ave., Makati City

Dear *Ms. Encarnacion*:

We would like to announce and submit the following press statement in relation to the Company's performance for the third quarter or period ended 30 September 2014. The submission of the Company's Third Quarter report (SEC Form 17Q) shall follow on or before 14 November 2014.

Thank you and best regards.

Very truly yours,


Atty. Socorro Ermac Cabreros
Corporate Secretary

*To be an indispensable partner in the journey of everyone
whose life we touch.*



November 11, 2014

Phoenix Petroleum posts 9-month income of P507 million

Publicly-listed leading independent oil company Phoenix Petroleum Philippines, Inc. (PNX.PS) announced today a consolidated net income of Php 507 million from a revenue of Php 26.9 billion. Net income is lower by 7% compared to the Php 541 million reported in the third quarter of 2013.

The decline in income was brought about mainly by the continuous downward trend of petroleum products' prices in the global market.

As of September 30, 2014, year-to-date total adjustment for petroleum products stood at a net decrease of P4.30/liter for diesel and P2.32/liter for gasoline, according to the Department of Energy.

The decline in volume and revenue is a direct result of lower commercial sales (i.e. distributors), which is consistent with the company's strategy to put more emphasis on margins.

This was mitigated by the faster growth in retail sales volume versus commercial sales. The higher contribution of retail sales volume to overall sales volume resulted in an improvement in gross margins to 8.5% this year from 7.15% last year.

This was driven primarily by the Company's continuously expanding retail station network. After ending 2013 with 368 stations, the Company's network reached 412 stations as of September 30, 2014. Of these stations, 221 are based in Mindanao, 56 in Visayas, and 135 in Luzon.

The Company continues to focus more on the retail segment expansion including its non-fuel related business. Currently, Phoenix has more than 100 locator businesses in its retail sites. The system welcomes more than 5 million vehicles per month, thereby resulting in around 8% in growth in same store sales. Retail volume improved to 31% of the total fuel sales this year as against 24% compared to same period of 2013.

At the same time, sales to industrial accounts, primarily to the shipping, fishing, mining, power and transportation sectors, registered a continuous growth during the year. Phoenix Petroleum supplies more than 50 percent of Cebu Pacific's jet fuel requirements and handles all their logistics needs in Mindanao and part of Visayas.

HEAD OFFICE: Phoenix Bulk Depot, Lanang, Davao City 8000, Philippines
Trunkline: +63 (82) 235-8888
Fax: +63 (82) 233-0168

MANILA OFFICE: 25/F Fort Legend Towers, 3rd Avenue corner 31st St., Fort Bonifacio Global City, Taguig City 1634, Philippines
Trunkline: +632-403-4013
Fax: +632-403-4009

CEBU OFFICE: Phoenix Maguikay Gasoline Station, M.C. Briones St., National Highway, Maguikay, Mandaue City, Cebu 6014, Philippines
Tel. No.: +63 (32) 236-8168 / 236-8198

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Its subsidiary, Chelsea Shipping Corporation, expanded its fleet to 11 tanker vessels, when it took delivery of the 146-meter M/T Chelsea Donatela. The new vessel and its sister ship, MT Chelsea Thelma are the largest Philippine-registered oil tankers with a capacity of 14,000 DWT each. This increases the total capacity of Chelsea Shipping Corporation to 44,368 MT. Both vessels will serve the regional shipping requirement for petroleum products. Chelsea Shipping is one of the top five petroleum tanker owners in the country, serving Phoenix Petroleum, Cebu Pacific Air, and National Power Corporation, among other companies, and sailing on local and regional seas.

Phoenix Petroleum is the number one independent and fastest growing oil company today with an expanding network of operations nationwide. It is engaged in the business of trading refined petroleum products and lubricants, operation of oil depots and storage facilities, shipping/logistics and allied services.

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