

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



15 March 2014

**Ms. Janet A. Encarnacion**  
Head, Disclosure Department  
Philippine Stock Exchange  
3<sup>rd</sup> Flr, PSE Plaza, Ayala Triangle  
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 first quarter of 2014 or period ended 31 March 2014.

Thank you and best regards.

Very truly yours,

A handwritten signature in black ink, appearing to read "Socorro Ermac Cabreros".

**Atty. Socorro Ermac Cabreros**  
Corporate Secretary

**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

March 15, 2014



## Phoenix Petroleum posts Php 212 million net income for first quarter 2014

Publicly-listed leading independent oil company Phoenix Petroleum Philippines, Inc. (PNX.PS) recorded a consolidated net income of Php 212 million from a revenue of Php 8.5 billion for the first quarter of the year. This gives the Company a net income margin of 2.48%, which is higher by 13% compared to the net income margin of 2.19% in 1st quarter 2013 or as against full year 2013 net income margin of 1.53%.

The improvement in the profitability is brought about by the sales mix gearing towards retail volume. This was driven primarily by the Company's continuously expanding retail station network and higher same-store sales. After ending 2013 with 368 stations, the Company's network reached 385 stations in the first three months of 2014. Of these stations, 213 are based in Mindanao, 50 in Visayas, and 122 are in Luzon.

At the same time, sales to commercial accounts, primarily to the shipping, fishing, mining, power and transportation sectors, registered a continuous growth during the year. However, overall volume was down as sales to wholesale has been weak due to various market forces.

Phoenix Petroleum supplies more than 50% of Cebu Pacific's jet fuel requirements and handles all their logistics needs in Mindanao and part of Visayas.

In its audited statements, the Company also reported consolidated net income of PhP 665 million for 2013, which is only 2% higher compared to PhP 651 million income in 2012.

The Company increased its market share from 4.4% in 2012 to 7.2% as of first half of 2013, according to the Department of Energy.

Phoenix Petroleum continues to expand its logistics and infrastructure to support both its network expansion and its commercial and industrial clients.

Total shareholder's equity was PhP 6.56 billion as of March 31, 2014 as against PhP 6.50 billion in December 31, 2013 as a result of the current period's net income net of the cash dividends declared during the year.

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.