



12 November 2013

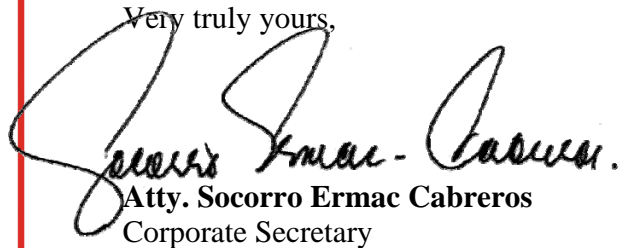
**Ms. Janet A. Encarnacion**  
Head, Disclosure Department  
Philippine Stock Exchange  
3<sup>rd</sup> Flr, PSE Plaza, Ayala Triangle  
Ayala Ave., Makati City

Dear *Ms. Encarnacion*:

We would like submit the following press statement pertaining to the Company's 3rd quarter performance for period ended 30 September 2013.

Thank you and best regards.

Very truly yours,

  
**Atty. Socorro Ermac Cabreros**  
Corporate Secretary

November 12, 2013



## Phoenix Petroleum posts 27% year on year growth.

Publicly-listed leading independent oil company Phoenix Petroleum Philippines, Inc. (PNX.PS) announced today that its consolidated Revenue for the year to date September 2013 increased to PhP31.7 billion, or 27% higher than the PhP24.9 billion revenue in the first three quarters of 2012.

The growth was brought about by the 32% increase in fuel sales volume during the year.

The surge in fuel sales volume in 2013 was driven primarily by the Company's continuously expanding retail station network. After ending 2012 with 300 stations, the Company's network reached 358 stations as of September 30, 2013. Of these 358 stations, 208 are based in Mindanao, 45 in Visayas and 105 in Luzon.

At the same time, sales to commercial accounts, primarily to fishing, mining, power and transportation sectors, registered a continuous significant growth during the year.

The Company's net income increased by 5% from Php515.7 million to Php541.3 million based on the same period last year, with Earnings per share from Php0.38 in 2012 to P0.37 in 2013.

To further increase its retail station visits and drop-in rate, the Company continues to roll out stations with locator spaces. Business locators in Phoenix stations include restaurants, convenience stores, money remittance centers, car servicing shops, bank ATMs, and other non-fuel related business establishments.

Phoenix Petroleum increased its market share from 6.5% in 2012 to around 8.2% in first half 2013, excluding the LPG and Export sectors. In the first half 2013 Oil Supply/Demand report of DOE, PNX market share is pegged at 7.2% of the total industry.

Phoenix Petroleum is the leading 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.