



**FIRST PACIFIC COMPANY LIMITED**  
*(Incorporated with limited liability under the laws of Bermuda)*

## Press Release

### **FIRST-HALF 2018 FINANCIAL RESULTS**

*TURNOVER UP 8% TO RECORD HIGH US\$3.84 BLN VS. US\$3.57 BLN  
NET PROFIT UP 1% TO US\$133.8 MLN VS. US\$133.1 MLN  
RECURRING PROFIT DOWN 5% AT US\$161.0 MLN VS. US\$168.7 MLN  
INTERIM DISTRIBUTION UNCHANGED AT 8.0 HK CENTS/SHARE*

Hong Kong, 29<sup>th</sup> August 2018 – First Pacific Company Limited (HKSE: 00142) (“First Pacific” or the “Company”) today reported its unaudited financial results for the six months ended 30<sup>th</sup> June 2018, with net profit up from a year earlier, while otherwise strong performance by operating companies was hurt in translation to U.S. dollar-denominated contribution by weaker exchange rates.

First Pacific is a leading investment management and holding company focused on the economies of emerging Asia and is a major or controlling shareholder in the Philippines’ leading telecommunications, infrastructure and mining companies and in Indonesia’s biggest vertically-integrated food company as well as holding other investments in the region.

Net profit, or profit attributable to owners of the parent, rose 1% to US\$133.8 million from US\$133.1 million on lower non-recurring losses as turnover rose 8% to its highest-ever half-year level – US\$3.84 billion versus US\$3.57 billion a year earlier. Total contribution from operations fell 8% to US\$213.8 million from US\$231.8 million a year earlier. Helped by lower Head Office costs (overhead, net interest expense and others), recurring profit declined at a slower pace than contribution, falling 5% to US\$161.0 million from US\$168.7 million.

Basic earnings per share remained flat at U.S. 3.09 cents (24.1 HK cents) from U.S. 3.10 cents (24.2 HK cents). Recurring basic earnings per share (based on recurring profit) declined 5% to U.S. 3.72 cents (29.0 HK cents) from U.S. 3.93 cents (30.7 HK cents). First Pacific’s Board of Directors approved an interim distribution of 8.00 HK cents (U.S. 1.03 cents) (1H 2017: 8.00 HK cents (U.S. 1.03 cents)), representing a payout ratio of 28% of recurring profit, up from 26% in the previous period.

The interim distribution is in line with the prudent capital management exemplified by the Company’s liability management exercise in May this year in which First Pacific bought and retired US\$220 million of outstanding bonds and issued a seven-year US\$175 million bond at the same time, said Managing Director and Chief Executive Officer Manuel V. Pangilinan.

“We manage our operating investments for long-term earnings growth and the rising dividend flow we can expect from that, which in turn finances our own distribution to shareholders,” he said. “First Pacific has committed since 2010 to a distribution payout ratio of approximately 25% of full-year recurring profit as a key objective of our long-term capital management policy.”

Nearly 95% of First Pacific’s total contribution of US\$213.8 million in the first half of 2018 came from its three core holdings: PT Indofood Sukses Makmur Tbk (“Indofood”), the biggest food company in Indonesia; Metro Pacific Investments Corporation (“MPIC”), the biggest infrastructure investment firm in the Philippines, and PLDT Inc. (“PLDT”), the Philippines’ largest telecommunications company.

Non-recurring factors such as inventory holdover in its Agribusiness were integral to the 9% decline in Indofood’s contribution to US\$70.3 million from US\$77.2 million a year earlier.

MPIC’s contribution rose 3% to US\$69.1 million from US\$66.9 million because of stronger volumes in most of its businesses and greater ownership of its electricity investments.

PLDT’s contribution declined 19% to US\$62.7 million from US\$77.7 million largely on the lower gain on sale of non-core assets, partially offset by higher earnings before interest, taxes, depreciation and amortization, and lower finance costs and non-cash expenses.

Goodman Fielder Pty Limited (“Goodman Fielder”), a leading food manufacturer based in Australia, saw its contribution rise 56% to US\$10.3 million from US\$6.6 million as a result of asset disposals and organic growth in some markets.

FPM Power, the holding company for PacificLight Power Pte. Ltd. (“PLP”), operator of a Singapore power plant, saw its negative contribution shrink to US\$3.4 million from US\$3.9 million amid continuing difficult market conditions.

The contribution from Philex Mining Corp. (“Philex”), one of the largest copper and gold mining companies in the Philippines, declined to US\$4.1 million from US\$6.1 million as lower grades and metal recoveries offset higher copper and gold prices.

FP Natural Resources (sugar and ethanol manufacturing under Roxas Holdings, Inc. of the Philippines) delivered a net contribution of US\$700,000, down from US\$1.2 million a year earlier, owing to higher costs particularly for fuel.

More performance details of the Company’s operating investments can be found in First Pacific’s earnings announcement located at <http://www.firstpacific.com/financials/latest.php>.

At First Pacific Head Office, net interest expense fell 12% to US\$38.0 million from US\$43.2 million; corporate overhead fell 7% to US\$12.1 million from US\$13.0 million; and other expenses fell 61% to US\$2.7 million from US\$6.9 million.

Non-recurring losses in First Pacific earnings declined 49% to US\$21.7 million from US\$42.8 million a year earlier. They included: the Company’s share of non-core accelerated depreciation of wireless network assets at PLDT; and bond tender and debt refinancing cost incurred in the liability management exercise of May 2018 when First Pacific tendered for US\$220 million of outstanding bonds maturing in 2019 and 2020, and issued new seven-year bonds amounting to US\$175 million at the same time. This exercise reduced the Company’s average borrowing cost and extended its debt maturity profile.

At 30<sup>th</sup> June 2018, gross debt at First Pacific Head Office stood at US\$1.64 billion versus US\$1.61 billion at the end of 2017. Fixed-rate debt made up 61% of the total, with floating-rate debt making up the remaining 39%. First Pacific's blended interest cost amounted to 4.6% and the average maturity of its debt was 3.8 years. The next debt maturity for First Pacific is of the residual US\$215 million bonds remaining from a US\$400 million bond issue in 2012 due in June 2019. First Pacific has secured committed banking facilities to finance redemption of all the remaining issue.

First Pacific Chief Executive Pangilinan concluded:

“Our headline first-half numbers aren't telling the whole story. MPIC is again likely to show stronger earnings for the full year, while Indofood will likely be restrained only by lower palm oil prices and PLDT's cellular and fixed-line data offerings are delivering tearaway growth, showing us that this company's best days lie ahead of it,” Pangilinan said. “These companies are the core holdings of First Pacific and they will remain core for as far ahead as I can see. We remain intent on launching a meaningful share repurchase program as we review our investment portfolio for potential disposal of assets that are missing our return targets. Proceeds from any asset disposal will go towards debt reduction and share repurchases to boost investor returns.”

## REVIEW OF OPERATIONS

**Indofood** reported an 11% decline in core income to Rp1.98 trillion from Rp2.23 trillion a year earlier on revenues of Rp36.0 trillion, up 1% from Rp35.7 trillion.

More information about Indofood is available at [www.indofood.com](http://www.indofood.com).

**PLDT** reported a 25% decline in core income in the first half of the year to ₱13.1 billion from ₱17.4 billion as service revenues rose 1% to ₱76.4 billion from ₱75.4 billion.

More information about PLDT is available at [www.pldt.com](http://www.pldt.com).

**MPIC** reported a 10% increase in core income to ₱8.6 billion from ₱7.8 billion a year earlier as contribution from operating companies rose 11% to ₱10.6 billion from ₱9.6 billion.

More information about MPIC is available at [www.mpic.com.ph](http://www.mpic.com.ph).

**Goodman Fielder** reported a rise of 71% in normalized profit in the first half of 2018 to A\$30.8 million from A\$18.0 million a year earlier as sales rose 1% to A\$1.03 billion versus A\$1.02 billion a year earlier.

More information about Goodman Fielder is available at [www.goodmanfielder.com](http://www.goodmanfielder.com)

**Philex** reported core income down 14% at ₱646 million versus ₱748 million as operating revenues fell 2% to ₱4.65 billion from ₱4.76 billion.

More information about Philex is available at [www.philexmining.com.ph](http://www.philexmining.com.ph).

**Further information and analysis**

Attached to this news release are:

- First Pacific's condensed consolidated income statement
- Condensed consolidated statement of financial position
- Contribution and profit summary

More details about the earnings of First Pacific and of its operating companies can be found on [www.firstpacific.com](http://www.firstpacific.com) under the Investor Relations tab. The 2018 Interim Report will be posted to the website and to shareholders before the end of September 2018.

**Corporate Profile**

First Pacific is a Hong Kong-based investment management and holding company with operations located in Asia-Pacific. The Company's principal businesses are in consumer food products, infrastructure, natural resources and telecommunications. First Pacific is listed in Hong Kong (HKSE: 00142) and its shares are also available in the United States through American Depositary Receipts (ADR code: FPAFY). For further information, visit [www.firstpacific.com](http://www.firstpacific.com).

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## CONDENSED CONSOLIDATED INCOME STATEMENT - UNAUDITED

For the six months ended 30 June	2018 US\$m	2017 US\$m
<b>Turnover</b>	<b>3,844.9</b>	3,572.5
Cost of sales	(2,725.3)	(2,505.8)
<b>Gross profit</b>	<b>1,119.6</b>	1,066.7
Selling and distribution expenses	(291.5)	(288.8)
Administrative expenses	(288.3)	(279.9)
Other operating (expenses)/income, net	(16.9)	48.2
Interest income	29.1	26.3
Finance costs	(195.4)	(169.0)
Share of profits less losses of associated companies and joint ventures	189.0	132.7
<b>Profit before taxation</b>	<b>545.6</b>	536.2
Taxation	(136.7)	(141.3)
<b>Profit for the period</b>	<b>408.9</b>	394.9
<b>Attributable to:</b>		
Owners of the parent	133.8	133.1
Non-controlling interests	275.1	261.8
	<b>408.9</b>	394.9
	<b>US¢</b>	<b>US¢</b>
<b>Earnings per share attributable to owners of the parent</b>		
Basic	<b>3.09</b>	3.10
Diluted	<b>3.08</b>	3.10

**CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION**

	At 30 June 2018 (Unaudited) US\$m	At 31 December 2017 (Audited) US\$m
<b>Non-current assets</b>		
Property, plant and equipment	5,127.1	5,321.1
Biological assets	22.0	23.1
Associated companies and joint ventures	4,950.1	5,203.2
Goodwill	1,034.6	1,095.1
Other intangible assets	3,656.7	3,659.4
Investment properties	9.5	10.1
Accounts receivable, other receivables and prepayments	13.9	7.0
Financial assets at fair value through other comprehensive income	287.7	-
Available-for-sale assets	-	173.6
Deferred tax assets	180.4	208.9
Other non-current assets	465.5	456.0
	<b>15,747.5</b>	<b>16,157.5</b>
<b>Current assets</b>		
Cash and cash equivalents and short-term deposits	1,856.4	2,157.2
Restricted cash	60.6	81.1
Financial assets at fair value through other comprehensive income	78.5	-
Available-for-sale assets	-	60.2
Accounts receivable, other receivables and prepayments	1,245.1	1,084.4
Inventories	828.2	874.3
Biological assets	38.2	39.8
	<b>4,107.0</b>	<b>4,297.0</b>
Assets classified as held for sale	23.4	-
	<b>4,130.4</b>	<b>4,297.0</b>
<b>Current liabilities</b>		
Accounts payable, other payables and accruals	1,388.9	1,333.9
Short-term borrowings	1,832.2	1,460.4
Provision for taxation	104.5	65.3
Current portion of deferred liabilities, provisions and payables	375.0	396.4
	<b>3,700.6</b>	<b>3,256.0</b>
<b>Net current assets</b>	<b>429.8</b>	<b>1,041.0</b>
<b>Total assets less current liabilities</b>	<b>16,177.3</b>	<b>17,198.5</b>
<b>Equity</b>		
Issued share capital	43.4	43.4
Shares held for share award scheme	(4.2)	(8.9)
Retained earnings	1,587.3	1,429.2
Other components of equity	1,478.5	1,763.4
Equity attributable to owners of the parent	3,105.0	3,227.1
Non-controlling interests	5,337.9	5,515.4
<b>Total equity</b>	<b>8,442.9</b>	<b>8,742.5</b>
<b>Non-current liabilities</b>		
Long-term borrowings	5,955.8	6,509.3
Deferred liabilities, provisions and payables	1,486.8	1,630.8
Deferred tax liabilities	291.8	315.9
	<b>7,734.4</b>	<b>8,456.0</b>
	<b>16,177.3</b>	<b>17,198.5</b>

**CONTRIBUTION AND PROFIT SUMMARY**

For the six months ended 30 June US\$ millions	Turnover		Contribution to Group profit <sup>(i)</sup>	
	2018	2017	2018	2017
Indofood	2,596.8	2,675.4	70.3	77.2
PLDT <sup>(ii)</sup>	-	-	62.7	77.7
MPIC	767.7	481.4	69.1	66.9
FPW <sup>(iii)</sup>	-	-	10.3	6.6
Philex <sup>(ii)</sup>	-	-	4.1	6.1
FPM Power	347.8	277.6	(3.4)	(3.9)
FP Natural Resources	132.6	138.1	0.7	1.2
<b>Contribution from operations<sup>(iv)</sup></b>	<b>3,844.9</b>	<b>3,572.5</b>	<b>213.8</b>	<b>231.8</b>
Head Office items:				
– Corporate overhead			(12.1)	(13.0)
– Net interest expense			(38.0)	(43.2)
– Other expenses			(2.7)	(6.9)
<b>Recurring profit<sup>(v)</sup></b>			<b>161.0</b>	<b>168.7</b>
Foreign exchange and derivative (losses)/gains, net <sup>(vi)</sup>			(5.4)	7.8
Loss on changes in fair value of biological assets			(0.1)	(0.6)
Non-recurring items <sup>(vii)</sup>			(21.7)	(42.8)
<b>Profit attributable to owners of the parent</b>			<b>133.8</b>	<b>133.1</b>

(i) After taxation and non-controlling interests, where appropriate.

(ii) Associated companies.

(iii) Joint venture.

(iv) Contribution from operations represents the recurring profit contributed to the Group by its operating companies.

(v) Recurring profit represents the profit attributable to owners of the parent excluding the effects of foreign exchange and derivative (losses)/gains, loss on changes in fair value of biological assets and non-recurring items.

(vi) Foreign exchange and derivative (losses)/gains, net represent the net (losses)/gains on foreign exchange translation differences on the Group's unhedged foreign currency denominated net assets/liabilities and the changes in the fair values of derivatives.

(vii) Non-recurring items represent certain items, through occurrence or size, which are not considered as usual operating items. 1H18's non-recurring losses of US\$21.7 million mainly represent PLDT's non-core accelerated depreciation for its wireless network assets (US\$12.3 million) and Head Office's bond tender and debt refinancing costs (US\$10.7 million). 1H17's non-recurring losses of US\$42.8 million mainly represent Head Office's bond tender and debt refinancing costs (US\$13.8 million), Goodman Fielder's manufacturing network optimization costs (US\$10.5 million), MPIC's loss on remeasurement of its previously held 75% interest in Beacon Electric Assets Holdings, Inc. (US\$9.5 million), impairment provision for investment in AF Payments, Inc. (US\$6.7 million), PLDT's impairment provision for investment in Rocket Internet shares (US\$2.8 million) and Maynilad Water Services, Inc.'s manpower reduction costs (US\$1.2 million), partly offset by MPIC's gain on divestment of a 4.5% direct interest in Manila Electric Company (US\$6.1 million).