



CENTURY PACIFIC FOOD, INC.

President's Report

Christopher T. Po
President

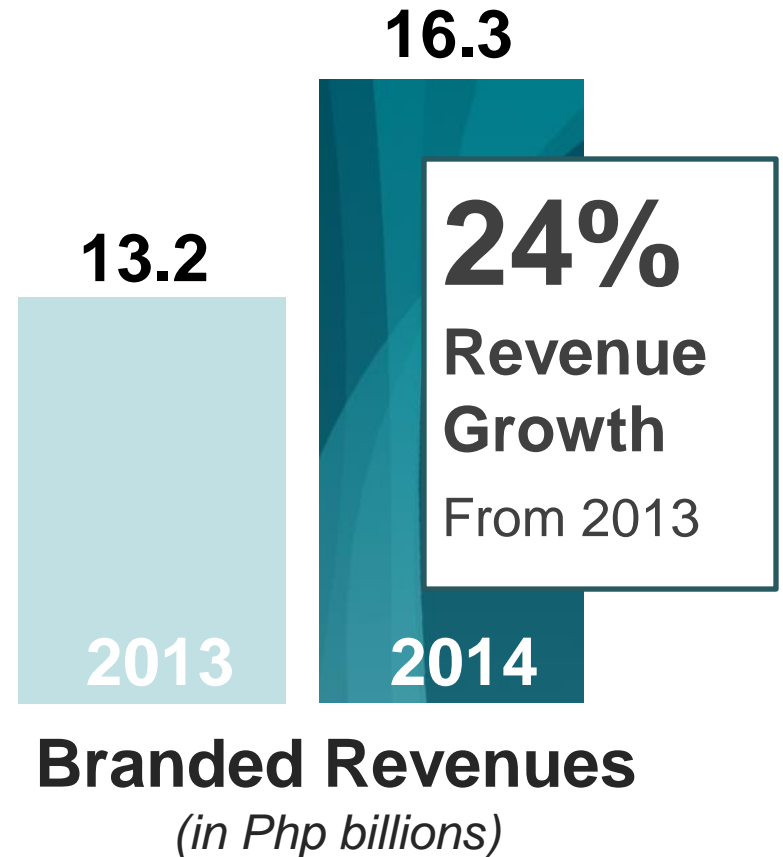
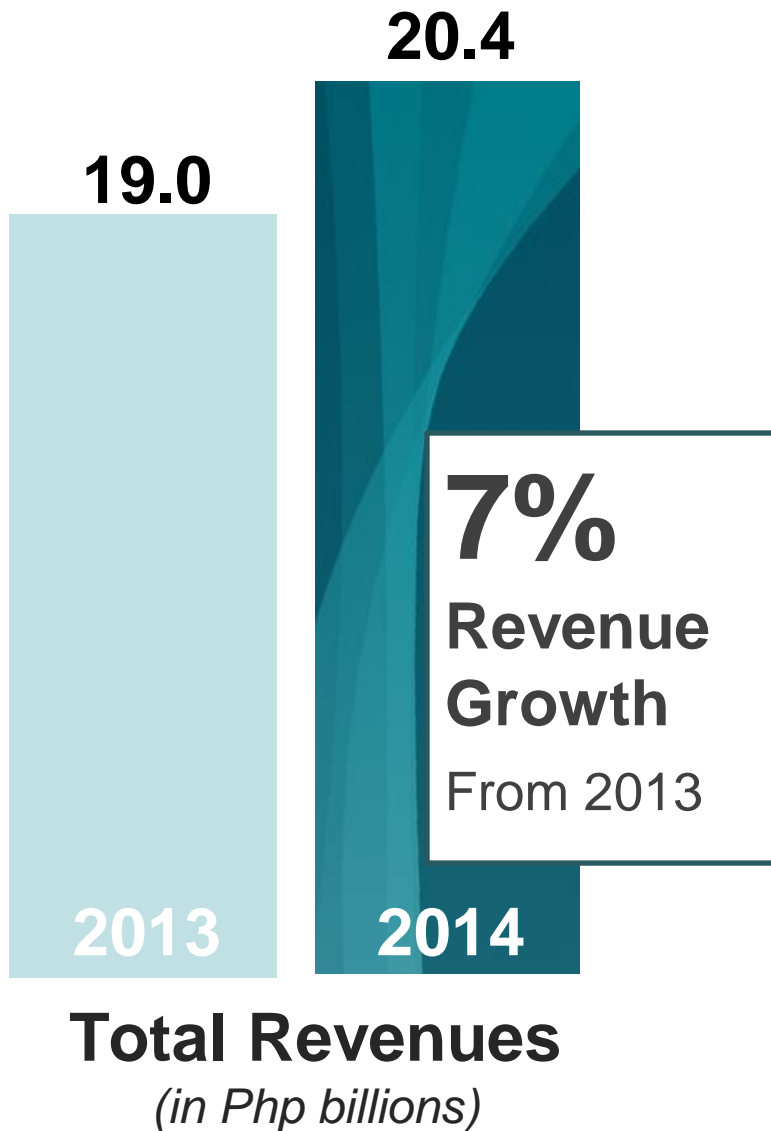




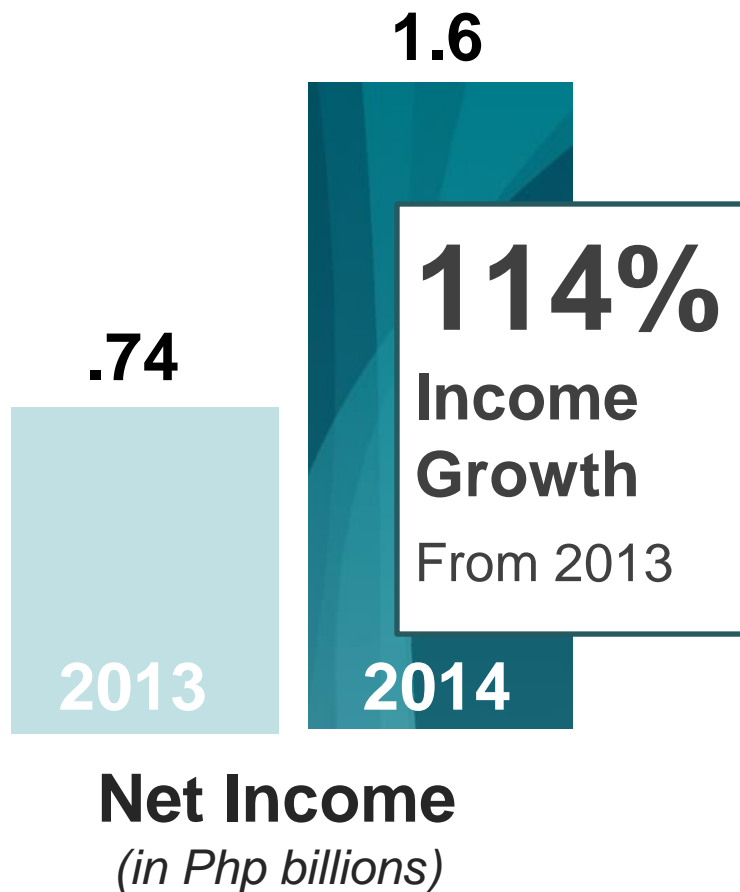
**“The nature of
water is to
flow
downwards.
The nature of
man is to
reach
upwards.”**

Ricardo S. Po
Founder

Healthy top line growth driven by the branded business



Margin expansion and better profitability



- **Steady decline in raw material costs**
- **Various operating expense savings from distribution and logistics**
- **Supplemented by price increases across branded products and categories**



Marine Business Review





CENTURY PACIFIC FOOD, INC.

40%
of CNPF
Revenues
For 2014

87% **#1**

Share Of
Canned Tuna
Market

As of March '15

Source: Nielsen

182
Stock
Keeping
Units

4
Canned Tuna
Brands
As of March '15

**Cementing our dominant position
in Canned Tuna...**

Superbods Diet & Workout.
SEXIER IN 6 WEEKS!

To lose weight the healthy way,
visit centurytuna.ph/superbodschallenge





IRONMAN
70.3 SUBIC BAY
PILIPINAS 

**Abs-olutely Delicious**
For us, there's no other tuna.



Health

Wellness

Aspiration



Health

Wellness

Aspiration



Convenient, value for money product in 15 different flavours




Marine Export Tuna



Largest OEM tuna manufacturer in the Philippines

20%
Of CNPF
Revenues
FY 2014

32%  **#1**
Market
Share
As of 2014

Source: Bureau of Customs

50+
Countries
As of 2014

5
Continents
As of 2014























Meat Business Review



Grassroots campaigns to deliver more market share...



30%
Of CNPF
Revenues
FY 2014

47% **#1**
Share of
Corned Beef
Market
As of 2014

Source: Nielsen

28% **#1**
Share of Vienna
Sausage
Market
As of June 2012

Source: Nielsen

32% **#1**
Share of
Luncheon
Meat Market
As of 2014

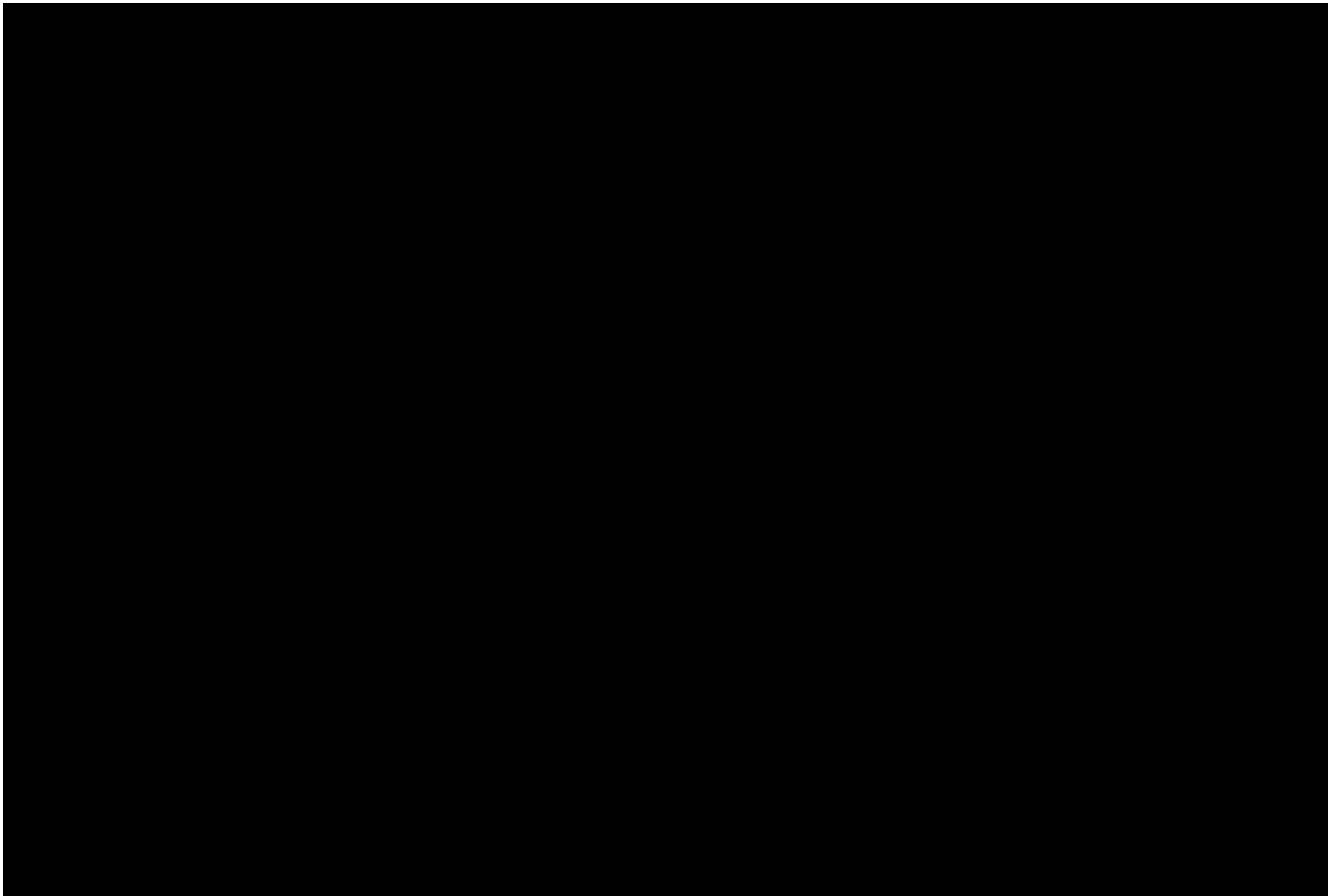
Source: Nielsen

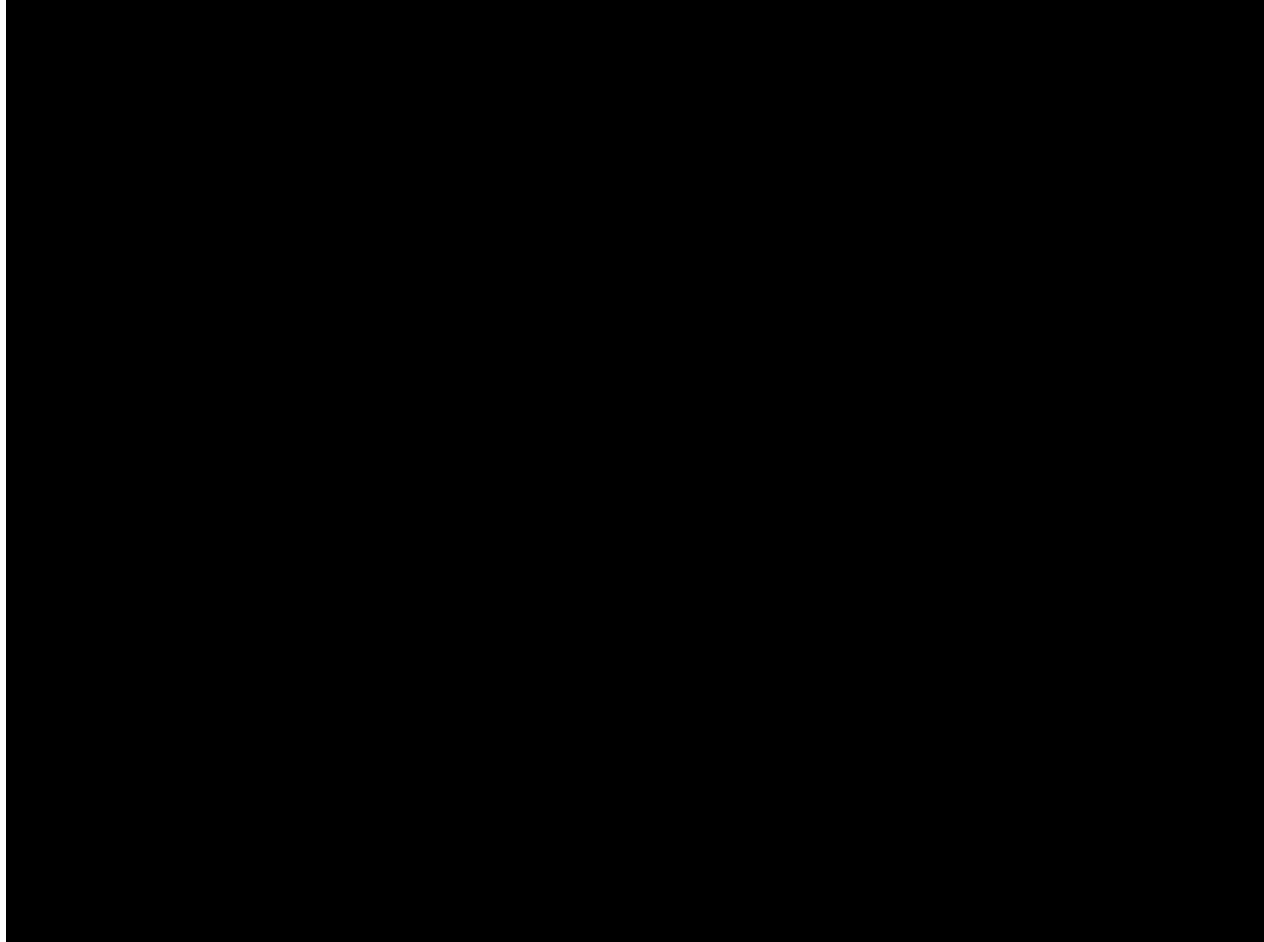


**Broad product portfolio catering
to all market segments**



CENTURY PACIFIC FOOD, INC.







Milk Business Review



Challenger brands with strong market positions..



15%

Share of Full
Cream Milk
Market

As of 2013

16%

Share of
Cream
Market

As of 2013

11%

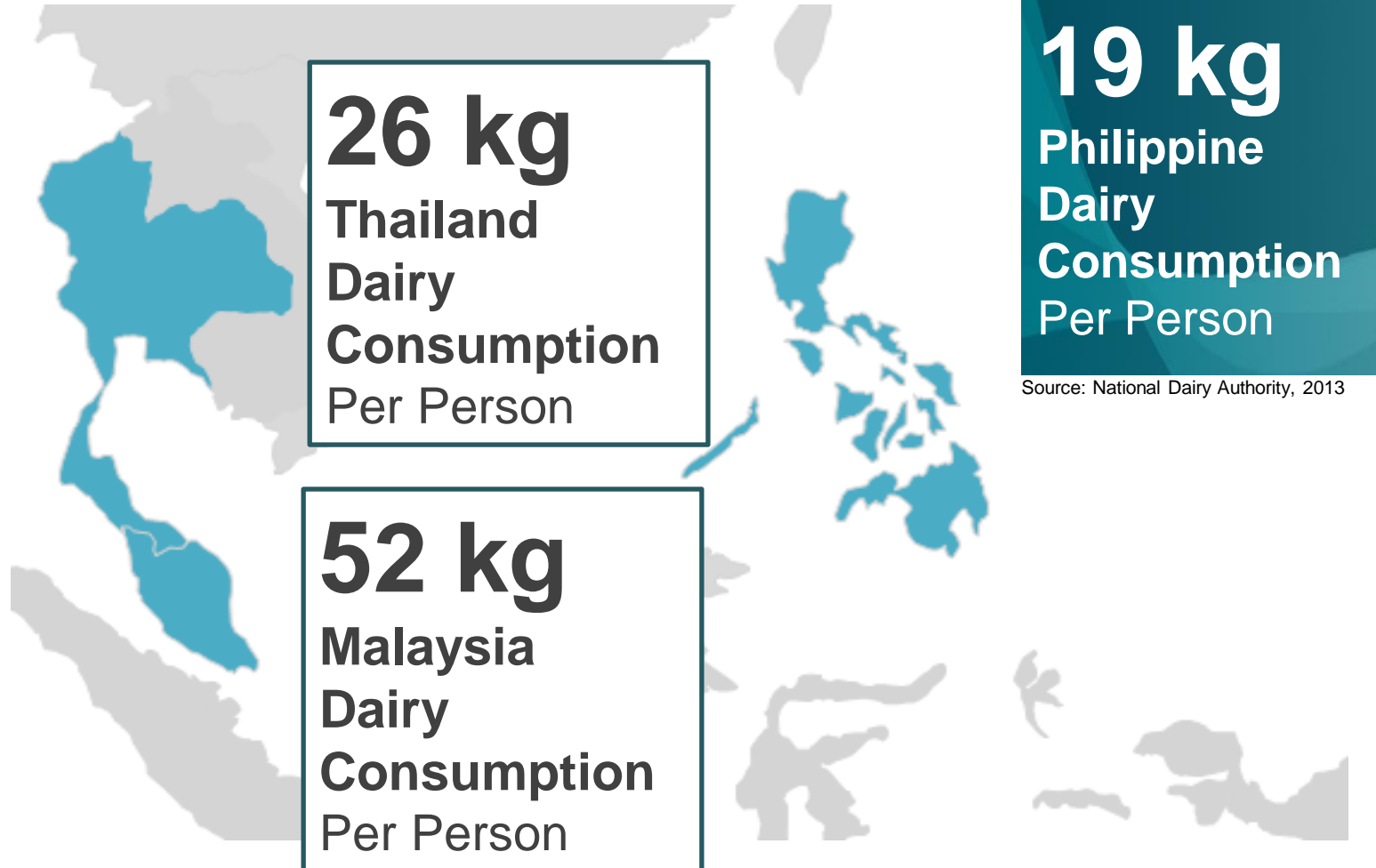
Share of
Canned Liquid
Milk Market

As of 2013

10%

Of CNPF
Revenues
FY 2014

..in a quickly expanding market.



Source: US Department of Agriculture, 2013

Source: National Dairy Authority, 2013



**Ramped up
capacity to support
expected growth..**

5,500

2013

11,000

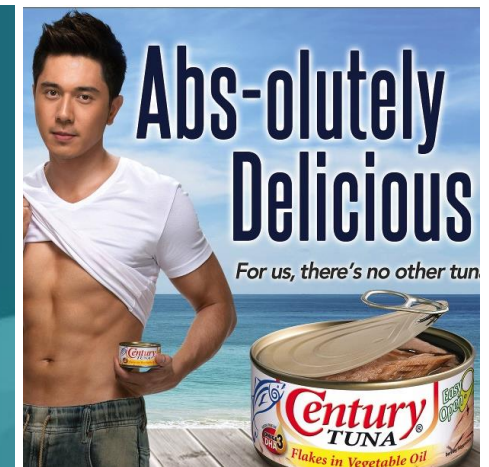
100%

Capacity
Increase
From 2013

2014



..and building niche segments using innovation and value



Outlook



Sales

Versus 2014

Grow ~2x GDP
Roughly 10 to 15%

**Driven primarily by
branded business**
Strong local consumption

Net Income

Versus 2014

Maintain margins
Between 7 to 8%

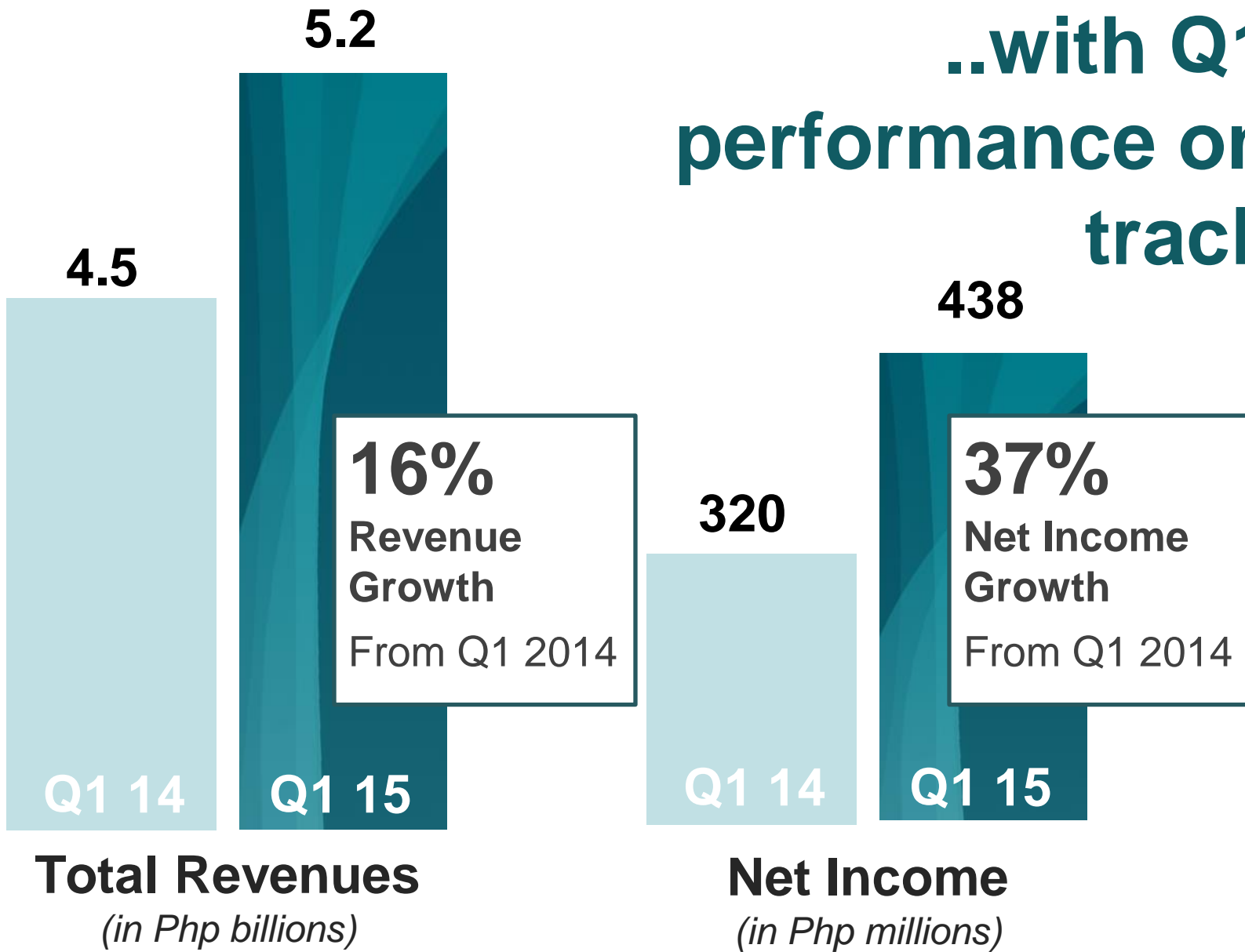
**Year on year costs
expected to be flat**
Raw material prices may
increase

**Targeting
double-digit growth...**



CENTURY PACIFIC FOOD, INC.

**..with Q1
performance on
track**



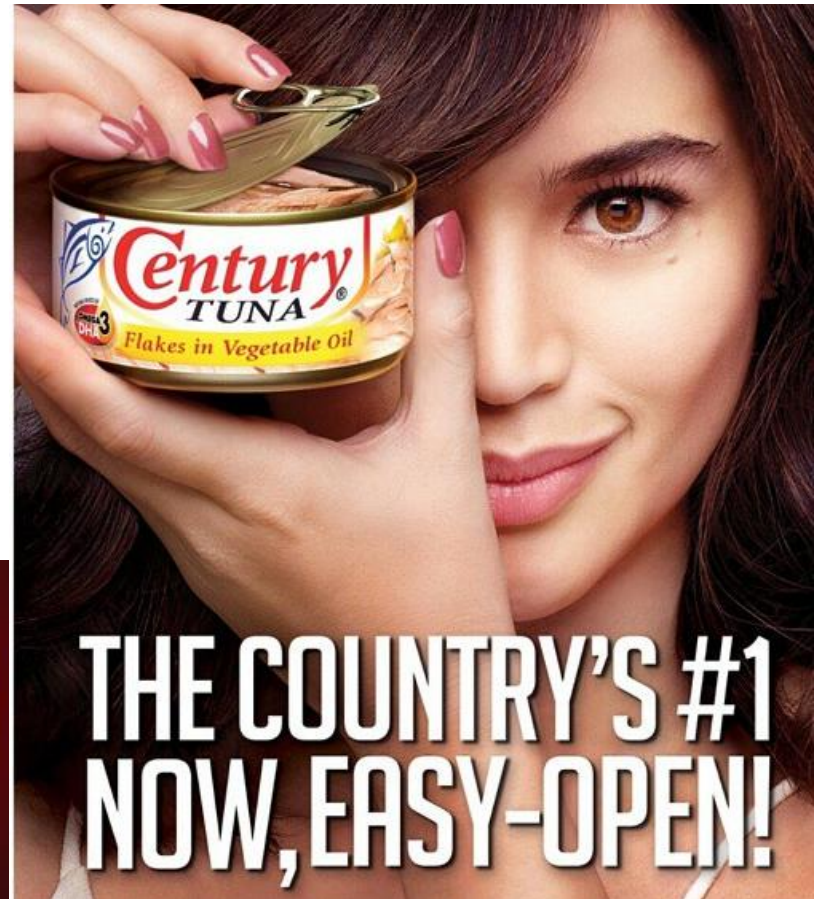


Strategic Plans

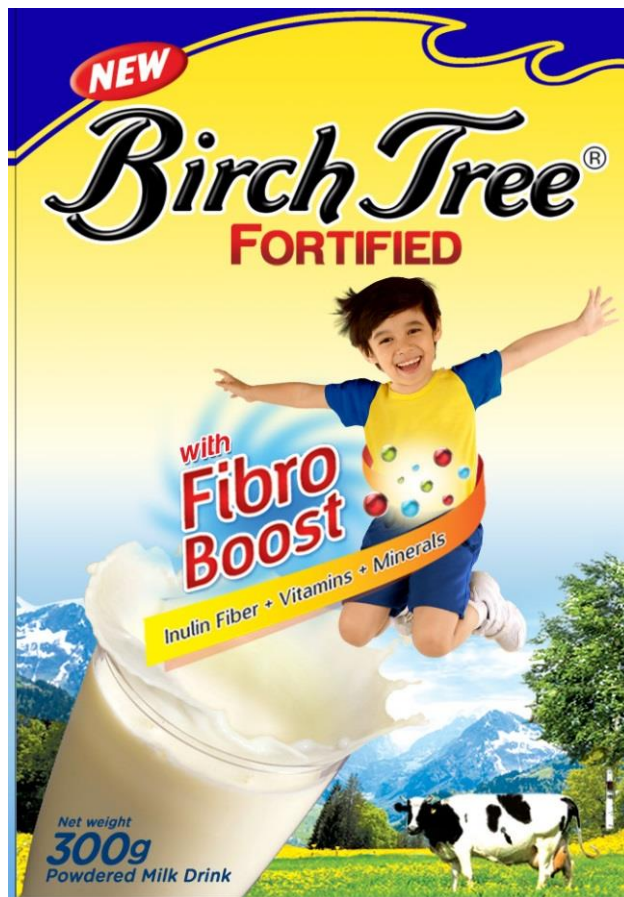


Actively manage existing segments with development themes of:

- Health
- Convenience
- Premiumization
- Value for Money



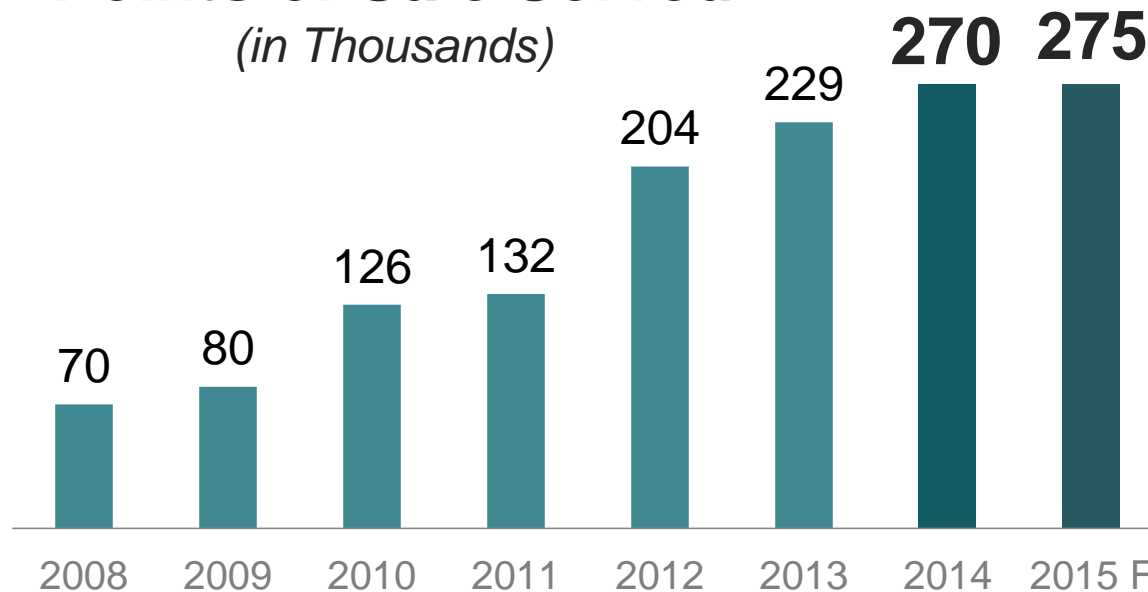
Actively manage existing segments...



Increasing depth and quality of sales coverage

Modern and Traditional Points of Sale Served

(in Thousands)



270,000

Directly Served Points of Sale

as of Q1 15

652,000

Availability Of Products

Points of Sale

Source: Nielsen

Penetrate export markets





**Invest for
efficiency
& cost savings**

820

Projected
2015 Capital
Expenditures
In Php Millions

450

Allocated for
Storage
Facilities
In Php Millions

A balance sheet with capacity to invest for growth

Cash	515
Receivables	2,649
Inventories	6,411
Others	243
Current Assets	9,817
Non-Current Assets	2,371
Total Assets	12,189

Trade and Other Payables	4,583
Notes Payable	-
Others	488
Current Liabilities	5,071
Non-Current Liabilities	100
Total Liabilities	5,171
Total Equity	7,018

14%

**Return on
Assets**
For 2014

26%

**Return on
Equity**
For 2014

P3.15

**Book Value
per Share**
As of Q1 15

0.0

**Gearing
Ratio**
As of Q1 15

Returning wealth back to shareholders..

1.1%

**Total Dividend
Yield**

Based on price
as of 6/23/15

1.1%

**Total Dividend
Yield**

Based on 3-Mo
VWAP 6/23/15



CENTURY PACIFIC FOOD, INC.

**Regular
Dividend**

**Php0.10 per
share**

14% of previous
year's net income

**Special
Dividend**

**Php0.10 per
share**

14% of previous
year's net income

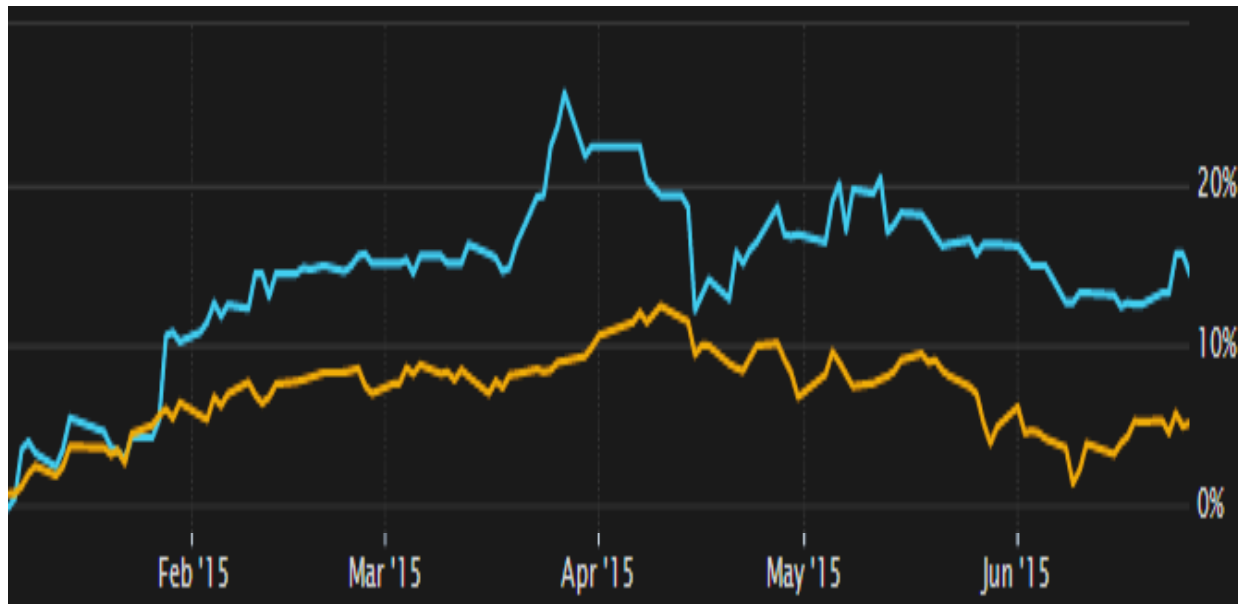
**Total
Dividend**

**Php0.20 per
share**

28% of previous
year's net income



...and maintaining positive capital gain returns.



 CNPF
 PSE Index

13%
Investor
Return
YTD as of 6/23/15

35%
Investor
Return
IPO to 6/23/15

41.3 B
Market
Capitalization
In Php,
as of 6/23/15

0.81

Forecasted
2015 EPS
In Php

23x

Price to
Earnings
As of 6/23/15

18.5

CNPF Stock
Price
As of 6/23/15

27x

Sector
PE Ratio
As of 6/23/15

Source: Maybank ATR Kim Eng



**An investment in the Philippine
growth story**

Select Events



CENTURY PACIFIC FOOD, INC.



*Asian Consumer
Conference*



ASEAN Forum



*Invest ASEAN
Forum*

Deutsche Bank



*Philippine Corporate
Day London*



*Pulse of Asia
Conference*

J.P.Morgan

*Asia Rising
Dragons Forum*



*Corporate Access Day
For Retail*



MACQUARIE

*ASEAN
Conference*



*Pinoy Millionaryo
Conference*

6
**Covering
Brokerages
Since IPO**

10
**Investor
Conference**
YTD 2015

7%
**Additional
Public Float**
Placement May '15

17%
**Total Free
Public Float**
As of June '15

**Regularly
reaching out to
shareholders**

Improving corporate governance..

 CENTURY PACIFIC FOOD, INC.



IPO Named Deal of The Year
Last February 2015

Injected brands for USD100
Last February 2015

Sovereign wealth fund of Singapore converts debt to an 11% equity stake

Last May 2015





**WWF Environmental
Leadership Awards**
2012 to 2014

**Sustainability
continues to be a top
priority**

11.8M

**Free
Meals Served**
Since inception
In 2010

70

**Feeding
Partners**

109,000

**Feeding
Program
Beneficiaries**
Since inception
In 2010

 **CENTURY PACIFIC FOOD, INC.**



**CENTURY PACIFIC GROUP
RSPo FOUNDATION**



KAIN PO
Kalusugan At Isipan Naaalagaan

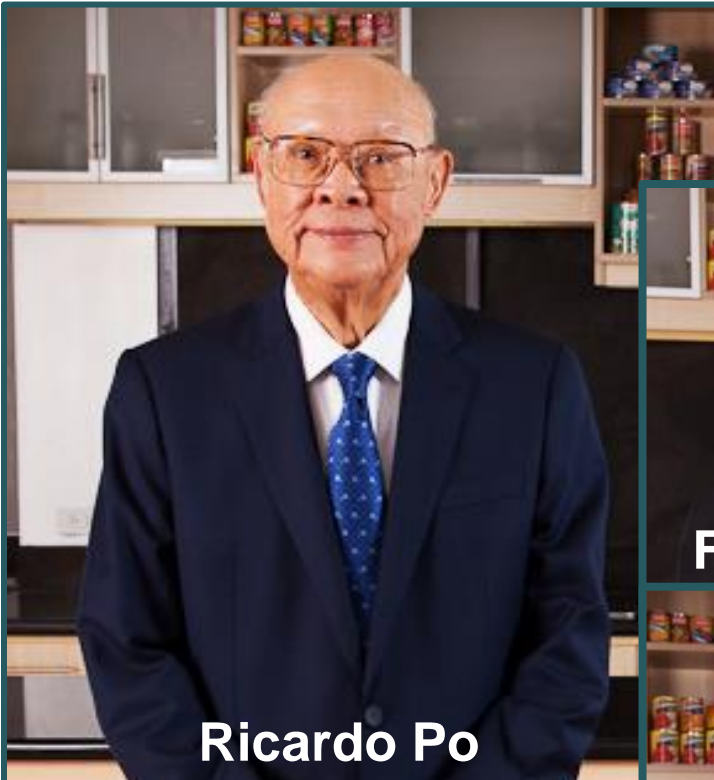


**The Company's vision
and mission extends to
those most in need**

**“He allowed me
to build this
company from
nothing. For
this, I dedicate
my mission
back to Him
who created
me.”**

Ricardo S. Po
Founder





Ricardo Po



Fernan Lukban



Johnip Cua



Leonardo Po



Teodoro Po



Ricardo Po, Jr.

Enrique Gomez Jr – Advisor to the Board

Board of Directors

Management Team



Oscar Pobre
Chief Finance Officer

Ronald Agoncillio
Vice President Sales

Greg Banzon
Vice President Tuna

Cezar Cruz
Vice President Sardines

Emerson Villarante
Vice President Human Resources

Rex Agarrado
Vice President Meat

Teddy Kho
Vice President Export Tuna

Edwin Africa
Vice President Milk & Mixes





CENTURY PACIFIC FOOD, INC.

**Thank
You.**

