



## PHILIPPINE SEVEN CORPORATION

7th Floor, The Columbia Tower, Ortigas Avenue, Mandaluyong City 1550 Philippines  
Telephone Nos. (632) 724-44-41 to 53 / 705-52-00  
www.7-eleven.com.ph

November 10, 2016

**PHILIPPINE STOCK EXCHANGE, INC.**  
3<sup>rd</sup> Floor, PSE PLAZA, Ayala Triangle  
Ayala Avenue, Makati City


**Attention: JOSE VALERIANO B. ZUÑO III**  
OIC-Head, Disclosure Department

Dear Mr. Zuño:

Attached is the copy of the Current Report SEC Form 17-C Re: Press Release.

Thank you.

Very truly yours,

  
**ATTY. EVELYN S. ENRIQUEZ**  
Corporate Secretary

# COVER SHEET

0 0 0 0 1 0 8 4 7 6

S.E.C Registration Number

P H I L I P P I N E

S E V E N

C O R P O R A T I O N

(Company's full Name)

7 t h F l r . T h e C o l u m b i a T o w e r

O r t i g a s A v e . M a n d a l u y o n g C i t y

(Business Address: No. Street City / Town / Province)

**Atty. Evelyn S. Enriquez**  
Corporate Secretary

Contact Person

**724-44-41 to 51**

Company Telephone Number

1 2 3 1

Month Day  
Fiscal Year

1 7 - C

FORM TYPE

0 7

Month Day  
Annual Meeting

**3<sup>rd</sup> Thursday**

Day

**PRESS RELEASE**

Secondary License Type, if Applicable

Dept. Requiring this Doc.

Amended Articles Number/Section

Total No. of Stockholders

Total Amount of Borrowings

Domestic

Foreign

To be accomplished by SEC personnel concerned

File Number

LCU

Document I.D.

Cashier

STAMPS

Remarks = pls. use black ink for scanning purposes

# SECURITIES AND EXCHANGE COMMISSION

## SEC FORM 17-C

### CURRENT REPORT UNDER SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.2 (c) THEREUNDER

1. Date of Report : November 10, 2016
2. SEC Identification Number : 108476
3. BIR Tax Identification No. : 000-390-189-000
4. Exact Name of Issuer as specified in its charter : Philippine Seven Corporation
5. Province, Country or other jurisdiction : PHILIPPINES
6. Industry Classification Code:  (SEC Use only)
7. Address of principal office : 7<sup>th</sup> Floor, The Columbia Tower  
Ortigas Avenue, Mandaluyong  
City 1550
8. Issuer's Telephone number, including area code : (632) 724-4441 to 53
9. Former name of former address, if changed since  
last report : n / a
10. Securities Registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8

#### Number of Shares of Common Stock

Shares Outstanding – Common	458,435,323
Units – Warrants	0

11. Indicate the item number reported herein :

#### **Item 9. Other Events**

**Item 9. Other Events**

Please see attached Press Release.

**SIGNATURE**

Pursuant to the requirements of the Securities Regulation Code, the issuer has duly caused this report to be signed on its behalf by the undersigned duly authorized for the purpose.

**PHILIPPINE SEVEN CORPORATION**

By:

  
**ATTY. EVELYN S. ENRIQUEZ**  
Corporate Secretary



# PHILIPPINE SEVEN CORPORATION

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November 10, 2016 – Philippine Seven Corporation (PSE:SEVN) – Results for the third quarter and nine months ended September 30, 2016.

## Net income of Philippine Seven Corporation grew 24.8%

- Store count by the end of September reached 1,840, up by 361 or 24.4% from 1,479 during same period in 2015. New stores added in the third quarter totaled 106 against 6 closures.
- Break down per major island; the number of 7-Eleven stores in Luzon is pegged at 1,537, Visayas at 218 and Mindanao with 85.
- Net income for the nine-month period ending September 30, rose by 24.8% to P643.4 million from P515.5 million in 2015.
- Retail sales of all stores went up by 24.4% to P23.0 billion from P18.5 billion a year ago. Higher sales were driven by the opening of new stores and 2.5% growth in same store sales, year-to-date.
- Operating margin (as % of revenue from merchandise sales) stood at 4.6% at the end of the first nine months of the year.

The following are the financial highlights as based from the Company’s unaudited financial reports:

Financial Highlights <i>(Amount in Php millions except store count and EPS)</i>	For the 3 <sup>rd</sup> Quarter Ended September 30,			For the Nine Months Ended September 30,		
	2016	2015	% Change	2016	2015	% Change
Store count				1,840	1,479	24.4
System-wide sales	7,545.8	6,335.9	19.1	23,005.0	18,489.2	24.4
Revenue from merchandise sales	6,831.1	5,583.7	22.3	20,754.1	15,713.0	32.1
Operating income	254.4	236.0	7.8	948.3	760.9	24.6
EBITDA	599.5	518.7	15.6	1,938.1	1,554.5	24.7
Net income	171.0	159.1	7.5	643.4	515.5	24.8
EPS	0.37	0.35	5.7	1.40	1.12	25.0
EBIT % *	3.7%	4.2%		4.6%	4.8%	
EBITDA % *	8.8%	9.3%		9.3%	9.9%	
Net margin *	2.5%	2.8%		3.1%	3.3%	

\* % of revenue from merchandise sales

Philippine Seven Corporation (PSC), the local licensee of 7-Eleven Convenience Stores, registered a net income of P643.4 million for the nine months ended September 30, 2016. This represents a 24.8% increase compared with the same period in 2015.



Retail sales of all stores (or system-wide sales) totaled to P23.0 billion, up by 24.4% compared with the level set last year. The increase in sales can be attributed to the higher number of operating stores, which rose by 24.4% or by 361 stores. In addition, same store sales went up by 2.5% during the nine-month period.

PSC ended September with a nation-wide store count of 1,840. There were 1,537 7-Eleven stores in Luzon, 218 in Visayas and 85 in Mindanao. Franchisees control 56% of total while 44% are corporate stores.

The Company aims to widen its lead over competition by continuing its expansion program in existing and new markets. PSC shall capitalize on its first-mover advantage and increasing scale in maintaining its dominant position in the convenience store sector. The convenience retailer is already structured and capable as a result of its capacity building expenditures undertaken in the past three years. It believes that the market will continue to grow as it enables the organization in achieving new heights.

For this year, the Company will be increasing its capital expenditures budget to P3.5 billion to support its store expansion strategy. Bulk of the said amount is allocated to new store opening, store renovation and equipment acquisition.

**Philippine Seven Corporation (PSE:SEVN)** operates the largest convenience store network in the country. It acquired from Southland Corporation (now Seven Eleven Inc.) of Dallas, Texas the license to operate 7-Eleven stores in the Philippines in December 1982. It was listed in the Philippine Stock Exchange on February 4, 1998.

Signed:



**Lawrence M. De Leon**  
Head of Finance

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