



Pepsi-Cola Products Philippines, Inc.  
Km. 29, National Road, Tunasan, Muntinlupa City, 1773 Philippines  
Tel: (632) 88-PEPSI (73774) • www.pepsiphilippines.com

5 July 2018

**THE PHILIPPINE STOCK EXCHANGE, INC.**

9<sup>th</sup> Floor, PSE Tower,  
28<sup>th</sup> Street corner 5<sup>th</sup> Avenue,  
Bonifacio Global City, Taguig City

Attention: Ms. Janet A. Encarnacion  
*Head, Disclosure Department*  
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Gentlemen:

In compliance with Section 17.12 of the PSE Disclosure Rules, we are forwarding the attached list of the top one hundred (100) stockholders submitted to us by our Stock Transfer Agent, Stock Transfer Service, Inc.

Very truly yours,  
  
**MA. ROSARIO C.Z. NAVA**  
*Corporate Secretary*

*Encl.: a/s*



Stock Transfer Service Inc.  
 PEPSI-COLA PRODUCTS PHILIPPINES, INC  
 List of Top 100 Stockholders  
 As of 06/30/2018

| Rank | Sth. No.   | Name                            | Citizenship | Holdings      | Rank   |
|------|------------|---------------------------------|-------------|---------------|--------|
| 1    | 0000000736 | LOTTE CORPORATION               | Korean      | 1,436,315,932 | 38.88% |
| 2    | 0000000020 | PCD NOMINEE CORP (NON-FILIPINO) | Foreign     | 1,070,504,898 | 28.98% |
| 3    | 0000000001 | QUAKER GLOBAL INVESTMENTS B.V.  | Netherlands | 923,443,071   | 25.00% |
| 4    | 0000000019 | PCD NOMINEE CORP. (FILIPINO)    | Filipino    | 257,972,530   | 06.98% |
| 5    | 0000000623 | JOSEPH MARTIN H. BORROME0       | Filipino    | 450,000       | 00.01% |
| 6    | 0000000618 | LUCIO W. YAN                    | Filipino    | 300,000       | 00.01% |
| 7    | 0000000626 | RENE B. BLANCAVER               | Filipino    | 255,000       | 00.01% |
| 8    | 0000000024 | WINEFREDA O. MADARANG           | Filipino    | 250,000       | 00.01% |
| 9    | 0000000079 | VALERIANO A. LUGTI              | Filipino    | 150,000       | 00.00% |
| 10   | 0000000083 | FELIX S. YU                     | Filipino    | 149,998       | 00.00% |
| 11   | 0000000021 | JUANITO R. IGNACIO              | Filipino    | 100,000       | 00.00% |
| 12   | 0000000022 | JOSE I. UMALI                   | Filipino    | 100,000       | 00.00% |
| 13   | 0000000136 | MA. CORAZON V. PINEDA           | Filipino    | 100,000       | 00.00% |
| 14   | 0000000376 | MA. CELESTE S. NARCISO          | Filipino    | 100,000       | 00.00% |
| 15   | 0000000058 | ROSAURO P. DINO                 | Filipino    | 70,000        | 00.00% |
| 16   | 0000000187 | ROBERTO E. TONGCUA              | Filipino    | 70,000        | 00.00% |
| 17   | 0000000105 | CECILIA R. DUGURAN              | Filipino    | 60,000        | 00.00% |
| 18   | 0000000704 | ROBERTO H. GOCE                 | Filipino    | 60,000        | 00.00% |
| 19   | 0000000234 | FELICITO C. SEBASTIAN           | Filipino    | 57,000        | 00.00% |
| 20   | 0000000461 | MANUEL J. CATUNGAL              | Filipino    | 53,000        | 00.00% |
| 21   | 0000000448 | ARISTEDES H. ALINDOGAN          | Filipino    | 50,000        | 00.00% |
| 22   | 0000000362 | ALBERT LEONG                    | Filipino    | 50,000        | 00.00% |
| 23   | 0000000728 | RUBEN R. YU, JR.                | Filipino    | 50,000        | 00.00% |
| 24   | 0000000649 | GLORIA CARLOS REYES             | Filipino    | 50,000        | 00.00% |
| 25   | 0000000593 | DELFIN P. DIZON                 | Filipino    | 50,000        | 00.00% |
| 26   | 0000000274 | ANGELITO A. SIMBA JR.           | Filipino    | 50,000        | 00.00% |

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|------|------------|------------------------------------|-------------|----------|--------|
| 27   | 0000000285 | EMELIANO L. BUGNA JR.              | Filipino    | 50,000   | 00.00% |
| 28   | 0000000291 | DOMINGO F. ALMAZAN                 | Filipino    | 50,000   | 00.00% |
| 29   | 0000000111 | ATTY. CELERINO T. GRECIA III       | Filipino    | 50,000   | 00.00% |
| 30   | 0000000065 | JOSE DANILO V. SISCAR              | Filipino    | 50,000   | 00.00% |
| 31   | 0000000066 | MA. ELENA L. ESTADILLA             | Filipino    | 50,000   | 00.00% |
| 32   | 0000000081 | RENE D. ORTIZ-LUIS                 | Filipino    | 50,000   | 00.00% |
| 33   | 0000000056 | AVELINA DE PAZ                     | Filipino    | 50,000   | 00.00% |
| 34   | 0000000035 | LUIS R. JULLY                      | Filipino    | 50,000   | 00.00% |
| 35   | 0000000052 | MA. JUDITH D. TANEDO               | Filipino    | 50,000   | 00.00% |
| 36   | 0000000371 | VERONICA G. DE JESUS               | Filipino    | 49,000   | 00.00% |
| 37   | 0000000051 | MACONDRAY HOLDINGS (ITF EMPLOYEES) | Filipino    | 44,500   | 00.00% |
| 38   | 0000000373 | ERNANDO C. FLORES II               | Filipino    | 41,000   | 00.00% |
| 39   | 0000000283 | ROSANNO S. DE GUZMAN               | Filipino    | 35,000   | 00.00% |
| 40   | 0000000036 | EUSEBIO P. BAGUIO                  | Filipino    | 30,000   | 00.00% |
| 41   | 0000000400 | LYNDON J. CUADRA                   | Filipino    | 30,000   | 00.00% |
| 42   | 0000000656 | VICENTE P. AREJOLA                 | Filipino    | 30,000   | 00.00% |
| 43   | 0000000655 | RENERO V. ORTEGA                   | Filipino    | 28,000   | 00.00% |
| 44   | 0000000388 | MARVYN B. TANGCO                   | Filipino    | 26,000   | 00.00% |
| 45   | 0000000709 | FRANCISCO B. RAMIREZ               | Filipino    | 25,000   | 00.00% |
| 46   | 0000000026 | ALFREDO A. PEDROSA                 | Filipino    | 25,000   | 00.00% |
| 47   | 0000000703 | MARIA ANNA BOGNOT DALBY            | Filipino    | 20,600   | 00.00% |
| 48   | 0000000712 | CRISELDA N. RIVERA                 | Filipino    | 20,000   | 00.00% |
| 49   | 0000000389 | FEBY B. CABADING                   | Filipino    | 20,000   | 00.00% |
| 50   | 0000000392 | MARIO A. CATAUTAN                  | Filipino    | 20,000   | 00.00% |
| 51   | 0000000393 | REX D. TEMPLONUEVO                 | Filipino    | 20,000   | 00.00% |
| 52   | 0000000394 | IVAN R. PAPERAS                    | Filipino    | 20,000   | 00.00% |

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|------|------------|--------------------------------|-------------|----------|--------|
| 53   | 0000000395 | ANASTACIO CABADING, JR.        | Filipino    | 20,000   | 00.00% |
| 54   | 0000000037 | ANTONIO B. YOUNG               | Filipino    | 20,000   | 00.00% |
| 55   | 0000000038 | ALMA C. PACURIBAT              | Filipino    | 20,000   | 00.00% |
| 56   | 0000000050 | CESAR R. PINON                 | Filipino    | 20,000   | 00.00% |
| 57   | 0000000034 | BENJAMIN ESPIRITU              | Filipino    | 20,000   | 00.00% |
| 58   | 0000000053 | EDMUND Y.B. MABUTI             | Filipino    | 20,000   | 00.00% |
| 59   | 0000000054 | GILBERT SAGCAL                 | Filipino    | 20,000   | 00.00% |
| 60   | 0000000074 | CONSTANTE USON                 | Filipino    | 20,000   | 00.00% |
| 61   | 0000000181 | ALEJANDRO C. ESTRADA SR.       | Filipino    | 18,000   | 00.00% |
| 62   | 0000000444 | MICHELLE EVELYN J. DYTIAN      | Filipino    | 16,500   | 00.00% |
| 63   | 0000000363 | MYRA A. SISON                  | Filipino    | 16,000   | 00.00% |
| 64   | 0000000689 | LARS DALBY ITF: LARS DALBY, JR | Foreign     | 16,000   | 00.00% |
| 65   | 0000000699 | MARILENE B. LAYCO              | Filipino    | 15,333   | 00.00% |
| 66   | 0000000622 | ANTONIO M. OSTREA              | Filipino    | 15,000   | 00.00% |
| 67   | 0000000640 | LYN R. UDARBE                  | Filipino    | 15,000   | 00.00% |
| 68   | 0000000367 | JOSE AMIEL R. BACAL            | Filipino    | 15,000   | 00.00% |
| 69   | 0000000505 | SUSANA D. PALO                 | Filipino    | 15,000   | 00.00% |
| 70   | 0000000115 | JUANITA U. LARA                | Filipino    | 15,000   | 00.00% |
| 71   | 0000000108 | SALVADOR I. FACTOR             | Filipino    | 15,000   | 00.00% |
| 72   | 0000000067 | LAMBERTO F. YAP JR.            | Filipino    | 15,000   | 00.00% |
| 73   | 0000000068 | JAIME S. HULIGANGA             | Filipino    | 15,000   | 00.00% |
| 74   | 0000000319 | ROMEO A. LARA                  | Filipino    | 15,000   | 00.00% |
| 75   | 0000000629 | MA. BELEN V. CARDONA           | Filipino    | 14,000   | 00.00% |
| 76   | 0000000715 | YSRAEL PEDRASA MARCELINO       | Filipino    | 13,000   | 00.00% |
| 77   | 0000000428 | FERNANDO F. PADERES            | Filipino    | 13,000   | 00.00% |
| 78   | 0000000436 | LEO D. CAJULAO                 | Filipino    | 12,000   | 00.00% |

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|------|------------|------------------------------|-------------|----------|--------|
| 79   | 0000000682 | ROMEO B. MOLANO              | Filipino    | 12,000   | 00.00% |
| 80   | 0000000542 | SALVADOR C. QUERIMIT         | Filipino    | 12,000   | 00.00% |
| 81   | 0000000662 | MELANIUS S. SUMADIC          | Filipino    | 11,000   | 00.00% |
| 82   | 0000000372 | LIZARRO P. DIONG             | Filipino    | 11,000   | 00.00% |
| 83   | 0000000401 | FLORENCIO B. ESCOBAR         | Filipino    | 10,000   | 00.00% |
| 84   | 0000000443 | JOEY M. TUMOLVA              | Filipino    | 10,000   | 00.00% |
| 85   | 0000000664 | AZELA F. PULGAR              | Filipino    | 10,000   | 00.00% |
| 86   | 0000000666 | HERACLEO V. FLORIDO          | Filipino    | 10,000   | 00.00% |
| 87   | 0000000695 | FEDERICO CLAUDIO G. SANDOVAL | Filipino    | 10,000   | 00.00% |
| 88   | 0000000644 | HENRY C. YAO                 | Filipino    | 10,000   | 00.00% |
| 89   | 0000000532 | WINSTON SANTOS MENDOZA       | Filipino    | 10,000   | 00.00% |
| 90   | 0000000563 | MARIO R. MANUEL              | Filipino    | 10,000   | 00.00% |
| 91   | 0000000601 | MA. DOLORES DULAY            | Filipino    | 10,000   | 00.00% |
| 92   | 0000000300 | LAURO RODERICK L. BIGLETE    | Filipino    | 10,000   | 00.00% |
| 93   | 0000000305 | JESSE G. CELERIO             | Filipino    | 10,000   | 00.00% |
| 94   | 0000000288 | ENRICO C. ABAD               | Filipino    | 10,000   | 00.00% |
| 95   | 0000000322 | YOLANDA O. LOPEZ             | Filipino    | 10,000   | 00.00% |
| 96   | 0000000335 | FELIX A. PEDRO III           | Filipino    | 10,000   | 00.00% |
| 97   | 0000000338 | ELMER POSA JR.               | Filipino    | 10,000   | 00.00% |
| 98   | 0000000342 | EFREN D. RAMIL               | Filipino    | 10,000   | 00.00% |
| 99   | 0000000352 | IVY A. VALDEZ                | Filipino    | 10,000   | 00.00% |
| 100  | 0000000354 | DANILO H. VIRAY              | Filipino    | 10,000   | 00.00% |

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As of 06/30/2018

| Rank  | Sth. No. | Name                         | Citizenship | Holdings      | Rank   |
|-------|----------|------------------------------|-------------|---------------|--------|
| ----- |          |                              |             |               |        |
|       |          | Total Top 100 Shareholders : |             | 3,692,450,362 | 99.96% |
|       |          |                              |             | =====         | =====  |
|       |          | Total Outstanding Shares     |             | 3,693,772,279 |        |
|       |          |                              |             | =====         |        |

**BENEFICIAL OWNER REPORT**

Company Code - PIP00000000 &amp; Company Name - PEPSI-COLA PRODUCTS PHILS.

Business Date: June 29, 2018

| <b>BPNAME</b>                                    | <b>HOLDINGS</b> |
|--|-----------------|
| UPCC SECURITIES CORP.                            | 9,377,200       |
| A & A SECURITIES, INC.                           | 259,000         |
| ABACUS SECURITIES CORPORATION                    | 11,906,835      |
| PHILSTOCKS FINANCIAL INC                         | 1,120,949       |
| A. T. DE CASTRO SECURITIES CORP.                 | 23,000          |
| BA SECURITIES, INC.                              | 30,000          |
| AP SECURITIES INCORPORATED                       | 345,400         |
| ANSALDO, GODINEZ & CO., INC.                     | 38,000          |
| AB CAPITAL SECURITIES, INC.                      | 1,285,400       |
| SARANGANI SECURITIES, INC.                       | 106,000         |
| SB EQUITIES, INC.                                | 998,800         |
| ASIA PACIFIC CAPITAL EQUITIES & SECURITIES CORP. | 10,000          |
| ASIASEC EQUITIES, INC.                           | 140,000         |
| BELSON SECURITIES, INC.                          | 44,600          |
| BENJAMIN CO CA & CO., INC.                       | 13,000          |
| BPI SECURITIES CORPORATION                       | 6,331,130       |
| CAMPOS, LANUZA & COMPANY, INC.                   | 267,700         |
| SINCERE SECURITIES CORPORATION                   | 285,000         |
| BDO NOMURA SECURITIES INC                        | 779,052         |
| CITISECURITIES, INC.                             | 3,709,600       |
| TRITON SECURITIES CORP.                          | 557,000         |
| IGC SECURITIES INC.                              | 50,000          |
| CUALOPING SECURITIES CORPORATION                 | 30,000          |
| DBP-DAIWA CAPITAL MARKETS PHILPPINES, INC.       | 160,000         |
| DAVID GO SECURITIES CORP.                        | 302,000         |
| DIVERSIFIED SECURITIES, INC.                     | 62,000          |
| E. CHUA CHIACO SECURITIES, INC.                  | 1,144,000       |
| EASTERN SECURITIES DEVELOPMENT CORPORATION       | 280,500         |
| EQUITIWORLD SECURITIES, INC.                     | 20,000          |
| EVERGREEN STOCK BROKERAGE & SEC., INC.           | 4,245,800       |
| FIRST ORIENT SECURITIES, INC.                    | 60,000          |
| FIRST INTEGRATED CAPITAL SECURITIES, INC.        | 30,000          |
| F. YAP SECURITIES, INC.                          | 201,489         |
| AURORA SECURITIES, INC.                          | 10,000          |
| GLOBALINKS SECURITIES & STOCKS, INC.             | 7,500           |
| GOLDSTAR SECURITIES, INC.                        | 30,000          |
| H. E. BENNETT SECURITIES, INC.                   | 10,000          |
| HK SECURITIES, INC.                              | 1,000           |
| I. ACKERMAN & CO., INC.                          | 30,000          |
| I. B. GIMENEZ SECURITIES, INC.                   | 21,300          |
| INVESTORS SECURITIES, INC,                       | 131,000         |
| IMPERIAL, DE GUZMAN, ABALOS & CO., INC.          | 68,000          |
| VALUE QUEST SECURITIES CORPORATION               | 1,921,000       |
| STRATEGIC EQUITIES CORP.                         | 20,000          |
| LITONJUA SECURITIES, INC.                        | 20,000          |
| LOPEZ, LOCSIN, LEDESMA & CO., INC.               | 1,000           |
| LUCKY SECURITIES, INC.                           | 85,700          |

| BPNAME                                       | HOLDINGS   |
|--|------------|
| LUYS SECURITIES COMPANY, INC.                | 40,000     |
| MANDARIN SECURITIES CORPORATION              | 800,900    |
| COL Financial Group, Inc.                    | 13,261,409 |
| DA MARKET SECURITIES, INC.                   | 70,000     |
| MERCANTILE SECURITIES CORP.                  | 375,000    |
| MERIDIAN SECURITIES, INC.                    | 169,900    |
| MDR SECURITIES, INC.                         | 173,500    |
| DEUTSCHE REGIS PARTNERS, INC.                | 432        |
| MOUNT PEAK SECURITIES, INC.                  | 1,500      |
| NEW WORLD SECURITIES CO., INC.               | 188,000    |
| OPTIMUM SECURITIES CORPORATION               | 703,400    |
| RCBC SECURITIES, INC.                        | 2,068,600  |
| PAN ASIA SECURITIES CORP.                    | 408,000    |
| PAPA SECURITIES CORPORATION                  | 645,808    |
| MAYBANK ATR KIM ENG SECURITIES, INC.         | 29,004,745 |
| PNB SECURITIES, INC.                         | 314,800    |
| PREMIUM SECURITIES, INC.                     | 498,200    |
| SALISBURY BKT SECURITIES CORPORATION         | 500        |
| QUALITY INVESTMENTS & SECURITIES CORPORATION | 430,000    |
| R & L INVESTMENTS, INC.                      | 40,000     |
| R. COYIUTO SECURITIES, INC.                  | 433,600    |
| REGINA CAPITAL DEVELOPMENT CORPORATION       | 1,778,800  |
| R. NUBLA SECURITIES, INC.                    | 11,000     |
| AAA SOUTHEAST EQUITIES, INCORPORATED         | 30,000     |
| R. S. LIM & CO., INC.                        | 1,000      |
| RTG & COMPANY, INC.                          | 79,000     |
| S.J. ROXAS & CO., INC.                       | 146,000    |
| SECURITIES SPECIALISTS, INC.                 | 27,000     |
| SUMMIT SECURITIES, INC.                      | 85,000     |
| STANDARD SECURITIES CORPORATION              | 169,000    |
| TANSENGCO & CO., INC.                        | 550,100    |
| TOWER SECURITIES, INC.                       | 2,415,700  |
| APEX PHILIPPINES EQUITIES CORPORATION        | 9,000      |
| TRI-STATE SECURITIES, INC.                   | 30,000     |
| UCPB SECURITIES, INC.                        | 865,700    |
| UOB KAY HIAN SECURITIES (PHILS.), INC.       | 650,000    |
| VENTURE SECURITIES, INC.                     | 33,000     |
| FIRST METRO SECURITIES BROKERAGE CORP.       | 5,015,064  |
| WEALTH SECURITIES, INC.                      | 1,749,300  |
| WESTLINK GLOBAL EQUITIES, INC.               | 2,000      |
| YAO & ZIALCITA, INC.                         | 202,000    |
| YU & COMPANY, INC.                           | 295,000    |
| BDO SECURITIES CORPORATION                   | 96,897,300 |
| EAGLE EQUITIES, INC.                         | 20,000     |
| GOLDEN TOWER SECURITIES & HOLDINGS, INC.     | 105,100    |
| SOLAR SECURITIES, INC.                       | 136,000    |
| G.D. TAN & COMPANY, INC.                     | 528,000    |
| PHILIPPINE EQUITY PARTNERS, INC.             | 341,033    |
| UNICAPITAL SECURITIES INC.                   | 1,984,900  |
| SunSecurities, Inc.                          | 50,000     |
| COHERCO SECURITIES, INC.                     | 1,000      |
| KING'S POWER SECURITIES, INC.                | 1,000      |
| TIMSON SECURITIES, INC.                      | 30,000     |



| <b>BPNAME</b>  | <b>HOLDINGS</b>      |
|--|----------------------|
| STAR ALLIANCE SECURITIES CORP.                               | 2,050,000            |
| CHINA BANKING CORPORATION - TRUST GROUP                      | 9,000                |
| CITIBANK N.A.  | 111,393,459          |
| DEUTSCHE BANK MANILA-CLIENTS A/C                             | 194,129,517          |
| GOVERNMENT SERVICE INSURANCE SYSTEM                          | 49,587,900           |
| THE HONGKONG AND SHANGHAI BANKING CORP. LTD. -CLIENTS' ACCT. | 688,757,083          |
| THE HONGKONG AND SHANGHAI BANKING CORP. LTD. -CLIENTS' ACCT. | 8,575,000            |
| RCBC TRUST & INVESTMENT DIVISION                             | 9,069,600            |
| RCBC TRUST & INVESTMENT DIVISION - VARIOUS TAXABLE ACCTS     | 432,700              |
| STANDARD CHARTERED BANK                                      | 53,891,923           |
| MBTC - TRUST BANKING GROUP                                   | 115,000              |
| UNITED COCONUT PLANTERS BANK-TRUST BANKING                   | 30,000               |
| <b>TOTAL</b>   | <b>1,328,477,428</b> |

If no written notice of any error or correction is received by PDTC within five (5) calendar days from receipt hereof, you shall be deemed to have accepted the accuracy and completeness of the details indicated in this report.

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