



**UNIVERSAL ROBINA
CORPORATION**

110 E. RODRIGUEZ, JR. AVENUE, BAGUMBAYAN, QUEZON CITY, PHILIPPINES 1600, P.O. Box 3542 MM 2800 · P.O. BOX 99-AC CUBAO, QUEZON CITY
TEL. 635-0751 TO 85 ; 671-2935 TO 42

August 14, 2013

PHILIPPINE STOCK EXCHANGE, INC.
3rd Floor, Tower One and Exchange Plaza
Ayala Triangle, Ayala Avenue
Makati City

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

Gentlemen:

Please find attached a copy of SEC Form 17-C which we are filing with the Securities and Exchange Commission regarding a press release entitled "URC posts strong operating results in its first nine months for FY2013 with sales registering at PHP60.092B, a 13.3% growth and net income growing by 38.7% to PHP8.495B".

Thank you.

Very truly yours,

ROSALINDA F. RIVERA
Corporate Secretary

/mhd

SEC FORM 17-C

UNIVERSAL ROBINA CORPORATION

11. **Item 9 – Other Events**

Please see attached press release entitled “URC posts strong operating results in its first nine months for FY2013 with sales registering at PHP60.092B, a 13.3% growth and net income growing by 38.7% to PHP8.495B”.

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SIGNATURES

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 hereunto duly authorized.

Universal Robina Corporation
(Issuer)

August 14, 2013
(Date)



ROSALINDA F. RIVERA
Corporate Secretary
(Signature and Title)



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URC POSTS STRONG OPERATING RESULTS IN ITS FIRST NINE MONTHS FOR FY2013 WITH SALES REGISTERING AT PHP60.092B, A 13.3% GROWTH AND NET INCOME GROWING BY 38.7% TO PHP8.495B

URC reported a 13.3% sales growth for the nine months of fiscal year 2013 (fiscal year beginning October 2012 and ending September 2013) with net sales amounting to Php 60.092 billion vs. Php 53.049 billion in the prior year. URC's Philippine branded consumer foods (BCF) business was the main driver for total company growth as it increased sales by 22.4% for the nine months of fiscal year 2013 while BCF International accelerated its sales momentum in the recent fiscal third quarter. The growth was further buoyed up by strong sales coming from our sugar and farms businesses, which registered growth of 42.2% and 21.4%, respectively for the same period.

URC's operating income was at Php 7.636 billion for the nine months of fiscal year 2013. This is 32.1% higher than the Php 5.780 billion posted in the prior year. Lower prices of soft commodity inputs and double digit increase in sales volumes resulted in margin expansion for branded foods while the sugar business benefited from the early start of the milling season and farms from better selling prices of hogs.

URC's net income for the nine months of fiscal year 2013 reached Php 8.495 billion, a 38.7% increase from the Php 6.126 billion posted in the prior year. Aside from higher operating income, the increase was due to higher other revenues as the company booked realized one-time gains from the sale of its investment portfolio last January 2013 and lower finance cost due to short and long term debts retirement.

The Company's balance sheet remained healthy with strong cash levels. As of the nine months, URC continues to remain in a net cash position of Php 5.486 billion with a financial gearing ratio of 0.06 (vs. 0.32 in FY12) as the Company paid a significant portion of its debt obligations.

Sales performances by business are as follows:

URC's branded consumer foods (BCF) group, including the packaging division, increased sales of goods and services by Php 5.955 billion, or 14.3%, to Php 47.652 billion for the nine months of fiscal year 2013, vs. the Php 41.697 billion posted in the prior year.

BCF Philippines sustained its robust sales and posted growth of 22.4%, to register nine months sales of Php 30.873 billion, vs. Php 25.221 billion in the prior year. Beverage continued to be the key driver backed by the strong performance of the Great Taste coffee business and C2 ready-to-drink beverage. The Company remained the dominant market leader in salty snacks, candies, chocolates, and RTD tea in the Philippines.

Net sales of URC's international BCF business increased by 10.5% (in dollar terms) to end at \$387 million or Php 15.938 billion for the nine months of the fiscal year 2013. Vietnam sales remained robust driven by ready-to-drink beverages (C2 and Rong Do) and contributions coming from the build-up of the snackfoods business. Indonesia sales increased significantly driven by salty snacks and chocolates while the Thailand business is on its way to recovery albeit at a slower pace. URC continues to be the market leader in biscuits and wafers in Thailand while C2 is now the number one RTD Tea brand in Vietnam

URC's commodity foods group revenues amounted to Php 6.860 billion for the nine months of fiscal 2013, up by 16.5% from Php 5.888 billion in the prior year. This was mainly due to the 42.2% increase in revenues of the sugar business due to the early start of the milling season and volume contribution coming from the recently acquired mill, Tolong, while the flour business declined by 5.8% as the increased level of low cost imported flour affected the business.

Net sales of URC's agro-industrial group amounted to Php 5.580 billion for the nine months of fiscal year 2013, a 2.1% increase from the prior year. The farms business grew significantly by 21.4% due to better selling prices. The feeds business, on the other hand, posted a decline of 16.9% due to lower volumes brought about by the relatively lower population of backyard hog raisers and increased competitive pressures.