

# SECURITIES AND EXCHANGE COMMISSION

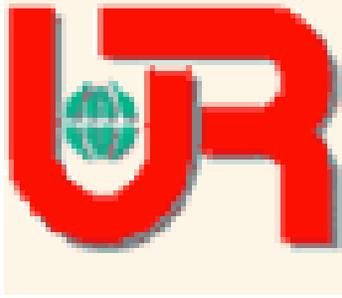
## SEC FORM 17-C

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

1. Date of Report (Date of earliest event reported)  
May 11, 2016
2. SEC Identification Number  
9170
3. BIR Tax Identification No.  
040-000-400-016
4. Exact name of issuer as specified in its charter  
UNIVERSAL ROBINA CORPORATION
5. Province, country or other jurisdiction of incorporation  
Philippines
6. Industry Classification Code(SEC Use Only)
7. Address of principal office  
110 E. Rodriguez Avenue, Bagumbayan, Quezon City, Metro Manila  
Postal Code  
1110
8. Issuer's telephone number, including area code  
(632) 633-7631 to 40
9. Former name or 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 of the RSA
 

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
Common shares	2,181,501,933
11. Indicate the item numbers reported herein  
9

*The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.*



# Universal Robina Corporation

## URC

**PSE Disclosure Form 4-31 - Press Release**  
*References: SRC Rule 17 (SEC Form 17-C)*  
*Section 4.4 of the Revised Disclosure Rules*

### Subject of the Disclosure

Press Release "URC POSTED 1H TOPLINE GROWTH OF 5.2% BUT MANAGED TO MAINTAIN HEALTHY OPERATING INCOME MARGIN AT 16.0% MAINLY DRIVEN BY BRANDED FOODS AND CONTRIBUTION FROM RENEWABLES BUSINESS"

### Background/Description of the Disclosure

URC posted a net sales growth of 5.2% for the first six months of fiscal year 2016 (beginning October 2015 and ending September 2016) amounting to Php 58.538 billion mainly driven by its core Branded Consumer Foods, Griffin's and Renewables. Sales of Branded Consumer Foods (BCF) Philippines including Packaging were up by 2.7% while the International business grew faster with a 7.7% growth. Sales of Non-Branded Consumer Foods Group, comprised of Agro-Industrial Group and Commodity Foods Group grew by 9.2% driven by Sugar and Renewables (SURE) which increased by 30.8%.

Operating Income of URC was up by 6.1% amounting to Php 9.393 billion vs. last year's Php 8.851 billion. Margin was also maintained at 16.0% which is 14 basis points higher than 15.9% last year. This was attributable to lower input prices on the branded foods business.

URC's net income grew by 29.2% amounting to Php 8.385 billion driven by unrealized forex gains and market valuation of financial assets from the gain of Griffin's debt currency forward hedge. URC remains in a net debt position of Php 13.537 billion with a financial gearing ratio of 0.33. The Company spent Php 4.731 billion on capital expenditures mostly to increase capacities for BCF and to acquire the Balayan Sugar Mill for Sugar. URC also paid Php 6.987 billion for the dividend payout last March 28, 2016, and Php 10.108 billion for the offshore long-term debt repayment last February 16, 2016.

## SALES PERFORMANCE PER BUSINESS

### Branded Consumer Foods (BCF) Group

Sales of BCF grew by 4.4%, resulting to Php 48.456 billion in the first six months of fiscal year 2016 vs. Php 46.408 billion last year.

BCF Philippines, excluding Packaging division registered a muted sales growth of 2.6%, amounting to Php 30.410 billion as the business had tougher comparables specifically on the coffee category pushing the growth last year. For this period, there was a significant change in the product mix driven mainly by beverage. From selling mostly single-serve packs of Great Taste White last year, half of BCF Philippines coffee mixes volumes shifted to twin packs. The Company also sold more cases of lower value per case RTD beverage and as such pulling down the average sales per unit. On the other hand, BCF Philippines' Traditional Retail was greatly affected by El Niño which continues to linger in the country especially in Visayas and Mindanao. Despite these, the Company still managed to grow in most of its categories with C2, Chocolates and Noodles growing double-digits, and Candies and Bakery growing low single-digits. Blue, the product of URC's joint venture with Danone also grew stronger with higher average sales per month vs. last year.

BCF International sales posted Php 17.454 billion, a growth of 7.7% vs. last year's net sales of Php 16.210 billion driven by Indonesia, Vietnam, Malaysia and New Zealand. In terms of local currency, Thailand was flat as a result of the slowdown in the Biscuits category and still weak macroeconomic situation affecting consumer sentiment. Indonesia grew by 25.1% driven by Piattos, Chocolates, Chiz King and Dewberry. Vietnam increased by 9.1% on the back of strong sales from C2 and Rong Do which are both continuously gaining shares in the market. Malaysia was also up by 9.7% as Cloud 9 performed positively with Cloud 9 Party Packs and Multipacks. Singapore grew by 11.9% driven by snacks and biscuits. Our Griffin's business in New Zealand continues to post good market shares and we have been actively taking steps to grow its value faster than volume and improve its profitability.

### Non-Branded Consumer Foods Group

Sales of the Non-Branded Consumer Foods Group registered at Php 10.082 billion for the first six months of fiscal year 2016 vs. Php 9.237 billion last year, a 9.2% growth with Renewables and Feeds as main contributors.

(See continuation below under "Other Relevant Information")

### Other Relevant Information

Commodity Foods Group was up by 17.4%. Sugar and Renewables (SURE) sales grew by 30.8% driven by incremental revenues from Distillery and Cogen which started their operations in the second and fourth quarter last year, respectively. Flour sales were flat as a result of lower average selling prices offsetting the increase in sales volumes of pasta and flour.

Agro-Industrial Group's sales were also flat due to mixed results from its segments. Farms was down by 17.1% due to the decrease in both sales volume and average selling price of hogs and the operating costs related to our slaughterhouse. This was pushed up by the 22.8% sales growth of Feeds driven by strong sales of hog feeds.

**Filed on behalf by:**

<b>Name</b>	Rosalinda Rivera
<b>Designation</b>	Corporate Secretary