

# 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)  
Nov 4, 2022
2. SEC Identification Number  
9170
3. BIR Tax Identification No.  
000-400-016-000
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  
8th Floor, Tera Tower, Bridgetowne, E. Rodriguez, Jr. Avenue (C5Road), Ugong Norte,  
Quezon City, Metro Manila  
Postal Code  
1110
8. Issuer's telephone number, including area code  
(632) 8633-7631 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	2,178,507,618
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

### Background/Description of the Disclosure

Press release entitled "URC REPORTS RECORD HIGH SALES IN Q3 2022"

### Other Relevant Information

Universal Robina Corporation ("URC" or the "Company") sales for the nine months ended September 30, 2022 reached Php 107.9 billion, up 26% versus the same period last year. Sales in the third quarter posted growth of 32% vs. the third quarter last year, on the back of the strong reopening momentum from economies around the region.

The Company's operating income for the nine-month period grew by 10% to Php 10.8 billion, with the third quarter increasing by 35% vs. the same period last year. Absolute profits grew as planned on the back of higher sales volumes, programmed price increases, and executed cost savings initiatives. Net income ended at Php 9.7 billion, lower versus the same period last year due primarily to a gain on sale of assets booked last year. Core net income (excluding one-offs) was up 9%, in line with operating income growth.

URC's financial position remains strong, with a healthy cash balance of Php 13.9 billion, net debt of Php 5.9 billion and a low gearing ratio of 0.19.

Please refer to attached press release.

This press release may contain forward looking statements with respect to the results of operations and business of URC. Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual performance of URC to be different from any future performance implied.

### Filed on behalf by:

<b>Name</b>	Maria Celia Fernandez-Estavillo
<b>Designation</b>	Corporate Secretary

## URC REPORTS RECORD HIGH SALES IN Q3 2022

Universal Robina Corporation (URC) sales for the nine months ended September 30, 2022 reached Php 107.9 billion, up 26% versus the same period last year. Sales in the third quarter posted growth of 32% vs. the third quarter last year, on the back of the strong reopening momentum from economies around the region.

Operating income for the nine-month period grew by 10% to Php 10.8 billion, with the third quarter increasing by 35% vs. the same period last year. Absolute profits grew as planned on the back of higher sales volumes, programmed price increases, and executed cost savings initiatives. Net income ended at Php 9.7 billion, lower versus the same period last year due primarily to a gain on sale of assets booked last year. Core net income (excluding one-offs) was up 9%, in line with operating income growth.

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## SALES PERFORMANCE PER BUSINESS

**Branded Consumer Foods (BCF):** Sales of domestic and international branded consumer foods, excluding Packaging, accelerated its momentum into the third quarter, achieving sales of Php 78.4 billion for the nine months of 2022, up 30% vs. the same period last year. BCF Philippines continued to break sales records, once again posting its highest monthly and quarterly sales in history for the third quarter in a row. Revenues for the first nine months hit Php 54.0 billion, increasing by 22% vs. the same period last year. Most categories exhibited strong growth, with strong sales offtake and healthy inventory levels seen in the trade. The International business units performed similarly, with total revenues (including Munchy's) reaching Php 24.4 billion, up 51% versus last year. The core international business (excluding Munchy's) grew 24%, with all manufacturing businesses growing at double digit rates against lower comparables from the COVID-19 Delta surge last year.

**Agro-Industrial & Commodities (AIC):** Sales at the Agro-Industrial & Commodities divisions grew by 15% to end at Php28.0 billion for the nine months of 2022. The growth of the Agro-Industrial Group was driven by strong sales of feeds, with both the core animal feeds and the pet foods businesses performing well. The Commodities Group of flour, sugar and renewables also grew overall sales due to higher prices; but declined in volumes due to supply challenges brought about by the global wheat market volatility, more severe typhoon impacts, and lower milling outputs.

## RESILIENT TOPLINE GROWTH

Irwin Lee, URC President and CEO, said, *"We are delighted by the continued growth momentum over the last nine months. We will continue to execute our plans to keep our margin recovery on track despite the challenges on all fronts, notably inflationary pressures from volatile commodity costs and the strength of the US dollar. We remain confident that the strength of our core products, along with our successful new launches, will continue to provide value for our consumers and drive growth into 2023 and beyond."*

**This press release may contain forward looking statements with respect to the results of operations and business of Universal Robina Corporation ("URC"). Such forward looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual performance of URC to be different from any future performance implied.**

# COVER SHEET

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SEC Registration Number

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(Company's Full Name)

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

**Atty. Maria Celia H. Fernandez-Estavillo**  
**Corporate Secretary**

(Contact Person)

**8633-7631 to 40**

(Company Telephone Number)

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*Month*    *Day*  
(Fiscal Year)

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(Form Type)

**last Wednesday of May**

*Month*    *Day*  
(Annual Meeting)

## URC PSE Disclosure Form

**Issuer of Securities under SEC-BED Order No. 235, Series of 1994 and SEC-CFD Order No. 015, Series of 2006**

(Secondary License Type, If Applicable)

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Dept. Requiring this Doc.

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Amended Articles Number/Section

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Total No. of Stockholders

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Total Amount of Borrowings

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Domestic

Foreign

To be accomplished by SEC Personnel concerned

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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. **November 4, 2022**  
(Date of Report)
  
2. SEC Identification No. **9170**
3. BIR TIN: **040-000-400-016**
  
4. **UNIVERSAL ROBINA CORPORATION**  
(Exact name of issuer as specified in its charter)
  
5. **Philippines**  
(Province, country or other jurisdiction of incorporation)
6.  (SEC Use Only)  
Industry Classification Code:
  
7. **8th Floor, Tera Tower, Bridgetowne, E. Rodriguez, Jr. Avenue (C5 Road), Ugong Norte, Quezon City, Metro Manila**  
(Address of principal office)
8. **1110**  
(Postal Code)
  
8. **(632) 8633-7631 to 40**  
(Issuer's Tel. No., including area code)
  
9. **NA**  
(Former name or former address, if changed since last report)
  
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**

**2,178,507,618**

**SEC FORM 17-C**

**UNIVERSAL ROBINA CORPORATION**

**11. Item 9 – Other Events**

Universal Robina Corporation (“URC” or the “Company”) sales for the nine months ended September 30, 2022 reached Php 107.9 billion, up 26% versus the same period last year. Sales in the third quarter posted growth of 32% vs. the third quarter last year, on the back of the strong reopening momentum from economies around the region.

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URC’s financial position remains strong, with a healthy cash balance of Php 13.9 billion, net debt of Php 5.9 billion and a low gearing ratio of 0.19.


Please refer to attached press release.

**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)

**November 4, 2022**  
(Date)

  
**MARIA CELIA H. FERNANDEZ-ESTAVILLO**  
**Corporate Secretary**  
(Signature and Title)