



**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, 2012

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's nine months net income up 24.0% to P6.126 billion driven by the strong contribution coming from branded consumer foods group and positive gains in non-recurring income".

Thank you.

Very truly yours,

ROSALINDA F. RIVERA
Corporate Secretary

/mhd

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. **August 14, 2012**
(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. **Metro Manila, Philippines**
(Province, country or other jurisdiction of incorporation)
6. (SEC Use Only)
Industry Classification Code:

7. **43rd Floor, Robinsons-Equitable Tower, ADB Ave. cor. P. Poveda St., Ortigas Center, Pasig City**
(Address of principal office)
- 1600**
(Postal Code)

8. **(632) 633-7631 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

2,181,501,933

SEC FORM 17-C

UNIVERSAL ROBINA CORPORATION

11. **Item 9 – Other Events**

Please see attached press release entitled “URC’s nine months net income up 24.0% to P6.126 billion driven by the strong contribution coming from branded consumer foods group and positive gains in non-recurring income”.

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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, 2012
(Date)


ROSALINDA F. RIVERA
Corporate Secretary
(Signature and Title)



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URC'S NINE MONTHS NET INCOME UP 24.0% TO P6.126 BILLION DRIVEN BY THE STRONG CONTRIBUTION COMING FROM BRANDED CONSUMER FOODS GROUP AND POSITIVE GAINS IN NON-RECURRING INCOME

URC's sales coming from its flagship branded consumer foods group remained buoyant in the first nine months of its fiscal year (ending September) and increased by 11.1% but the decline in sales of the sugar division, as selling prices decreased compared to same period last year, tempered the company's overall performance. As a result, total URC reported a 4.9% sales growth in the first nine months of fiscal year 2012 (fiscal year beginning October 2011 and ending September 2012) with net sales and services amounting to Php 53.049 billion from Php 50.578 billion in the same period last year.

URC's operating income was at Php 5.780 billion in the first nine months of fiscal year 2012, 6.0% higher from the Php 5.454 billion reported in the same period of fiscal 2011. This was mainly due to higher operating income from the branded foods business as prices of key inputs are relatively lower vs. same period last year. The agro-industrial business started to contribute positive income as recovery of the hogs business can already be seen.

URC's net income in the first nine months of fiscal year 2012 reached Php 6.126 billion, an increase of 24.0% from the Php 4.940 billion posted in the same period last year. The increase was due to higher operating income, higher net finance revenue, and significant marked-to-market gains as the market values of bond and equity holdings increased.

Our balance sheet remains healthy with strong cash levels. As of the period, we are in a net cash position of Php 9.350 billion with a financial gearing ratio of 0.33 vs. 0.44 in FY11 as we retired the \$200 million debt, resulting in lower long term debt.

Sales performances by business are as follows:

URC's branded consumer foods (BCF) segment, including the packaging division, increased sales of goods and services by Php 4.141 billion, or 11.0%, to Php 41.697 billion in the first nine months of fiscal year 2012 from Php 37.556 billion in the same period last year. Our BCF Philippines business grew faster at 15.4% to Php 25.221 billion from Php 21.849 billion in the same period last year. The growth was largely driven by the beverage division due to the stellar performance of our coffee business with our new product, Great Taste White Coffee, coupled by the recovery of our ready-to-drink beverage business. For the snackfoods division, snacks exhibited double digit growth as we managed to sustain the strong uptake for Mang Juan, our new brand in the extruded/pelletized snacks segment. We continue to be the strong market leader for the salty snacks category and we are also increasing our market share in coffee.

Sales of our international BCF business increased by 5.7% in dollar terms, amounting to \$350 million or Php 15.072 billion. This is due to the strong double-digit sales growth of Vietnam as we continue to expand our mark in the ready-to-drink (RTD) beverage industry with the sustained momentum and market share growth of C2, which is now the number one RTD tea brand, as well as the encouraging performance of Rong Do, our offering in the energy drinks segment. Indonesia also contributed to the growth as our renewed entry into the extruded/pelletized snacks line showed good traction. However, overall top-line growth was tempered by Thailand's softer sales as consumption for biscuits and wafers, which are discretionary in nature, declined as a consequence of the flooding. We continue to maintain our significant market leadership in these two categories and are implementing initiatives to accelerate their recovery.

URC's commodity foods group revenues amounted to Php 5.888 billion in the first nine months of fiscal 2012, down by 25.7% from Php 7.927 billion in the same period last year. This was primarily due to a 46.2% decline in net sales of the sugar business as a result of lower volume and prices while the flour business grew by 10.6% due to higher volume and selling prices vs. the same period last year.



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Net sales of URC's agro-industrial group amounted to Php 5.464 billion for the first nine months of fiscal year 2012, a 7.2% increase from same period last year. The feeds business grew by 8.4% on the back of higher sales volume and prices while farms business increased by 6.1% due to higher sales volume of hogs.