



**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

January 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's fiscal year 2012 net income up 62.9% to Php 8.158 billion on the back of better operating income from the branded consumer foods group and trading gains".

Thank you.

Very truly yours,


ROSALINDA F. RIVERA
Corporate Secretary

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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. **January 14, 2013**
(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 fiscal year 2012 net income up 62.9% to Php 8.158 billion on the back of better operating income from the branded consumer foods group and trading gains”.

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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)

January 14, 2013
(Date)



ROSALINDA F. RIVERA
Corporate Secretary
(Signature and Title)



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URC'S FISCAL YEAR 2012 NET INCOME UP 62.9% TO Php 8.158 BILLION ON THE BACK OF BETTER OPERATING INCOME FROM THE BRANDED CONSUMER FOODS GROUP AND TRADING GAINS.

URC reported a 6.0% sales growth for fiscal year 2012 (fiscal year beginning October 2011 and ending September 2012) with net sales amounting to Php 71.202 billion vs. Php 67.168 billion in the prior year. URC's flagship branded consumer foods (BCF) remained to be the main driver for total company growth as BCF Philippines increased sales by 16.2% for fiscal year 2012. However, slower sales growth from BCF International and a decline in sales for the sugar division tempered the company's overall top-line performance.

URC was able to hit its operating income of Php 7.801 billion for fiscal year 2012. This is 13.2% higher than the Php 6.889 billion reported in the prior year. The increase comes on the back of significant contribution from the branded foods business due to better volumes and scale as well as lower input prices vs. prior year. The agro-industrial business improved its numbers as well while commodity foods group maintained.

URC's net income for fiscal year 2012 reached Php 8.158 billion, an increase of 62.9% from the Php 5.008 billion posted in the prior year. Aside from better operating income, the increase was due to higher market values of bond and equity holdings.

The company's balance sheet remained healthy with strong cash levels. At fiscal year end, URC was in a net cash position of Php 5.913 billion with a financial gearing ratio of 0.32 (vs. 0.44 in FY11) as the company retired its \$200 million debt during the fiscal year.

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 5.699 billion, or 11.3%, to Php 56.257 billion for fiscal year 2012, vs. the Php 50.558 billion posted in the prior year.

BCF Philippines exceeded expectations and posted significant growth of 16.2%, to register full year sales of Php 34.351 billion, vs. Php 29.570 billion the prior year. The growth was largely driven by the beverage division due to the stellar performance of its coffee business coupled with the recovery of its ready-to-drink beverage business. The snackfoods division posted growth as well with salty snacks leading the way, complemented by biscuits and candies. 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 6.3% (in dollar terms) to end at \$471 million or Php 20.157 billion for the fiscal year. Vietnam was the primary driver as it registered double-digit sales growth on the back of its ready-to-drink beverage business, the main contributor to top-line. Indonesia also contributed as it built some sales momentum due to the company's renewed entry into salty snacks, particularly on the extruded/pelletized front. However, overall top-line growth was tempered by Thailand's softer sales as the effects of the prolonged flooding resulted in a decline in overall industry consumption for biscuits and wafers, the main categories, which are discretionary in nature. URC remains to be the number one player in these two categories and the company has started to implement initiatives to accelerate the recovery.

URC's commodity foods group revenues amounted to Php 7.575 billion for fiscal 2012, down by 20.5% from Php 9.530 billion the prior year. This was mainly due to a 39.9% decline in net sales of the sugar business as a result of lower volume and prices while the flour business grew by 8.4% 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 7.370 billion for fiscal year 2012, a 4.1% increase from the prior year. The feeds business only grew slightly by 2.4% due to the exit of some backyard raisers brought about by depressed pork prices during the early part of the year. The farms business, on the other hand, increased sales by 5.7% on the back of better volumes, which was augmented by the improvement in pork prices towards the end of the year.

