



**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

February 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 sales and operating income growth at 11.8% and 19.5%, respectively, driven by the Philippine branded foods business".

Thank you.

Very truly yours,

ROSALINDA F. RIVERA
Corporate Secretary

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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. Rosalinda F. Rivera Corporate Secretary
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(Contact Person)

633-7631 to 40

(Company Telephone Number)

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Month Day
(Fiscal Year)

1	7	-	C
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(Form Type)

Third Thursday of April

Month Day
(Annual Meeting)

Press Release

“URC posts strong sales and operating income growth at 11.8% and 19.5%, respectively, driven by the Philippine branded foods business”

N/A

(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

Domestic

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Foreign

To be accomplished by SEC Personnel concerned

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File Number

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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. **February 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 posts strong sales and operating income growth at 11.8% and 19.5%, respectively, driven by the Philippine branded foods business”.

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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)

February 14, 2013
(Date)



ROSALINDA F. RIVERA
Corporate Secretary
(Signature and Title)



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**URC POSTS STRONG SALES AND OPERATING INCOME GROWTH AT 11.8% AND 19.5%,
RESPECTIVELY, DRIVEN BY THE PHILIPPINE BRANDED FOODS BUSINESS**

URC reported an 11.8% sales growth for the first quarter of fiscal year 2013 (fiscal year beginning October 2012 and ending September 2013) with net sales amounting to Php 20.098 billion vs. Php 17.980 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 18.5% for the first quarter of fiscal year 2013 though BCF International tempered the company's overall top-line performance. Significant sales of our sugar division, which grew 86.1% for the same period also contributed to the increase.

URC's operating income was at Php 2.340 billion for the first quarter of fiscal year 2013. This is 19.5% higher than the Php 1.958 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 continued decline of input prices, and the increased income for the sugar division which was also due to higher volumes.

URC's net income for the first quarter of fiscal year 2013 reached Php 2.295 billion, a decrease of 2.8% from the Php 2.362 billion posted in the prior year. Though operating income increased significantly, the slight decline in net income was due to unrealized forex losses as a result of the continued appreciation of the local currency.

The Company's balance sheet remained healthy with strong cash levels. At fiscal year end, URC was in a net cash position of Php 6.216 billion with a financial gearing ratio of 0.29 (vs. 0.32 in FY12) as the company retired its \$200 million debt last January 2012.

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 1.381 billion, or 9.7%, to Php 15.553 billion for the first quarter of fiscal year 2013, vs. the Php 14.172 billion posted in the prior year.

BCF Philippines accelerated sales and posted growth of 18.5%, to register first quarter sales of Php 9.933 billion, vs. Php 8.384 billion in the prior year. Beverage was the primary driver as the coffee business sustained its strong performance while ready-to-drink beverage also posted significant growth. 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 4.9% (in dollar terms) to end at \$129 million or Php 5.316 billion for the first quarter of the fiscal year 2013. Vietnam gained more sales momentum on the back of its ready-to-drink beverages, with salty snacks also contributing. Indonesia sales increased significantly driven by salty snacks and complemented by RTD beverage. Overall top-line growth was tempered by Thailand's performance as the year-on-year comparable was tough with first quarter sales of prior year being abnormally high due to panic buying during the floods. The company continued its initiatives to recover the biscuits and wafers markets, which were affected as consumption for discretionary products slowed down after the flooding. URC remains to be the number one player in these two categories.

URC's commodity foods group revenues amounted to Php 2.446 billion for the first quarter of fiscal 2013, up by 29.3% from Php 1.892 billion in the prior year. This was mainly due to the 86.1% increase in net sales of the sugar business because of better volumes as milling season started earlier this year while the flour business declined by 7.8% as imports of low cost flour increased and calamities affected Visayas and Mindanao.

Net sales of URC's agro-industrial group amounted to Php 2.099 billion for the first quarter of fiscal year 2013, a 9.6% increase from the prior year. The farms business grew significantly by 35.7% due to better selling prices and volumes. The feeds business, on the other hand, posted a decline of 14.6% due to lower volumes brought about by the relatively lower population of backyard hog raisers as some of them exited during the time of low pork prices last year.