# 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 (D<br>Apr 30, 2019  | ate of earliest event reported)   |
|---|---|
| 2. SEC Identification Number  |   |
| 9170  |   |
| 3. BIR Tax Identification No.   |   |
| 040-000-400-01  |   |
| 4. Exact name of issuer as specified in its charter<br>UNIVERSAL ROBINA CORPORATION |   |
|   | or other jurisdiction of incorporation  |
| Philippines   |   |
| 6. Industry Classification Code(SEC Use Only)                                       |   |
|   |   |
| 7. Address of principal office  |   |
| 8th Floor, Tera<br>Quezon City, Me<br>Postal Code<br>1110                           | Fower, Bridgetowne, E. Rodriguez, Jr. Avenue (C5 Road), Ugong Norte,<br>etro Manila |
| 8. Issuer's telephone   | e number, including area code   |
| (632) 633-7631  | to 40   |
| 9. Former name or f   | ormer address, if changed since last report   |
| N/A   |   |
| 10. Securities regist   | ered 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  | 2,204,161,868   |
| 11. Indicate the item<br>9  | numbers reported herein   |

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

Please find attached a press release entitled "STRONG START FOR THE YEAR"

**Other Relevant Information** 

N/A

 Filed on behalf by:

 Name
 Rosalinda Rivera

 Designation
 Corporate Secretary

#### STRONG START FOR THE YEAR

Universal Robina Corporation (URC) posted net sales of Php 33.3 billion, a 7% increase versus same period last year for the first quarter of calendar year 2019 driven by its businesses in the Philippines.

Operating income, excluding hogs market valuation, grew by 10% amounting to Php 4.0 billion with margins improving by 32 basis points versus last year. This was driven by higher sales volumes and average selling prices.

URC Net income amounted to Php 3.1 billion, a growth of 3% versus same period last year driven by the positive operating income with offsets coming from lower forex gain and higher finance cost. URC's financial position remains to be strong with ending cash balance of Php 10.1 billion and a net debt position of Php 30.9 billion due to the remaining debt associated with the Oceania acquisitions. Gearing remains low and manageable at 0.52.

### SALES PERFORMANCE PER BUSINESS

**Branded Consumer Foods (BCF):** Sales of domestic and international branded consumer foods grew by 5% versus same period last year, amounting to Ph 25.7 billion. Domestic revenues for the quarter increased by 11% amounting to Php15.6 billion driven by the good performance of all categories, with Coffee pivoting back to growth after 3 years of decline. Internationally, sales declined by 3% in peso terms, amounting to Php10.2 billion, driven by foreign exchange devaluation in Australia and New Zealand ranging from 8-10%. International operating income on the other hand grew by 5% versus last year as margins expanded despite weaker currencies.

**Agro-Industrial & Commodities (AIC):** The industrial businesses continue to be a relevant and consistent contributor to total URC. Sales amounted to Php 7.2 billion, a 16% increase versus last year, while Operating Income remains robust at Php1.4 billion, a 17% increase versus last year. Agro-Industrial sales grew strongly by 21% driven mainly by higher feeds sales. Commodities division grew by 13% with Flour & Pasta posting 25% growth on higher volumes, while Sugar & Renewables (SURE) achieved a 9% topline growth as a result of higher selling prices.

### EXECUTION STILL KEY TO SUSTAIN MOMENTUM

Irwin Lee, URC President & CEO in discussing the company's first quarter results said "We are very pleased with the results especially the stronger top line momentum coming from our businesses in the Philippines. While the environment continues to be very challenging, the transformation plans we have set in place have started to gain traction. The entire URC team is now heavily focused on execution with the aim of sustaining what we have achieved for the balance of the year and beyond. We also expect to hold or slightly improve our operating margins for the year."