

Universal Robina CorporationURC

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

URC'S FISCAL YEAR 2013 POSTED RECORD OPERATING RESULTS WITH NET SALES OF PHP 80.995B, A 13.8% GROWTH AND NET INCOME GROWING BY 23.6% TO PHP 10.117B

URC reported a 13.8% sales growth for fiscal year 2013 (beginning October 2012 and ending September 2013) with net sales amounting to Php 80.995 billion vs. Php 71.202 billion the prior year. URC's Philippine branded consumer foods (BCF) business was the key contributor for total company growth as it increased sales by 22.8% for fiscal year 2013 while BCF International accelerated its sales momentum growing at 9.4%. Sales of our non branded foods segment specifically coming from sugar and farms also registered full year growth of 24.1% and 13.9%, respectively.

URC's operating income was at Php 10.279 billion for fiscal year 2013. This is 30.9% higher than the Php 7.850 billion posted in the prior year. Relaxed input prices and higher sales volumes resulted in margin expansion for branded foods while the sugar business benefited from the early start of the milling season and farms from better selling prices of hogs.

URC's net income for fiscal year 2013 reached Php 10.117 billion, a 23.6% increase from the Php 8.185 billion posted in the prior year. Aside from higher operating income, the increase was due to higher other revenues as the company realized gains from the sale of its investment portfolio last January 2013 coupled with the reduction in finance cost with the prepayment of long term debt and some short term debt and trust receipts.

The Company's balance sheet remained healthy with strong cash levels. At fiscal year end, URC was in a net cash position of Php 8.139 billion with a financial gearing ratio of 0.09 (vs. 0.32 in FY12) as the Company paid significant portion of its debt obligations. The company also spent Php 5.546 billion in capital expenditures as it further added capacities and installed new capabilities across its Pan-ASEAN manufacturing facilities.

(See continuation below under "Other Relevant Information")

Other Relevant Information

Sales performance by business are as follows:

URC's branded consumer foods (BCF) group, including the packaging division, increased sales of goods and services by Php 9.144 billion, or 16.3%, to Php 65.401 billion for fiscal year 2013, vs. the Php 56.257 billion posted in the prior year.

BCF Philippines sustained its growth momentum in the last quarter and posted record growth of 22.8% for full year with sales amounting to Php 42.181 billion, vs. Php 34.351 billion in the prior year. Beverage was the primary driver backed by the strong performance of the Great Taste coffee business and C2 ready-to-drink beverage. URC is now the number two player in the coffee market and remains to be the dominant market leader in salty snacks, candies, chocolates, and RTD tea in the Philippines.

URC's international BCF business increased sales by 11.9% (in dollar terms) to end at \$527 million or Php 22.054 billion for the fiscal year 2013. Vietnam and Indonesia were the primary drivers. Vietnam sales remained strong driven by ready-to-drink beverages (C2 and Rong Do) and contributions coming from the build-up of the snackfoods business. Indonesia exhibited robust sales driven by salty snacks and chocolates while the Thailand business continued to recover. URC remains to be the market leader in biscuits and wafers in Thailand while C2 is now the number one RTD Tea brand in Vietnam.

URC's commodity foods group revenues amounted to Php 8.201 billion for the fiscal 2013, up by 8.3% from Php 7.575 billion in the prior year. This was mainly due to the 24.1% increase in revenues of the sugar business due to the early start of the milling season and volume contribution coming from the recently acquired mill, Tolong, while the flour business declined by 4.8% due to lower volumes as the business was affected by the influx of low cost imported flour.

Net sales of URC's agro-industrial group amounted to Php 7.393 billion for fiscal year 2013, almost the same level as prior period as higher sales in farms was offset by the decline in feeds. The farms business grew significantly by 13.9% due to better selling prices while the feeds business posted a decline of 13.9% due to lower volumes.

Filed on behalf by:

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Designation Corporate Secretary