

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. Date of Report (Date of earliest event reported)
Oct 25, 2018
2. SEC Identification Number
9170
3. BIR Tax Identification No.
040-000-400-016
4. Exact name of issuer as specified in its charter
UNIVERSAL ROBINA CORPORATION
5. Province, country or other jurisdiction of incorporation
Philippines
6. Industry Classification Code(SEC Use Only)
7. Address of principal office
8th Floor, Tera Tower, Bridgetowne, E. Rodriguez, Jr. Avenue (C5 Road), Ugong Norte,
Quezon City, Metro Manila
Postal Code
1110
8. Issuer's telephone number, including area code
(632) 633-7631 to 40
9. Former name or former address, if changed since last report
N/A
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 | 2,204,161,868 |
11. Indicate the item numbers reported herein
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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 "URC CONTINUE TO GROW TOPLINE AMIDST A TOUGHER MACROENVIRONMENT"

Other Relevant Information

N/A

Filed on behalf by:

| | |
|--------------------|---------------------|
| Name | Rosalinda Rivera |
| Designation | Corporate Secretary |

URC CONTINUE TO GROW TOPLINE AMIDST A TOUGHER MACROENVIRONMENT

Universal Robina Corporation (URC) posted net sales for the first nine-months of calendar year 2018 of Php95.5 billion, a 3% increase versus last year. Sales growth in the third quarter ending September decelerated to 1% from the 6% posted in the first half. Recovery in Branded Consumer Foods (BCF) Philippines and Vietnam growth were partly offset by weaker New Zealand trading and the shift in timing on sugar sales. Operating income showed good improvement in third quarter posting 5% growth driven by the impact of selling price increases in BCF Philippines, continuous recovery in Vietnam, and effective cost management. This helped improve nine months operating income to Php10.1 billion, a tapering decline of 6% versus last year compared to the 11% decline in the first half.

URC nine months net income amounted to Php7.0 billion, a decline of 17% due to lower operating income and foreign exchange loss due to the weaker peso. URC's financial position remains strong with ending cash balance of Php14.6 billion and a net debt position of Php27.3 billion due to the remaining debt associated with the Oceania acquisitions. Gearing remains low and manageable at 0.51.

SALES PERFORMANCE PER BUSINESS

Branded Consumer Foods (BCF): Sales of domestic and international branded consumer food reached Php25.8 billion in the third quarter, which is flat versus last year. This resulted to a 2% growth in the first nine months versus last year, amounting to Php76.2 billion. Domestic revenues comprised Php14.7 billion increased by 2% in the third quarter while nine-months showed a decline of 1% amounting to Php43.4 billion. Growth in the third quarter was driven by snackfoods and noodles while decline for the quarter was seen in beverages. On a positive note, coffee exhibited slower decline in the third quarter versus last year and absolute sales has stabilized month-on-month. Internationally, third quarter was slightly down with a decline of 2% as Vietnam recovery and the contributions of Australia were offset by the weaker performance of Thailand exports and slower recovery of New Zealand from price increases that improved margins. This led to a 5% growth in international in the first nine-months versus last year amounting to Php32.7 billion.

Agro-Industrial & Commodities (AIC): continue to be a relevant contributor to total URC. Sales amounted to Php18.2 billion, a 10% increase versus last year, driven by higher volumes in Flour and Feeds as well as higher selling prices of Hogs. Agro-Industrial grew by 14%, Flour posted 13% growth, while Sugar & Renewable (SURE) achieved a 5% topline growth. Operating income from AIC remains robust with nine-months contribution of Php3.5 billion mainly driven by our commodity foods businesses, flour and sugar.

BUILDING THE PATH TO SUSTAINABLE GROWTH

Irwin Lee, URC President & CEO, said: “The environment remains to be very challenging with macro-economic pressures especially in the Philippines. The weaker peso and inflation continue to affect our conversion and operating costs thus margins are continuously affected. We will be proactive and look for opportunities to manage our portfolio better and implement plans and programs to mitigate the effects to our topline and bottomline in the near term”.

For the balance of the year, URC will continue to fast track transformation programs in the business that will have a longer term impact like improvements in distribution and supply chain capabilities. These programs will enable the organization to execute better starting in 2019 with the objective of bringing back the business to growth in a more sustainable manner.