



UNIVERSAL ROBINA  
CORPORATION

43<sup>rd</sup> FLOOR ROBINSONS EQUITABLE TOWER ADB AVE. COR. POVEDA RD. ORTIGAS CENTER, PASIG CITY  
TEL. NO.: 633-7631 to 40, 240-8801 FAX NO.: 633-9207, 240-9106

May 13, 2011

PHILIPPINE STOCK EXCHANGE, INC.  
3<sup>rd</sup> Floor, Tower One and Exchange Plaza  
Ayala Triangle, Ayala Avenue  
Makati City

Attention: Ms. Janet A. Encarnacion  
Head, Disclosure Department

Gentlemen:

We refer to your letter dated May 13, 2011 which requested us to clarify and/or confirm the information contained in the news article entitled "URC expects stronger sales from offshore trade" published in the May 13, 2011 issue of the Philippine Daily Inquirer. The article reported in part that:

*"GOKONGWEI-LED Universal Robina Corp. expects sales of its offshore food and beverage business to grow by over a third this year to \$440 million from last year and expand international operations further to become as large as its domestic business by 2014.*

...

*The projected international sales for this fiscal year ending September indicated a growth of up to 41 percent over the \$319-million turnover recorded in the previous fiscal year.*

...

*This year, local operations are projected to grow by a more moderate pace of up to 7 percent.*

*Operating income is expected to be flat as the sharp increase in input prices due to rising commodity prices may reduce its margins."*

We confirm that the statements referred to above were expressed by Mr. Lance Y. Gokongwei, President and Chief Operating Officer of Universal Robina Corporation (URC), in response to questions from media reporters immediately after the annual meeting of the shareholders of URC held on May 11, 2011. Please note however that the figures pertaining to growth for fiscal year 2011 are estimated figures only.

Very truly yours,

ROSALINDA F. RIVERA  
Corporate Secretary