

THE JFC GROUP OF COMPANIES
JFC Nine Month Sales Up 24%, Profit by 19%

Metro Manila, Philippines, November 12, 2018 – Jollibee Foods Corporation (PSE: JFC) – Financial Results for the Third Quarter and Nine Months ended September 30, 2018

Following are the highlights of the financial results of operations of Jollibee Foods Corporation and Subsidiaries for the third quarter and nine months ended September 30, 2018 based on its Unaudited Consolidated Financial Statements:

Financial Summary	Quarter 3			YTD September		
	2018	2017	% Change	2018	2017	% Change
System Wide Retail Sales	53,270	42,301	25.9%	153,179	123,379	24.2%
Revenues	39,747	32,671	21.7%	114,843	94,513	21.5%
Net Income Attributable to Equity						
Holders of the Parent Company	2,035	1,616	25.9%	6,086	5,106	19.2%
Earnings Per Common Share - Basic	1.872	1.494	25.3%	5.600	4.731	18.4%
Earnings Per Common Share - Diluted	1.842	1.477	24.7%	5.510	4.670	18.0%

In Php millions except Earnings Per Share data

The system wide sales of Jollibee Foods Corporation (JFC), the largest Asian food service company grew by 25.9% in the third quarter of 2018 compared to the third quarter of 2017 and by 24.2% in the first nine months of 2018 versus the same period last year driven by strong same store sales growth and expansion of its store network. System wide sales measure sales to consumers, both from company-owned and franchised stores. Revenues grew by 21.7% and 21.5% for the third quarter and for the first nine months of 2018, respectively.

Excluding the impact of the consolidation of Smashburger which took effect on April 17, 2018, system wide sales grew by 15.9% for the third quarter of 2018 driven by new stores which contributed 8.6%, 6.2% same store sales growth and 1.1% impact of change in foreign exchange rates. System wide sales grew by 17.7% for the nine months of 2018 without Smashburger.

System wide sales grew strongly in the third quarter of 2018 led by the North America business which grew by 218.0% due to the consolidation of Smashburger (30.3% ex-Smashburger). Europe, Middle East and Asia ex-Philippines (EMEEA) business rose by 32.3%, China business by 5.2% and the Philippine business by 15.0%. System wide sales growth of the foreign business accelerated to 61.5%. Excluding Smashburger, system wide sales of the foreign business for the third quarter of 2018 grew by 19.0%. Growth in the Philippine business which accounts for 70% of JFC's worldwide system wide sales was driven by 7.0% same store sales growth and 8.0% contribution from new stores.

Operating income for the first nine months increased by 11.1%, less than the 21.5% growth in revenues as cost of sales rose faster than revenues mainly due to rising inflation rate in the Philippines and consolidation of losses from Smashburger. General and administrative expenses, advertising expenses and income taxes - current grew at a slower rate than revenues. Gains from foreign exchange rate changes on financial instruments also improved net income. Net income attributable to equity holders of the parent company for the third quarter of 2018 increased by 25.9% to Php2.04 billion compared to the same quarter of 2017 and by 19.2% for

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the first nine months compared to the same period a year ago. Earnings per share for the same period grew by 18.4%.

Jollibee Foods Corporation Chief Financial Officer, Mr. Ysmael V. Baysa gave the following statement: "Sales grew strongly in most regions in the world including the Philippines. We are encouraged particularly by the strong performance of Jollibee and Highlands Coffee in the Socialist Republic of Vietnam which have been growing by 35% driven by high same store sales and the opening of 73 new stores in the first nine months of the year with strong return on investments. We look forward to the recovery of profit margins in the Philippines in 2019 and the significant improvement in the profit performance of our new businesses in the next one to two years - in line with JFC's system of management and historical performance in episodes of high inflation rate and in acquisitions of new businesses."

The JFC Group opened 302 stores in the nine months of 2018 (177 in the Philippines and 125 abroad). The rate of opening was 14.0% higher than the 265 new stores opened in the same period in 2017. The total store network of JFC as of September 30, 2018 was higher by 19.5% compared to a year ago, or 9.9% if the acquisition of Smashburger were excluded. The rate of 9.9% was the highest organic growth rate of JFC's store network in the past 10 years. In the Philippines, the organic growth of store network was 9.0%, also the highest in at least 10 years. Its global store network stood at 4,353 as of September 30, 2018.

JFC through its brand Jollibee has been entering new markets in 2018: Italy (Milan) in April, Macau in June and United Kingdom (London) in October. It plans to enter Malaysia and Guam in 2018 - 2019 with the Jollibee brand.

On November 9, 2018, Jollibee Foods Corporation declared a cash dividend of Php1.34 per share, 13.6% higher than the cash dividend declared in the same period in 2017. This brought the total cash dividend declared in 2018 to Php2.48 per share, 13.8% higher than in 2017. JFC declares regular cash dividends that translate to 33.3% of its net income attributable to equity holders of the parent, in line with its policy.

JFC operates the largest food service network in the Philippines. As at September 30, 2018, it was operating 3,003 restaurant outlets in the country: Jollibee brand 1,110, Chowking 551, Greenwich 279, Red Ribbon 446, Mang Inasal 518, Burger King 98 and PHO24 1. Abroad, it was operating 1,350 stores: Yonghe King (China) 314, Hong Zhuang Yuan (China) 42, Dunkin' Donuts (China) 14, Jollibee 222 (Vietnam 107, Brunei 16, Hong Kong 8, Singapore 6, Macau 1, United States 37, Canada 4, Saudi Arabia 13, UAE 14, Qatar 7, Kuwait 6, Bahrain 1, Oman 1, Italy 1), Red Ribbon in the US 32, Chowking 47 (US 15, UAE 21, Qatar 4, Oman 2, Kuwait 3, and Saudi Arabia 2), Highlands Coffee 291 (Vietnam 253, and Philippines 38), PHO24 33 (Vietnam 17, Indonesia 16), Hard Rock Cafe 8 (Vietnam 2, Hong Kong 3, and Macau 3); and, Smashburger 347. The JFC Group's worldwide store network reached 4,353 stores.
