COVER SHEET

JOLLIBEE FOODS CORPORATION
DOING BUSINESS UNDER THE NAME AND STYLE OF JOLLIBEE

(Company's Full Name)

10/F JOLLIBEE PLAZA BUILDING
10 F. ORTIGAS JR. AVENUE
ORTIGAS CENTER, PASIG CITY

(Business Address: No. Street City / Town / Province)

Atty. Angeline L. Chong
Contact Person

(632) 8634-1111 loc. 7817
Company Telephone Number

31-Dec
Month Day Year
Fiscal Year

Last Friday of June
Month Day Year
Annual Meeting

Press Release: 2019 4th Quarter Financial Results

17C
Secondary License Type. If Applicable

Dept. Requiring this Doc.

Amended Articles Number/Section

Total Amount of Borrowings

Total no. of Stockholders

Domestic
Foreign

To be accomplished by SEC Personnel concerned

File Number

LCU

Document ID

Cashier

Remarks = please use black ink for scanning purposes
COVER SHEET

JOLLIBEE FOODS CORPORATION
Doing business under the name and style of Jollibee
(Company’s Full Name)

10/F Jollibee Plaza Building
10 F. Ortigas Jr. Avenue,
Ortigas Center, Pasig City
(Company’s Address)

(632) 8634-1111
Telephone Number

December 31
(Fiscal Year Ending)

Last Friday of June
(Annual Meeting)

17C Press Release
2019 4th Quarter Financial Results
(Form Type)

Amendment Designation (If applicable)

(Secondary License Type and File Number)

Cashier

LCU

DTU

77487
S.E.C REG. No.

File Number

Central Receiving Unit

Document I.D.
SECURITIES AND EXCHANGE COMMISSION
SEC FORM 17-C
CURRENT REPORT PURSUANT TO SECTION 17 OF THE
SECURITIES REGULATIONS CODE (SRC) AND SRC RULE 17 THEREUNDER

1. Date of Report
   February 18, 2020

2. Commission identification number
   77487

3. BIR Tax Identification No.
   000-388-771

4. JOLLIBEE FOODS CORPORATION
   doing business under the name and style of Jollibee
   Exact name of registrant as specified in its charter

5. PHILIPPINES
   Province, country or other jurisdiction of incorporation or organization

6. Industry classification code
   (SEC Use Only)

7. 10/F JOLLIBEE PLAZA BUILDING, 10 F. ORTIGAS JR. AVENUE, ORTIGAS CENTER, PASIG CITY
   Address of registrant's principal office
   1605
   Postal Code

8. (632) 8634-1111
   Registrant's telephone number, including area code

9. N/A
   Former name, former address and former fiscal year, if changed since last report

10. Securities registered pursuant to Sections 4 and 8 of the RSA

<table>
<thead>
<tr>
<th>Title of each Class</th>
<th>Number of shares of Common stock outstanding</th>
</tr>
</thead>
<tbody>
<tr>
<td>Common</td>
<td>1,097,105,596</td>
</tr>
<tr>
<td>Treasury Shares:</td>
<td></td>
</tr>
<tr>
<td>Common</td>
<td>16,447,340</td>
</tr>
</tbody>
</table>

Note: Total common outstanding shares of 1,097,105,596 is inclusive of 1,000 MSOP shares subject for listing and 5,295,710 shares entrusted with Regis Partners, Inc. with the following details:

- **MSOP Shares**
  - Beginning balance (per SEC Form 17-C dated February 4, 2020): 2,007,300
  - Ending balance, as of February 18, 2020: 2,007,300

- **ELT/P Shares**
  - Beginning Balance (per SEC Form 17-C dated February 4, 2020): 3,288,410
  - Ending balance, as of February 18, 2020: 3,288,410

- **TOTAL**: 5,295,710

11. Other Events.

Please see attached Press Release re: 2019 4th Quarter Financial Results.
JOLLIBEE FOODS CORPORATION
JFC Same Store Sales Growth Improves, Gains from CBTL Acquisition Help 2019 Profit

Metro Manila, Philippines, February 18, 2020 – Jollibee Foods Corporation (PSE: JFC) – Financial Results for the Quarter and Year ended December 31, 2019

Following are the highlights of the financial results of operations of Jollibee Foods Corporation and its subsidiaries for the quarter and year ended December 31, 2019, based on its Unaudited Consolidated Financial Statements:

<table>
<thead>
<tr>
<th>Financial Summary</th>
<th>Quarter 4</th>
<th>YTD December</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2019</td>
<td>2018</td>
</tr>
<tr>
<td>System Wide Retail Sales</td>
<td>72,724</td>
<td>59,006</td>
</tr>
<tr>
<td>Revenues</td>
<td>52,432</td>
<td>44,564</td>
</tr>
<tr>
<td>Operating Income ex-PFRS 16</td>
<td>1,096</td>
<td>1,599</td>
</tr>
<tr>
<td>Operating Income with PFRS 16</td>
<td>1,811</td>
<td>1,622</td>
</tr>
<tr>
<td>Earning before Interest, Taxes and Depreciation and Amortization ex-PFRS 16</td>
<td>5,656</td>
<td>4,899</td>
</tr>
<tr>
<td>Earning before Interest, Taxes and Depreciation and Amortization with PFRS 16</td>
<td>10,574</td>
<td>9,783</td>
</tr>
<tr>
<td>Net Income Attributable to Equity</td>
<td>2,226</td>
<td>2,244</td>
</tr>
<tr>
<td>Holders of the Parent Company ex-PFRS 16</td>
<td>1,804</td>
<td>1,316</td>
</tr>
<tr>
<td>Net Income Attributable to Equity</td>
<td>1,649</td>
<td>1,209</td>
</tr>
<tr>
<td>Holders of the Parent Company with-PFRS 16</td>
<td>1,631</td>
<td>1,192</td>
</tr>
</tbody>
</table>

*Amounts in Php Millions, except % change and Per Share data*

Jollibee Foods Corporation (JFC), one of the largest food service companies in Asia reported a 17.7% increase in consolidated revenues in the 4th quarter of 2019 compared to the same period of 2018. The Coffee Bean and Tea Leaf® (CBTL), which JFC acquired on September 24, 2019 contributed 9.4% to the revenue growth and added 1,173 stores to the Group’s global store network. For the entire year, consolidated revenues increased by 11.4%. JFC opened 497 stores in 2019, 273 in the Philippines and 224 abroad.

System wide sales increased by 23.2% in the 4th quarter of 2019 compared to the same quarter last year, including the impact of CBTL. Without CBTL, system wide sales for the 4th quarter grew by 9.3%.

Global same store sales grew by 4.0% representing a marked improvement versus Q3 of 2.5%. Philippine business Q4 same store sales growth reached 4.6% against a Q3 growth rate of 3.3%. International Business same store sales growth likewise improved from 0.3% in Q3 to 2.0% in Q4 led by the improvement in Yonghe King in China and Smashburger in the United States. Store network expansion contributed 6.7% to system wide sales growth, partly offset by -1.4% from changes in currency exchange rates.

Practically all brands in the Philippines improved their same store sales growth from Q3 to Q4 led by Jollibee, Red Ribbon, Greenwich and Burger King. Same store sales growth in the Philippines was driven by the continued growth in volume of customer visits in the stores compared to a year ago and strong growth in delivery business for all brands. Panda Express which opened its first store in December 2019 has been generating sales above expectation.
Foreign business grew by 59.3%, with CBTL accounting for 53.8%, new stores 7.3% and same store sales growth 2.0%, partly offset by -5.3% impact of changes in currency exchange rates. North America business grew by 128.3%, including CBTL (123.9% in Php terms; ex-CBTL 4.0%), EMEA (Europe, Middle East and Asia) business by 17.6% (12.0% in Php), and the China business by 8.0% (1.6% in Php). Growth in same store sales of the foreign business was also largely driven by increase in customer visits in the stores and strong growth in delivery business.

JFC Chief Executive Officer, Mr. Ernesto Tanmantiong gave the following statement: “2019 was a very tough year for JFC, but the resilience and determination of our people have kept driving the business forward. We are very encouraged by the continued rise in customer visits to our stores, the strong growth in our store network with sustained healthy return on invested capital, the strong momentum in the delivery business, the recovery of the Red Ribbon product supply in the Philippines and the very good indicators of recovery of the Smashburger business in the United States. We look forward to a much stronger sales and profit performance in 2020 and the years ahead even as we consolidate the financial performance of CBTL into our financial results.”

Consolidated net income attributable to equity holders of the Parent Company increased by 37.1% to Php1.8 billion for the 4th quarter, higher than the 11.6% growth in operating income. The improvement in operating profit was primarily due to the Php1.8 billion gain from the acquisition of CBTL arising from the value of the net assets acquired being higher than the purchase price as valued by independent third-party appraisal companies. In the 3rd quarter of 2019, JFC also recognized a gain of Php1.3 billion from the fair value of CBTL’s trademarks and related intellectual property. The valuation of the intellectual property was performed independently by Isla Lipana & Co., a PwC member firm. The final purchase price for CBTL amounted to USD330.0 million after making adjustments in working capital and other provisions, versus the USD350.0 million disclosed during the completion of the acquisition on September 24, 2019.

The net income for the 4th quarter also includes the impact of Philippine Financial Reporting Standard (PFRS) 16, which essentially translates leased spaces into assets in the form of rights of use (but not owned). This new accounting standard increased the total assets and total equities of the JFC Group in 2019 by about Php28.4 billion or 24.9%. This also increased non-cash interest expense amounting to Php1.3 billion (for the first nine months of 2019). The PFRS 16, while creating significant changes in the financial statements of JFC has no impact on its cash flows or debt obligations, whatsoever.

During the year, JFC made Php10.1 billion in capital investments, mostly in new stores, renovation of existing stores and supply chain facilities. The JFC Group opened 273 stores in the Philippines and 224 new stores abroad. It ended 2019 with 5,971 stores, including CBTL’s 1,173 stores. Total store network increased by 32.1% versus December 31, 2018.

For 2020, JFC plans to open 600 stores, about 250-300 of which will be in the Philippines and 300-350 abroad. The returns on investment of JFC’s new stores abroad are at least as profitable as those in the Philippines. 2020 may mark the first time in JFC’s history when the international business generates greater organic store expansion than the Philippine business.

On January 16, 2020, JFC successfully issued its first US dollar-denominated guaranteed senior perpetual capital securities amounting to USD600 million with a coupon rate of 3.9%. This was the lowest coupon for perpetual bond issued so far in the Philippines, the largest amount in a debut issuance for a perpetual bond in the Philippines and one of the first perpetual bond issuances by any Asian restaurant company. The transaction marked the first time that JFC tapped the capital and debt markets since its IPO in 1993. Between February 3 and 6, 2020, JFC used the majority of the proceeds from this bond issuance to fully pay the USD400 million loan it borrowed from five banks to finance the acquisition of Coffee Bean & Tea Leaf which was the main purpose of the bond funding. Since this perpetual bond is accounted for as equity, the bond issuance and the full payment of the above-mentioned loans bring JFC’s leverage ratios back to its historically healthy and prudent levels.
JFC operates the largest food service network in the Philippines. As of December 31, 2019, it was operating 3,316 restaurant outlets in the country: Jollibee brand 1,195, Chowking 617, Greenwich 284, Red Ribbon 502, Mang Inasal 611, Burger King 105, PHO24 1 and Panda Express 1. Abroad, it was operating 2,655 stores: Yonghe King (China) 339, Hong Zhuang Yuan (China) 42, Dunkin’ Donuts (China) 8, Jollibee 266 (Vietnam 130, Brunei 18, Hong Kong 10, Singapore 9, Macau 1, Malaysia 1, United States 39, Canada 9, Saudi Arabia 12, UAE 15, Qatar 10, Kuwait 7, Bahrain 1, Oman 1, Italy 1, United Kingdom 1, and Guam 1), Red Ribbon in the US 33, Chowking 48 (US 15, UAE 21, Qatar 4, Oman 2, Kuwait 4, and Saudi Arabia 2), Highlands Coffee 401 (Vietnam 358, and Philippines 43), PHO24 38 (Vietnam 22, Indonesia 16), Hard Rock Cafe 6 (Vietnam 2, Hong Kong 3, and Macau 1), Smashburger 301 and CBTL 1,173. The JFC Group’s worldwide store network reached 5,971 stores.
SIGNATURE

Pursuant to the requirements of the Securities Regulation Code, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

JOLLIBEE FOODS CORPORATION
Registrant

YSMAEL V. BAYSÁ
Chief Financial Officer &
Corporate Information Officer