

JOLLIBEE FOODS CORPORATION
JFC Opens 502 Stores in 2018,
Reports 23.5% Sales Growth, 17.1% Profit Growth

Metro Manila, Philippines, February 14, 2019 – *Jollibee Foods Corporation* (PSE: JFC) – Financial Results for the Quarter and Year ended December 31, 2018

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, 2018, based on its Unaudited Consolidated Financial Statements:

Financial Summary	Quarter 4			YTD December		
	2018	2017	% Change	2018	2017	% Change
System Wide Retail Sales	59,006	48,382	22.0%	212,185	171,761	23.5%
Revenues	43,828	37,064	18.2%	158,671	131,577	20.6%
Operating Income	1,682	1,072	56.9%	7,898	6,670	18.4%
Net Income	2,075	1,779	16.7%	7,772	6,673	16.5%
Net Income Attributable to Equity						
Holders of the Parent Company	2,242	2,003	11.9%	8,328	7,109	17.1%
Earnings Per Common Share - Basic	2.060	1.848	11.5%	7.660	6.580	16.4%
Earnings Per Common Share - Diluted	2.032	1.827	11.2%	7.548	6.494	16.2%

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

Jollibee Foods Corporation (JFC), the largest Asian food service company opened a total of 502 stores in 2018, the highest number of new stores opened in a year in JFC's 40-year history. System wide sales, a measure of all sales to consumers, both from company owned and franchised stores grew by 22.0% in the 4th quarter of 2018 compared to the same period in 2017 and by 23.5% for the entire year of 2018. Excluding the impact of the consolidation of Smashburger into JFC effective April 2018, system wide sales grew by 13.6% in the 4th quarter of 2018 versus the same period in 2017 and by 16.6% for the entire year of 2018.

In the Philippines, sales of its restaurant chains grew by 15.1% for the entire year driven by 8.2% contribution from new stores and 6.9% same store sales growth. Same store sales growth pertains to restaurants that were already open for at least 15 months. It excludes sales growth from new store opening. Sales of stores abroad rose by 55.5% led by the North America business which grew by 161.1% due to the consolidation of Smashburger (21.7% ex-Smashburger), Europe, Middle East and Asia ex-Philippines (EMEA) business grew by 42.7% (28.6% ex-SuperFoods) and the China business by 9.1%.

Operating income for the year grew by 18.4% to Php7.9 billion. Operating income margins for the entire year decreased slightly by 0.1% mainly due to the consolidation of Smashburger.

JFC's net income attributable to equity holders of the Parent reached Php8.3 billion in 2018, 17.1% higher than the amount generated in 2017. For the quarter, JFC's net income attributable to equity holders of the Parent increased by 11.9% to Php2.2 billion versus the same quarter in 2017. Basic earnings per share for 2018 amounted to Php7.660, 16.4% higher than the basic earnings per share for 2017. For the fourth quarter, basic earnings per share increased by 11.5% to Php2.060.

Jollibee Foods Corporation Chief Executive Officer, Mr. Ernesto Tanmantiong gave the following statement: "The Philippine business performed strongly in 2018 despite rising inflation rate and slowing GDP growth. Same store sales grew by 6.9% in 2018 compared with 5.3% in 2017 while

growing store network by 8.7%. Operating margin even improved slightly compared with 2017. Our foreign business grew by 22.1% organically (excluding acquisitions), in line with our long-term growth model. We opened 502 new stores worldwide or a rate of 1.4 new stores per day. We continue to pursue our aspiration to become one of the top restaurant companies in the world.”

During the year, JFC made Php9.6 billion in capital investments, mostly in new stores, renovation of existing stores and supply chain facilities. The JFC Group opened 317 stores in the Philippines and 185 new stores abroad. It re-entered Malaysia with the opening of a Jollibee store in Kota Kinabalu on December 15, 2018. It ended 2018 with 4,521 stores, 19.1% higher compared to 3,797 stores at the end of 2017. JFC entered four countries in 2018: Italy (Milan) in April, Macau in June, United Kingdom (London) in October and Malaysia in December.

For 2019, JFC has allotted Php17.2 billion in capital expenditures for new stores, renovation of existing stores and investments in manufacturing plants. This amount is almost double the actual spending in 2018.

JFC operates the largest food service network in the Philippines. At the end of 2018, it was operating 3,126 restaurant outlets in the country: Jollibee brand 1,146, Chowking 573, Greenwich 285, Red Ribbon 468, Mang Inasal 552, Burger King 101 and PHO24 1. Abroad, it was operating 1,395 stores: Yonghe King (China) 320, Hong Zhuang Yuan (China) 44, Dunkin' Donuts (China) 13, Jollibee 232 (Vietnam 116, Brunei 16, Hong Kong 8, Singapore 6, Macau 1, Malaysia 1, United States 36, Canada 4, Saudi Arabia 13, UAE 14, Qatar 7, Kuwait 6, Bahrain 1, Oman 1, Italy 1, United Kingdom 1), Red Ribbon in the US 31, Chowking 47 (US 15, UAE 21, Qatar 4, Oman 2, Kuwait 3, and Saudi Arabia 2), Highlands Coffee 317 (Vietnam 275, and Philippines 42), PHO24 34 (Vietnam 18, Indonesia 16), Hard Rock Cafe 8 (Vietnam 2, Hong Kong 3, and Macau 3); and, Smashburger 349. The JFC Group's worldwide store network reached 4,521 stores.


