



*Knorr*<sup>®</sup>  
PROFESSIONAL

# 2022 Filipino Restaurant Insights & Trends

with FREE Recipes & Case Studies!



## Welcome Chefs and Food Business Owners!

We at Unilever Food Solutions want to be the first to serve you with the freshest food trends taking the industry by storm! Inside this comprehensive guide, you will find the most relevant insights and trends from last year, as well as the newest ones changing the foodservice landscape. We strive to help and guide your business to thrive. Our hope is that as you go over these data-driven and research-based insights, you will pick up and learn what you need for your business to succeed.

We hope to work with you to build a brighter year for foodservice this 2022!

A handwritten signature in black ink that reads "BJ Carreon". The signature is fluid and cursive, with a large initial "B" and "C".

**BJ Carreon**  
Managing Director  
Unilever Food Solutions PH

# CONTENTS

## PH Foodservice: An Evolving Landscape

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2021 Foodservice Industry Overview	5
New Diner Trends	
Changes in Restaurant Operations	

## Food Trends to Look Out For this 2022!

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Meet the Millennial Diners	6
Top 5 Next Pinoy Food Trends	7

## Learn How Traditional Filipino Restaurants Evolved

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Aristocrat Continues Their 85 Year Legacy	10
MESA Bets Big on The Future	11
Tapa King Expands Successfully	12

## Trendy Recipes that Your Diners Will Love

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Chicken Inasal Sisig	15
Mushroom Tofu Sisig	16
Pinoy Style Fried Chicken	17
Honey Butter Garlic Fried Chicken	18
Sinisig na Lechon Baka	19
Pork Sisig Manila	21
Crispy Pata Sinigang	23
Crispy Sinigang Wings	25
Bagnet Kare-Kare	27
Pancit Guisado	29

## Grow with Unilever Food Solutions

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Winning Recipe for Success	31
Partner with Unilever Food Solutions	32

# PH FOODSERVICE: AN EVOLVING LANDSCAPE

## 2021 Foodservice Industry Overview

*The last few years were definitely not easy for the foodservice industry.*



### Slow Yet Gradual Economic Recovery

The Philippines' **annual GDP recovered by 5.6%** in 2021, still slightly below average growth from 2012 to 2019 due to limited economic activities and consumer spending.



### Sharp Decline for Full-Service Restaurants

The Full-Service Restaurant segment declined by **53.5% from 2019 to 2021**. However, this is expected to bounce back due to vaccination rollouts, with an expected CAGR of 12.8% from 2020-2025.



### Food Businesses Forced to Rethink & Innovate

With less people ordering and the boom of online food businesses, restaurants were forced to reinvent their menus and compete on online channels.

## Trends and Changes in Diner Behavior

*COVID-19 resulted in the biggest shift in diner behavior in recent history.*

Due to multiple lockdowns and COVID, the demand for takeaway and delivery skyrocketed from 16.4% to 34.6%. The lack of face-to-face interactions also magnified the social aspect of food with diners posting their meals on social media.



All these factors, along with other considerations like the increased demand for menu variety, have created a new breed of customers whom we will introduce in the next pages.



**These changes caused businesses to pivot not only their menus, but also their operations.**

### 1. Customers are now looking for delicious, unique dishes.

Filipinos today enjoy flavors they grew up with a simple added twist or fusion dishes from other cuisines.

### 2. Interaction-reduced options like delivery apps were the largest sources of orders.

Dine-in experience is expected to recover in the coming years as eat-in sales increased by 6% in 2021.

Takeaway and delivery options will continue to stay relevant and become a core part of restaurant operations, accounting for 67.9% in 2021.

### 3. Commercial infrastructure developments still play a significant role in future restaurant expansion plans.

One noteworthy change is cloud kitchens, which scrapes the full-service restaurants' structure down to the bare bones of the takeaway setup, following the priority shift to outlet digitalization.

### But what do all of these mean?

It means endless opportunities to adapt and succeed this 2022. And the Unilever Food Solutions team is ready to help you with our latest food trends and trendy new recipes you could add to your menu!

## MEET THE MILLENNIAL DINERS

# YOUNGER FILIPINO DINERS LOOKING FOR EXCITING, NEW DISHES

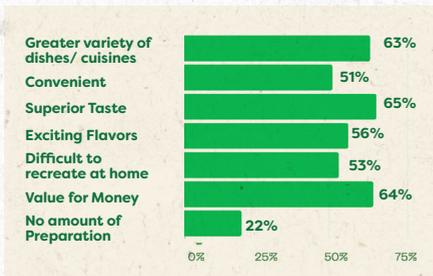
But what exactly should you expect from them?



## Diners' Desires: New Choices & Flavors

56% of diners are keen on exploring unique and exciting flavors, increasing the demand for variety from full-service restaurants. However, they also want a balance between indulgence, quality, and value for money. A Grab Philippines survey broke down their top considerations for trying new restaurants, which showed the same results. Given these findings, it's time to take another look at your menu.

## What Diners Want:



Sources: Global Data 2021 & Grab NEXT 2020/2021

## Delivery Here to Stay

While dine-in slowed down during peak COVID-19, the decreasing cases encouraged customers to eat out again. But they want establishments to improve delivery services, as 66% of diners now choose to get their food this way while ordering online group meals also rose to 53%

## WHO ARE YOUR DINERS?

**33%** visit full-service restaurants at least once a month.

**53%** aged 16-24 visit full-service restaurants at least once a week.

**26%** belonged to low-to-mid annual pre-tax income households.

among Filipinos. As full-service restaurants recover, customers will still expect various ways of ordering in your daily operations.



# TOP 5 NEXT PINOY FOOD TRENDS

Knowing who you are serving and what they expect from you is one thing, but you want to be ten steps ahead. Here are the 5 food trends we're looking forward to this year!

## 1. New Approaches to Catering

The shift to remote work and growing safety concerns have urged organizations to find more suitable ways for gatherings. With this, restaurants are expected to be more creative in their catering service design. One current approach is to individually pack orders to ensure sanitation compared to the large catering trays of the past.

**Chef's Tip:** *Make a variety of packages for individually packed meals that are instagrammable for customers to share online.*



## 2. Unique Table Dining Experiences

Thanks to strict pandemic protocols to minimize the amount of space and air shared by guests, outdoor dining is here to stay. Customers have now fallen in love with the lush greens and fresh outdoor air. Likewise, there will also be a continuous demand for private and exclusive dining rooms as it provides a more intimate experience.

**Chef's Tip:** *Elevate your customer's dining experience and mood by designing with interiors that match your restaurant.*

### 3. Support for Hyper-Local Foods

Due to supply chain disruptions, support for the local food movement will become a necessity. To avoid dealing with the rising costs of goods and inflation, hyper-locally sourced ingredients will be the stars of the menu.



### 5. Taste of Home

Customers now seek comfort in food that reminds them of happier, less turbulent times. Customer eating and preparation habits will now be more refined, and attempts to recreate the restaurant experience through meal kits, restaurant-branded products, and artisan ingredients will be the norm vs. heading outside.

**Chef's Tip:** *See what food your diners are looking for!*



**Chef's Tip:** *Streamline your menu by cross-utilizing ingredients for as many dishes as you can.*

### 4. Becoming Even More Digital

The pandemic has heightened the digital and delivery revolution, with more and more customers now utilizing online ordering and delivery services. Restaurants need to increase their presence and cement their services on delivery apps or their own platforms. Diners also now expect inclusion of digital services when dining in like QR menus and payment options.



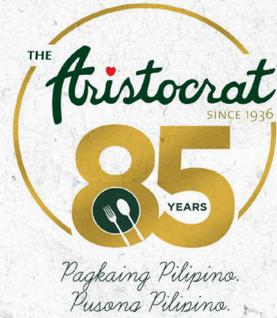
**Starchy dishes:** Rice or bread  
**Soupy dishes:** Braises or sauces  
**Comfort food:** Sisig and chicken



## **LEARN HOW TRADITIONAL FILIPINO RESTAURANTS EVOLVED**

Filipino restaurants are notoriously traditional, but like everyone else, they were forced to adapt in the past two years. To inspire you, we've gathered valuable insights from industry leaders on how they've successfully innovated their businesses while staying true to their heritage, all while partnering with our team of experts.

# Aristocrat Continues Their 85 Year Legacy By Evolving with the Times



Aristocrat had to face a new reality by expanding beyond other channels as customers were forced to stay at home. Let's learn and see how Aristocrat evolved with their 85 year legacy under the leadership of Sylvia Reyes, the Business Development Head of Aristocrat!



## How Aristocrat Continued to Evolve While Staying True to Their Brand

*"It isn't easy to be an institutional brand of 85 years in this industry where customer needs are constantly evolving. We had to keep an open mind and be courageous in our efforts to redefine the way we conducted our business. We were not afraid to venture into new things for we were confident in who we are in our hearts."*

Sylvia Reyes, Business Development Head

### EXPAND YOUR BUSINESS WITH NEW CHANNELS

A massive change in consumer mentality and behavior overnight required Aristocrat to explore new ways of making their products available to the market. Their efforts were geared towards investing in several solid platforms that helped them pivot during the pandemic, focusing on how to adapt, and rethinking how they can be closer to their customers.

### REACH A WIDER AUDIENCE ON SOCIAL MEDIA

Social media became an essential channel for reaching their customers. Aristocrat used social media to find new ways to connect and engage with the public, build up data, and develop a strong loyalty base. Through this, Aristocrat assured customers that they were still there to serve them while stepping up their food safety standards.

### INVEST IN RESEARCH & DEVELOPMENT

Being a pioneer in this business requires Aristocrat to be updated with what is going on in the market. Food stability and integrity were key factors that they needed to consider. The situation afforded Aristocrat the time to re-evaluate the availability of supplies, development in technology, reinforcing systems and procedures - for each and every component has a direct effect on Aristocrat's profit margins.

Enjoy Aristocrat's classic **Sinigang** dishes with the perfect balance of sweet and sour.



Grab a bite of their **Halo-Halo** and **Buko Pandan** for a Filipino dessert to cool you down!

*"As Aristocrat redefines its business, opening our doors to high volume requirements that need to be served off-premises, we did not have to look far to find partners in arriving at solutions to showcase our well-loved dishes to our community and to remain The Home of Manila's most beloved dishes. Thank you, Unilever Food Solutions!"*

# MESA Adapts for Survival and Looks Forward to Growth



MESA continues to stay strong today with over 62 branches nationwide, along with its ambition of expanding to 100 stores by 2025. See how Raymond Federigan, Director of National Operations, was able to steer MESA in the right direction of success.



## How MESA Stays On Top Despite Changing Times

*“In the restaurant business, the only constant thing is change. What is effective for MESA today will not be as effective anymore tomorrow. If we didn’t constantly change and follow our business direction, we won’t be as relevant today. We didn’t change how delicious our food is, but we improved several things to adapt to the changing diner demands.”*

**Raymond Federigan, Director of National Operations**

### CAPTURE TARGET MILLENNIAL DINERS WITH TRENDS

MESA found that millennial diners with increased purchasing power enjoyed more innovative, visually appealing dishes and instagrammable store aesthetics. To capture this target market, they launched creative new dishes such as their Crispy Pork Belly (inspired by Korean samgyupsal) and updated the look of their new branches, making sure to put in more alfresco areas too.

### INVEST IN DIGITAL CHANNELS FOR THE LONG-TERM

Pre-COVID, MESA’s delivery & takeaway business made up only 2% of its revenues, but thanks to smart investments and upgrades, delivery & takeout contributed up to 70% of their sales last year.



They also aggressively built up their social media presence on platforms such as Facebook, YouTube and even TikTok. While dine-in is projected to recover, MESA is not planning to stop and sees this as a growth driver for their business moving forward.

### MANAGE COSTS WITH EFFICIENT OPERATIONS

MESA made sure to focus only on expenses that were relevant to their quality and service. Raymond and his team looked at every expense item and streamlined their menus by 40%. This discipline and focus allowed them to get through the worst of the lockdowns with minimal store closures.

Try MESA’s newest Asian twist with their **Crispy Pork Belly** available in 3 different sizes!



*“Since the inception of the brand way back 2009, we [have been] partnering with Unilever. We didn’t change brands ... Unilever is very supportive of us. As of now, we are happy with Unilever ... where the coordination has been very easy. And every time we would do dish testing with different ingredients, the ingredients with Unilever always prevails.”*

# Tapa King Expands Successfully with New Channels & Dishes

# Tapa King



During the pandemic, Tapa King had to learn how to navigate the new scenario and successfully took advantage of different opportunities along the way. Joseph Vasquez, Sales and Marketing Head of Tapa King, shares three key steps on how they transformed their business.



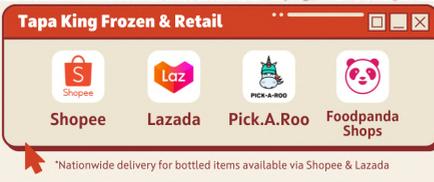
## How Tapa King Rises Above Competition

*"Restaurants should adapt to changes in the market and we should be ready to explore other ways to serve them. Given the stiff competition in the industry, we made our brand as accessible as possible to serve more potential and target consumers while providing high-quality meals to diners."*

Joseph Vasquez, Sales and Marketing Head

### MAKE YOUR BRAND AVAILABLE TO CUSTOMERS

Not only is Tapa King available for delivery and dine-ins, but they also started offering diner favorites in their e-commerce stores in Lazada and Shopee as well as creating their own websites. This resulted in more revenues for their business as their e-commerce sales now match their sales from one physical outlet.



### GROW YOUR CORE DISHES WITH NEW FLAVORS

Tapa King started a cloud kitchen in FoodPanda, Tikim Takam, by offering their core beef products in new exciting ways like shawarma wraps or cheesy silogs to serve various customer cravings.

*"It's easy to prepare [food] using the Unilever products and the taste is good, it matches the profile we want and of course the prices are reasonable. [The products save] more time ... and can generate more sales since we can launch immediately."*

### STAND OUT WITH NEW DISHES THAT DINERS WANT

When launching new products for their customers, the team in Tapa King always listened to customer demands. Some of their successful launches were creating tapa flakes in a bottle and frozen ready-to-cook tapa through their various online channels. It's no surprise that their latest products and dishes were a hit among their customers.

## Tara Kain!

Try **Tapa King's Saucy Tapa, Chicken Barbecue, or Tapa Flakes** at the comfort of your home or in their stores for savory meaty goodness!



Keep a lookout for their 35th anniversary in July 2022 for new dishes to try!

**TRENDY RECIPES  
THAT YOUR DINERS  
WILL LOVE**





In the last few pages, we have identified, learned, and unpacked many relevant trends that have and will come about in the food industry. We've also learned from 3 industry leaders the importance of staying ahead with the constant changes happening in the F&B business. Now, it's time to get to work!

We're here to help you jumpstart the growth and success of your food business with 9 exciting, delicious, and most importantly, diner-approved recipes that we're more than happy to share with you. All the recipes were guided by the relevant food trends we discovered and were instant hits to every diner we served as part of our study. Try recreating them, and watch as they become your menu's next best-sellers!



# CHICKEN INASAL SISIG

🕒 60 MINUTES

🍴 SERVES 10 PEOPLE

👍 86% LIKED

## WHAT DINERS SAID:

"I love marinated foods specially chicken the tenderness / prepared in a sizzling plate it is so filipino."

A Filipino favorite, chicken inasal, elevated with a flavourful, sizzling twist. This uniquely new dish combines the unforgettable grilled flavors of inasal, creamy sweet-sour dressing and the sweetness of onion and marinade into a new exciting dish.



## INGREDIENTS

120 ml **Knorr Liquid Seasoning 3.8L**  
 120 ml White vinegar  
 45 g Ginger, grated  
 45 g Lemongrass, minced  
 45 g Brown Sugar  
 90 ml Soda, orange  
 1 kg Chicken Leg Quarter Fillet  
 200 g Chicken Tail  
 200 g Chicken Liver

200 g Chicken gizzard  
 120 ml Annatto Oil, prepared  
 200 g White Onions, cut into small dice  
 45 ml Calamansi Juice  
 15 ml **Knorr Liquid Seasoning 3.8L**  
 30 ml **Lady's Choice Real Mayonnaise 5.5L**  
 15 g Crispy Chicken Skin, crumbled  
 15 g Spring Onions, chopped, for garnish  
 5 ml Annatto Oil, for garnish

## MARINATION

- Combine the liquid seasoning, vinegar, ginger, lemongrass, sugar and soda in a bowl then mix well.
- Add the chicken fillet, tail, liver and gizzard. Marinate for 6 hours.
- Once ready, grill until fully cooked and chop into small pieces. Set aside.

## PREPARATION & ASSEMBLY

- Heat the annatto oil and saute the onions.
- Add the chopped chicken to the pan then mix it in the dressing of calamansi juice and Knorr Liquid Seasoning and Lady's Choice Real Mayo.
- Heat a sizzling plate and transfer the inasal sisig.
- Garnish with the remaining mayonnaise, chicken skin and spring onions.
- Drizzle with annatto oil.



Chicken Inasal Sisig

# MUSHROOM TOFU SISIG

60 MINUTES

SERVES 10 PEOPLE

77% LIKED

## WHAT DINERS SAID:

"Because its tasty and creamy and i love the idea that they put tofu."

Looking to put a healthy twist on a Filipino favorite? Look no further! We'll be turning the scrumptious sisig dish we know and love into a healthier, crunchy mushroom and tofu platter, combined with umami and savory sisig flavors.



## INGREDIENTS

500 g	Tofu	50 g	Red Bell Pepper, thin slices
250 g	Oyster Mushroom	50 g	Green bell pepper, thin slices
	Flour / Cornstarch	225 g	<b>Lady's Choice Real Mayonnaise 5.5L</b>
	<b>Knorr Rostip Powder 1kg</b>	50 ml	<b>Knorr Liquid Seasoning 3.8L</b>
100 g	White Onions, thin slices	10 g	Black Pepper
100 g	Red Onions, thin slices	75 ml	White vinegar
50 g	Green Chilies, seeded, sliced	50 ml	Calamansi Juice
10 g	Red Chili, thin slices	25 g	Spring Onions, chopped
		40 g	Oyster Mushroom Chicharon, crushed

## PREPARATION

- Bread the tofu and oyster mushroom with flour, cornstarch and Knorr Rostip Powder 1kg.
- Once they're well coated, deep fry until they turn light brown.

## ASSEMBLY

- In a large mixing bowl, combine all the ingredients then mix in the deep fried tofu and mushroom.
- Plate the dish on a sizzling plate.
- Garnish with spring onion, mushroom chicharon, and calamansi.





# PINOY STYLE FRIED CHICKEN

140 MINUTES

SERVES 10 PEOPLE

86% LIKED

## WHAT DINERS SAID:

"It is the famous pinoy-style fried chicken with crispy skin and tender meat that you will surely love."

Let's refine a beloved classic, shall we? Relish the uniquely flavorful taste of Pinoy style fried chicken with its juicy meat and chicken skin fried to crisp perfection for a full, hearty, and meaty chicken flavor.



## INGREDIENTS

- 2.40 kg Whole Chicken, 1.2 kg bird size
- 8 l Water
- 50 ml Fish Sauce
- 100 g **Knorr Chicken Broth Base 1.5kg**
- 5 g Peppercorns
- 2 g Bayleaf, 5 pcs
- 100 g Garlic, whole
- 50 ml **Knorr Liquid Seasoning 3.8L**
- 50 g Salt
- 2 l Oil, for deep frying

## PREPARATION

- In a pot, bring to a boil all the ingredients except the chicken.
- Boil for 15 minutes to infuse the water and add the whole chicken.
- Bring to a boil for 5 minutes then lower the heat and simmer for 45 minutes or until internal temperature reaches 165 F of 75 C.
- Remove the chicken from the stock and cool down completely (for best results cool down in the stock overnight).
- Bring the deep frying oil to a temperature of 190C and deep fry the whole chicken until it is very crispy (20 minutes).
- Drain the fat and serve.





# HONEY BUTTER GARLIC FRIED CHICKEN



60 MINUTES



SERVES 10 PEOPLE



77% LIKED

## WHAT DINERS SAID:

"Fried chicken is still a Filipino all time favorite, but this has honey on it that makes it more special."

*This entree is a standout combination of flavors from the usual fried chicken. Serve up a platter of chicken, with layers of crunchy and flaky chicken skin, glazed in honey butter with hints of spice for a finely balanced sweet and savory taste.*



## INGREDIENTS

140 g	<b>Knorr Chicken Powder 1kg</b>
2 l	Water
1.80 kg	Chicken - Pieces
500 g	All Purpose Flour
200 g	Cornstarch
10 g	Baking Powder
10 g	<b>Knorr Chicken Powder 1kg</b>

2 l	Corn Oil
500 g	Butter
80 g	Garlic, minced
15 ml	<b>Knorr Liquid Seasoning 3.8L</b>
5 g	<b>Knorr Rostip Powder 1kg</b>
10 g	White Sugar
15 ml	Lemon Juice

## BRINE THE CHICKEN

- Dissolve the Knorr Chicken Powder in the water.
- Add the chicken pieces and brine covered in the chiller for 8 hours.

## BREAD THE CHICKEN

- Combine the flour, cornstarch, baking powder and Knorr Chicken Powder in a bowl and mix well.

## DEEP FRY CHICKEN AND CREATE HONEY BUTTER GARLIC SAUCE

- Preheat the oil for deep frying.
- Coat the chicken pieces in the flour mixture and deep fry until golden brown and cooked through.
- Melt the butter and add the garlic and cook until fragrant.
- Stir in the remaining ingredients.
- Brush the fried chicken with the glaze.



# SINISIG NA LECHON BAKA

 90  
MINUTES

24h  
MARINATION

 SERVES  
10 PEOPLE

*This classic favorite sisig is brought to life with a fresh new take on lechon baka for a smoked, meaty flavor. The creamy, tangy dressing completes this unique spin on an old time favorite turned into a trendy new mix.*



73% LIKED

## WHAT DINERS SAID:

*"The taste of this dish is quite unique. You can feel the crunchiness of the lechon."*

## INGREDIENTS

1.50 kg	Water
200 g	<b>Knorr Liquid Seasoning 3.8L</b>
200 g	White Sugar
50 g	Lea Perrins
5 g	Salt
80 g	Garlic, fresh minced
5 g	Pepper, ground
50 g	MSG, optional
4 g	Smoke Liquid, optional, if using an oven for cooking
4 kg	Beef shortplate, US
100 ml	<b>Knorr Liquid Seasoning 3.8L</b>
25 ml	Lea Perrins
80 g	Brown Sugar
50 ml	Vegetable Oil
50 g	Liver Spread, any brand
50 ml	White vinegar
80 ml	Calamansi, juiced
50 g	White Onions, finely chopped
1 g	Red Chili, chopped
75 g	<b>Lady's Choice Real Mayonnaise 5.5L</b>
50 ml	<b>Knorr Liquid Seasoning 3.8L</b>
1000g	Lechon Baka, prepared or ready to eat
300 g	White Onions, bruise
2 g	Red Chili, chopped
25 ml	Worcestershire Sauce
5 g	<b>Knorr Chicken Powder 300g</b>
50 g	Margarine
100 g	Red Onions , small diced
10 g	Green Chillies, sliced
5 g	Red Chili, sliced
10 g	Spring Onions, sliced finely
50 g	Calamansi, cut to half
10 pc	Egg Yolk

## MARINATION

- Bring all ingredients together to a boil.
- Boil for 5 minutes and turn off the heat.
- Leave to cool at room temperature.
- Strain and chill.
- Inject and marinate the beef shortplate.
- 500 g marinade to 1 kg of meat.
- Marinate overnight for best results.

## COOKING

- Bake in a pre-heated 250F oven for 3 hours basting every 30 mins.
- After 3 hours bring the temperature up to 275F or until internal temp reaches 205F.
- Let it rest for 2 hours, wrapped in foil.
- Mix the Knorr Liquid Seasoning, Lea Perrins, brown sugar and vegetable oil in a bowl and use as a glaze for the lechon baka.

## ASSEMBLY

- In a bowl, mix all ingredients together.
- Mix the sisig baka ingredients thoroughly.
- Add the sisig dressing from the previous step. Toss altogether and adjust the seasoning if needed.

## PRESENTATION

- Heat a sizzling plate and add the margarine, let it melt and add the sisig.
- Garnish with red onions, egg yolk, sliced chillies and spring onions.
- Optional: Garnish with crispy garlic chips and additional liver spread.



Made with **Knorr Liquid Seasoning 3.8L** that gives your dishes an iconic flavorful Filipino taste and **Lady's Choice Real Mayo 5.5L** for a perfect balance of sweet & sour and firm yet smooth & creamy texture.



# PORK SISIG MANILA



90  
MINUTES



SERVES  
10 PEOPLE

Let's put a spin on a traditional favorite! An all time beloved classic of crispy chicharon and grilled meat, served in a creamy, tangy mayo sauce made extra rich with egg for a mouthwatering pork appetizer.



## WHAT DINERS SAID:

91% LIKED

"Sisig is a go to meal especially when hanging out with friends and it tastes good."

## INGREDIENTS

800 g	Pork Face and ear, cleaned and pre-boiled	200 g	Chicken Liver, seasoned with <b>Knorr Liquid Seasoning 3.8L</b> , grilled and chopped
2 l	Water	200 g	White Onions, chopped
20 g	Black Peppercorn	15 g	Green Chillies, chopped
2 pc	Bayleaf	45 ml	<b>Knorr Liquid Seasoning 3.8L</b>
200 g	<b>Knorr Liquid Seasoning 3.8L</b>	120 ml	<b>Lady's Choice Real Mayonnaise 5.5L</b>
40 g	<b>Knorr Pork Broth Base 1.5kg</b>	50 g	Chicharon, crushed for garnish
300 g	Pork-Liempo	4 pc	Calamansi, for garnish
30 g	<b>Knorr Liquid Seasoning 3.8L</b>	5 g	Red Chili, for garnish
2 g	Black Pepper		

## PREPARATION

- In a medium-sized stockpot, combine the pork face, ear, water, black pepper, bayleaf, Knorr Liquid Seasoning and Knorr Pork Broth Base.
- Boil and simmer until pork is tender.
- Strain and set aside.

## MARINATION

- In a mixing bowl, marinate the liempo in Knorr Liquid Seasoning and black pepper for 20 minutes.
- Once ready, preheat the grill.
- Grill the pork face, ear, liempo and chicken liver until done.
- Chop the protein to desired sizes.

## ASSEMBLY

- In a large mixing bowl, combine the grilled meats, onion, chili, Knorr Liquid Seasoning and Lady's Choice Real Mayonnaise. Mix very well.
- Serve on a sizzling plate.
- Garnish with chicharon, calamansi and chili.



Made with **Knorr Liquid Seasoning 3.8L** that gives your dishes an iconic flavorful Filipino taste and **Lady's Choice Real Mayo 5.5L** for a perfect balance of sweet & sour and firm yet smooth & creamy texture.



# CRISPY PATA SINIGANG



SERVES  
6 PEOPLE

Serve your diners a savory platter of fried crispy pata, reinvented masterfully with a sprinkle of sinigang to elevate the crispy pata's classic flavors. Pair it alongside with a bowl of pork sinigang to balance the rich meaty flavor with a tangy kick!

## WHAT DINERS SAID:

*"Unique twist with the crunchy texture of crispy pata and comforting sourness of sinigang."*

## INGREDIENTS

100 g	Onions, quartered	100 g	Kangkong
100 g	Tomatoes	100 g	String Beans
100 g	Radish	25 g	<b>Knorr Sinigang Sa Sampalok Mix 800g</b>
3 l	Water	80 g	<b>Knorr Pork Broth Base 1.5kg</b>
15 g	Green Chillies	1.20 kg	Pork Hock
150 g	Eggplant	20 g	Garlic

## PROCEDURE

- Bring a pot of water, enough to submerge the hock, to a boil.
- Add the pork hock and boil for 5 minutes.
- Drain and wash the hocks thoroughly.
- Place the hocks back in the pot and fill with water, 3 liters or until hocks are fully covered.
- Bring to a boil and skim the stock before adding the tomatoes, onions, and garlic.
- Simmer for 1 hour then add the radish. Cook for 30 minutes and remove the pork hock once it turns very tender.
- Cool the hocks and refrigerate for best results overnight before frying.
- Add the remainder of the vegetables to the boiling stock and add the Knorr Sinigang Mix. Season with pepper.



**Knorr Sinigang sa Sampalok Mix 1kg** gives your sinigang dishes the ideal sour-savory taste it needs and **Knorr Pork Broth Base 1.5kg** conveniently delivers the taste of full, meaty pork.



# CRISPY SINIGANG WINGS



SERVES  
10 PEOPLE

*This fusion dish will surely wow customers who love fried chicken and sinigang! The satisfying crunch coupled with the sour tamarind taste is enhanced by the aroma of herbs and a tangy dipping sauce. This unique spin makes it a promising new best-seller!*

## WHAT DINERS SAID:

*"Like this dish because of the balance of savoury sourness with crispy juicy wings."*

## INGREDIENTS

### Fried Chicken Wings

2000 g	Chicken Wings
30 g	<b>Knorr Chicken Powder 1kg</b>
60 g	Lemongrass, minced
2 g	Pepper, black ground
50 ml	Fish Sauce
40 g	Garlic
50 ml	Water
25 g	Spring Onions
2 pcs	Egg
100 g	Flour
100 g	Potato Starch
5 g	Baking Powder

### Sinigang Glaze

30 g	<b>Knorr Sinigang Sa Sampalok Mix 160g</b>
250 g	Sugar, white
100 ml	Water
20 g	Garlic, minced
5 g	Chili, chopped

### Dipping Sauce

100 ml	Fish sauce
20 g	<b>Knorr Sinigang Sa Sampalok Mix 160g</b>
200 g	Sugar
10 g	Chili, chopped
10 g	Garlic, minced
30 g	Carrots, fine, julienne
	Coriander, chiffonade

## FRIED CHICKEN WINGS

- Prepare the cleaned and portioned chicken wings by separating the wing drumettes from the tips.
- Purée the Knorr Chicken Powder, lemongrass, pepper, fish sauce, garlic, water, spring onions, and egg using a blender.
- Pour the marinade over the chicken wings and marinate for at least an hour or maximum of 4 hours in the chiller.
- Afterwards, mix well the flour, potato starch, and baking powder to form a thin batter. Use this to coat the marinated chicken wings to create a crispy skin.
- Preheat a deep fryer to 140c and cook the wings for 10 to 12 minutes.
- Drain and set aside. Let it cool down completely.

## SINIGANG GLAZE

- In a sauce pan, add the sugar and water then bring to a boil before pouring in the Knorr Sinigang Mix and garlic.
- Once it starts to boil again, turn off the heat and set it aside. Mix in the chopped chili into the glaze.

## DIPPING SAUCE

- To make the dipping sauce, mix the following ingredients together in a bowl: fish sauce, Knorr Sinigang Mix, sugar, chili, garlic, carrots, coriander, and water.
- Best serve with the crispy sinigang wings.



**Knorr Sinigang sa Sampalok Mix 1kg** gives your sinigang dishes the ideal sour-savory taste it needs and **Knorr Chicken Powder 1kg** that elevates the natural flavour and aroma of any dish with the taste of real chicken.



# BAGNET KARE-KARE

 120  
MINUTES

 SERVES  
10 PEOPLE

*How do you make a menu staple like kare-kare an even more in-demand dish? Give it the pleasurable crunch of bagnet! This will complement the nutty creaminess of the dish alongside the freshness of cabbage, eggplant, and beans!*



## WHAT DINERS SAID:

*"I especially love the contrast in texture the crunch from the bagnet and the creaminess from the kare-kare sauce."*

## INGREDIENTS

1.50 kg	Pork belly slab, important that it has nice fat to meat ratio, has skin, 3 pcs of 500g	1 l	Vegetable Oil, for frying
2.50 l	Water	60 ml	Annatto Oil
60 g	<b>Knorr Pork Broth Base 1.5kg</b>	40 g	Tomatoes, seeded, chopped
40 ml	Fish Sauce	80 g	White Onion, chopped
10 g	Rock Salt	40 g	Garlic, chopped
2 g	Bay Leaf, 3 pcs	500 g	1500 ml Reserved Pork Stock, from cooking bagnet
20 g	Lemongrass, 2 pcs, bruised and tied to a knot	50 g	<b>Lady's Choice Peanut Butter 1kg</b>
40 g	White Onion, quartered, 2pcs	30 ml	Brown Sugar
2 g	Black Peppercorn	120g	Annatto Oil
60 ml	Oil, optional, from frying	150g	Bagnet Style Pork Belly
		60 g	Kare-Kare Sauce, see recipe
			Blanched Mixed Vegetables, string beans, cabbage, eggplant

## BAGNET STYLE PORK BELLY

- Rinse and clean well the pork belly under running water. If it's bone-in, try to make some incisions in-between the bones.
- Place everything in the pressure cooker, cover with the lid and secure by locking. Bring to a boil and when it whistles, lower the heat just to maintain the whistle and continue cooking for 30-45 min. or until the meat is very tender.
- As soon as you release the steam, you may now open the lid carefully. Let it cool together w/ the stock to absorb more of the flavor. Remove the meat from the stock and place in a rack.
- Reserve the strained stock.
- If you have a Jaccard, you may poke the pork skin several times (optional).
- Let it dry in room temperature at least 1 hour then place inside the chiller uncovered to continue the drying for another hour.
- Remove the pork belly slab from the chiller in ambient temp. Meanwhile, pour oil in the deep frying pot (do not go more than 1/2 of the pot to avoid overflowing during frying) and heat the oil until it reaches 120-130C or in low to medium heat.
- Blanch fry the pork slabs for 5-8 minutes. Make sure that it is completely submerged in the hot fat and forms small blisters, but not crispy yet.
- Remove the fried pork from the oil and drain well. Place in a rack, skin side-up then set aside to cool down properly.
- In the same frying pot of oil, apply high heat until your temperature reaches 180-220C (you can already see a smoke from your pot of oil), and submerge your pork belly slabs.
- Cook for 2 to 3 min. only to avoid bitter taste and darkening. If done right, there will be big and small blisters on the belly skin.
- Let it rest for 5-10 minutes before carving to achieve maximum crispiness.

## KARE-KARE SAUCE

- Add oil to the pot. Sauté tomatoes, onions and garlic.
- Add the reserved stock, bring to a boil then simmer for 10 min.
- Add now the peanut butter and brown sugar.
- Mix well w/ a wire whisk. Bring to a boil then simmer for another 10 min.
- Adjust the color by adding annatto oil.



**Knorr Pork Broth Base 1.5kg** helps you consistently deliver the rich, full meaty flavor in your dishes that diners love and **Lady's Choice Peanut Butter 1kg** delivers the rich taste of quality peanut butter, ideal for kare-kare, sandwiches & dips.



# PANCIT GUISADO



50  
MINUTES



SERVES  
10 PEOPLE

Prepare everyone's favorite pancit and its wide range of flavors, refined to a scrumptious serving. Immerse your diners' palate to the lively taste of rice noodles, with layers of shredded chicken and squid in a pleasantly savory pancit dish!



## INGREDIENTS

90 g	Cooking Oil	1 l	Water
50 g	Onion, chopped	15 g	Sugar
40 g	Garlic, chopped	3 g	<b>Knorr Rostip Powder 1kg</b>
100 g	Chicken Thigh Fillet, medium dice	120 g	Soy Sauce - light
80 g	Chicken Liver, medium dice, optional	2 g	White Pepper, ground
120 g	Squid Balls, medium dice	30 g	Dark Soy Sauce
100 g	Carrots, julienne	1 kg	Noodles - Rice, bihon, soaked in water for 30 minutes
100 g	Baguio beans, sliced bias	200 g	Cabbage, shredded
100 g	Sayote, strips	10 g	Spring Onions, chopped
200 g	<b>Knorr Oyster Flavoured Sauce 3.6kg</b> , may be adjusted		Crispy Fried Chopped Garlic, optional

## PREPARATION

- In a wok, stir-fry the onion, garlic, chicken, liver and squid in canola oil.
- Stir-fry until they turn light brown.
- Add the vegetables, Knorr Oyster Sauce, water, sugar, Knorr Rostip Powder, light soy sauce, white pepper, dark soy sauce and cornstarch.
- Simmer the sauce for 45 seconds.
- Add the noodles and cabbage.
- Simmer for 8 minutes until well incorporated.
- Plate the dish and garnish with spring onion and crispy fried garlic.



Made with **Knorr Oyster Flavoured Sauce 3.6kg** that has the right balance of sweetness and saltiness perfect for Filipino and Asian dishes and **Knorr Rostip Chicken Seasoning Powder 1kg** that delivers the ideal blend of real chicken and garlic.



# Now Serving: The Filipino Full-Service Restaurants Recap

Here's a quick review of the trends, experiences, and recipes we discovered as we unpack what's their impact on YOU.

## FOOD TRENDS THAT WILL SHAPE YOU

As the businesses reopen and diners become more confident in eating out, see the top trends you need to advance in this new landscape.



A **new approach to catering** will be expected, one that provides restaurant-style meals during lockdowns and ensures safety against virus transmission through creative packaging solutions.



**Unique table dining experiences are here to stay.** Customers will anticipate more al fresco and private rooms as part of their dining experiences.



**Support for hyper-local food** will be at an all-time high, urging restaurants to source local produce and utilize readily-available ingredients for their menu.



With the rise of younger patrons, **full-service restaurants will become even more digital.** Digital payments, social media marketing, and even online orders should be accounted into business operations.



Customers will look for **tastes from home.** Providing nostalgic flavors and dishes will be the key to ensuring their patronage.



Expect customers to ask for **unique food offerings** and be prepared to make various menu updates with trendy dish offerings at value for money.

## WHAT WE LEARNED FROM YOU

Navigating through the new normal was no easy feat for anyone. Hence, we can learn from the experiences of leaders in the industry on why it's constantly necessary to evolve and adapt in this changing industry. Keep up with new desires and expectations by applying relevant trends and customer demands to your business.

## RECIPES YOU CAN SERVE

The 9 recipes shared were the fruits of the countless hours we spent researching, testing, and tasting different flavors, textures, and ingredients. We guarantee that any of these delightful dishes will provide the flare, excitement, and satisfaction that your customers are craving.

# We are Unilever Food Solutions.

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Unilever Food Solutions is a business built by chefs, so we know what you face every day in the kitchen. Everything we do is focused on making your life a little easier. We aim to inspire you, train you, and provide you with the best product solutions in the market.

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