# **COVER SHEET**



SEC Number File Number 93269-A

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

(Company's Full Name)

43F Robinsons Equitable Tower, ADB Ave. Ortigas Center, Pasig City

(Company's Address)

6836-100

(Telephone Number)

**SEPTEMBER 30** 

(Fiscal Year Ending) (month & day)

## FORM 17-A (ANNUAL REPORT)

Form Type

Amendment Designation (if applicable)

September 30, 2008

Period Ended Date

CN 000452-R-Listed

(Secondary License Type and File Number)

# SECURITIES AND EXCHANGE COMMISSION

# SEC FORM 17-A

# ANNUAL REPORT PURSUANT TO SECTION 17 OF THE SECURITIES REGULATION CODE AND SECTION 141 OF THE CORPORATION CODE OF THE PHILIPPINES

- 1. For the fiscal year ended : September 30, 2008
- 2. SEC Identification Number : 93269-A
- 3. BIR Tax Identification No. 000-361-376-000
- 4. Exact name of issuer as specified in its charter

# **ROBINSONS LAND CORPORATION**

- 5. <u>Manila, Philippines</u> Province, Country or other jurisdiction of incorporation or organization
- 7. <u>43F Robinsons Equitable Tower, ADB Ave. Ortigas Center, Pasig City</u> Address of principal office Postal Code

6.

- 8. <u>6836-100</u> Issuer's telephone number, including area code
- 9. <u>N.A</u>..... Former name, former address, and former fiscal year, if changed since last report.
- 10. Securities registered pursuant to Sections 8 and 12 of the SRC, or Sec. 4 and 8 of the RSA2

Number of Shares of Common StockTitle of Each ClassOutstanding and Amount of Debt Outstanding

Common Stock Registered bonds payable 2,746,918,457 shares ₽ 1,000,000,000.00

11. Are any or all of these securities listed on a Stock Exchange.

Yes [✓] No []

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(SEC Use Only)

Industry Classification Code:

If yes, state the name of such stock exchange and the classes of securities listed therein:

# Philippine Stock Exchange Common Shares

12. Check whether the issuer:

(a) has filed all reports required to be filed by Section 17 of the SRC and SRC Rule 17 thereunder or Section 11 of the RSA and RSA Rule 11(a)-1 thereunder, and Sections 26 and 141 of The Corporation Code of the Philippines during the preceding twelve (12) months (or for such shorter period that the registrant was required to file such reports);

Yes [✓] No []

(b) has been subject to such filing requirements for the past ninety (90) days.

Yes [✓] No []

13. Agregate market value of the voting stock held by non-affiliates: **<u>P 5,322,006,071</u>** 

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# PART I- BUSINESS AND GENERAL INFORMATION

## Item 1. Business

## a) Overview

Robinsons Land Corporation (the Parent Company) is a stock corporation organized under the laws of the Philippines and has seven wholly-owned consolidated subsidiaries namely, Robinsons Homes, Inc. (RHI), Trion Homes Development Corporation (THDC), Manila Midtown Hotels and Land Corporation (MMHLC), Robinson's Inn, Inc. (RII), Robinsons Realty and Management Corporation (RRMC), Robinsons (Cayman) Limited (RCL), and Robinsons Properties Marketing and Management Corporation (RPMMC) and a 51%-owned company, Altus Angeles, Inc. (AAI) (collectively known as RLC Group).

The Company's principal executive office is located at 43rd Floor Robinsons Equitable Tower, ADB Avenue Ortigas Center, Pasig City.

The Group has 1,638 and 1,565 employees as of September 30, 2008 and 2007, respectively.

RLC is one of the Philippines' leading real estate developers in terms of revenues, number of projects and total project size. RLC adopts a diversified business model, with both an "investment" component, in which the Company develops, owns and operates commercial real estate projects (principally shopping malls, high-rise office buildings and hotels) and a "development" component, in which RLC develops residential real estate projects for sale (principally residential condominiums, middle-cost to upscale residential developments and low-and-middle-cost lots and houses in its subdivision developments).

RLC's operations are divided into its four business divisions:

- The Commercial Centers Division develops, leases and manages shopping malls throughout the Philippines. As of September 30, 2008, RLC operated 21 shopping malls, comprising six malls in Metro Manila and 15 malls in other urban areas throughout the Philippines, and had another thirteen projects that are in the planning and development stage scheduled for completion in the next two years.
- The High-Rise Buildings Division develops office buildings for lease and middle-cost to upscale residential developments for sale. As of September 30, 2008, RLC's High-Rise Buildings Division had completed twelve projects, comprising six office buildings and five residential

condominium projects and had substantially completed one residential development. It currently has several projects in various stages for future development that are scheduled for completion in the next one to four years. The residential development projects within this Division are developed for sale, while the office projects are primarily developed as investment properties, to be leased to tenants by the Company.

- The Housing and Land Development Division develops and sells lowand middle-cost residential lots and houses aimed predominantly at the lower- to middle-income market sector. Most of RLC's housing and land projects are set up as joint ventures with the owners of the land. As of fiscal 2008, RLC's Housing and Land Development Division had 32 ongoing projects and had completed and substantially sold eleven projects.
- The Hotels Division owns and operates hotels within Metro Manila and Cebu City. RLC's Hotels Division currently has a portfolio of three hotels, the Crowne Plaza Galleria Manila, Holiday Inn Galleria Manila and Cebu Midtown Hotel.

RLC was incorporated on June 4, 1980 as the real estate investment arm of JG Summit Holdings Inc, ("JG Summit"), and its shares were offered to the public in an intital public offfering and were subsequently listed in the Manila Stock Exchange and Makati Stock Exchange (predecessors of the Philippine Stock Exchange) on October 16, 1989. The Company had succesful follow-on offering of primary and secondary shares in October 2006 where a total of 932.8 million shares were offered to domestic and international investors, generating USD 223 million or ₱10.87 Billion in proceeds. Of this amount, approximately ₱5.3 Billion was raised from the primary portion, intended to be used to fund its capital expenditure programs for fiscal year 2007. The additional shares were listed on October 4, 2006. JG Summit, RLC's controlling shareholder, owned approximately 60.01% of RLC's outstanding shares as of fiscal year 2008.

# b) Business

RLC has four business divisions – Commercial Centers, High-Rise Buildings, Housing and Land Development and Hotels.

## i. Commercial Centers Division

RLC's Commercial Centers Division develops, leases and manages shopping malls throughout the Philippines. The Commercial Centers Division accounted for ₱3.69 Billion or 33.1% of RLC's revenues and ₱ 2.70 Billion or 50.6% of RLC's EBITDA in fiscal 2008 and ₱3.54 Billion or 39.3% of RLC's revenues and ₱ 2.48 Billion or 51.2% of RLC's EBITDA in fiscal 2007.

As of fiscal year 2008, it operated 21 shopping malls, comprising six malls in Metro Manila and 15 malls in other urban areas throughout the Philippines, with a gross floor area of approximately 1.328 million square meters.

As of September 30, 2008 RLC had a portfolio of 21 shopping malls:

Name, Location	Year opened	Approximate gross floor area
		(in '000 sq.m.)
Metro Manila		
Robinsons Galleria – Quezon CityEDSA corner Ortigas Avenue, Quezon City	1990	216
Robinsons Place – ManilaM. Adriatico Street, Ermita, Manila	1997	241
Robinsons Metro East- PasigMarcos Highway, Brgy. Dela Paz, Pasig City	2001	121
Robinsons Place – NovalichesQuirino Highway, Novaliches, Quezon City	2001	56
EDSA Corner Pioneer Road, Mandaluyong Robinsons Place - PioneerCity	2004	56
Robinsons Place – OtisP.M. Guanzon St., Paco, Manila	2008	33
Outside Metro Manila		
Robinsons Place – BacolodLacson Street, Mandalagan, Bacolod City	1997	48
Aguinaldo Highway, Tanzang Luma V, Imus, Robinsons Place – ImusCavite	1998	65
Robinsons Place – CebuFuente Osmena, Bo. Capitol, Cebu City	2000	18
Lopez Avenue, Batong Malaki, Los Baños, Robinsons Town Mall – LagunaLaguna	2000	10
Quezon-Ledesma Street, Rojas Village, Robinsons Place – IloiloIloilo City	2001	75
Robinsons Star Mills – PampangaSan Jose, San Fernando, Pampanga	2001	62
Old Nat'l Hi-way, Brgy Tagapo, Sta Rosa, Robinsons Place – Santa RosaLaguna	2002	37
Limketkai Complex, Lapasan, Cagayan De Robinsons Cagayan de OroOro City	2002	18
Ortigas Avenue Extension, Junction, Cainta, Robinsons Place – CaintaRizal	2003	31
Robinsons Place – DasmariñasPala-Pala, Dasmarinas, Cavite	2003	78
Robinsons Place – LipaMataas Na Lupa, Lipa City, Batangas	2003	59
McArthur Hi-way, Balibago, Angeles City, Robinsons Place Angeles – PampangaPampanga	2004	30
Robinsons Place – Metro BacolodBarrio Tangub, National Road, Bacolod City	2004	18
Robinsons LuisitaTarlac City	2007	38
Robinsons Cabanatuan Cabanatuan City, Nueva Ecija	2008	18
Total		1,328

The Commercial Centers Division's main revenue stream is derived from the lease of commercial spaces. Revenues from the Commercial Centers Division, which represent recurring lease rentals, comprise significant part of RLC's revenues. Historically, revenues from lease rentals have been a steady source of operating cash flows for the Company. RLC expects that the revenues and operating cash flows generated by the commercial centers business shall continue to be the driver for the Company's growth in the future. As of fiscal year 2008 the Company had 13 new shopping malls in the planning and development stage for completion in the next 2-3 years. The company's business plan for the commercial centers division over the next five years, subject to market conditions, is to sustain its growth momentum via development of new shopping malls and expansion of existing ones.

# ii. High Rise Buildings Division

RLC's High-Rise Buildings Division develops office buildings for lease and middle-cost to upscale residential developments for sale. The High-Rise Buildings Division accounted for ₱5.64 Billion or 50.4% of RLC's revenues and ₱ 2.0 Billion or 37.5% of RLC's EBITDA in fiscal 2008, and ₱3.53 Billion or 39.7% of RLC's revenues and ₱1.74 Billion or 36.1% of RLC's EBITDA in fiscal 2007. As of September 30, 2008, the Company's high-rise buildings division had assets, valued on a historical cost less depreciation basis, of ₱14.79 Billion.

This business division focuses on the construction of office towers, and residential condominium projects. This is in large part a function of socioeconomic developments in the Philippines and specifically the emergence of strong market demand for projects of these type. Notwithstanding the name of this business division, the high-rise buildings division includes nonhigh-rise mid-range to high-end residential developments and RLC intends to pursue additional projects of such kind, market conditions permitting, through this business division. Certain of RLC's non-high-rise residential development projects are included within this business division because, like this business division's residential condominiums, these developments are aimed at the middle-to high-end segments of the consumer market, compared to the Company's housing and land development division, whose residential subdivision development projects are aimed at the lower- to middle-consumer market.

## II.A) OFFICE BUILDINGS

RLC engages outside architects and engineers for the design of its office buildings developments. One recent trend affecting the Company's office tower design is the increasing presence of customer call centers and BPOs in the Philippines. The Company has secured a number of major customer call centers and BPOs as long-term tenants in its office building space and has focused on attracting their business, including custom-designing its office space with call center and BPO design requirements in mind. The Company believes, based on its own market research, that it is the leading provider of office space to BPOs in the Philippines.

As of September 30, 2008, the High Rise Buildings Division has completed six office buildings, one building under construction and has a plan to develop additional buildings. All of the Company's completed office building projects are located in Metro Manila, and are described below.

Name, Location		Approximate gross floor area
Galleria Corporate Center Along EDSA corner Ortigas Avenue, Quezon City	30-storey	30,000 sq.m.
Robinsons Equitable Tower Corner of ADB and Poveda Streets, Pasig City	45-storey	82,000 sq.m
Robinsons Summit Center Ayala Avenue, Makati City	37-storey	61,000 sq.m
Robinsons Cybergate Center Tower 1 Pioneer Street, Mandaluyong City	18-storey	33,000 sq.m
Robinsons Cybergate Center Tower 2 Pioneer Street, Mandaluyong City	27-storey	58,000 sq.m
Robinsons Cybergate Center Tower 3 Pioneer Street, Mandaluyong City	27-storey	56,000 sq.m

The Company's current office buildings are described as follows:

- 1. **Galleria Corporate Center**. This is a 30-storey office tower located along EDSA corner Ortigas Avenue in Quezon City which is directly connected to the Robinsons Galleria shopping mall. The office tower has an approximate gross floor area of 30,000 square meters and an approximate net floor area (comprising only leasable space) of 25,000 square meters. As of September 30, 2008, approximately 83% of the Galleria Corporate Center had been sold while the remaining areas, which are owned by RLC, had a 100% occupancy rate.
- 2. Robinsons-Equitable Tower. This is a 45-storey office tower located at the corner of ADB Avenue and Poveda Street in Pasig City. The office tower has an approximate gross floor area of 82,000 square meters and an approximate net floor area (comprising only leasable space) of 52,000 square meters. As of September 30, 2008, RLC had sold approximately 76% of the net floor area within Robinsons-Equitable Tower and retains the rest for lease. Robinsons-Equitable Tower had a 99.5% occupancy rate as of September 30, 2008.
- 3. **Robinsons Summit Center**. This is a 37-storey office tower located along Ayala Avenue in the Makati central business district. The office tower has an approximate gross floor area of 61,000 square meters and an approximate net floor area (comprising only leasable space) of 32,000 square meters. RLC owns and is currently leasing out substantially all of the net floor area of this building. Robinsons Summit Center had a 100% occupancy rate as of September 30, 2008.
- 4. Robinsons Cybergate Center Tower 1. This is an 18-storey office building complex located at Pioneer St., Mandaluyong. The office building has an approximate gross floor area of 33,000 square meters and an approximate net floor area (comprising only leasable space) of 27,000 square meters. RLC owns 100% of the net floor area. Robinsons Cybergate Center Tower 1 had a 100% occupancy rate as of September 30, 2008.

- 5. Robinsons Cybergate Center Tower 2. This is a 27-storey office building, located in the Robinsons Pioneer mixed-use complex next to Robinsons Cybergate Center Tower 1. The office building has an approximate gross floor area of 58,000 square meters and an approximate net floor area (comprising only leasable space) of 44,000 square meters. RLC owns 100% of the net floor area. Robinsons Cybergate Center Tower 2 had a 99.9% occupancy rate as of September 30, 2008.
- 6. Robinsons Cybergate Center Tower 3. This is a 27-storey office buildings, located in the Robinsons Pioneer mixed-use complex. The office has an approximate gross floor area of 56,000 square meters and an approximate net floor area (comprising only leasable space) of 46,000 square meters. The building was substantially completed by March 31, 2008. RLC owns 100% of the net floor area. Robinsons Cybergate Center Tower 3 had a 44.8% occupancy rate as of September 30, 2008.

Construction is underway for Robinsons Cybergate Plaza, the fourth office building within the Robinsons Pioneer mixed-use complex. It will have an approximate gross floor area of 33,000 square meters and net office/commercial floor area (leasable area) of 22,000 square meters.

Plans are also underway for buildings within and outside Metro Manila.

#### **II.B)** Residential Condominium Buildings

As of September 30, 2008, RLC's high rise buildings division had a portfolio of 26 residential condominium projects, of which six had been completed substantially and 20 projects under various stages of development. All of the Company's residential projects are located in Metro Manila and Cebu.

Key details of Company's residential projects in its residential condominiums division are set forth in the table below:

Name	Storeys	Number of Units
Current projects		
Gateway Garden Ridge <sup>(1)</sup>	32	379
Gateway Garden Heights <sup>(1)</sup>	32	554
Two Adriatico Place (1)	38	589
Three Adriatico Place (1)	38	594
Fifth Avenue Place	38	691
McKinley Park Residences	44	394
East of Galleria	44	745
Otis 888 Residences <sup>(1)</sup>	3	195

Current projects		
Woodsville Viverde Mansions – Building 1 <sup>(1)</sup>	9	72
Woodsville Viverde Mansions – Building 2 <sup>(1)</sup>	9	96
Woodsville Viverde Mansions – Building 3 <sup>(1)</sup>	11	90
Woodsville Viverde Mansions – Building 4 <sup>(1)</sup>	13	108
Woodsville Viverde Mansions – Building 5 <sup>(1)</sup>	9	72
Woodsville Viverde Mansions – Building 6 <sup>(1)</sup>	9	72
The Fort Residences	30	223
The Trion Towers – Building 1	49	736
Sonata Private Residences – Building 1 <sup>(1)</sup>	30	273
Gateway Regency <sup>(1)</sup>	32	336
Amisa Tower A <sup>(1)</sup>	12	134
Amisa Tower B <sup>(1)</sup>	19	155
Completed Projects		
Robinsons Place Residences 1 and 2 (twin towers) <sup>(1)</sup>	38 x 2	776
Galleria Regency <sup>(1)(2)</sup>	13	107
One Gateway Place <sup>(1)</sup>	28	459
One Adriatico Place (1)	38	601
Bloomfields <sup>(1) (3)</sup>	2	461

Name

Once completed, RLC has a contractual right to provide and typically does provide ongoing management support and maintenance to the ownercorporations of its condominium developments. RLC's management believes that this involvement post-completion allows RLC to maintain a high standard of quality in its developments and thus, helps to strengthen its reputation.

As discussed above, RLC has a focus on mixed-use developments in order to enhance the attractiveness of and capitalize upon synergies among its shopping mall, high-rise buildings, and hotel developments. As of September 30, 2008, twenty of the Company's residential condominium projects were classified as mixed-use by virtue of their proximity to the Company's six commercial mixed-use developments:

- 1. Bloomfields is situated behind the Robinsons Place Novaliches mall;
- One Gateway Place, Gateway Garden Ridge and Gateway Garden Heights are part of the Pioneer mixed use development, which includes the Robinsons Place - Pioneer mall and three office buildings (Robinsons Cybergate Center Tower 1, Robinsons Cybergate Center Tower 2 and Robinsons Cybergate Center Tower 3);

<sup>&</sup>lt;sup>1</sup> Part of a mixed-used development

<sup>&</sup>lt;sup>2</sup> Located in a 33-storey building, 20 floors of which are occupied by the Crowne Plaza hotel

<sup>&</sup>lt;sup>3</sup> Residential subdivision that is substantially completed as majority of sold houses have been handed over to buyers.

- 3. One Adriatico Place, Two Adriatico Place, Three Adriatico Place and Robinsons Place Residences 1 and 2 are part of the Ermita mixed use development, which includes the Robinsons Place - Manila mall.
- 4. *Otis 888 Residences* is intended to be part of a future mixed used development in Paco, Manila, which includes a mall;
- Galleria Regency is part of the Galleria mixed use development which includes the Robinsons Galleria - Quezon City mall, two office buildings (Galleria Corporate Center and Robinsons - Equitable Tower) and two hotels (the Crowne Plaza Galleria Manila and the Holiday Inn Galleria Manila).
- 6. *Woodsville Viverde Mansion Buildings* **1** *to* **6** are a mixed use development which will include a village mall, a cluster of residential mid-rise buildings and horizontal housing enclaves.
- 7. **Sonata Private Residences Building 1** is part of a mixed-use community in Mandaluyong that has been masterplanned to consist of one other residential condominium, an office building and a hotel.
- 8. *Amisa Buildings A and B* are part of a mixed –use resort development in Mactan, Cebu that has been masterplanned to consist of six mid-rise residential condominiums, a hotel complex, and a gaming center.

The Company's business plan for its high-rise buildings division is to develop new projects in response to actual and anticipated market demand. The Company believes that the potential for growth is in the affordable to middle-cost high-rise condominium developments and in the middle-cost to high-end horizontal residential segments of the market. The Company intends to take advantage of these opportunities and believes its sales operations can absorb up to three projects a year. The following table sets forth RLC's existing land bank allocations for the development of new projects in the residential condominiums division as of September 30, 2008:

Location	Acquisition Date	Approximate gross land area <sup>(1)</sup>	
		(in hectares)	
Fort Bonifacio, Taguig City	March 2007	1.0	
Merville, Parañaque	March 2006 (2)	6.3	
Pioneer, Mandaluyong City <sup>(3)</sup>	November 2002	1.8	
Aurora Boulevard,Quezon City	July 2008 <sup>(2)</sup>	<u>5.2</u>	
Total		<u>14.3</u>	

<sup>&</sup>lt;sup>1</sup> "Gross Land Area" means the total area of land acquired by the Company

<sup>&</sup>lt;sup>2</sup> This indicates the date the purchase agreement was executed between RLC and the landowner.

<sup>&</sup>lt;sup>3</sup> This property is part of a mixed-use development of RLC, and represents the unused portion of a larger tract of land allocated to the high-rise buildings division.

Although the Company currently intends to use the land listed above for development of projects in the high-rise building division, these plans could change and the land could be used for other purposes or sold.

#### iii. Housing and Land Development Division

The housing and land development division develops and sells affordable and middle-end residential lots, houses and condominium units aimed predominantly at the lower- to middle-income market sector. The Division accounted for 6.3% of RLC's gross revenue and 5.1% of RLC's EBITDA in fiscal 2008 and 8.0% of RLC's gross revenue and 5.4% of RLC's EBITDA in fiscal 2007.

As of September 30, 2008, RLC's housing and land development division had 32 on-going projects, of which eleven (11) had been completed, while seventeen (17) had been substantially sold. Key details of Company's projects in its housing and land development division as of fiscal year 2008 are set forth in the table below:

Name	Location	Started <sup>(1)</sup>	Approximate gross land area <sup>(2)</sup>	Number of Lots/Units
			(in hectares)	
Robinsons Homes East	Antipolo City	August 1995	39.1	3,170
Centennial Place	Quezon City	December 1995	0.5	50
Robinsons Vineyard	Cavite	May 1996	82.4	2,953
South Square Village	Cavite	August 1998	35.0	3,951
San Lorenzo Homes	Antipolo City	September 1999	2.8	367
Robinsons Highlands	Davao City	May 1999	46.0	817
Manchester Midlands	Cavite	July 2000	13.9	1,305
Robinsons Hillsborough Pointe'	Cagayan De Oro	November 2002	20.0	320
Forest Parkhomes	Angeles City	August 2004	8.9	319
San Jose Estates	Antipolo City	May 2005	1.9	80
Robinsons Residenza Milano	Batangas	August 2005	7.3	356
Fernwood Parkhomes	Pampanga	November 2005	14.5	675
Rosewood Parkhomes	Angeles City, Pampanga	November 2005	2.9	121
Bloomfields Davao	Davao City	February 2005	10.5	318
Bloomfields Tagaytay (3)(4)	Tagaytay	May 2005	4.4	107
Richmond Hills	Cagayan De Oro	May 2005	8.3	321
Monte Del Sol	Misamis Oriental	November 2005	3.3	280
Mirada Dos	Pampanga	September 2006	4.5	210
Costa Verde	Davao	September 2006	15.0	814
Forrest Parkhomes North	Pampanga	October 2006	7.0	303
Brighton Parkplace	llocos Norte	December 2006	5.0	172
Wellington Courtyard	Tagaytay	February 2007	1.0	170

<sup>&</sup>lt;sup>1</sup> The Company considers a project "started" when it has obtained permits necessary that allow it to pre-sell lots. <sup>2</sup> "Gross Land Area" means the total area of land acquired by the Company

<sup>&</sup>lt;sup>3</sup> Part of a future mixed-use development.

<sup>&</sup>lt;sup>4</sup> Not including a small portion of the development zoned for commercial use.

Name	Location	Started <sup>(1)</sup>	Approximate gross land area <sup>(2)</sup>	Number of Lots/Units
			(in hectares)	
Hanalei Heights	llocos Norte	March 2007	22.2	1,158
Blue Coast Residences	Mactan, Cebu	April 2007	3.4	91
Brighton Parkplace North	llocos Norte	April 2007	3.8	121
Montclair Highlands	Davao City	July 2007	15.0	363
Aspen Heights	Consolacion, Cebu	July 2007	25.0	1000
Sitio Andalucia	Bantay, Ilocos Sur	November 2007	7.5	235
Fresno Parkview	Cagayan de Oro	February 2008	15.0	520
St. Bernice Estates	Antipolo City	March 2008	3.5	212
Escalades @ 20th Avenue	Quezon City	March 2008	1.7	720
Nizanta Gardens	Davao City	July 2008	12.9	478

The Housing and Land Development Division's current portfolio of projects are described as follows:

- 1. *Robinsons Homes East*. This is a 39.1-hectare, self-contained community development located in Antipolo City, Rizal. The development consists of three projects: 2,931 mixed house and lot packages consisting of single detached houses, single attached houses and single and 2-storey rowhouses; more than 200 townhouse units nestled on 96 square meter lots with an average floor area of 90 square meters, with option for lot-only purchase; 14-unit commercial arcade containing a total of 190 square meters per unit of leasable space; and 8 commercial lots of at least 216 square meters each. House construction and the 14-unit commercial arcade have been completed while townhouse units are pre-sold prior to construction.
- Centennial Place. This is a 0.5-hectare upscale townhouse development located in C. Benitez Street, Quezon City. It consists of fifty (50) 200 square-meter townhouses, with lots ranging from 65 to 70 square meters. House construction has been completed while the units have been practically sold out.
- 3. **Robinsons Vineyard**. This is an 82-hectare joint venture project with Vine Development Corporation located in Dasmariñas, Cavite. It consists of over 2,500 residential lots with an average lot size of approximately 120 square meters each. The project consists of four phases, of which Phases 1 and 2 have been fully completed and Phase 3 currently being developed. Phase IV was launched in 2004 offering smaller 100-sq.m. lots. Although middle-cost lots are the main products being offered in Vineyard, RLC is also offering its clients the option for house and lot packages.
- 4. **SouthSquare Village**. This is a socialized housing project located in General Trias, Cavite. Horizontal development for Phases 1 and 2 have been completed, and around 79% and 56%, respectively, of the awarded houses have been constructed. On the average, each housing

unit has a floor area of 20 square meters lying on a minimum 32 square meter lot. Phase 1, covering about 13 hectares, consists of 2,190 rowhouses. Phase 2, which was launched in 2001, is a 9.9 hectare development offering 1,699 units. Southsquare Plaza, a commercial development within the subdivision, was launched in 2004, offering lot only packages with minimum area of 100 square meters.

- 5. **San Lorenzo Homes**. This is a 2.8-hectare expansion project of Robinsons Home East. It is a 367-unit neighborhood of 2-storey houses with floor areas of 48 square meters, built on minimum 40 square-meter lots. This project has been substantially completed.
- 6. *Robinsons Highlands*. This is a 46-hectare residential development project located in Buhangin, Davao City which was undertaken in joint venture with Lopzcom Realty Corporation. This development is intended for the middle to high-end market and its Phase 1 consists of 707 residential lots with an average cut of 180 square meters. Phase 1 is currently sold out and fully completed. Phase 2 (named Highlands Crest) and Phase 3 (named Highlands Peak), both have been substantially completed, were launched in April and December 2004, respectively, as RLC's answer to the pressing demand for more lots in Davao.
- 7. *Manchester Midlands in Grosvenor Place*. This is a 14-hectare residential/commercial development project located in Tanza, Cavite. It consists of 1,305 units having an average lot size of 120 square meters. Land development has been substantially completed since 2002.
- 8. **Robinsons Hillsborough Pointé**. This is a 20-hectare residential subdivision development project being pursued in joint venture with Pueblo de Oro Development Corporation. The project is situated within the 360-hectare Pueblo de Oro Township project in Cagayan de Oro City. The project has 320 lots in four phases, which have already been completed. Each lot has an average size of 150 square meters.
- 9. Forest Parkhomes. A mid-cost residential subdivision in Barangay Pampang, Angeles City, Pampanga, Forest Parkhomes is RLC's first housing venture in the North. The project is being undertaken in partnership with Don Pepe Henson Enterprises, Inc. the landowner. It offers 319 lots only packages with minimum area of 150 square meters. The project has already been sold out since it was launched in August 2004.
- 10. **San Jose Estates**. This is a small 1.9-hectare residential enclave in front of Robinsons Homes East in Antipolo City, with 72 residential lots and 8 commercial lots at minimum cut of 120 square meters. Launched in May 2005, the project is currently about 89% completed.

- 11. *Robinsons Residenza Milano*. Set in the rustic village of San Isidro, Batangas City, this 7.3-hectare Italian-inspired residential subdivision primarily caters to OFWs in Italy. The community, which is the division's first venture in Batangas, will have 356 households with minimum lot cut of 100 square meters. This project, since it was launched in August 2005, has been substantially sold out and is currently at about 95% completion.
- 12. *Fernwood Parkhomes*. RLC's 2nd offering in the North after Forest Parkhomes, this 15-hectare residential development in the industrial town of Mabalacat, Pampanga is strategically located right next to Sta. Ines exit of the NLEX. It is being undertaken in partnership with the landowners, Mayen Development Corp. and Mayen Paper Inc. This Mediterranean-greens-inspired subdivision in suburban countryside setting was launched in November 2005 and its 1st phase has already been completed. The project will have a residential community of 675 households, each with a minimum 120 square meter lot cut, and a commercial development along its frontage.
- 13. **Rosewood Parkhomes.** A classy lifestyle development along Fil-Am Friendship Highway in Barrio Cutcut, Angeles City. This is a 2.98-hectare joint-venture project with Ms. Rosalie Henson-Naguiat, a board member of the Don Pepe Henson Enterprises, Inc. of Forest Parkhomes. This mid-cost project of American flower-field concept offers exclusivity to 121 households, including the 10 commercial lots, yet boasts of its proximity at just 4 kilometers away from the city center and the Clark Special Ecozone. Product offering is lot-only, with option for housing, where the average-per-unit lot cut is 150 square meters for residential and 195 square meters for commercial.
- 14. **Bloomfields Davao.** Following the success of Robinsons Highlands, RLC continued to maintain its strong presence in the region by signing up a joint venture agreement with Security Bank Corp. to develop and market their 10-hectare prime property in Lanang, Davao City. The project will showcase an American flower-field concept to benefit an exclusive 318-household upscale community. The subdivision will include 200-square meter residential lots and a few commercial strips.
- 15. *Bloomfields Tagaytay*. This is an exclusive residential community within a 6.5-hectare mixed-use development of RLC, accentuated at the frontage with a street mall, a hotel and covered badminton courts. Set in an American flower-field theme, the community will have 107 residential lots at a generous 240 square meter minimum lot cut. The 4.4-hectare residential portion of the project has been substantially sold out, after its launching in April 2005, and is currently at about 50% completion.
- 16. *Richmond Hills.* Another mid-cost subdivision in addition to Hillsborough Pointe located at Brgy. Camaman-an, Cagayan De Oro City, within a 8.3 hectare property of the Dongallo Family. This offers

both the scenic view of the urban core and the serene and exclusive living of modern community. Approximately offering a total of 321 lots with option for housing and with an average lot cut of 150 square meters.

- 17. *Monte del Sol.* Another project within a 3.3-hectare economic residential subdivision selling lots only, with option for housing which is located at El Salvador, Cagayan De Oro City, Misamis Oriental. This offers approximately 280 lots, with an average lot area of 72 to 250 square meters. The property is located just across URC plant.
- 18. Mirado Dos. Spanish-themed clustered parkhomes in Northern Luzon area within a 4.5-hectare property of the Miranda Family. Located at MacArthur Highway, Barangay Sindalan, San Fernando, Pampanga. Project will be developed into a mid-cost residential/commercial subdivision, with approximately 210 lots, at an average lot cut of 150 to 230 square meters.
- 19. *Costa Verde.* After the success of Robinsons Highlands and Bloomfields Davao in Davao City, another mid-cost residential subdivision is to be developed within a 15-hectare property at Bago, Gallera, with 814 lots at an average lot cut of 120 square meters. The property is 12 kms away from Davao City Downtown area and 1 km from Sta Lucia's South Pacific Golf and Leisure Estates.
- 20. *Forest Parkhomes North.* An expansion of Forest Parkomes, another exclusive prime residential community located at Barangay Pampang, Angeles City, Pampanga. This is a mid-cost residential subdivision with approximately 303 lots at an average lot cut of 150 square meters.
- 21. *Hanalei Heights.* A prime residential enclave just a few kilometers away from Laoag International Airport and the famous Fort Ilocandia Hotel Complex. Another mid-cost residential subdivision within a 22.2 hectare property with approximately 1,158 lots at an average lot cut of 120 square meters. The project is located at Barangay Balacad, Laoag City, Ilocos Norte.
- 22. *Wellington Courtyard.* Country-style in design, another vacation condominium in Tagaytay City within the 1-hectare property of OMICO Corporation. This project of residential Low-Rise Buildings (LRBs) covers two Phases, Phase I (2 LRBs) and Phase II (3 LRBs). These LRBs, with approximately 170 units, feature cozy one-to-two bedroom units with average floor area of 30 to 65 square meters, which cost approximately P2M to P4M. To be pursued separately by the OMICO Corporation, a commercial strip will be developed at the frontage of the property.
- 23. *Brighton Parkplace.* Another project in Ilocandia region; of 172 midcost residential lots, with option for housing, located at Barangay Gabu,

Laoag City, Ilocos Norte, within the 5-hectare property of the Ablan Family. Predominant lot cuts ranging from 150 to 200 square meters. The project is less than a kilometer away from the Laoag International Airport.

- 24. *Blue Coast Residences.* A nature-endowed residential resort community located in the Mactan Island of Cebu, within 3.37-hectare, where you can experience the picturesque sea view, the fresh tropical breeze and a variety of nature adventure. With 91 lots at lot cuts ranging from 96 to 400 square meters. The project is less than 5 minutes drive from the Mactan International Airport.
- 25. **Brighton Parkplace North.** The newest project in Ilocandia region; another mid-cost subdivision of 121 residential lots, with option for housing, located at Barangay Cavit, Laoag City, Ilocos Norte, within the 3.8-hectare property of the Lazo Family. Lot cuts ranging from 195 to 445 square meters.
- 26. *Montclair Highlands.* Another project in Davao City, initially of 363 mid-cost residential/commercial lots, with option for housing, located at Diversion Road, Buhangin, within a 15-hectare property. Lot cuts ranging from 192 to 440 square meters.
- 27. *Aspen Heights.* The newest masterpiece in the Queen City of the South. A mid-cost development offering lots only and house-and-lot units, located in Barangays Tolotolo and Danglag, Consolacion, Cebu. Joint venture project with Lopzcom Realty Corp. with an aggregate of 25 hectares. Predominant lot cut is 120 sqm.
- 28. Sitio Andalucia. A joint venture project with BCS Realty Holdings with an initial development of 7.5 hectares, which is part of a 44.5-hectare property located in Bantay, Ilocos Sur. A mid-cost residential subdivision selling lots only with option for housing. Lot cuts starts at 200 sqm.
- 29. *Fresno Parkview*. Another mid-cost development in Northern Mindanao, selling lots only with option for housing. This property is a joint venture project with Phinma Property Holdings Corporation with a total area of 15.0 hectares located in Barangay Lumbia, Cagayan de Oro. Predominant lot cut is 150 sqm.
- 30. *St. Bernice Estates*. Following the success of RLC-HLDD's Antipolo projects is a mid-cost residential subdivision. A minimum cut for lots only in this project would be 120 sqm, while and a 2-storey townhouse would have a total floor area of 48 sqm. With a lot area of 50 sqm. Occupying a gross land area of 3.5 hectares, the new development is along the Antipolo-Teresa Highway in Brgy. San Jose, Antipolo City, right beside San Jose Estates.

- 31. **Escalades @ 20<sup>th</sup> Avenue**. A mid-rise residential building complex featuring a Tropical-inspired central garden strategically located along 20th Avenue and nearby Aurora Boulevard. A total of 720 units, 120 per building; Building 1 consists of 12 storeys composed of 10 residential floors, upper ground amenity floor and lower ground parking. While Building 2 to 6 are composed of 10 residential floors and a ground parking area.
- 32. *Nizanta Gardens*. An asian inspired architecture located in Barangays Tigatto and Waan, Davao City, selling lots only with option for housing. Lot cuts ranges from 150 to 220 sqm. This 12.9-hectare property is a joint venture project with Lapanday Prime Development Corporation.

Some of these developments include lots zoned for commercial use. For projects undertaken through joint venture arrangements, these commercial lots are typically allocated to RLC (rather than to its joint venture partner) for sale to third parties.

As of September 30, 2008, the Company was awaiting the receipt of final construction permits and licenses to launch eleven (11) new projects in its housing and land development division. These projects, Monte Del Sol, Costa Verde, Forest Parkhomes North, Hanalei Heights, Brighton Parkplace North, Montclair Highlands, Aspen Heights, Sitio Andalucia, St. Bernice Estates, Escalades at 20<sup>th</sup> Avenue and Nizanta Gardens will comprise a total of 5,684 units.

The Company's business plan for its housing and land development division, subject to market conditions, is to begin development of at least three (3) new projects per year. To this end, the Company is expanding the geographic region in which it seeks land, by pursuing joint venture opportunities in selected regional areas. As of September 30, 2008, it was in various stages of negotiations for the development of another approximately 200 hectares in key regional cities throughout the Philippines.

#### iv. Hotels

RLC's hotels division owns and operates hotels within Metro Manila and Cebu City. RLC also, to a lesser extent, plans to develop new, smaller hotels in connection with its other mixed-use development properties. RLC's hotels division currently has a portfolio of three hotels.

The hotels division accounted for ₱1.14 Billion or 10.2% of RLC's revenues and ₱366 Million or 6.8% of RLC's EBITDA in fiscal 2008, and ₱1.11 Billion or 12.3% of RLC's revenues and ₱342 Million or 7.1% of RLC's EBITDA in fiscal 2007.

Although the hotels division is an important part of RLC's business, the Company considers its primary value to be as a complement to its other developments and it has no imminent plans to significantly increase its presence in this market segment.

The table below sets out certain key details of RLC's hotel portfolio as of September 30, 2008:

HOTEL	LOCATION	CLASSIFICATION	NUMBER OF ROOMS
Crowne Plaza Galleria Manila	Ortigas Avenue, Cor ADB Avenue, Quezon City	De Luxe	263
Holiday Inn Galleria Manila	One ADB Avenue, Ortigas Center, Pasig City	De Luxe	285
Cebu Midtown Hotel	Fuente Osmena, Bo. Capitol, Cebu City	Standard	210

As of September 2008, the Company's Hotels Division has an average occupancy rate of 74.39%.

RLC's Crowne Plaza and Holiday Inn hotels are managed by Holiday Inn (Philippines), Inc., a subsidiary of the InterContinental Hotels Group ("InterContinental"), pursuant to a long-term management contract. The contract, which commenced in 2003, has a term of ten years and is extendible at the option of RLC for a further ten years. Holiday Inn has the sole and exclusive right to control the operational activities of each hotel. Holiday Inn's key management duties include, inter alia, handling all personnel matters, including those pertaining to the general manager and financial controller of each hotel, carrying out accounting and budgeting activities in consultation with RLC and operating each hotel in accordance with the operating activities in connection with the international sales and

marketing programs of the Holiday Inn and Crowne Plaza hotel chains (including use of web-based reservations systems). Holiday Inn receives management and incentive fees for managing these two properties. RLC employs all hotel employees except for key management personnel, including the general manager and financial controller of each hotel and other key personnel as determined by Holiday Inn.

RLC manages the Cebu Midtown Hotel directly.

# c) Significant Subsidiaries

As of September 30, 2008, RLC had seven wholly-owned subsidiaries and a 51%owned subsidiary, all of which are consolidated with the Company's financial statements. Key details of each of RLC's operating subsidiary companies are set forth below.

- Robinsons Homes, Inc.: Robinsons Homes, Inc. ("RHI") was incorporated on September 30, 1994, has a registered share capital of 100,000,000 and is 100% owned by RLC. RHI is part of the Company's housing and land development division. RHI's principal business is the acquisition of undeveloped lands, the development of these lands into residential subdivisions, the sale of subdivision lots, the sale of the housing units constructed on the subdivision lots and the provision of in-house financing for the sales as a last-resort alternative to financing offered by banks and government financial institutions. RHI focuses mainly on the mid-cost and upscale residential developments.
- 2. **Trion Homes Development Corporation**: Trion Homes Development Corporation ("THDC") was incorporated on October 26, 1994, has a registered share capital of 100,000,000 and is 100% owned by RLC. THDC is part of the Company's housing and land development division. THDC's principal business is the acquisition of undeveloped lands, the development of these lands into residential subdivisions, the sale of subdivision lots, the sale of the housing units constructed on the subdivision lots and the provision of in-house financing for the sales, as a last-resort alternative to financing offered by banks and government financial institutions. Trion focuses mainly on the economic and socialized housing developments.
- 3. Robinsons Inn, Inc. : Robinson's Inn, Inc. ("RII") was incorporated on October 19, 1988, has a registered share capital of 25,000,000 and is 100% owned by RLC. RII's principal business is to engage in the development and operation of apartelles, inns, motels, condominiums, apartments and other allied business, and to acquire, purchase, sell, assign or lease land, buildings and other improvements. RII is part of the Company's hotels division, and runs the Robinsons Apartelle which closed operations effective August 31, 2007.
- 4. Altus Angeles, Inc. : Altus Angeles, Inc. ("AAI") was incorporated on October 30, 2002, has a registered share capital of 400,000 and is 51% owned by RLC. AAI is a joint venture within the Company's commercial centers division. AAI's principal business is to establish, manage and maintain commercial complexes, offer such services and merchandise of all kinds and to do and perform such acts as necessary or incidental to the accomplishment of the foregoing corporate business objects insofar as may be allowed by applicable rules and regulations.

- 5. Robinsons Properties Marketing and Management Corporation: Robinsons Properties Marketing and Management Corporation ("RPMMC") was incorporated on November 25,1998, has a registered share capital of 1,000,000 and is 100% owned by RLC. RPMMC is part of the Company's high-rise buildings division. RPMMC manages the marketing of the portfolio of residential and office building units that are available for sale through the high-rise buildings division. RPMMC's primary purpose is to acquire, own, use, sell, exchange, lease and develop real property of all kinds, and to market, manage or otherwise sell and convey buildings, houses, apartments and other structures of whatever kind together with their appurtenances.
- 6. Robinsons (Cayman) Limited (RCL). Robinsons (Cayman) Limited ("RCL") was incorporated in Cayman Islands, British West Indies on March 25, 1997 with a registered authorized capital stock of US\$50,000.00 at \$1.00 per share, 1,000 shares of which is subscribed and paid up by Robinsons Land Corporation. The company acts a real estate agent on the international market, among others, for the High Rise and Housing Divisions.
- Robinsons Realty and Management Corporation (RRMC). Robinsons Realty and Management Corporation ("RRMC") was registered with the Philippine Securities and Exchange Commission on May 16, 1988 primarily to acquire by purchase, lease, donation or otherwise, and to own, use, improve, develop, subdivide, sell, mortgage, exchange, lease and hold for investment or otherwise, real estate of all kinds.

# d) Competition

#### i. Commercial Centers Division

RLC has two major competitors in its commercial centers division. There are a number of other players in the shopping mall business in the Philippines, but they are significantly smaller and, because of the high barriers to entry into the business (which include cost, branding, reputation, scale and access to prime real estate), RLC expects that it will continue to compete principally with these two major companies in this market sector for the foreseeable future. RLC has, however, recently seen an increase in the development of specialty malls by companies that are not traditional players in the industry, and it is unclear whether or how this trend might affect the competitive landscape. Shopping mall operators also face competition from specialty stores, general merchandise stores, discount stores, warehouse outlets and street markets.

RLC believes its strength is in its mixed-use, retail, commercial and residential developments. RLC operates on the basis of its flexibility in developing malls with different sizes depending on the retail appetite of the market per location. It is focused on balancing its core tenant mix and providing a more distinctive shopping mall experience to its loyal customers, as well as its ability to leverage the brand equity and drawingpower of its affiliated companies in the retail trade business.

## ii. High Rise Buildings Divisions

RLC believes that it has two major competitors in residential buildings segment of the market. The first competitor is positioned differently from RLC in that it has more of a focus on the luxury market segment. The second competitor targets the same general market segment and offers a similar range of products. There are also a number of other smaller players in the residential buildings development business in the Philippines, but because of the significant barriers to entry into the business, such as requirements for industry-specific technological know-how, the considerable capital expenditure required for the acquisition and development of land, the reputation needed to be able to adopt a pre-sale model and the requirement of a large and experienced sales and distribution network, RLC believes that it will continue to compete principally with these two major competitors in this market segment for the foreseeable future. There is also competition primarily among these competitors for commercial and residential real estate brokers.

The Company believes that competition for office space is principally on the basis of location, availability of space and quality of office space. The Company competes in this market on the basis of the strategic locations of its buildings, including their proximity to the Company's malls and residences as part of mixeduse developments, and has also began to design its office space with BPO- and call center-specific requirements in mind, in order to better serve that market and make its office buildings more attractive to those potential tenants. The company also believes that its established reputation for completing projects on time and at the committed specifications, as well as delivering quality products at good value has contributed to its ability to retain the services of its exclusive and nonexclusive brokers and to its overall success.

#### iii. Housing and Land Development Division

RLC has more competitors in its housing and land development division than it does in its commercial centers, office buildings or residential condominium divisions. This is in part a function of the fact that, as compared to these other business areas, RLC does not enjoy the same "early mover" advantage. In addition, in comparison to the commercial centers, office buildings or residential condominium divisions, which require the resources to acquire land in expensive urban areas and the experience to manage these projects through unit pre-sales, it is relatively easy for smaller players to enter into this business. There is also competition among these players for residential real estate brokers.

Based on public records, independent industry reports and its own market knowledge, the Company believes that it is among the top five housing and land project developers in the Philippines in terms of revenues from sales and further believes that it is able to offer competitive commissions and incentives for brokers, and that it is able to successfully compete on the basis of its brand name and its track record of successful completed quality projects.

RLC competes on the basis of price and the location of its properties (including their proximity to other of the Company's developments). The Company also believes that its reputation for reliability and delivering quality products on schedule and at good value has contributed to its ability to retain the services of its exclusive and non-exclusive brokers and to its overall success.

#### iv. Hotels Division

Hotel occupancy trends in the Philippines are affected by a variety of factors, including the general levels of business and tourist travel to the Philippines, which are in turn influenced by general political and economic conditions within the country. The hotel business in the Philippines has not been particularly robust in the post-Asian financial crisis period, as the country has faced political uncertainty, which has to a certain extent also inhibited business activity. In recent years, the global economic slowdown, heightened security concerns over terrorist activities and the peace and order situation in the Philippines (including attempted coup d'e'tats and a terrorist campaign focused primarily in the southern part of the country) have continued to keep tourist arrivals at relatively low levels.

Many major regional and global hotel players are active in the Philippines. The Philippines also has a robust domestic hotel sector. Competition with the industry is based on a number of factors, including price, quality and location of accommodation. RLC has also entered into marketing tie-ups, such as with its affiliated airline Cebu Pacific, to boost its market share and promote domestic tourism.

# e) Sources and availability of raw materials and names of principal suppliers

Construction and development of malls, high-rise office and condominium units as well as land and housing construction are awarded to various reputable construction firms subject to a bidding process and management's evaluation of the price and qualifications of and its relationship with the relevant contractor. Most of the materials used for construction are provided by the contractors themselves in accordance with the underlying agreements, although sometimes the Company will undertake to procure the construction materials when it believes that it has an advantage in doing so. The Company typically will require the contractor to bid for a project on an itemized basis, including separating the costs for project materials that it intends to charge the Company. If the Company believes that it is able to acquire any of these materials (such as cement or steel) at a more competitive cost than is being quoted to it, it may remove these materials from the project bid and enter into a separate purchase order for the materials itself, to reduce project costs.

# f) Employees and labor

As of September 30, 2008, RLC and its subsidiaries had a total of 4,417 employees, including 1,638 permanent full-time managerial and support employees and approximately 2,779 contractual and agency employees, grouped by business divisions as follows:

Business	Permanent Employees	Contract Employees	Total Employees
Commercial Centers Division	613	1,840	2,453
High Rise Buildings Division	431	316	747
Housing & Land Development Division	105	177	282
Hotels Division	489	446	935
Total	1,638	2,779	4,417

The 1,638 permanent full-time managerial and support employees of RLC and its subsidiaries as of September 30, 2008 can be broken down by function as follows:

FUNCTION	NO. OF EMPLOYEES
Operational	1,114
Administrative	387
Technical	137
Total	1,638

The Company foresees an increase in its manpower complement to 2,129 employees in the ensuing twelve months.

Almost all of the Company's hotels division employees are covered by a collective bargaining agreement which matures on September 30, 2011 for the Cebu Midtown Hotel and September 30, 2010 for the Holiday Inn hotel. The Company's other employees are not unionized or party to collective bargaining agreements with the Company.

# e) Industry Risk

The Company conducts substantially all of its business activities in the Philippines and all of its major assets are located in the Philippines, which exposes the Company to the performance of the Philippine economy and to Philippine property market risk.

RLC derives substantially all of its revenue and operating profits from its property investment and development activities in the Philippines and its business is therefore highly dependent on the state of the Philippine economy and the Philippine property market. RLC has adopted a diversified business model with both an "investment" component, in which the Company develops, owns and operates real estate projects (principally shopping malls, high-rise office buildings and hotels) and a "development" component, in which RLC develops real estate projects for commercial sale (principally high-rise condominiums and horizontal residential subdivision developments).

Demand for, and prevailing prices of, shopping mall and office leases are, and the performance of the Philippine hotel business is, directly related to the strength of the Philippine economy and the overall levels of business activity in the Philippines. The Company's commercial centers division is also directly affected by social trends, changing spending patterns and consumer sentiment in the Philippines, which are in turn heavily influenced by economic, political and security conditions in the Philippines. On the development side of the Company's business, the Philippine property market has in the past been cyclical and property values have been affected by supply of and demand for comparable properties, the rate of economic growth in the Philippines and political developments. The Company is particularly reliant on business from OFWs and expatriate Filipinos, which constitutes a significant portion of the demand for its projects in the residential condominiums division and housing and land development division. This also exposes the Company to the performance of specific economies in which these concentrated groups of potential customers are located, including the United States, Italy and Saudi Arabia. Demand for new residential housing projects in the Philippines, in particular, has also fluctuated in the past as a result of prevailing economic conditions (including overall growth levels and interest rates), the political and security situation in the Philippines and other related factors.

The Philippine economy generally, and the Philippine property market specifically, went through a sharp downturn brought about by the effects of the Asian financial crisis in the late 1990s. The abrupt drop in demand following the Asian financial crisis resulted in reduced levels of retail spending, poor consumer sentiment, a glut in the property market, depressed property prices and reduced demand for new residential projects. Although market conditions have recovered to a certain extent, there can be no assurance that this recovery will continue or that there will not be a recurrence of the conditions experienced during the Asian financial crisis of the late 1990s or similar conditions.

Considerable economic and political uncertainties currently exist in the Philippines that could have adverse effects on consumer spending habits, construction costs, availability of labor and materials and other factors affecting the Company and its businesses. Significant expenditures associated with investment in real estate, such as real estate taxes, costs and debt payments, generally maintenance cannot be correspondingly reduced if changes in the Philippine property market or the Philippine economy cause a decrease in revenues from the Company's properties. Because of RLC's business concentration in the Philippines, reduced levels of economic growth, adverse changes in the country's political or security situation, or weaker performance of the country's property development market generally could materially adversely affect RLC's profitability.

RLC operates in a highly competitive industry. The Company's future growth and development is dependent, in large part, on the availability of large tracts of land suitable for development. As the Company, particularly its commercial centers, office building and residential condominium divisions, and its competitors attempt to locate sites for development, it may become more difficult to locate parcels of suitable size in locations and at prices acceptable to the Company, particularly in Metro Manila and other urban areas. To the extent that the Company is unable to acquire suitable land at acceptable prices, its growth prospects could be limited and its business and results of operations could be adversely affected.

A number of other commercial center and residential developers and real estate services companies, some with greater financial and other resources and more attractive land banks than the Company, compete with RLC in various aspects of its business. Competition from other real estate developers and real estate services companies may adversely affect RLC's ability to develop and sell its properties or attract and retain tenants, and continued development by these and other market participants could result in saturation of the market for real estate, and in particular shopping malls.

# ADDITIONAL REQUIREMENTS AS TO CERTAIN ISSUES OR ISSUER

Not Applicable

#### **Item 2. Properties**

Over the years, the Company has invested in a number of properties located across the Philippines for existing and future development projects. All of these properties are fully owned by the Company and none of which are subject to any mortgage, lien or any ofrm of encumbrance. The Company also enters into joint venture arrangements with land owners in order to optimize their capital resources. Not only does this encourage raw land development for future projects but it also provides them exclusive development and marketing rights.

Location Status Use Land Metro Manila Aurora Boulevard, Quezon City .....Upscale housing No encumbrances Aurora Boulevard, Quezon City ......Mixed-use (mall/high-rise) No encumbrances Ayala Avenue, Makati City ......High-rise No encumbrances EDSA, Mandaluyong City ......Mixed-use (mall/hotel/high-rise) No encumbrances EDSA, Ortigas, Quezon City......Mixed-use (mall/hotel/high-rise) No encumbrances Ortigas, Pasig City......Mixed-use (mall/high-rise/hotel) No encumbrances Ortigas Center, Pasig City ......Mixed-use (mall/high-rise/hotel) No encumbrances Ermita, Manila......Mixed-use (mall/high-rise) No encumbrances Fort Bonifacio, Taguig......High-rise No encumbrances Horseshoe Village, Cubao, Quezon Upscale housing No encumbrances City ..... Novaliches, Quezon City ......Mixed-use (mall/mid-cost housing) No encumbrances Paco, Manila......Mixed-use (mall/high-rise) No encumbrances Pasig (formerly Uniwide)......Mall No encumbrances Parañaque City ......High-rise No encumbrances Sucat, Muntinlupa City......Mall No encumbrances Luzon Antipolo Rizal.....Housing No encumbrances Calasiao, Pangasinan......Mall No encumbrances Cabanatuan, Nueva Ecija......Mall No encumbrances Dasmariñas. Cavite ......Mall No encumbrances General Trias, Cavite ......Housing No encumbrances Imus, Cavite......Mall No encumbrances Lipa City, Batangas......Mall No encumbrances

The following are locations of the Company's properties:

Los Baños, Laguna.....Mall

No encumbrances

Location	Use	Status
Luisita , Tarlac City	Mall	No encumbrances
Malolos, Bulacan	Mall	No encumbrances
Naga City, Camarines Sur	Land bank	No encumbrances
Pinamucan, Ibaba, Batangas	Land bank	No encumbrances
San Isidro , Batangas City	Housing	No encumbrances
San Fernando, Pampanga	Mall	No encumbrances
Santa Rosa, Laguna	Mall	No encumbrances
Soro-soro, Tanauan, Batangas	Housing	No encumbrances
Tagaytay City, Cavite	Mixed-use (mall/hotel/high-rise/housing)	No encumbrances
Taytay, Rizal	Land bank	No encumbrances
Visayas		
Bacolod City	Mall	No encumbrances
Cebu	Mixed-use (mall/hotel/high-rise)	No encumbrances
Dumaguete City	Mixed-use (mall/hotel)	No encumbrances
Iloilo City	Mall	No encumbrances
Tacloban City	Mall	No encumbrances
Mindanao		
Davao City, Davao del Sur	Land bank	No encumbrances
General Santos City, South Cotaba	toLand bank	No encumbrances

# **Building & Improvements**

# Metro Manila

EDSA, Mandaluyong City	Mixed-use (mall/hotel/high-rise)	No encumbrances
EDSA, Ortigas, Quezon City	Mixed-use (mall/hotel/high-rise)	No encumbrances
Ermita, Manila	Mixed-use (mall/high-rise)	No encumbrances
Novaliches, Quezon City	Mixed-use (mall/mid-cost housing)	No encumbrances
Ortigas, Pasig City	Mixed-use (mall/hotel/upscale housing)	No encumbrances
Paco, Manila	Mixed-use (mall/high-rise)	No encumbrances
Ayala Avenue, Makati City	High-rise	No encumbrances

## Luzon

Angeles City, Pampanga	Mall	No encumbrances
Cainta, Rizal	Mall	No encumbrances
Dasmariñas, Cavite	Mall	No encumbrances
Imus, Cavite	Mall	No encumbrances
Lipa City, Batangas	Mall	No encumbrances
Los Baños, Laguna	Mall	No encumbrances
Luisita, Tarlac City	Mall	No encumbrances
San Fernando, Pampanga	Mall	No encumbrances

Location	Use	Status
Santa Rosa, Laguna	Mall	No encumbrances
Cabanatuan , Nueva Ecija	Mall	No encumbrances
Pulilan, Bulacan	Mall	No encumbrances
Visayas		
Bacolod City	Mall	No encumbrances
Cebu	Mixed-use (mall/hotel)	No encumbrances
Iloilo City	Mall	No encumbrances
Mindanao		
Cagayan De Oro City, Misamis Oriental	Mall 	No encumbrances

The Company owns all the properties upon which all of its existing commercial centers are located, except for the following: (i) Robinsons Place-Iloilo, (ii) Robinsons-Cagayan de Oro, (iii) Robinsons Place-Cainta and (iv) Robinsons Pulilan. These four properties are leased at prevailing market rates. The leases for the Iloilo and Cagayan de Oro properties are for 50 years each and commenced in October 2001 and December 2002, respectively. The leases for the Cainta and Pulilan properties are for 25 years and commenced in December 2003 and January 2008, respectively. No renewal options are available to the Company. Total rent expense amounted to ₱142,847,330 in 2008, 2007 and 2006.

## Item 3. Legal Proceedings

The Company and its subsidiaries and affiliates are subject to various civil and criminal lawsuits and legal actions arising in the ordinary course of business. In the opinion of RLC's management, none of the lawsuits or legal actions to which it is currently subject will materially affect the daily operations of its business nor will they have a material effect on the Company's consolidated financial position.

## Item 4. Submission of Matters to A Vote of Security Holders

There were no matters submitted to a vote of security holders during the fourth quarter of the fiscal year covered by this report.
#### Item 5. Regulatory and Environmental Matters

#### a) Shopping Malls

Shopping mall centers are regulated by the local government unit of the city or municipality where the establishment is located. In line with this, mall operators must secure the required mayor's permit or municipal license before operating. In addition, no mall shall be made operational without complying first with the provisions of the fire code and other applicable local ordinances. Furthermore, shopping malls with food establishments must obtain a sanitary permit from the Department of Health. It is also compulsory for shopping malls discharging commercial wastewater to apply for a wastewater discharge permit from the DENR and to pay the fee incidental to the permit.

As a tourism-related establishment, shopping malls may obtain accreditation from the Department of Tourism. A shopping mall can only be accredited upon conformity with the minimum physical, staff and service requirements promulgated by the Department of Tourism.

#### b) High rise condominium and housing and land projects

Presidential Decree No. 957 as amended, is the principal statute which regulates the development and sale of real property as part of a condominium project or subdivision. Presidential Decree No. 957 covers subdivision projects and all areas included therein for residential, commercial, industrial and recreational purposes as well as condominium projects for residential or commercial purposes. The HLURB is the administrative agency of the Government which, together with local government units, enforces this decree and has jurisdiction to regulate the real estate trade and business.

All subdivision and condominium plans for residential, commercial, industrial and other development projects are subject to approval by the relevant local government unit in which the project is situated. The development of subdivision and condominium projects can commence only after the relevant government body has issued the development permit.

Further, all subdivision plans and condominium project plans are required to be filed with and approved by the HLURB. Approval of such plans is conditional on, among other things, the developer's financial, technical and administrative capabilities. Alterations of approved plans which affect significant areas of the project, such as infrastructure and public facilities, also require the prior approval of the relevant local government unit. Owners of or dealers in real estate projects are required to obtain licenses to sell before making sales or other dispositions of lots or real estate projects. Dealers, brokers and salesmen are also required to register with the HLURB. Project permits and licenses to sell may be suspended, cancelled or revoked by the HLURB by itself or upon a verified complaint from an interested party for reasons such as non-delivery of title to fully-paid buyers or deviation from approved plans. A license or permit to sell may only be suspended, cancelled or revoked afer a notice to the developer has been served and all parties have been given an opportunity to be heard in compliance with the HLURB's rules of procedure and other applicable laws. Subdivision or condominium units may be sold or offered for sale only after a license to sell has been issued by the HLURB. The license to sell may be issued only against a performance bond posted to guarantee the completion of the construction of the subdivision or condominium project and compliance with applicable laws and regulations.

There are essentially two different types of residential subdivision developments, which are distinguished by different development standards issued by the HLURB. The first type of subdivision, aimed at low-cost housing, must comply with Batas Pambansa Blg. 220, which allows for a higher density of building and relaxes some construction standards. Other subdivisions must comply with Presidential Decree 957, which set out standards for lower density developments. Both types of development must comply with standards regarding the suitability of the site, road access, necessary community facilities, open spaces, water supply, the sewage disposal system, electrical supply, lot sizes, the length of the housing blocks and house construction.

Under current regulations, a developer of a residential subdivision is required to reserve at least 30% of the gross land area of such subdivision for open space for common uses, which include roads and recreational facilities. A developer of a commercial subdivision is required to reserve at least 3.5% of the gross project area for parking and pedestrian malls.

Further, Republic Act No. 7279 requires developers of proposed subdivision projects to develop an area for socialized housing equivalent to at least 20% of the total subdivision area or total subdivision project cost, at the option of the developer, within the same or adjacent regions, whenever feasible, and in accordance with the standards set by the HLURB. Alternatively, the developer may opt to buy socialized housing bonds issued by various accredited government agencies or enter into joint venture arrangements with other developers engaged in socialized housing development. The Company has benefited from providing low-income housing or projects of such types which are financially assisted by the government. These policies and programs may be modified or discontinued in the future. The Government may also adopt regulations which may have the effect of increasing the cost of doing business for real estate developers. Under current law, income derived by domestic corporations from the development and sale of socialized housing which currently, among other things, must have a basic selling price of no more than ₽ 300,000, is exempt from project related income taxes. Under the current Investment Priorities Plan issued by the Board of Investments, mass housing projects including development and fabrication of housing components, are eligible for government incentives subject to certain

policies and guidelines. In the future, since the sale of socialized housing units comprise a portion of homes sold by the Company, any changes in the tax treatment of income derived from the sale of socialized housing units may affect the effective rate of taxation of the Company.

### c) Hotels

The Philippine Department of Tourism promulgated the Hotel Code of 1987 (the "Hotel Code") in order to govern the business and operation of all hotels in the Philippines. Investors that wish to operate a hotel must first register and apply for a license with the local government of the city or municipality where the hotel is located. For purposes of registration and licensing, hotels are classified into four groups: De Luxe Class, First Class, Standard Class and Economy Class. The Hotel Code provides minimum standards for the establishment, operation and maintenance of hotels depending on the hotel's classification.

A certificate of registration and license as a hotel will not be granted unless the relevant establishment has passed all the conditions of the Hotel Code, the Fire and Building Codes, Zoning Regulations and other municipal ordinances. Furthermore, hotels can only be opened for public patronage upon securing of a sanitary permit from the city or municipal health office having jurisdiction over the establishment. The Department of Tourism is the government agency which is tasked with the accreditation of hotels. The Department promulgates the minimum standards and procedures for hotel accreditation. While accreditation is non-compulsory, accredited hotels are given incentives by the Department of Tourism.

## d) Zoning and Land Use

Under the agrarian reform law currently in effect in the Philippines and the regulations issued thereunder by the DAR, land classified for agricultural purposes as of or after 15 June 1988, cannot be converted to non-agricultural use without the prior approval of DAR.

Land use may be also limited by zoning ordinances enacted by local government units. Once enacted, land use may be restricted in accordance with a comprehensive land use plan approved by the relevant local government unit. Lands may be classified under zoning ordinances as commercial, industrial, residential or agricultural. While a procedure for change of allowed land use is available, this process may be lengthy and cumbersome.

## e) Special Economic Zone

The Philippine Economic Zone Authority ("PEZA") is a government corporation that operates, administers and manages designated special

economic zones ("Ecozones") around the country. Ecozones, which are generally created by proclamation of the President of the Philippines, are areas earmarked by the government for development into balanced agricultural, industrial, commercial, and tourist/recreational regions.

An Ecozone may contain any or all of the following: industrial estates, export processing zones, free trade zones, and tourist/recreational centers. PEZA registered enterprises locating in an Ecozone are entitled to fiscal and non-fiscal incentives such as income tax holidays and duty free importation of equipment, machinery and raw materials.

Information technology ("IT") enterprises offering IT services (such as call centers, and business process outsourcing using electronic commerce) are entitled to fiscal and non-fiscal incentives if they are PEZA-registered locators in a PEZA-registered IT Park, IT Building, or Ecozone. An IT Park is an area which has been developed into a complex capable of providing infrastructures and other support facilities required by IT enterprises, as well as amenities required by professionals and workers involved in IT enterprises, or easy access to such amenities. An IT Building is an edifice, a portion or the whole of which, provides such infrastructure, facilities and amenities.

PEZA requirements for the registration of an IT Park or IT Building differ depending on whether it is located in or outside Metro Manila. These PEZA requirements include clearances or certifications issued by the city or municipal legislative council, the DAR, the National Water Resources Board, and the DENR.

The Company actively seeks PEZA registration of its buildings, as this provides significant benefits to the Company's tenants. PEZA registration provides significant tax incentives to those of the Company's customers that are PEZA-registered (they can, for example, avail themselves of income tax incentives such as income tax holidays or 5% gross income taxation), thereby making tenancy in the Company's PEZA-registered buildings potentially more attractive to them. As of fiscal September 2008, the Robinsons Pioneer mixed-use complex was in a PEZA Ecozone, the Robinsons Equitable Tower and Robinsons Summit Center were PEZA-registered buildings. A number of malls are also PEZA-registered.

## **PART II - OPERATIONAL AND FINANCIAL INFORMATION**

#### Item 6. Market Information

Data on the quarterly price movement of its shares for the past three fiscal years are set forth below.

		2008			2007			2006	
Quarter	High	Low	Close	High	Low	Close	High	Low	Close
1	16.50	16.00	16.50	16.25	15.75	16.25	5.70	5.70	5.70
2	10.75	10.25	10.25	20.00	19.00	19.50	8.00	7.90	7.90
3	7.70	7.40	7.40	19.75	19.50	19.50	10.25	9.90	10.25
4	7.70	7.50	7.60	16.50	16.00	16.50	13.00	13.00	13.00

Additional information as of December 31, 2008 are as follows:

Market Price:	<u>Fiscal Year 2008</u>	<u>High</u>	Low
	Oct. to Dec. 2008	₽4.90	₽4.90

#### Item 7. Dividends

RLC declared cash dividends for each of the fiscal years 2008, 2007 and 2006.

For fiscal year 2008, the Company declared a cash dividend of ₱0.53 per share from unrestricted Retained Earnings as of September 30, 1997 to all stockholders on record as of May 16, 2008. The cash dividends were paid out on June 12, 2008.

For fiscal year 2007, the Company declared a cash dividend of ₱0.37 per share from unrestricted Retained Earnings as of September 30, 1997 to all stockholders on record as of May 18, 2007. The cash dividends were paid out on June 14, 2007.

For fiscal year 2006, the Company declared a cash dividend of ₱0.32 per share from unrestricted Retained Earnings as of September 30, 1997 to all stockholders on record as of May 19,2006. The cash dividends were paid out on June 15, 2006.

RLC's retained earnings include accumulated equity in undistributed net earnings of subsidiaries amounting to ₱348,163,819, ₱242,745,174 and ₱163,670,247 in 2008, 2007 and 2006. These amounts are not available for dividend declaration until received in the form of dividends.

## Item 8. Principal Shareholders

The following table sets forth the Company's top twenty shareholders and their corresponding number of shares held as of September 30, 2008:

	Name of Stockholders	No. of Shares Held	Percent to Total Outstanding
1	JG Summit Holdings, Inc.	1,648,417,051	60.01%
2	PCD Nominee Corporation (Non-Filipino)	919,848,046	33.49%
3	PCD Nominee Corporation (Filipino)	134,356,575	4.89%
4	Elizabeth Yu	8,737,200	0.32%
5	John Gokongwei, Jr.	8,124,721	0.30%
6	Jennifer C. Lim and/or Jeffrey C. Lim	2,900,000	0.11%
7	R. Coyiuto Securities, Inc.	2,875,000	0.10%
8	Cebu Liberty Lumber	2,203,200	0.08%
9	James L. Go	1,123,996	0.04%
10	Elizabeth Y. Gokongwei &/or John Gokongwei, Jr.	988,000	0.04%
11	Catalino S. Ngochua	720,000	0.03%
11	Lily Cristina Ngochua	720,000	0.03%
12	Lance Gokongwei	536,000	0.02%
13	Alberto Mendoza &/or Jeanie Mendoza	532,800	0.02%
14	Mariano K. Tan	360,000	0.01%
14	Robina Yu Gokongwei	360,000	0.01%
15	Dee Kwan Yan	326,189	0.01%
16	Samuel C. Uy	324,000	0.01%
17	John L. Gokongwei, Jr.	300,000	0.01%
18	Sy Ha	228,600	0.01%
19	Frederick Dy Go	225,001	0.01%
20	Valentin Khoe	217,800	0.01%
	OTHERS	12,494,276	<u>0.45%</u>
	Total	<u>2,149,747,281</u>	<u>100.00%</u>

# Item 9. Management Discussion and Analysis of Financial Condition and Results of Operation

#### a) Results of Operations and Financial Condition

RLC derives its revenues from real estate operations and hotel operations. Revenues from real estate operations account for approximately 90% of the Company's total revenues and are derived from the lease of commercial spaces in the various Robinsons malls, the lease and sale of space from RLC's high rise buildings, and the sale of residential units from the Company's various housing projects. Approximately 10% of total revenues are derived from hotel operations.

#### i. Year ended September 30, 2008 versus same period in 2007

RLC generated total gross revenues of ₱11.18 Billion for fiscal year 2008, an increase of 25.8% from ₱8.89 Billion of total gross revenues for fiscal year 2007. RLC's Commercial Centers Division contributed 33.06% while its High Rise Division accounted for 50.44% of the Company's gross revenues. Income Before Income Tax for the year was ₱3.76 Billion, an increase of 10.2% from ₱3.42 Billion the previous year. The Company's EBITDA of ₱5.32 Billion for fiscal year 2008 has shown a positive variance of 10.4% from last year's ₱4.82 Billion mainly due to higher revenues. RLC's Net Income increased by 29% to ₱3,15 Billion compared to ₱2.45 Billion last year. In 2008, the income includes an extraordinary adjustment to reduce provision for deferred income tax amounting to about ₱300 Million. The adjustment was necessitated by the reduction of the legislated corporate income tax rate starting January 2009.

The Commercial Centers Division accounted for ₱3.697 Billion of the real estate revenues for the year versus ₱3.539 Billion last year. The 4.5% increase in revenues of the Commercial Centers Division was principally due to rental escalations, and strong take up of leased areas of the Company's mall space after renovation and expansion work. Significant rental contribution came from Robinsons Place Manila, Galleria mall, Robinsons Place Novaliches, Otis mall and Luisita mall in Tarlac City, among others. The Division's EBIT and EBITDA have shown positive variances of 9.4% and 8.3%, respectively.

The Company's High Rise Buildings Division realized gross revenues of ₱5.640 Billion, up by 60% from ₱3.525 Billion last year due to initial take up of realized revenues from its ongoing residential condominium properties, specifically, East of Galleria, Gateway Garden Ridge, Otis 888 Residences, and Gateway Garden Heights. Likewise, the Division continues to enjoy stable recurring lease income from six of its office buildings, which have become the choice corporate addresses of reputable multinational companies as well as BPO companies; Galleria Corporate Center, Robinsons Equitable Tower, Robinsons Summit Center and Robinsons Cybergate Center Towers 1, 2 and 3. Total revenues from Office Buildings Division amounted to ₱883.4 Million compared to ₱714.5 Million over the same period last year. This 24% increase in lease income was largely attributable to the opening of the Company's new Cybergate Center Tower 3 during the year as well as increased occupancy rates and generally higher rental rates of its office buildings.

High Rise Buildings Division Income Before Income Tax (EBIT) has shown a positive variance of 13.0%, while EBITDA showed a positive variance of 15.3% from last year's figures due to higher revenues and increase in financing income.

The Housing and Land Development Division reported total realized gross revenues of ₱704.3 Million as against ₱715.8 Million for the same period last year or a slight decrease of 1.6%. The decrease in realized revenues can be attributed to lower project completion. The Division's Income Before Income Tax (EBIT), however, has shown a positive variance of 2.4%, while EBITDA showed an increase of 2.9% due to lower operating costs.

The Hotels Division, a major contributor to the Company's recurring revenues, registered gross revenues of P1.139 Billion as against last year's P1.108 Billion. The 2.8% increase in hotel revenues was principaly due to revenue growth attributable to Crowne Plaza Hotel. The Company's two other hotels continue to register satisfactory occupancy rates. The average occupancy rates of the Company's hotels are 76.65% for Crowne Plaza Galleria Regency, 79.54% for Holiday Inn Galleria Manila (HIGM), and 64.57% for Cebu Midtown Hotel. Hotels Division Income Before Income Tax (EBIT) has shown a positive variance of 3.2%, while EBITDA has shown a positive variance of 7.1%, from last year's figures mainly due to lower operating costs.

Real Estate cost and expenses increased by 60.2% from ₱3.18 Billion last year to ₱5.09 Billion this year due to higher units sold and to higher project completion at High Rise Division, particularly East of Galleria, Gateway Garden Ridge, Otis 888 Residences, and Gateway Garden Heights. Hotel expenses increased to ₱947.9 Million or 2.8% as compared to last year of ₱922.02 Million due to higher depreciation. General and administrative expenses slightly increased by 5.1% from ₱1.25 Billion to ₱1.32 Billion, due to higher advertising and promotional expense.

Interest income decreased from ₱710.4 Million last year to ₱494.7 Million due to lower level of discount amortization of installment contract receivables and lower level of interest from money market placements.

Level of interest expense on lease deposits in 2008 dropped to ₱60.6 Million from ₱119 Million in 2007. This is due to prior period adjustment in interest expense included in 2007.

Total assets of the Company stood at  $\mathbb{P}40.3$  Billion, a growth of 9.6% from total assets of  $\mathbb{P}36.8$  Billion in 2007. Cash and Cash Equivalents decreased by 66.63% to  $\mathbb{P}519.08$  Million due to higher level of cash last year brought about by proceeds from equity offering. Increase in Receivables of 48.4% to  $\mathbb{P}4.4$  Billion is due to higher installment sales of High Rise Division. Decrease in Subdivision Land and Condominium and Residential Units For Sale of 16.1% was due to higher level of realized cost of condominium and housing units sold. Acquisition of land for future development and completion of Robinsons Midtown - Malate, Robinsons Place-Otis, and Robinsons Cybergate Center Tower 3 located beside the Robinsons mall in Pioneer, raised the level of Investment by 15.2% from  $\mathbb{P}23.9$  Billion last year to  $\mathbb{P}27.5$  Billion this year. Other Assets increased by 8.8% to  $\mathbb{P}$ 1.4 Billion due to higher level of input tax.

Increase in level of Accounts Payable and Accrued Expenses of 24.5% was due to the accrual of construction cost for various ongoing projects. Loans Payable went up to ₱6 Billion due to additional bank borrowings. Deposits and Other liabilities went down by 12.1% to ₱4.3 Billion due to lower deposits from real estate buyers whose accounts were offset against related receivables in line with realized sales recognition. Deferred tax liabilities decreased from ₱1.8 Billion to ₱1.6 Billion due to partial reversal of deferred taxes due in turn to lower income tax rate, from 35% to 30% starting January 2009.

Stockholder's Equity for the period was ₱22.9 Billion, up by 8.02% from ₱21.2 Billion last year due to current earnings of ₱3.2 Billion, net of declaration of cash dividends of ₱1.5 Billion.

RLC's key performance indicators are Gross Revenues, EBIT (Income Before Income Tax), EBITDA, Net Income and Debt to Equity Ratio. The Company's financial position remains solid, with a total debt to equity ratio of 0.75:1 vis-à-vis last year's 0.73:1. Earnings per share for the year amounted to ₱1.15 per share this year compared to ₱0.89 per share last year. Net Book Value per share for the years September 30, 2008 and 2007 amounted to ₱8.37 and ₱7.75, respectively.

Capital expenditures used in investments in real properties including capitalized interest amounted to ₱9.5 Billion for the fiscal year 2008. Funding for the capital expenditures was sourced from long-term borrowings and internally generated funds.

#### ii. Year ended September 30, 2007 versus same period in 2006

RLC generated total gross revenues of ₱8.998 Billion for fiscal year 2007, an increase of 29% from ₱6.975 Billion of total gross revenues for fiscal year 2006. RLC's Commercial Centers Division contributed 39.3% while its High Rise Division accounted for 40.4% of the Company's gross revenues. Income Before Income Tax for the year was ₱3.415 Billion, an increase of 40.9% from ₱2.424 Billion the previous year. The Company's EBITDA of ₱ 4.818 Billion for fiscal year 2007 has shown a positive variance of 30.6% from last year's of ₱3.689 Billion mainly due to higher revenues. RLC's Net Income increased by 41.8% to ₱2.447 Billion compared to ₱1.725 Billion last year.

The Commercial Centers Division accounted for ₱3.538 Billion of the real estate revenues for the year versus ₱3.284 Billion last year. The 7.8% increase in revenues of the Commercial Centers Division was principally due to rental escalations, and strong take up of leased areas of the Company's mall space after renovation and expansion work. Significant rental contribution came from Galleria mall, Robinsons Place Manila, Robinsons Place Pioneer, and Robinsons Metro Bacolod, among others.

The Division's EBIT and EBITDA have shown a positive variance of 9%, excluding ₱150 Million income from Meralco refund and gain on exchange in land property in fiscal year 2006.

The Company's High Rise Buildings Division realized gross revenues of ₱3.635 Billion, up by 60.3% from ₱2.268 Billion last year due to initial take up of realized revenues from three of its ongoing residential condominium properties, Adriatico Places Two and Three, and Mckinley Park Residences. Likewise, the Division continues to enjoy stable recurring lease income from five of its office buildings, which have become the choice corporate addresses of reputable multinational companies as well as BPO companies, Galleria Corporate Center, Robinsons Equitable Tower, Robinsons Summit Center and Robinsons Cybergate Center Towers 1 and 2. Rental income from these five office buildings amounted to ₱570.63 Million compared to ₱322.9 Million over the same period last year. This 77% increase in lease income was largely attributable to the opening of the Company's new Cybergate Center Tower 2 in October 2006 as well as increased occupancy rates and generally higher rental rates of its office buildings.

High Rise Buildings Division Income Before Income Tax (EBIT) has shown a positive variance of 129%, while EBITDA showed a positive variance of 112% from last year's figures due to higher revenues and increase in financing income.

The Housing and Land Development Division reported realized gross revenues of ₽715.8 Million as against ₽514.9 Million for the same period

last year or an increase of 39%. The increase in realized revenues can be attributed to higher units sold, higher project completion and higher financing income. The Division's Income Before Income Tax (EBIT) has shown a positive variance of 27.3%, while EBITDA showed an increase of 27.9%.

The Hotels Division, a major contributor to the Company's recurring revenues, registered gross revenues of ₱1.108 Billion as against last year's ₱907.3 Million. The 22.2% increase in hotel revenues was principaly due to revenue growth attributable to Crowne Plaza Hotel. The Company's two other hotels and apartelle <sup>Note (1)</sup> continue to register satisfactory occupancy rates. The average occupancy rates of the Company's hotels are 78.57% for Crowne Plaza Galleria Regency, 79.89% for Holiday Inn Galleria Manila (HIGM), and 64.86% for Cebu Midtown Hotel. Hotels Division Income Before Income Tax (EBIT) has shown a positive variance of 116.1%, while EBITDA has shown a positive variance of 45.5%, from last year's figures mainly due to higher revenues.

Real Estate cost and expenses increased by 34.4% from ₱2.448 Billion last year to ₱3.29 Billion this year due to higher units sold and to higher project completion at High Rise Division, particularly Adriatico Places Two and Three, and Mckinley Park Residences. Hotel expenses increased to ₱922.02 Million or 12.3% as compared to last year of ₱821.08 Million due to higher occupancy at Crowne Plaza Hotel.

Total assets of the Company stood at ₱36.8 Billion, a growth of 29% from total assets of ₱28.6 Billion in 2006. Cash and Cash Equivalents increased by 175.3% to ₱1.56 Billion due to receipt of proceeds from long-term debt. Increase in Receivables of 57% to ₱2.9 Billion is due to higher installment sales of High Rise and Housing Divisions. Acquisition of land for future development and completion of Robinsons Place-Dasmarinas, Robinsons Place-Lipa, and Robinsons Cybergate Center located beside the Robinsons mall in Pioneer raised the level of Investment from ₱18.5 Billion last year to ₱23.9 Billion this year. Increase in Property and Equipment from ₱4.6 Billion to ₱5.2 Billion or 12.3% is mainly due to construction works at Robinsons Place-Manila, Robinsons Otis, Robinsons Dumaguete, and Robinsons Cybergate Tower 3.

Deposits and Other liabilities went down by 27.9% to ₱4.9 Billion due to payment of loan from JG Summit. Long-term debt went up to ₱4.56 Billion due issuance of a ₱3 Billion Fixed rate Corporate Note Facility. Deferred Tax Liabilities went up to ₱1.8 Billion due to increase in unamortized capitalized interest during the year. Stockholder's Equity for the period was ₱21.3 Billion, up by 45.9% from ₱14.6 Billion last year due to ₱5.3 Billion proceeds from primary offering of the Company shares, and due to current earnings of ₱2.4 Billion, net of declaration of cash dividends of ₱1.02 Billion.

<sup>&</sup>lt;sup>1</sup> Closed operations effective August 31, 2007

RLC's key performance indicators are Gross Revenues, EBIT (Income Before Income Tax), EBITDA, Net Income and Debt to Equity Ratio. The Company's financial position remains solid, with a total debt to equity ratio of 0.73:1 vis-à-vis last year's 0.96:1. Earnings per share for the year amounted to P0.89 per share this year compared to P0.75 per share last year. Net Book Value per share for the years September 30, 2007 and 2006 amounted to P7.75 and P6.37, respectively.

Capital expenditures used in investments in real properties including capitalized interest amounted to ₱8.88 Billion for the fiscal year 2007. Funding for the capital expenditures was sourced from primary offering of RLC shares, long-term borrowings and internally generated funds.

#### iii. Year ended September 30, 2006 versus same period in 2005

RLC generated total gross revenues of ₱6.975 Billion for fiscal year 2006, an increase of 28% from ₱5.439 Billion of total gross revenues for fiscal year 2005. RLC's Commercial Centers Division contributed 47.1% to the Company's gross revenues. Income Before Income Tax for the year was ₱2.424 Billion, an increase of 51% from ₱1.602 Billion the previous year. RLC's Net Income increased by 40% to ₱1.725 Billion compared to ₱1.232 Billion last year.

The Commercial Centers Division accounted for ₱3.284 Billion of the real estate revenues for the year versus ₱3.136 Billion last year. The 4.7% increase in revenues of the Commercial Centers Division was principally due to rental escalations, in part offset by the temporary closure of certain of the Company's mall space for renovation and expansion work. In particular, RLC's flagship mall, Robinsons Place Manila, continued to generate strong rental income, while the Company's newer malls, including Robinsons Place Pioneer and Robinsons Place Angeles and the redeveloped Robinsons Place Novaliches became increasingly important contributors to revenue as their businesses matured. The Division's EBITDA and Income Before Income Tax (EBIT) have shown positive variances of 15.8% and 38.7%, respectively, from last year's figures mainly due to higher revenues.

The Company's High Rise Buildings Division realized gross revenues of ₱2.268 Billion, up by 77% from ₱1.281 Billion last year due to recognition of increased revenues from its projects, particularly One Adriatico Place and One Gateway Place, neither of which contributed any revenue in year ended September 30, 2005. Likewise, the Division continues to enjoy stable recurring lease income from four of its office buildings, which have become the choice corporate addresses of reputable multinational and domestic companies, Galleria Corporate Center, Robinsons Equitable Tower, Robinsons Summit Center and Robinsons Cybergate Center Tower 1. Rental income from these four buildings amounted to ₱322.9 Million compared to ₱220.7 Million over the same period last year. This 46% increase in lease income was largely attributable to the opening of the Company's new Cybergate Center Tower 1 in June 2005 as well as increased occupancy rates and generally higher rental rates at its office buildings. An additional residential condominium project, Woodsville, was recently launched in September 2006. High Rise Buildings Division EBITDA and Income Before Income Tax (EBIT) have shown positive variances of 59.4% and 70.1%, respectively, from last year's figures mainly due to higher revenues.

The Housing and Land Development Division reported gross revenues of ₱514.9 Million as against ₱518.6 Million for the same period last year or a decrease of 0.7% brought about by the increase in real estate revenue of 8.9% attributable to higher units sold and to higher project completion offset by lower financing income under PAS 39 during 2006. The Division's EBITDA and Income Before Income Tax (EBIT) all showed an increase of 14%.

The Hotels Division, a major contributor to the Company's recurring revenues, registered gross revenues of ₱907.3 Million as against last year's ₱502.1 Million. The 81% increase in hotel revenues was principaly due to revenue attributable to Crowne Plaza Hotel, which opened in July 2005. The Company's two other hotels and apartelle continue to register satisfactory occupancy rates. The average occupancy rates of the Company's hotels are 49% for Crowne Plaza Galleria Regency, 79% for Holiday Inn Galleria Manila (HIGM), 77% for Cebu Midtown Hotel and 69% for Robinsons Apartelle. Hotels Division EBITDA and Income Before Income Tax (EBIT) have shown positive variances of 278% and 447%, respectively, from last year's figures mainly due to opening of Crowne Plaza Hotel.

Real Estate cost and expenses increased by 11% from ₱2.198 Billion last year to ₱2.448 Billion this year due to higher units sold and to higher project completion at High Rise Division, particularly Fifth Avenue Place, One Adriatico Place and One Gateway Place. Hotel expenses increased to ₱821.08 Million or 56% as compared to last year of ₱526.97 Million due to opening of Crowne Plaza Hotel in July 2005.

Total assets of the Company stood at ₱28.6 Billion, a growth of 23% from total assets of ₱23.3 Billion in 2005. Cash and Cash Equivalents decreased by 26.5% to ₱565 Million due to payment of long-term debt. Increase in Receivables of 173% to ₱1.8 Billion is due to higher installment sales of High Rise and Housing Divisions. Acquisition of land for future development raised the level of Investment from ₱17.1 Billion last year to ₱18.5 Billion this year. Increase in Property and Equipment from ₱2.9 Billion to ₱4.6 Billion is mainly due to construction works at Robinsons Place-Dasmarinas, Robinsons Place-Lipa, Robinsons Place-Manila and Robinsons Cybergate Tower 1. Other Assets increased by 103 % to ₱1.2 Billion due to higher level of input tax and deposits in escrow account for various land acquisition.

Increase in level of Accounts Payable and Accrued Expenses by 40% was due to the accrual of cost of ongoing expansions and acquisitions of land for future development. Long-term debt went down to ₱670 Million due to payment, while Deposits and Other liabilities went up by 118% to ₱6.8 Billion due to additional ₱2.5 Billion loan from JG Summit. Stockholder's Equity for the period was ₱14.5 Billion, up by ₱1.0 Billion from last year due to current earnings of ₱1.7 Billion, net of declaration of cash dividends of ₱735 Million.

RLC's key performance indicators are Gross Revenues, EBIT (Income Before Net Finance Income), EBITDA, Net Income and Debt to Equity Ratio. The Company's financial position remains solid, with a total debt to equity ratio of 0.96:1 vis-à-vis last year's 0.71:1. Earnings per share for the year amounted to P0.75 per share this year compared to P0.54 per share last year. Net Book Value per share for the years September 30, 2006 and 2005 amounted to P6.37 and P5.94, respectively.

Capital expenditures including capitalized interest amounted to ₱6.32 Billion for the fiscal year. Funding for the capital expenditures was sourced from internally generated funds and long-term borrowings.

# Item 10. Trends, Events or Uncertainties that have had or that are reasonably expected to affect revenues and income

**a.)** The Philippine property market went through a downturn brought about by the effects of the 1997 Asian financial crisis and the slow recovery of the national economy thereafter. The peirod prior to July 1997 saw a boom in the local real estate industry. High rise office and residential condominium buildings rose at a brisk pace and construction of various housing devleopment projects were undertaken simultaneously. However, the demand for real estate dropped abruptly with the onslaught of the Asian crisis as income levels declined and consumers preferred to remain liquid during those uncertain times. Construction was halted on a number of ongoing projects as developers ran into financial difficulties. The abrupt decrease in demand brought about a glut in the property market which, in turn, resulted to a depression in property prices

Improvements in the economy since that time have yet to make a big impact on the real estate industry. There is still an oversupply in certain segments of the market and property prices in these segments continue to remain low. Rental rates for office spaces in the Makati Central Business District ("CBD") are still low while vacancy levels in residential condominium are high. However, improvements can be seen in the demand for affordable residential condominium units. If the current trend of low interest rates and the overall positive performance of the economy are sustained in the medium to long term, demand for real estate may improve. This may also eventually result in an improvement in property prices. For its part, RLC has shifted its thrust to mid-cost residential condominium units, a sector where there is continuing demand, in view of the current state of the industry. It has also started entering into joint venture agreements with landowners for some of its housing projects. A strategy which is expected to result in drastically reduced capital investments for the Company.

b.) Any events that will trigger direct or contingent financial obligation that is material to the company, including any default or acceleration of an obligation.

#### Not Applicable

c.) All material off-balance sheet transactions, arrangements, obligations (including contingent obligations), and other relationships of the company with unconsolidated entries or other persons created during the reporting period.

#### Not Applicable

#### Item 11. Financial Statements

The consolidated financial statements and schedules listed in the accompanying Index to Financial Statements and Supplementary Schedule (page 135) are filed as part of this Form 17-A (pages 66 to 128).

#### Item 12. Information on Independent Accountant and Other Related Matters

#### a) External Audit Fees and Services

#### Audit and Audit-Related Fees

The table below sets forth the aggregate fees billed to the company for each of the last two (2) years for professional services rendered by Sycip, Gorres Velayo & Co. :

Name	2008	2007
Audit and Audit-Related Fees		
Fees for services that are normally provided by the external auditor in connection with statutory and regulatory filings or engagements All Other Fees.	₽ 2,028,495	₽ 1,909,621
TOTAL	₽ 2,028,495	₽ 1,909,621

No other service was provided by external auditors to the Company for the fiscal years 2008 and 2007.

#### b) Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

None

# Item 13. Security Ownership of Certain Record and Beneficial Owners and Management

#### a) Security Ownership of Certain Record and Beneficial Owners

As of September 30, 2008, the Corporation knows no one who beneficially owns in excess of 5% of the Corporation's common stock except as set forth in the table below.

Title of Class	Name and addresses of record owners and relationship with the Corporation	Names of beneficial owner and relationship with record owner	Citizenship	No. of shares held	% to Total Outstanding
Common	JG Summit Holdings, Inc. 1 43/F Robinsons Equitable Towe ADB Avenue corner Poveda Street, Ortigas Center, Pasig City (stockholder)	Same as er, record owner (see note 1)	Filipino	1,648,417,051	60.01%
Common	PCD Nominee Corporation2 (Non-Filipino) G/F Makati Stock Exchange Blc 6767 Ayala Ave., Makati City (stockholder)	PCD Participants Ig. and their clients (see note 2)	Filipino	919,848,046	33.49%

Notes:

<sup>&</sup>lt;sup>2</sup> PCD Nominee Corporation, a wholly-owned subsidiary of Philippine Central Depository, Inc. ("PCD"), is the registered owner of the shares in the books of the Corporation's transfer agent in the Philippines. The beneficial owners of such shares are PCD Participants, who hold the shares on their behalf, and their clients. PCD is a private corporation organized by the major institutions actively participating in the Philippine capital markets to implement an automated book-entry system of handling securities transactions in the Philippines. Out of this account, The Hongkong and Shanghai Banking Corporation Limited, Standard Chartered Bank and Deutsche Bank Manila hold for various trust accounts the following shares of the Corporation as of September 30, 2008:

The Hongkong and Shanghai Banking Corporation Limited – Clients' Acct.	<u>No. of shares held</u> 431,584,717	<u>% to total outstanding</u> 15.71%
Standard Chartered Bank	238,478,551	8.68%
Deutsche Bank Manila – Clients' A/C	137,841,958	5.02%

The securities are voted by the trustee's designated officers who are not known to the Corporation.

As of September 30, 2008, Mr. John Gokongwei, Jr., Chairman Emeritus of JG Summit Holdings, Inc. (JGSHI), held 1,009,339,915 shares representing 14.85% of the total outstanding shares of JGSHI. The Chairman and the President of JGSHI are both empowered under its by-laws to vote any and all shares owned by JGSHI, except as otherwise directed by its board of directors. The incumbent Chairman and Chief Executive Officer and President and Chief Operating Officer of JGSHI are Mr. James L. Go and Mr. Lance Y. Gokongwei, respectively.

#### b) Security Ownership Of Management

Title of Class	Name of beneficial owner	Position	Amount & nature of beneficial ownership (Direct)	Citizenship	% to Total Outstanding
A. Executi	ve Officers (see note 1)				
Common	1. James L. Go	Chairman & CEO	1,123,996	Filipino	0.04%
Common	2. Frederick D. Go	President and Chief Operating Officer, Director	225,001	Filipino	0.01%
	Sub-Total		1,348,997		0.05%
B. Other D	Pirectors, Executive Officers a	Ind Nominees			
Common	3. John L. Gokongwei, Jr.	Chairman Emeritus	9,412,721 (see note 2)	Filipino	0.34%
Common	4. Lance Y. Gokongwei	Vice Chairman and Deputy Chief Executive Officer	536,000	Filipino	0.02%
Common	5. Patrick Henry C. Go	Director	10,000	Filipino	*
Common	6. Robina Y. Gokongwei-Pe	Director	360,000	Filipino	0.01%
Common	7. Ignacio O. Gotao	Director	127,800	Filipino	*
Common	8. Johnson Robert G. Go, Jr.	Director	· 1	Filipino	*
Common	9. Artemio V. Panganiban	Director	1	Filipino	*
Common	10. Roberto F. de Ocampo	Director	1	Filipino	*
Common	11. Emmanuel C. Rojas, Jr.	Director	601	Filipino	*
	Sub-Total		10,447,125	· ·	0.37%
	ctors and executive officers & amed	k nominees as a group	11,796,122		0.42%

#### c) Voting Trust Holder of 5% or more - as of September 30, 2007

There are no persons holding more than 5% of a class under a voting trust or similar agreement.

#### d) Changes in Control

There has been no change in control of the Company since September 30, 2008.

Notes:

<sup>&</sup>lt;sup>1</sup> As defined under Part IV (B)(1)(b) of SRC Rule 12, the "named executive officers" to be listed refer to the Chief Executive Officer and those that are the four (4) most highly compensated executive officers as of September 30, 2008

<sup>&</sup>lt;sup>2</sup> Sum of shares in the name of "John Gokongwei, Jr." for 8,124,721, "John L. Gokongwei, Jr." for 300,000 and "Elizabeth Y. Gokongwei and/or John Gokongwei, Jr." for 988,000.

<sup>\*</sup> less than 0.01%

## PART III- CONTROL AND COMPENSATION INFORMATION

#### Item 14. Directors and Executive Officers of the Registrant

The overall management and supervision of the Company is undertaken by the Board of Directors. The Company's executive officers and management team cooperate with the Board of Directors by preparing appropriate information and documents concerning business operations, financial condition and results of operations of the Company for its review. Currently, the Board of Directors of the Company consists of eleven members, of which two are independent directors.

The table below sets forth Board of Directors of the Company as of September 30, 2008:

Name	Age	Position	Citizenship
John L. Gokongwei, Jr	82	Director, Chairman Emeritus	Filipino
James L. Go	69	Director, Chairman and Chief Executive Officer	Filipino
Lance Y. Gokongwei	41	Director, Vice Chairman & Deputy Chief Executive Officer	Filipino
Frederick D. Go	39	Director, President & Chief Operating Officer	Filipino
Patrick Henry C. Go	38	Director	Filipino
Ignacio O. Gotao	80	Director	Filipino
Johnson Robert G. Go, Jr	43	Director	Filipino
Robina Y. Gokongwei-Pe	47	Director	Filipino
Artemio V. Panganiban	71	Director (Independent)	Filipino
Roberto F. de Ocampo	62	Director (Independent)	Filipino
Emmanuel C. Rojas, Jr	73	Director (Independent)	Filipino

The above directors have served their respective offices since April 17, 2008 except for Retired Chief Justice Artemio V. Panganiban who was elected on May 14, 2008. The directors of the Company are elected at the annual stockholders' meeting to hold office until the next succeeding annual stockholders' meeting and until their respective successors have been elected and qualified. The independent directors of the Company are Roberto F. De Ocampo, Emmanuel C. Rojas Jr and Retired Chief Justice Artemio V. Panganiban.

The table below sets forth executive officers of the Company as of September 30, 2008.

Name	Age	Position	Citizenship
John L. Gokongwei, Jr	82	Director, Chairman Emeritus	Filipino
James L. Go	69	Director, Chairman and Chief Executive Officer	Filipino
Lance Y. Gokongwei	41	Director, Vice Chairman & Deputy Chief Executive Officer	Filipino
Frederick D. Go	39	Director, President & Chief Operating Officer	Filipino
Patrick Henry C. Go	38	Director	Filipino
Ignacio O. Gotao	80	Director	Filipino
Johnson Robert G. Go, Jr	43	Director	Filipino
Robina Y. Gokongwei-Pe	47	Director	Filipino
Artemio V. Panganiban	71	Director (Independent)	Filipino
Roberto F. de Ocampo	62	Director (Independent)	Filipino
Emmanuel C. Rojas, Jr	73	Director (Independent)	Filipino
Cornelio S. Mapa, Jr	42	General Manager – Commercial Centers Division	Filipino
Marilu M. Alferez	57	General Manager – Housing and Land Development Division	Filipino
Henry L. Yap	44	General Manager – Office Buildings Division	Filipino
Raoul E. Littaua	45	Senior Vice President – Sales and Marketing, Residential Buildings Division	Filipino
Constante T. Santos	60	Senior Vice President – Corporate Controller	Filipino
Bach Johann M. Sebastian	47	Senior Vice President – Corporate Planning	Filipino
Rodolfo T. Malit	54	First Vice President – Controller	Filipino
Thomas Lee O	57	Vice President – Complex Administration, Commercial Centers Division	Filipino
Constantino C. Felipe	45	Vice President – Special Projects	Filipino
Anicio G. Villanueva	56	Vice President – Technical Planning, Commercial Centers Division	Filipino
Ma. Socorro Isabelle V. Aragon-Gobio	35	Vice President – Business Development, High Rise Buildings Division	Filipino
Kerwin Max S. Tan	38	Vice President – Operations, High-Rise Buildings Division	Filipino
Teresita H. Vasay	54	Treasurer	Filipino
Rosalinda F. Rivera	38	Corporate Secretary	Filipino

Officers of the Company are appointed or elected annually by the Board of Directors. These officers hold office until a successor shall have been elected, appointed or qualified.

#### a) Directors' and Key Officers' Experience

A brief description of the directors and executive officers' business experience and other directorships held in other reporting companies are provided as follows:

John Gokongwei Jr., 82, founded RLC in 1980 and has been the Chairman Emeritus of RLC effective January 1, 2002. He had been Chairman of the Board of Directors until his retirement and resignation from this position effective December 31, 2001. He continues to be a member of RLC's Board and is the Chairman Emeritus of JG Summit and certain of its subsidiaries. He also continues to be a member of the Executive Committee of JG Summit. He is currently Chairman of Gokongwei Brothers Foundation, Inc., Deputy Chairman and Director of United Industrial Corporation, Ltd. and Singapore Land Ltd., and a director of JG Summit Capital Markets Corporation, Digital Telecommunications Phils., Inc., Oriental Petroleum and Minerals Corporation, First Private Power Corporation and Bauang Private Power Corporation. He is also a non-executive director of A. Soriano Corporation. Mr. Gokongwei received a Master's degree in Business Administration from the De La Salle University and attended the Advanced Management Program at Harvard Business School.

*James L. Go*, 69, is the Chairman and Chief Executive Officer of RLC. He had been President and Chief Executive Officer and was elected to his current position effective January 1, 2002. He is currently the Chairman and Chief Executive Officer of JG Summit and as such, he heads the Executive Committee of JG Summit. He is currently the Chairman and Chief Executive Officer of Universal Robina Corporation, JG Summit Petrochemical Corporation, CFC Corporation, Robinsons Inc., and Oriental Petroleum and Minerals Corporation. In addition, he is the President and a Trustee of Gokongwei Brothers Foundation, Inc. and the Vice Chairman, President and Chief Executive Officer of Digital Telecommunications Phils., Inc. effective May 28, 2007. He is also a director of First Private Power Corporation, Bauang Private Power Corporation, Cebu Air, Inc., Panay Electronic Co., United Industrial Corporation, Ltd., Singapore Land Ltd., Marina Center Holdings, Inc. and JG Summit Capital Markets Corporation. He received a Bachelor of Science and a Master of Science in Chemical Engineering from the Massachusetts Institute of Technology. He is the brother of Mr. John Gokongwei, Jr.

*Lance Y. Gokongwei*, 41, is the Vice-Chairman and Deputy Chief Executive Officer of RLC. He has been a director of the Company since 1988 and was elected Vice-Chairman and Deputy Chief Executive Officer effective August 28, 2006. He is currently President and Chief Operating Officer of JG Summit, Universal Robina Corporation and JG Summit Petrochemical Corporation. In addition, he is the President and Chief Executive Officer of Cebu Air, Inc., Chairman of Robinsons Savings Bank, Vice Chairman of JG Summit Capital Markets Corporation, and a director of Digital Telecommunications Phils., Inc., Oriental Petroleum and Minerals Corporation, United Industrial Corporation Ltd., and Singapore Land Ltd. He is a trustee, secretary and treasurer of Gokongwei Brothers Foundation, Inc. He received a Bachelor of Science in Economics and a Bachelor of Science in Applied Science from the University of Pennsylvania. He is the son of Mr. John Gokongwei, Jr.

Frederick D. Go, 39, is the President and Chief Operating Officer of RLC. He has been a director of the Company since May 6, 1999 and was elected President and Chief

Operating Officer effective August 28, 2006. He is an alternate director of United Industrial Corporation Limited and Singapore Land Limited. He is the President and director of Robinsons Recreation Corporation, Vice Chairman and director of Robinsons Savings Bank, director of Universal Robina Corporation, Cebu Air, Inc., Robinsons Handyman, Inc., Robinsons-Abenson Appliances Corporation, Robinsons Convenience Stores, Inc., JG Summit Petrochemical Corporation, Robinsons Distribution Center, Inc., CFC Corporation, North City Properties, Inc., Robinsons Ventures Corporation, Waltermart-Handyman, Inc., Handyman Express Mart, Inc., Cebu Light Industrial Park, Philippine Hotels Federation and Philippine Retailers Association. He received a Bachelor of Science degree in Management Engineering from the Ateneo de Manila University. Mr. Frederick D. Go is the nephew of Mr. John Gokongwei, Jr.

**Patrick Henry C. Go**, 38, was elected as a director of RLC on January 17, 2000. He is currently a director and Vice President of Universal Robina Corporation and the Business Unit General Manager of URC Packing Division. In addition, he is a director of JG Summit, CFC Corporation, JG Cement Corporation, Robinsons Savings Bank and JG Summit Petrochemical Corporation where he is also Business Unit General Manager. He is also a trustee of the Gokongwei Brothers Foundation, Inc. He received a Bachelor of Science Degree in Management from the Ateneo De Manila University and attended a General Manager Program at Harvard Business School. Mr. Patrick Henry C. Go is the nephew of Mr. John Gokongwei, Jr.

**Ignacio O. Gotao,** 80, was elected as a director of RLC in 1980, and is Senior Vice President of JG Summit and CFC Corporation. He has been a director of JG Summit since its incorporation in 1990 and was elected Senior Vice President in 1991. He served as Treasurer of CFC Corporation in the 1960s. Mr. Gotao attended a collegiate course at the Colegio de San Jose in Cebu City.

Johnson Robert G. Go, Jr., 43, was elected as a director of RLC on May 29, 2001. He is currently a director of JG Summit, URC, Robinsons Savings Bank and CFC Corporation. He is also the President of Robinsons Convenience Stores, Inc. and General Manager of Robinsons Cinemas. He is a trustee of the Gokongwei Brothers Foundation, Inc. He received a Bachelor of Arts in Interdisciplinary Studies (Liberal Arts) from the Ateneo de Manila University. He is the nephew of Mr. John Gokongwei, Jr.

**Robina Y. Gokongwei-Pe**, 47, was elected as a director of RLC on May 5, 2005. She is also a director of Cebu Air, Inc. and Robinsons Savings Bank. She is currently the Senior Vice President and Group General Manager of the Robinsons Retail Group consisting of Robinsons Department Store, Robinsons Supermarket, Handyman, True Value, Robinsons Specialty Stores, Robinsons Appliances and Toys R Us. She obtained her Bachelor of Arts in Journalism from the New York University. She is the daughter of Mr. John Gokongwei, Jr.

*Artemio V. Panganiban,* 71, was elected as an independent director of RLC on May 14, 2008. He is currently an adviser, consultant and/or independent director of several business, civic, non-government and religious groups. He was formerly the Chief Justice of the Philippines and previously held positions in government as Chairperson of the Presidential Electoral Tribunal, the Judicial and Bar Council and the Philippine Judicial Academy. Prior to becoming Chief Justice, he was Justice of the Supreme Court of the Philippines (1995-2005), Chairperson of the Third Division of the Supreme Court (2004-2005), Chairperson of the House of Representatives Electoral Tribunal (2004-2005), Consultant of the Judicial and Bar Council (2004-2005) and Chairperson of eight Supreme Court Committees (1998-2005). Retired Chief Justice Panganiban obtained his

Bachelor of Laws degree, cum laude, from the Far Eastern University. He was conferred the title Doctor of Laws (Honoris Causa) by the University of Iloilo in 1997, the Far Eastern University in 2002, the University of Cebu in 2006, the Angeles University in 2006, and the Bulacan State University in 2006.

**Roberto F. de Ocampo**, 62, was elected as an independent director of RLC on May 28, 2003. He is the immediate past President of the Asian Institute of Management (AIM), one of Asia's leading international business management graduate schools based in the Philippines. He is currently a member of the AIM Board of Trustees and is Chairman of the Board of Advisors of the RFO Center for Public Finance and Regional Economic Cooperation (recently designated as an ADB Regional Knowledge Hub). He served as Secretary of Finance of the Republic of the Philippines from 1994 to 1998 during the presidency of Fidel V. Ramos, and was previously Chairman and Chief Executive Officer of the Development Bank of the Philippines during the presidency of Cory Aguino. Dr. de Ocampo graduated from De La Salle College and Ateneo University in Manila, received an MBA from the University of Michigan, holds a post-graduate diploma from the London School of Economics, and has four doctorate degrees (Honoris Causa) by the De La Salle University in Business Administration, by the University of Angeles City in Public Administration, by the Philippine Women's University in Laws, and by the San Beda College in Humane Letters. Dr. de Ocampo was a member of the Board of Governors of the World Bank, IMF, and ADB and was Chairman of the APEC and ASEAN Finance Ministers in 1997-98. He is the recipient of many international awards including Finance Minister of the Year, Philippine Legion of Honor, ADFIAP Man of the Year, Chevalier of the Legion of Honor of France, Ten Outstanding Young Men Award, several Who's Who Awards and the 2006 Asian HRD Award for Outstanding Contribution to Society. He is also a member/Advisory Board Member of a number of important global institutions including The Conference Board, the Trilateral Commission, the BOAO Forum for Asia and the Emerging Markets Forum.

**Emmanuel C. Rojas, Jr.,** 73, was elected as a director of RLC on September 28, 2005 and is presently an independent director of the Company. He had been a Consultant and Corporate Secretary of RLC until May 27, 2003. He was also a Consultant and Corporate Secretary of JG Summit, Universal Robina Corporation, CFC Corporation, and JG Summit Petrochemical Corporation. Mr. Rojas retired from his position as First Vice President for Tax Administration under the compulsory retirement policy of the Company upon reaching the age of 60. He also served in various other head positions in the administration, including in the offices of audit, the controller and the treasurer for the various companies in the Group. A Certified Public Accountant, Mr. Rojas practiced with Fleming and Williamson and SGV & Co. prior to joining the Group in 1962.

**Cornelio S. Mapa, Jr.,** 42, is the General Manager of the Commercial Centers Division of the Company. Prior to joining the Company, he was Senior Vice President and Chief Financial Officer of the Coca Cola Bottlers Philippines including its subsidiaries, Cosmos Bottling and Philippine Beverage Partners. He was also formerly Senior Vice President and Chief Financial Officer of La Tondeña Distillers, Inc. He earned his Bachelor of Science with degrees in Economics and International Finance from New York University and obtained his Masters in Business Administration from the International Institute for Management Development in Lausanne, Switzerland.

*Marilu M. Alferez*, 57, is the General Manager of the Housing and Land Development Division of RLC. She is responsible for overseeing the technical and marketing operations of the three housing subsidiaries of the Company. She has eighteen years of experience in government housing regulations and finance. She had been Associate Planner of the County of San Diego, California from February to December 2000. She obtained her

Bachelor of Arts in Sociology from the Mindanao State University and Masters Degree in Environmental Planning and a Doctorate in Urban and Regional Planning (Candidate) from the University of the Philippines. In addition, she pursued her Post Graduate Studies from the University College of London and from the Catholic University of Leuven, Belgium. Ms. Alferez is a licensed Real Estate Broker and a licensed Environmental Planner.

*Henry L. Yap,* 44, is the General Manager of the Office Buildings Division and concurrently Vice President, Design and Planning Department of the company. Prior to joining RLC, he served as Head of the Property Planning and Design Group of Fort Bonifacio Development Corporation and on the Boards of seven subsidiaries, affiliates and foundation of FBDC. He worked as Manager for Metro Manila Camps of the Bases Conversion and Development Authority where he was involved in the planning, design, privatization and implementation of the Bonifacio Global City, among others Today, he lends his expertise to Government by serving as the Head of the National Committee on Architecture and the Allied Arts and member of the Sub-committee on the Arts of the National Commission for Culture and the Arts. He is a Senior Lecturer of architecture and urban planning at the University of the Philippines (UP). He holds a Master's of Science in Urban Planning in Developing Countries from the University of Wales College of Cardiff (UK), Bachelor of Science in Architecture, cum laude, and had earned units for his Ph.D. in Environmental Planning, both from UP. Henry Yap is Philippine-licensed Architect and Environmental Planner.

**Raoul E. Littaua,** 45, is the Senior Vice President for Sales and Marketing of RLC – Residential Buildings Division effective May 5, 2008. Prior to joining RLC, he was the Senior Vice-President for Marketing of Sun Life of Canada (Phils.), Inc., and a member of the Board of Directors of Sun Life Prosperity Bond Fund, the Sun Life Prosperity Money Market Fund, Sun Life Financial Plans, Inc. and the Sun Life Foundation. Except for a short stint as Regional Manager, National Capital Region at East Asiatic Co., Ltd in 1993, Mr. Littaua held the following positions at various times in Sun Life Assurance Company of Canada since 1991: Training Manager; Manager, Training, Benefits Administration and Special Projects; Senior Manager, Administration; Customer Service Officer; Director, Individual Insurance; Assistant Vice-President, Individual Insurance; and Assistant Vice-President, Sales and Marketing. Prior to his employment with Sun Life of Canada, Mr. Littaua was connected with San Miguel Corporation, Beer Marketing Division. He received his Bachelor of Arts in Psychology from De La Salle University.

**Constante T. Santos**, 60, is the Senior Vice President — Corporate Controller of URC. He is also Senior Vice President — Corporate Controller of JG Summit and RLC. Prior to joining URC in 1986, he practiced public accounting with SyCip, Gorres, Velayo & Co. in the Philippines and Ernst & Whinney in the United States. He is a member of the Philippine Institute of Certified Public Accountants. Mr. Santos received his Bachelor of Science degree in Business Administration from the University of the East and attended the Management Development Program at the Asian Institute of Management.

**Bach Johann M. Sebastian,** 47, is the Senior Vice President for Corporate Planning of URC effective May 24, 2007. He is also the Senior Vice President and Head of Corporate Planning of JG Summit. Prior to joining URC in 2002, he was Senior Vice President and Chief Corporate Strategist at PSI Technologies and RFM Corporation. He was also Chief Economist, Director of the Policy and Planning Group at the Department of Trade and Industry. He received a Bachelor of Arts in Economics from the University of the Philippines and his Master in Business Management degree from the Asian Institute of Management.

**Rodolfo T. Malit,** 54, joined RLC in 1996. He is currently the First Vice President – Controller of the Company. He also served as the Vice President – Controller of MMHLC and as Assistant Vice President – Controller of CFC Corporation. He holds a degree of Bachelor of Science in Commerce (Accounting Major) which he earned from the University of Santo Tomas. He is a Certified Public Accountant and practiced public accounting with SGV & Co. prior to joining the Gokongwei group of companies in 1984.

**Thomas Lee O,** 57, joined RLC in 1998. He was formerly the Corporate Control Head of RLC. Prior to joining RLC, he was connected with Universal Robina Corporation as Thailand Country Manager and Malaysia Country Manager. He was also formerly the Area Manager of the Dairy Products Division, Manager of the Biscuit Plant and I/E Cost Head of CFC Corporation.

**Constantino Felipe,** 45, is the Vice President/Group Head for Human Resources. Prior to joining RLC, he was a Director of Human Resources, Philippines and Performance and Capability, Asia Pacific. With almost two decades in HR, he is experienced in team and change management processes, employee counseling and training program development. He received a bachelor degree in Psychology from the University of the Philippines and was trained in competency based assessments with Egon Zehnder International Watson Wyatt.

**Anicio G. Villanueva,** 56, has been with the Property Planning Department of RLC since 1989. He handles the Project Management Division and Mall Operations Division of RLC and acts as the project manager in the design and construction of RLC's shopping centers.

*Ma. Soccorro Isabelle V. Aragon-Gobio,* 35, was appointed as Vice President for Business Development for the High-Rise Buildings Division of RLC effective March 1, 2007. She has been with RLC for 15 years and concurrently holds directorships in the various condominium corporations of the Company's projects. She received a degree in Bachelor of Science in Management Engineering from the Ateneo de Manila University.

*Kerwin Max S. Tan,* 38, was promoted as Vice President for Operations of the High-Rise Buildings Division of RLC effective March 1, 2007. Prior to working in RLC, he worked in various divisions of Citibank N.A. for nine (9) years. His last position at Citibank N.A. was Head of Cash Management Operations. He received a degree in Bachelor of Science in Industrial Engineering from the University of the Philippines, Diliman.

**Teresita H. Vasay,** 54, was appointed Treasurer of the Company effective July 1, 2003. Ms. Vasay is a Certified Public Accountant and was formerly the Vice President-Controller of the Robinsons Retail Group. She had experience in consumer financing from Filinvest Credit Corporation and public accounting from SGV & Co. prior to joining the Gokongwei group of companies.

**Rosalinda F. Rivera,** 38, was appointed Corporate Secretary of RLC on May 28, 2003 and has been Assistant Corporate Secretary since May 2002. She is also the Corporate Secretary of JG Summit, Universal Robina Corporation, Cebu Air, Inc., JG Summit Petrochemicals Corporation, CFC Corporation and JG Cement Corporation. Prior to joining the Company, she was a Senior Associate in Puno and Puno Law Offices. She received a degree of Juris Doctor from the Ateneo de Manila University School of Law and a Masters of Law in International Banking from the Boston University School of Law.

# b) Involvement In Certain Legal Proceedings of Directors and Executive Officers

None of the members of RLC's Board nor its executive officers are involved in any criminal, bankruptcy or insolvency investigations or proceedings for the past five (5) years.

### c) Family Relationships

James L. Go is the brother of John Gokongwei, Jr. Lance Y. Gokongwei is the son of John Gokongwei, Jr. Frederick D. Go is the nephew of John Gokongwei, Jr. Patrick Henry C. Go is the nephew of John Gokongwei, Jr. Johnson Robert G. Go, Jr. is the nephew of John Gokongwei, Jr. Robina Y. Gokongwei-Pe is the daughter of John Gokongwei, Jr.

#### Item 15. Executive Compensation

### a) Summary Compensation Table

The following table identify RLC's Chief Executive Officer and the six most highly compensated executive officers and summarizes their aggregate compensation for the two most recent fiscal years and the ensuing year.

		Fiscal Year 2008			
	Salary	Bonus	*Others	Total	
. CEO and six (6) most highly					
ompensated executive officers	P 21,691,781	P 200,000	P 20,000	P 21,911,78	
Name	Position	·	·		
1. James L. Go	Director, Chairman and Chief Executive Officer				
2. Frederick D.Go	Director, President and Chief Operating Officer				
3. Cornelio S. Mapa Jr.	GM - Commercial Centers Division				
4. Henry L. Yap	GM - Office Buildings Division				
5. Anicio G. Villanueva	Vice President - Technical Planning (CCD)				
6. Thomas Lee O	Vice-President - Complex Administration,				
	Commercial Centers Division (CCD)				
7. Malou M. Alferez	GM - Housing & Land Development Division				

as a group unnamed	P 33,839,866	P 1,100,000	P 100,000	P 35,039,866

		Fiscal Ye	ar 2007	
	Salary	Bonus	*Others	Total
. CEO and six (6) most highly	E (0.000 (00	D 000 000	<b>D</b> 00 000	D 40 500 400
ompensated executive officers	P 19,306,198	P 200,000	P 20,000	P 19,526,198
Name	Position			
1. James L. Go	Director, Chairman and Chief Executive Officer			
2. Frederick D.Go	Director, President and Chief Operating Officer			
3. Cornelio S. Mapa Jr.	GM - Commercial Centers Division			
4. Malou M. Alferez	GM - Housing & Land Development Division			
5. Anicio G. Villanueva	Vice President - Technical Planning (CCD)			
6. Thomas Lee O	Vice-President - Complex Administration,			
	Commercial Centers Division (CCD)			
7. Luzviminda V. Carpio	Vice President - Leasing (CCD)			

B. All other officers and directors

as a group unnamed	P 30,409,134	P 1,100,000	P 100,000	P 31,609,134

\* Per diem

The following table lists the name of the Company's Chief Executive Officer and the six most highly compensated executive officers and summarized their aggregate compensation for the ensuing year:

			Estimated		
Name	Position	Salary	Bonus	**Others	Total
. CEO and six (6) most					
ighly compensated executive					
fficers		P 23,008,662	P 200,000	P 20,000	P 23,228,662
1. James L. Go	Director, Chairman and Chief Executive Officer				
2. Frederick D.Go	Director, President and Chief Operating Officer				
3. Cornelio S. Mapa Jr.	GM - Commercial Centers Division				
4. Henry L. Yap	GM - Office Buildings Division				
5. Anicio G. Villanueva	Vice President - Technical Planning (CCD)				
6. Thomas Lee O	Vice-President - Complex Administration,				
	Commercial Centers Division (	CCD)			
7. Malou M. Alferez	GM - Housing & Land Develop	ment Division			

\* Estimated

\*\* Per diem

#### b) Standard Arrangement

Other than payment of reasonable per diem, there are no standard arrangements pursuant to which directors of the Company are compensated, or are to be compensated, directly or indirectly, for any services provided as director for the last completed fiscal year and the ensuing year.

#### c) Other Arrangement

There are no other arrangements pursuant to which any director of the Company was compensated, or is to be compensated, directly or indirectly, during the Company's last completed fiscal year, and the ensuing year, for any service provided as a director.

## d) Any employment contract between the company and named executive officer

There are no special employment contracts between the registrant and the named executive officers.

#### e) Warrants and Options Outstanding

There are no outstanding warrants or options held by the Company's CEO, the named executive officers, and all officers and directors as a Group.

#### Item 16. Certain Relationships And Related Party Transactions

RLC is a member of the JG Summit Group. The JG Summit Group is comprised of JG Summit and its subsidiaries. As of September 30, 2008, JG Summit and other companies within the JG Summit Group held 60.01% of the outstanding Shares of the Company. JG Summit was incorporated in November 1990 as the holding company for a group of companies with diverse interests in branded consumer foods, agro-industrial and commodity food products, textile, telecommunications, petrochemicals, air transportation and financial services.

RLC and its subsidiaries, in their ordinary course of business, engage in transactions with companies in the JG Summit Group and other companies controlled by the Gokongwei Family. The most significant of these transactions include tenancy by various retail-related companies controlled by the Gokongwei Family in RLC's shopping malls as well as substantial intercompany loans. RLC's policy with respect to related party transactions is to ensure that these transactions are entered into on terms comparable to those available from unrelated third parties.

The Company's major related party transactions include leases of significant portions of its commercial centers and office buildings to companies controlled by the Gokongwei Family, including Robinsons Department Store, Robinsons Supermarket and Handyman Do-It-Best. Other affiliates from whom RLC earns rental income include Top Shop, Robinsons Savings Bank and Cebu Pacific. Rental income paid to RLC from affiliates amounted to ₱865 million, ₱799 million and ₱720 million for fiscal 2008, 2007 and 2006, respectively.

RLC and its subsidiaries also maintain savings and current accounts and time deposits with Robinsons Savings Bank, an affiliated local commercial bank. These balances amounted to ₱ 318 million and ₱415 million as of September 30, 2008 and 2007, respectively.

In addition to the foregoing transactions, JG Summit also provides RLC with certain corporate services including debt management, corporate finance, corporate planning, procurement, human resources, controller and treasury services, legal and corporate communications. For further information on the Company's related party transactions, including detailed breakdowns of amounts receivable from and amounts payable to affiliated companies, see Note 18 to the Company's financial statements as of and for the fiscal years ended September 30, 2008, 2007 and 2006.

## PART IV. CORPORATE GOVERNANCE

Adherence to the principles and practices of good corporate governance, as embodied in its Corporate Governance Manual, has been reinforced by continuous improvement by the Company in order to implement good governance and management practices.

The Board of Directors has approved its Corporate Governance Compliance Evaluation System in late 2003 in order to monitor and assess the level of compliance of the Company with leading practices on good corporate governance as specified in its Corporate Governance Manual and pertinent SEC Circulars. The System likewise highlights areas for compliance improvement and actions to be taken. One of the system's output is the Annual Corporate Governance Compliance Evaluation Form submitted to the SEC and PSE on or before January 30 of every year. RLC began making such submission of the Annual Corporate Governance Compliance Evaluation Form covering the previous calendar year to the SEC and PSE in 2004.

Likewise, RLC has consistently striven to raise its level of reporting to adopt and implement prescribed International Accounting Standards (IAS).

## **PART V - EXHIBITS AND SCHEDULES**

#### Item 17. Exhibits And Reports On SEC Form 17-C

#### (A) Exhibits-See Accompanying Index To Exhibits (Page 135)

The following exhibit is filed as a separate section of this report:

(Exhibit 18) Subsidiaries Of The Registrant (page 136)

The other exhibits, as indicated in the Index to exhibits are either not applicable to the Company or does not require an answer.

#### (B) Reports on SEC Form 17-C (Current Report)

Following is a list of the disclosures filed by RLC under SEC Form 17-C for the six-month period from April 1, 2008 to September 30, 2008:

Date of Disclosure	Subject Matter
April 1, 2008	Clarification on the news articles entitled "Robinsons sees P1B
	sales from sonata project" and "Robinsons Land introduces new
	high-rise project in Ortigas"
April 9, 2008	A press release entitled "RLC Expansion in Antipolo Property"
April 17, 2008	Notice of Cash Dividend
April 17, 2008	Stockholders' approval of the plan of merger
April 17, 2008	Election of Members of the Board of Directors
April 17, 2008	Results of the Organizational Meeting of the Board of Directors
April 23, 2008	A press release entitled " Dream Houses Bloom in Cavite"
April 29, 2008	A press release entitled " A Bit of Italy in Batangas"
May 6, 2008	A press release entitled "Major Property Developer RLC signs
	JV to develop mixed use complex in Ayala Avenue"
May 7, 2008	A press release entilted "Robinsons Land – the first and
	foremost"
May 8, 2008	Disclosure regarding joint venture with Security Land
May 0, 0000	Corporation and Taganito Mining Corporation
May 8, 2008	A press release entitled "Robinsons Land, Security Land
	Corporation and Taganito Mining signs JV to develop mixed use
May 12, 2009	complex in Ayala Avenue"
May 12, 2008	Clarification regarding the joint venture agreement between Robinsons Land Corporation, Security Land Corporation and
	Taganito Mining Corporation
May 14, 2008	Resignation and Election of Director
May 14, 2008	A press release entitled " RLC Compleates Cybergate 3"
May 19, 2008	A press release entitled "Property Developer RLC and PHINMA
may 10, 2000	Property Holdings Commence Joint Project in CDO"
May 30, 2008	Clarification on the news article entitled "JG unit to put up mall in
,,	llocos Norte"

Date of Disclosure	Subject Matter
June 6	Issuance of corporate notes by RLC
June 30	Appointment of Mr. Raoul E. Littaua as the Senior Vice
	President for sales and Marketing, Residential Buildings Division of RLC
July 1	Acquisition of shares by Mr. Henry L. Yap, General Manager, Office Buildings Division of RLC
July 3	Acquisition of additional shares by Mr. Henry L. Yap
July 8	Clarification on the news article entitled "Robinsons launches new project"
August 5	Acquisition of additional shares by Mr. Henry L. Yap
August 15	Disclosure statement on the results of operations of RLC for the six-month period ended June 30, 2008
September 9	Clarification on the news article entitled "Robinsons now owns Magnolia QC property"
September 12	Additional information regarding the acquisition of property fro San Miguel Properties, Inc.

#### SIGNATURES

By: lames L.

Lance Y. Gokongwei

Chairman & Chief Executive Officer Vice Chairman & Deputy Chief Executive Officer

Frederick D. Go President & Chief Operating Officer

**Constante T. Santos** SVP - Corporate Controller

Rodolfo T. Malit FVP - Controller

Rosalinda F. Rivera Corporate Secretary

21 JAN 2009

SUBSCRIBED AND SWORN to before me this \_\_\_\_\_ day of \_\_\_\_\_ 2009, affiant(s) exhibiting to me his/their Residence Certificates, as follows:

NAMES	RES. CERT. NO.	DATE OF ISSUE	PLACE OF ISSUE
James L. Go	10201478	January 17, 2008	Pasig City
Lance Y. Gokongwei	10201477	January 17, 2008	Pasig City
Frederick D. Go	08146999	January 8, 2009	Quezon City
Constante T. Santos	23710408	January 31, 2008	Pasig City
Rodolfo T. Malit	19023470	January 6,2009	Manila
Rosalinda F. Rivera	16422180	January 29, 2008	Quezon City

DOC. NO. 417 PAGE NO. 9 BOOK NO. 9 SERVES DE 19 ATTY. UO Notary PUBLIC NOTARY PUBLIC UNTIL DECEMBER 31 2009 PTR No. 0806382 1/05/09 0. C. IBP No. 688768 ROLL No. 25103

## **ROBINSONS LAND CORPORATION**

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<sup>★</sup>These schedules, which are required by part IV(e) of RSA Rule 48, have been omitted because they are either not required, not applicable or the information required to be presented is included in the Company's consolidated financial statements or the notes to consolidated financial statements.



43/F ROBINSONS EQUITABLE TOWER, ADB AVENUE CORNER POVEDA ROAD, ORTIGAS CENTER, 1605 PASIG CITY, PHILIPPINES January 8, 2009 TELEPHONE NO.: (632) 633-7631 • FAX NO.: (632) 395-2608

Securities and Exchange Commission SEC Building, EDSA, Greenhills Mandaluyong City

The Management of Robinsons Land Corporation and Subsidiaries is responsible for all information and representations contained in the consolidated financial statements as of September 30, 2008 and 2007 and for each of the three years in the period ended September 30, 2008. The consolidated financial statements have been prepared in accordance with Philippine Financial Reporting Standards and reflect amounts that are based on the best estimates and informed judgment of management with an appropriate consideration to materiality.

In this regard, management maintains a system of accounting and reporting which provides for the necessary internal controls to ensure that transactions are properly authorized and recorded, assets are safeguarded against unauthorized use or disposition and liabilities are recognized. The management likewise discloses to the Company's audit committee and to its external auditor: (i) all significant deficiencies in the design or operation of internal controls that could adversely affect its ability to record, process, and report financial data; (ii) material weaknesses in the internal controls; and (iii) any fraud that involves management or other employees who exercise significant roles in internal controls.

The Board of Directors reviews the financial statements before such statements are approved and submitted to the stockholders of the Company.

Sycip, Gorres, Velayo and Co. (SGV), the independent auditors appointed by the stockholders, have examined the consolidated financial statements of the Company and its subsidiaries in accordance with Philippine Financial Reporting Standards and have expressed their opinion on the fairness of presentation upon completion of such examination, in the attached report to the stockholders and the Board of Directors.

Signed under oath by the following:

JAMES L. GO Chairman and Chief Executive Officer

CONSTANTE T. SANTOS SVP-Corporate Controller





SyCip Gorres Velayo & Co. 6760 Ayala Avenue 1226 Makati City Philippines

Phone: (632) 891 0307 Fax: (632) 819 0872 www.sgv.com.ph

BOA/PRC Reg. No. 0001 SEC Accreditation No. 0012-FR-1

#### **INDEPENDENT AUDITORS' REPORT**

The Stockholders and the Board of Directors Robinsons Land Corporation 43rd Floor Robinsons Equitable Tower ADB Avenue, Ortigas Center, Pasig City

We have audited the accompanying consolidated financial statements of Robinsons Land Corporation and Subsidiaries, which comprise the consolidated balance sheets as at September 30, 2008 and 2007, and the consolidated statements of income, consolidated statements of changes in equity and consolidated statements of cash flows for each of the three years in the period ended September 30, 2008, and a summary of significant accounting policies and other explanatory notes.

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with Philippine Financial Reporting Standards. This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and fair presentation of consolidated financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances.

#### Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Philippine Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.



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We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Robinsons Land Corporation and Subsidiaries as of September 30, 2008 and 2007, and their financial performance and their cash flows for each of the three years in the period ended September 30, 2008 in accordance with Philippine Financial Reporting Standards.

SYCIP GORRES VELAYO & CO.

Chall Ce Saborto Michael C. Sabado

Partner CPA Certificate No. 89336 SEC Accreditation No. 0664-A Tax Identification No. 160-302-865 PTR No. 1566464, January 5, 2009, Makati City

January 13, 2009



# **ROBINSONS LAND CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS**

	September 30	
	2008	2007
ASSETS		
Cash and cash equivalents (Notes 7, 18, 29 and 30)	₽519,080,453	₽1,555,623,418
Receivables - net (Notes 8, 18, 29 and 30)	4,352,991,997	2,932,643,996
Subdivision land, condominium and residential units	, , , ,	, , , ,
for sale - at cost (Note 9)	1,683,394,162	1,966,786,592
Investment properties and other investments - net (Note 10)	27,515,824,240	23,895,179,679
Property and equipment - net (Note 11)	4,916,967,177	5,189,570,520
Other assets (Notes 12, 29 and 30)	1,322,302,757	1,245,974,070
	₽40,310,560,786	₽36,785,778,275
LIABILITIES AND EQUITY		
Liabilities		
Accounts payable and accrued expenses (Notes 13,		
18, 27, 29 and 30)	₽5,082,110,853	₽4,081,871,018
Income tax payable	268,136,171	180,817,533
Deposits and other liabilities (Notes 14, 18, 29 and 30)	4,278,019,722	4,868,976,063
Loans payable (Notes 10, 11, 15, 29 and 30)	6,017,000,000	4,560,000,000
Deferred tax liabilities - net (Note 25)	1,678,324,516	1,804,017,921
	17,323,591,262	15,495,682,535
<b>Equity</b> Equity attributable to equity holders of the Parent Company		
Capital stock (Note 17)	2,746,918,457	2,746,918,457
Additional paid-in capital (Note 17)	8,181,576,147	8,181,576,147
Retained earnings (Note 16)	-) - ))	- , - , - , - , - ,
Unappropriated	8,440,392,907	6,746,220,504
Appropriated	3,500,000,000	3,500,000,000
	22,868,887,511	21,174,715,108
Minority Interest in a Consolidated Subsidiary	118,082,013	115,380,632
	22,986,969,524	21,290,095,740
	₽40,310,560,786	₽36,785,778,275
	1 70,010,000,700	1 50,705,770,275

See accompanying Notes to Consolidated Financial Statements.

# **ROBINSONS LAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME**

		Years Ended Sep	otember 30
	2008	2007	2006
REVENUE			
Real estate (Notes 18 and 19)	₽9,551,500,240	₽7,071,996,579	₽5,648,237,924
Hotel operations (Note 19)	1,135,820,627	1,106,213,500	903,538,725
Interest income (Note 24)	494,732,616	710,366,315	331,670,643
	11,182,053,483	8,888,576,394	6,883,447,292
COSTS AND EXPENSES			
Real estate (Notes 10, 11, 20 and 22)	5,095,048,762	3,180,439,198	2,356,934,651
Hotel operations (Notes 10, 11, 20, 22 and 23)	947,524,345	922,025,081	821,079,872
General and administrative (Notes 18, 21, 23, 27 and 28)	1,315,483,830	1,251,391,875	1,086,303,533
Interest expense (Note 24)	60,603,120	119,030,864	195,210,319
	7,418,660,057	5,472,887,018	4,459,528,375
INCOME BEFORE INCOME TAX	3,763,393,426	3,415,689,376	2,423,918,917
PROVISION FOR INCOME TAX (Note 25)			
Current	586,346,265	464,057,510	413,179,468
Deferred	24,306,595	504,595,109	285,743,298
	610,652,860	968,652,619	698,922,766
NET INCOME	₽3,152,740,566	₽2,447,036,757	₽1,724,996,151
Attributable to:			
Equity holders of Parent Company	₽3,150,039,185	₽2,441,338,382	₽1,718,966,320
Minority interest in a Consolidated Subsidiary	2,701,381	5,698,375	6,029,831
	₽3,152,740,566	₽2,447,036,757	₽1,724,996,151
Earnings Per Share (Note 26)			
Basic, profit for the year attributable to equity holders			
of the Parent Company	₽1.15	₽0.89	₽0.75
Diluted, profit for the year attributable to equity holders			
of the Parent Company	₽1.15	₽0.89	₽0.75

See accompanying Notes to Consolidated Financial Statements.

# **ROBINSONS LAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**

_	Attributable to Equity Holders of the Parent Company					
			Unappropriated	Appropriated		
		Additional	Retained	Retained	Attributable	
	<b>Common Stock</b>	Paid-in Capital	Earnings	Earnings	to Minority	
	(Note 17)	(Note 17)	(Note 16)	(Note 16)	Interest Equity	Total Equity
As of October 1, 2007	₽2,746,918,457	₽8,181,576,147	₽6,746,220,504	₽3,500,000,000	₽115,380,632	₽21,290,095,740
Net income for the year	_	_	3,150,039,185	_	2,701,381	3,152,740,566
Cash dividends	_	_	(1,455,866,782)	_	_	(1,455,866,782)
Balances at September 30, 2008	₽2,746,918,457	₽8,181,576,147	₽8,440,392,907	₽3,500,000,000	₽118,082,013	₽22,986,969,524
As of October 1, 2006	₽2,296,918,457	₽3,397,915,263	₽5,321,241,952	₽3,500,000,000	₽109,682,257	₽14,625,757,929
Additional subscription (Note 17)	450,000,000	4,783,660,884	-	-	-	5,233,660,884
Net income for the year	-	-	2,441,338,382	-	5,698,375	2,447,036,757
Cash dividends	-	-	(1,016,359,830)	-	-	(1,016,359,830)
Balances at September 30, 2007	₽2,746,918,457	₽8,181,576,147	₽6,746,220,504	₽3,500,000,000	₽115,380,632	₽21,290,095,740
As of October 1, 2005	₽2,296,918,457	₽3,397,915,263	₽4,337,289,538	₽3,500,000,000	₽103,652,426	₽13,635,775,684
Net income for the year	-	-	1,718,966,320	_	6,029,831	1,724,996,151
Cash dividends	_	_	(735,013,906)	_	_	(735,013,906)
Balances at September 30, 2006	₽2,296,918,457	₽3,397,915,263	₽5,321,241,952	₽3,500,000,000	₽109,682,257	₽14,625,757,929

See accompanying Notes to Consolidated Financial Statements.

# **ROBINSONS LAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS**

2008    2007    2006      CASH FLOWS FROM OPERATING ACTIVITIES Income before income tax    P3,763,393,426    P3,415,689,376    P2,423,918,917      Adjustments for: Depreciation and amortization (Notes 10, 11, 20 and 22) Provision for impairment losses (Note 8)    1,557,862,231    1,402,911,884    1,265,809,016      Provision for impairment losses (Note 8)    18,982,104    16,299,444    4,869,390      Cost of sales of investment properties and other investments and property and equipment (Notes 10 and 11)    27,111,946    55,685,524    43,487,586      Interest income (Note 24)    (494,732,616)    (710,366,315)    (331,670,643)      Operating income before working capital changes    4,933,220,211    4,299,250,777    3,601,624,585      Decrease (increase) in: Receivables (Note 8)    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Receivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Propaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in: Accounts payable and accrued expenses (N	Years Ended September 30			
Income before income tax <b>P3</b> ,763,393,426 <b>P3</b> ,415,689,376 <b>P2</b> ,423,918,917    Adjustments for:  Depreciation and amortization (Notes 10, 11, 20 and 22) <b>1,557,862,231</b> 1,402,911,884  1,265,809,016    Provision for impairment losses (Note 8) <b>18,982,104</b> 16,299,444  4,869,390    Cost of sales of investment properties and other investments and property and equipment (Notes 10 and 11) <b>27,111,946</b> 55,685,524  43,487,586    Interest expense (Notes 10, 11 and 24) <b>60,603,120</b> 119,030,864  195,210,319    Interest income (Note 24) <b>(494,732,616)</b> (710,366,315)  (331,670,643)    Operating income before working capital changes <b>4,933,220,211</b> 4,299,250,777  3,601,624,585    Decrease (increase) in:  Receivables (Note 8) <b>(1,064,729,477)</b> (856,389,200)  (471,996,752)    Subdivision land, condominium and residential units for sale (Note 8) <b>1,077,650,474</b> 230,517,969  1,552,693,011    Net pension liabilities (Notes 12 and 28) <b>22,194,535</b> 24,018,987  (89,486,447)    Prepaid expenses and value-added input tax (Note 12) <b>107,650,474</b> 230,517,969  1,552,693,011    Net pension liabilities (Notes 13 and 27) <b>(15,263,254)</b> (16,407		2008	2007	2006
Adjustments for:  Depreciation and amortization (Notes 10, 11, 20 and 22)  1,557,862,231  1,402,911,884  1,265,809,016    Provision for impairment losses (Note 8)  18,982,104  16,299,444  4,869,390    Cost of sales of investment properties and other investments and property and equipment (Notes 10 and 11)  27,111,946  55,685,524  43,487,586    Interest expense (Note 10, 11 and 24)  60,603,120  119,030,864  195,210,319    Interest income (Note 24)  (494,732,616)  (710,366,315)  (331,670,643)    Operating income before working capital changes  4,933,220,211  4,299,250,777  3,601,624,585    Decrease (increase) in:  Receivables (Note 8)  (1,064,729,477)  (856,389,200)  (471,996,752)    Subdivision land, condominium and residential units for sale (Note 9)  4,338,542,915  1,200,659,576  545,650,611    Receivable from Meralco (Notes 12 and 28)  22,194,535  24,018,987  (89,486,447)    Prepaid expenses and value-added input tax (Note 12)  (190,692,976)  (214,783,848)  (269,199,818)    Incorease (decrease) in:  Accounts payable and accrued expenses (Note 13)  1,077,650,474  230,517,969  1,552,603,011    Acty arease faid  (499,027,627) <t< td=""><td>CASH FLOWS FROM OPERATING ACTIVITIES</td><td></td><td></td><td></td></t<>	CASH FLOWS FROM OPERATING ACTIVITIES			
Depreciation and amortization (Notes 10, 11, 20 and 22)    1,557,862,231    1,402,911,884    1,265,809,016      Provision for impairment losses (Note 8)    18,982,104    16,299,444    4,869,390      Cost of sales of investment properties and other investments and property and equipment (Notes 10 and 11)    27,111,946    55,685,524    43,487,586      Interest expense (Note 10, 11 and 24)    60,603,120    119,030,864    195,210,319      Interest income (Note 24)    (494,732,616)    (710,366,315)    (331,670,643)      Operating income before working capital changes    4,933,220,211    4,299,250,777    3,601,624,585      Decrease (increase) in:    Receivables (Note 8)    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Neceivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Prepaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in:    Accounts payable and accrued expenses (Note 13)    1,077,650,474    230,517,969    1,552,663,011      Net pens	Income before income tax	₽3,763,393,426	₽3,415,689,376	₽2,423,918,917
Provision for impairment losses (Note 8)  18,982,104  16,299,444  4,869,390    Cost of sales of investment properties and other investments and property and equipment (Notes 10 and 11)  27,111,946  55,685,524  43,487,586    Interest expense (Notes 10, 11 and 24)  60,603,120  119,030,864  195,210,319    Interest income (Note 24)  (494,732,616)  (710,366,315)  (331,670,643)    Operating income before working capital changes  4,933,220,211  4,299,250,777  3,601,624,585    Decrease (increase) in:  Receivables (Note 8)  (1,064,729,477)  (856,389,200)  (471,996,752)    Subdivision land, condominium and residential units for sale (Note 9)  4,838,542,915  1,200,659,576  545,650,611    Receivable from Meralco (Notes 12 and 28)  22,194,535  24,018,987  (89,486,447)    Prepaid expenses and value-added input tax (Note 12)  (190,692,976)  (214,783,848)  (269,199,818)    Increase (decrease) in:  Accounts payable and accrued expenses (Note 13)  1,077,650,474  230,517,969  1,552,693,011    Net pension liabilities (Notes 13 and 27)  (15,263,254)  (16,407,913)  13,352,658    Customers' deposits (Note 14)  (571,754,832)  142,710,149  753,607,4	Adjustments for:	, , ,		
Provision for impairment losses (Note 8)  18,982,104  16,299,444  4,869,390    Cost of sales of investment properties and other investments and property and equipment (Notes 10 and 11)  27,111,946  55,685,524  43,487,586    Interest expense (Notes 10, 11 and 24)  60,603,120  119,030,864  195,210,319    Interest income (Note 24)  (494,732,616)  (710,366,315)  (331,670,643)    Operating income before working capital changes  4,933,220,211  4,299,250,777  3,601,624,585    Decrease (increase) in:  Receivables (Note 8)  (1,064,729,477)  (856,389,200)  (471,996,752)    Subdivision land, condominium and residential units for sale (Note 9)  4,838,542,915  1,200,659,576  545,650,611    Receivable from Meralco (Notes 12 and 28)  22,194,535  24,018,987  (89,486,447)    Prepaid expenses and value-added input tax (Note 12)  (190,692,976)  (214,783,848)  (269,199,818)    Increase (decrease) in:  Accounts payable and accrued expenses (Note 13)  1,077,650,474  230,517,969  1,552,693,011    Net pension liabilities (Notes 13 and 27)  (15,263,254)  (16,407,913)  13,352,658    Customers' deposits (Note 14)  (571,754,832)  142,710,149  753,607,4	Depreciation and amortization (Notes 10, 11, 20 and 22)	1,557,862,231	1,402,911,884	1,265,809,016
Cost of sales of investment properties and other investments and property and equipment (Notes 10 and 11)    27,111,946    55,685,524    43,487,586      Interest expense (Notes 10, 11 and 24)    60,603,120    119,030,864    195,210,319      Interest sucome (Note 24)    (494,732,616)    (710,366,315)    (331,670,643)      Operating income before working capital changes    4,933,220,211    4,299,250,777    3,601,624,585      Decrease (increase) in:    Receivables (Note 8)    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Receivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Prepaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in:    Accounts payable and accrued expenses (Note 13)    1,077,650,474    230,517,969    1,552,693,011      Net pension liabilities (Notes 13 and 27)    (15,263,254)    (16,407,913)    13,352,658      Customers' deposits (Note 14)    (571,754,832)    142,710,149    753,607,444      Cash pencated from operations </td <td></td> <td>18,982,104</td> <td>16,299,444</td> <td>4,869,390</td>		18,982,104	16,299,444	4,869,390
(Notes 10 and 11)    27,111,946    55,685,524    43,487,586      Interest expense (Notes 10, 11 and 24)    (494,732,616)    (710,366,315)    (331,670,643)      Operating income before working capital changes    4,933,220,211    4,299,250,777    3,601,624,585      Decrease (increase) in:    Receivables (Note 8)    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Receivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Prepaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in:    Accounts payable and accrued expenses (Note 13)    1,077,650,474    230,517,969    1,552,693,011      Net pension liabilities (Notes 13 and 27)    (15,263,254)    (16,407,913)    13,352,658      Customers' deposits (Note 14)    (571,754,832)    142,710,149    753,607,444      Cash generated from operations    9,029,167,596    4,809,576,497    5,636,245,292      Income taxes paid    (499,027,627)    (452,535,841)    (327,102,4				
(Notes 10 and 11)    27,111,946    55,685,524    43,487,586      Interest expense (Notes 10, 11 and 24)    (494,732,616)    (710,366,315)    (331,670,643)      Operating income before working capital changes    4,933,220,211    4,299,250,777    3,601,624,585      Decrease (increase) in:    Receivables (Note 8)    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Receivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Prepaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in:    Accounts payable and accrued expenses (Note 13)    1,077,650,474    230,517,969    1,552,693,011      Net pension liabilities (Notes 13 and 27)    (15,263,254)    (16,407,913)    13,352,658      Customers' deposits (Note 14)    (571,754,832)    142,710,149    753,607,444      Cash generated from operations    9,029,167,596    4,809,576,497    5,636,245,292      Income taxes paid    (499,027,627)    (452,535,841)    (327,102,4	investments and property and equipment			
Interest income (Note 24)    (494,732,616)    (710,366,315)    (331,670,643)      Operating income before working capital changes    4,933,220,211    4,299,250,777    3,601,624,585      Decrease (increase) in:    Receivables (Note 8)    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units    for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Receivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Prepaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in:    Accounts payable and accrued expenses (Note 13)    1,077,650,474    230,517,969    1,552,693,011      Net pension liabilities (Notes 13 and 27)    (15,263,254)    (16,407,913)    13,352,658      Customers' deposits (Note 14)    (571,754,832)    142,710,149    753,607,444      Cash penerated from operations    9,029,167,596    4,809,576,497    5,636,245,292      Income taxes paid    (499,027,627)    (452,535,841)    (327,102,457)      Net cash provided by operating activities    8,530,139,969    4,35		27,111,946	55,685,524	43,487,586
Operating income before working capital changes    4,933,220,211    4,299,250,777    3,601,624,585      Decrease (increase) in:    Receivables (Note 8)    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units    for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Receivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Prepaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in:    Accounts payable and accrued expenses (Note 13)    1,077,650,474    230,517,969    1,552,693,011      Net pension liabilities (Notes 13 and 27)    (15,263,254)    (16,407,913)    13,352,658      Customers' deposits (Note 14)    (571,754,832)    142,710,149    753,607,444      Cash generated from operations    9,029,167,596    4,809,576,497    5,636,245,292      Income taxes paid    (499,027,627)    (452,535,841)    (327,102,457)      Net cash provided by operating activities    8,530,139,969    4,357,040,656    5,309,142,835      CASH FLOWS FROM INVESTING ACTIVITIES    Interest received	Interest expense (Notes 10, 11 and 24)	60,603,120	119,030,864	195,210,319
Decrease (increase) in:    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Receivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Prepaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in:    Accounts payable and accrued expenses (Note 13)    1,077,650,474    230,517,969    1,552,693,011      Net pension liabilities (Notes 13 and 27)    (15,263,254)    (16,407,913)    13,352,658      Customers' deposits (Note 14)    (571,754,832)    142,710,149    753,607,444      Cash generated from operations    9,029,167,596    4,809,576,497    5,636,245,292      Income taxes paid    (499,027,627)    (452,535,841)    (327,102,457)      Net cash provided by operating activities    8,530,139,969    4,357,040,656    5,309,142,835      CASH FLOWS FROM INVESTING ACTIVITIES    Interest received    151,944,497    479,007,332    101,881,660      Decrease (increase) in:    Advances to suppliers and contractors (Note 12)    554,148 </td <td>Interest income (Note 24)</td> <td>(494,732,616)</td> <td>(710,366,315)</td> <td>(331,670,643)</td>	Interest income (Note 24)	(494,732,616)	(710,366,315)	(331,670,643)
Decrease (increase) in:    (1,064,729,477)    (856,389,200)    (471,996,752)      Subdivision land, condominium and residential units for sale (Note 9)    4,838,542,915    1,200,659,576    545,650,611      Receivable from Meralco (Notes 12 and 28)    22,194,535    24,018,987    (89,486,447)      Prepaid expenses and value-added input tax (Note 12)    (190,692,976)    (214,783,848)    (269,199,818)      Increase (decrease) in:    Accounts payable and accrued expenses (Note 13)    1,077,650,474    230,517,969    1,552,693,011      Net pension liabilities (Notes 13 and 27)    (15,263,254)    (16,407,913)    13,352,658      Customers' deposits (Note 14)    (571,754,832)    142,710,149    753,607,444      Cash generated from operations    9,029,167,596    4,809,576,497    5,636,245,292      Income taxes paid    (499,027,627)    (452,535,841)    (327,102,457)      Net cash provided by operating activities    8,530,139,969    4,357,040,656    5,309,142,835      CASH FLOWS FROM INVESTING ACTIVITIES    Interest received    151,944,497    479,007,332    101,881,660      Decrease (increase) in:    Advances to suppliers and contractors (Note 12)    554,148 </td <td></td> <td></td> <td>4,299,250,777</td> <td></td>			4,299,250,777	
Subdivision land, condominium and residential units for sale (Note 9)  4,838,542,915  1,200,659,576  545,650,611    Receivable from Meralco (Notes 12 and 28)  22,194,535  24,018,987  (89,486,447)    Prepaid expenses and value-added input tax (Note 12)  (190,692,976)  (214,783,848)  (269,199,818)    Increase (decrease) in:  Accounts payable and accrued expenses (Note 13)  1,077,650,474  230,517,969  1,552,693,011    Net pension liabilities (Notes 13 and 27)  (15,263,254)  (16,407,913)  13,352,658    Customers' deposits (Note 14)  (571,754,832)  142,710,149  753,607,444    Cash generated from operations  9,029,167,596  4,809,576,497  5,636,245,292    Income taxes paid  (499,027,627)  (452,535,841)  (327,102,457)    Net cash provided by operating activities  8,530,139,969  4,357,040,656  5,309,142,835    CASH FLOWS FROM INVESTING ACTIVITIES  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  104,9366,080)  177,886,141  (250,144,403)    Advances to lot owners (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319) <td< td=""><td></td><td></td><td></td><td></td></td<>				
for sale (Note 9)  4,838,542,915  1,200,659,576  545,650,611    Receivable from Meralco (Notes 12 and 28)  22,194,535  24,018,987  (89,486,447)    Prepaid expenses and value-added input tax (Note 12)  (190,692,976)  (214,783,848)  (269,199,818)    Increase (decrease) in:  4,600,500,576  545,650,611  (15,263,254)  (16,407,913)  13,352,658    Customers' deposits (Note 14)  (571,754,832)  142,710,149  753,607,444    Cash generated from operations  9,029,167,596  4,809,576,497  5,636,245,292    Income taxes paid  (499,027,627)  (452,535,841)  (327,102,457)    Net cash provided by operating activities  8,530,139,969  4,357,040,656  5,309,142,835    CASH FLOWS FROM INVESTING ACTIVITIES  Interest received  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  4dvances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812	Receivables (Note 8)	(1,064,729,477)	(856,389,200)	(471,996,752)
Receivable from Meralco (Notes 12 and 28)  22,194,535  24,018,987  (89,486,447)    Prepaid expenses and value-added input tax (Note 12)  (190,692,976)  (214,783,848)  (269,199,818)    Increase (decrease) in:	Subdivision land, condominium and residential units			
Receivable from Meralco (Notes 12 and 28)  22,194,535  24,018,987  (89,486,447)    Prepaid expenses and value-added input tax (Note 12)  (190,692,976)  (214,783,848)  (269,199,818)    Increase (decrease) in:	for sale (Note 9)	4,838,542,915	1,200,659,576	545,650,611
Increase (decrease) in:  Accounts payable and accrued expenses (Note 13)  1,077,650,474  230,517,969  1,552,693,011    Net pension liabilities (Notes 13 and 27)  (15,263,254)  (16,407,913)  13,352,658    Customers' deposits (Note 14)  (571,754,832)  142,710,149  753,607,444    Cash generated from operations  9,029,167,596  4,809,576,497  5,636,245,292    Income taxes paid  (499,027,627)  (452,535,841)  (327,102,457)    Net cash provided by operating activities  8,530,139,969  4,357,040,656  5,309,142,835    CASH FLOWS FROM INVESTING ACTIVITIES  Interest received  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    <		22,194,535	24,018,987	(89,486,447)
Accounts payable and accrued expenses (Note 13)  1,077,650,474  230,517,969  1,552,693,011    Net pension liabilities (Notes 13 and 27)  (15,263,254)  (16,407,913)  13,352,658    Customers' deposits (Note 14)  (571,754,832)  142,710,149  753,607,444    Cash generated from operations  9,029,167,596  4,809,576,497  5,636,245,292    Income taxes paid  (499,027,627)  (452,535,841)  (327,102,457)    Net cash provided by operating activities  8,530,139,969  4,357,040,656  5,309,142,835    CASH FLOWS FROM INVESTING ACTIVITIES  Interest received  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)	Prepaid expenses and value-added input tax (Note 12)	(190,692,976)	(214,783,848)	(269,199,818)
Net pension liabilities (Notes 13 and 27)  (15,263,254)  (16,407,913)  13,352,658    Customers' deposits (Note 14)  (571,754,832)  142,710,149  753,607,444    Cash generated from operations  9,029,167,596  4,809,576,497  5,636,245,292    Income taxes paid  (499,027,627)  (452,535,841)  (327,102,457)    Net cash provided by operating activities  8,530,139,969  4,357,040,656  5,309,142,835    CASH FLOWS FROM INVESTING ACTIVITIES  Interest received  151,944,497  479,007,332  101,881,660    Decrease (increase) in:	Increase (decrease) in:			
Customers' deposits (Note 14) $(571,754,832)$ $142,710,149$ $753,607,444$ Cash generated from operations $9,029,167,596$ $4,809,576,497$ $5,636,245,292$ Income taxes paid $(499,027,627)$ $(452,535,841)$ $(327,102,457)$ Net cash provided by operating activities $8,530,139,969$ $4,357,040,656$ $5,309,142,835$ CASH FLOWS FROM INVESTING ACTIVITIESInterest received $151,944,497$ $479,007,332$ $101,881,660$ Decrease (increase) in: $104,881,660$ $177,886,141$ $(250,144,403)$ Advances to lot owners (Note 12) $554,148$ $166,580,641$ $52,428,709$ Other assets (Note 12) $110,981,686$ $(166,397,319)$ $(69,284,601)$ Receivables from affiliated companies (Notes 8 and 18) $(31,812,509)$ $6,703,810$ $(6,023,979)$ Additions to:Investment properties and other investments (Note 10) $(2,677,568,097)$ $(4,638,551,015)$ $(2,721,182,557)$ Property and equipment (Note 11) $(6,810,597,783)$ $(4,245,656,752)$ $(3,596,507,425)$	Accounts payable and accrued expenses (Note 13)	1,077,650,474	230,517,969	1,552,693,011
Cash generated from operations  9,029,167,596  4,809,576,497  5,636,245,292    Income taxes paid  (499,027,627)  (452,535,841)  (327,102,457)    Net cash provided by operating activities  8,530,139,969  4,357,040,656  5,309,142,835    CASH FLOWS FROM INVESTING ACTIVITIES  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  (19,366,080)  177,886,141  (250,144,403)    Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)	Net pension liabilities (Notes 13 and 27)	(15,263,254)	(16,407,913)	13,352,658
Income taxes paid  (499,027,627)  (452,535,841)  (327,102,457)    Net cash provided by operating activities  8,530,139,969  4,357,040,656  5,309,142,835    CASH FLOWS FROM INVESTING ACTIVITIES  Interest received  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)	Customers' deposits (Note 14)	(571,754,832)	142,710,149	753,607,444
Net cash provided by operating activities    8,530,139,969    4,357,040,656    5,309,142,835      CASH FLOWS FROM INVESTING ACTIVITIES Interest received    151,944,497    479,007,332    101,881,660      Decrease (increase) in: Advances to lot owners (Note 12)    (19,366,080)    177,886,141    (250,144,403)      Advances to suppliers and contractors (Note 12)    554,148    166,580,641    52,428,709      Other assets (Note 12)    110,981,686    (166,397,319)    (69,284,601)      Receivables from affiliated companies (Notes 8 and 18)    (31,812,509)    6,703,810    (6,023,979)      Additions to:    Investment properties and other investments (Note 10)    (2,677,568,097)    (4,638,551,015)    (2,721,182,557)      Property and equipment (Note 11)    (6,810,597,783)    (4,245,656,752)    (3,596,507,425)	Cash generated from operations	9,029,167,596	4,809,576,497	5,636,245,292
CASH FLOWS FROM INVESTING ACTIVITIES    Interest received  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  (19,366,080)  177,886,141  (250,144,403)    Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)	Income taxes paid	(499,027,627)	(452,535,841)	(327,102,457)
Interest received  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  (19,366,080)  177,886,141  (250,144,403)    Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)	Net cash provided by operating activities	8,530,139,969	4,357,040,656	5,309,142,835
Interest received  151,944,497  479,007,332  101,881,660    Decrease (increase) in:  (19,366,080)  177,886,141  (250,144,403)    Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)	CASH FLOWS FROM INVESTING ACTIVITIES			
Decrease (increase) in:  (19,366,080)  177,886,141  (250,144,403)    Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)		151,944,497	479,007,332	101,881,660
Advances to lot owners (Note 12)  (19,366,080)  177,886,141  (250,144,403)    Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)	Decrease (increase) in:		, ,	, ,
Advances to suppliers and contractors (Note 12)  554,148  166,580,641  52,428,709    Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)		(19,366,080)	177,886,141	(250, 144, 403)
Other assets (Note 12)  110,981,686  (166,397,319)  (69,284,601)    Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)				
Receivables from affiliated companies (Notes 8 and 18)  (31,812,509)  6,703,810  (6,023,979)    Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)		,		
Additions to:  Investment properties and other investments (Note 10)  (2,677,568,097)  (4,638,551,015)  (2,721,182,557)    Property and equipment (Note 11)  (6,810,597,783)  (4,245,656,752)  (3,596,507,425)				
Property and equipment (Note 11) (6,810,597,783) (4,245,656,752) (3,596,507,425)			· · ·	
Property and equipment (Note 11) (6,810,597,783) (4,245,656,752) (3,596,507,425)		(2,677,568,097)	(4,638,551,015)	(2,721,182,557)
	Net cash used in investing activities	(9,275,864,138)	(8,220,427,162)	(6,488,832,596)

(Forward)

	Years Ended September 30		
	2008	2007	2006
CASH FLOWS FROM FINANCING ACTIVITIES			
Availments of loans payable (Note 15)	₽2,677,000,000	₽3,000,000,000	₽-
Interest paid	(274,079,654)	(220,402,589)	(382,221,450)
Payments of loans payable (Note 15)	(1,220,000,000)	(110,000,000)	(330,000,000)
Increase (decrease) in payable to affiliated companies and			
other liabilities (Note 14)	(19,201,509)	(2,033,296,106)	2,421,365,892
Payments of cash dividends (Note 16)	(1,454,537,633)	(1,015,923,850)	(732,830,804)
Capital stock subscriptions (Note 17)	-	450,000,000	-
Additional paid-in capital arising from capital stock			
subscriptions (Note 17)	-	4,783,660,884	-
Net cash provided by (used in) financing activities	(290,818,796)	4,854,038,339	976,313,638
NET INCREASE (DECREASE) IN CASH AND			
CASH EQUIVALENTS	(1,036,542,965)	990,651,833	(203,376,123)
CASH AND CASH EQUIVALENTS			
AT BEGINNING OF YEAR	1,555,623,418	564,971,585	768,347,708
CASH AND CASH EQUIVALENTS			
AT END OF YEAR (Note 7)	₽519,080,453	₽1,555,623,418	₽564,971,585

See accompanying Notes to Consolidated Financial Statements.

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# **ROBINSONS LAND CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

# 1. Corporate Information

Robinsons Land Corporation (the Parent Company) is a stock corporation organized under the laws of the Philippines and has seven wholly-owned subsidiaries, namely: Robinsons Homes, Inc. (RHI); Trion Homes Development Corporation (THDC); Manila Midtown Hotels and Land Corporation (MMHLC); Robinsons Inn, Inc. (RII); Robinsons Realty and Management Corporation (RRMC); Robinsons (Cayman) Limited (RCL); and Robinsons Properties Marketing and Management Corporation (RPMMC); and a 51%-owned subsidiary, Altus Angeles, Inc. (AAI) (collectively known as the "Group").

The Group is engaged in the business of selling, acquiring, constructing, developing, leasing and disposing of real properties such as land, buildings, shopping malls, commercial centers and housing projects, hotels and other variants and mixed-used property projects. The Group is 60.01% owned by JG Summit Holdings, Inc. (JGSHI), the Group's ultimate parent company. JGSHI is one of the country's largest conglomerates, with diverse interests in branded consumer foods, agro-industrial and commodity food products, textile, telecommunications, petrochemicals, air transportation and financial services.

The Parent Company's principal executive office is located at 43rd Floor, Robinsons Equitable Tower, ADB Avenue, Ortigas Center, Pasig City.

# 2. Basis of Preparation

The consolidated financial statements have been prepared under the historical cost convention method and are presented in Philippine Pesos, the Group's functional currency. All amounts are rounded to the nearest peso unless otherwise indicated.

# Statement of Compliance

The accompanying consolidated financial statements have been prepared in compliance with Philippine Financial Reporting Standards (PFRS).

# **Basis of Consolidation**

The consolidated financial statements comprise the financial statements of Robinsons Land Corporation and its subsidiaries (see Note 1) as at September 30, 2008 and 2007 and for each of the three (3) years in the period ended September 30, 2008. The financial statements of the subsidiaries are prepared for the same reporting year as the Parent Company, using consistent accounting policies.

All intercompany balances, transactions, income and expense and profit and loss are eliminated in full.

Subsidiaries are fully consolidated from the date of acquisition, being the date on which the Group obtains control and continue to be consolidated until the date such control ceases.

Minority interest represents the portion of profit or loss and net assets in subsidiaries not wholly owned and are presented separately in the consolidated statement of income and consolidated statement of changes in equity and within equity in the consolidated balance sheet, separately from the Parent Company's equity.

# 3. Changes in Accounting Policies

The accounting policies adopted are consistent with those of the previous financial year except for the adoption of new accounting standards and amendments adopted in 2008 that are discussed below. The adoption of the new and amended standards did not have any effect on the consolidated financial statements of the Group. They did, however, give rise to additional disclosures.

PFRS 7, Financial Instruments - Disclosures (effective for annual periods beginning on or after January 1, 2007). PFRS 7 includes all of the disclosure requirements relating to financial instruments and replaces the disclosures under PAS 32, Financial Instruments: Disclosure and Presentation and PAS 30, Disclosures in the Financial Statements of Banks and Similar Financial Institutions. The most significant additional disclosure requirements of PFRS 7 are as follows: (a) qualitative risk disclosures are to include information on the processes that an entity uses to manage and measure its risks; (b) quantitative data about the exposure to each type of risk (including credit risk, liquidity risk and market risk) arising from financial instruments; (c) information about the credit quality of financial assets that are neither past due nor impaired; (d) an analysis of financial assets that are past due or impaired, including a description of collateral held as security and its fair value; and (e) a market risk sensitivity analysis which includes the effect of a reasonably possible change in the risk variables, along with the methods and assumptions used in preparing the analysis. The adoption of this standard resulted in the inclusion of additional disclosures such as market risk sensitivity analysis (see Note 29), contractual maturity analysis of financial liabilities for liquidity risk (see Note 29) and aging analysis on financial assets that are either past due or impaired (see Note 8).

The Group adopted the amendment to the transitional provisions of PFRS 7 as approved by the Financial Reporting Standards Council of the Philippines, which gives transitory relief with respect to the presentation of comparative information for the new risk disclosures about the nature and extent of risks arising from financial instruments. Accordingly, the Group did not present comparative information for the new risk disclosures of PFRS 7, unless the disclosure was previously required.

• Amendments to PAS 1, *Presentation of Financial Statements - Capital Disclosure (effective for annual periods beginning on or after January 1, 2007).* This amendment requires entities to disclose information that enables readers to evaluate the entity's objectives, policies and processes for managing capital. The disclosures are based on information provided internally to key management personnel, and will include: (a) the objectives, procedures and policies used to manage capital; (b) a description of what the entity manages as capital, the nature of any externally imposed capital requirements (if any) and how it meets objectives for managing capital; (c) quantitative information about what the entity manages as capital and any changes from the prior period; and (d) whether the entity complied with externally imposed capital



requirements and the consequences of any non-compliance, (if applicable). The required new disclosures are reflected in the consolidated financial statements where applicable (see Note 17).

# Future Changes in Accounting Policies

The Group has not applied the following new and amended PFRS and Philippine Interpretation which are not yet effective for the fiscal year ended September 30, 2008:

### Effective in 2009

- Amendments to PFRS 1, *First-time Adoption of Philippine Financial Reporting Standards* and PAS 27, *Consolidated and Separate Financial Statements (effective for annual periods beginning on or after January 1, 2009).* The amendments to PFRS 1 allows an entity to determine the 'cost' of investments in subsidiaries, jointly controlled entities or associates in its opening PFRS financial statements in accordance with PAS 27 or using a deemed cost. The amendment to PAS 27 requires all dividends from a subsidiary, jointly controlled entity or associate to be recognised in the income statement in the separate financial statement. The revision to PAS 27 will have to be applied prospectively. The new requirements will affect only the parent's separate financial statement and do not have an impact on the consolidated financial statements.
- PFRS 2, *Share-based Payment Vesting Condition and Cancellations (effective for annual periods beginning on or after January 1, 2009).* The standard has been revised to clarify the definition of a vesting condition and prescribes the treatment for an award that is effectively cancelled. It defines a vesting condition as a condition that includes an explicit or implicit requirement to provide services. This Standard will not have any effect on the consolidated financial statements as no events occurred that this amendments relates to.
- PFRS 8, *Operating Segments, (effective for annual periods beginning on or after January 1, 2009).* This new standard replaces PAS 14, *Segment Reporting* and adopts a management approach to segment reporting. The information reported would be that which management uses internally for evaluating the performance of operating segments and allocating resources to those segments. This information may be different from that reported in the consolidated balance sheet and consolidated statement of income and entities will need to provide explanations and reconciliations of the differences. As the information required to be disclosed will likely be readily available as it is already used internally, the Group will reassess whether additional processes should be put in place to reconcile information to the consolidated balance sheet and consolidated statement of income.
- PAS 1 (Revised), *Presentation of Financial Statements (effective for annual periods beginning on or after January 1, 2009).* The Standard separates owner and non-owner changes in equity. The statement of changes in equity will include only details of transactions with owners, with non-owner changes in equity presented as a single line. In addition, the Standard introduces the statement of comprehensive income: it presents all items of recognized income and expense, either in one (1) single statement, or in two (2) linked statements. The Group is still evaluating whether it will have one or two statements.



- PAS 23 (Revised), *Borrowing Costs (effective for annual periods beginning on or after January 1, 2009).* The definition of borrowing costs is revised to consolidate the two types of items that are considered components of 'borrowing costs' into one the interest expense calculated using the effective interest rate method calculated in accordance with PAS 39, *Financial Instruments: Recognition and Measurement.* This Amendment will not have any effect in the consolidated financial statements as no change will be made on the accounting policy for borrowing costs.
- Amendment to PAS 32, *Financial Instruments: Presentation* and PAS 1 *Presentation of Financial Statements - Puttable Financial Instruments and Obligations Arising on Liquidation (effective for annual periods beginning on or after January 1, 2009).* The revisions provide a limited scope exception for puttable instruments to be classified as equity if they fulfil a number of specified features. These Amendments to the standards will have no impact on the financial position or performance of the Group, as the Group has not issued such instruments.
- Philippine Interpretation IFRIC 16, *Hedges of a Net Investment in a Foreign Operation (effective for annual periods beginning on or after October 1, 2008).* This Interpretation provides guidance on identifying foreign currency risks that qualify for hedge accounting in the hedge of net investment; where within the group the hedging instrument can be held in the hedge of a net investment; and how an entity should determine the amount of foreign currency gains or losses, relating to both the net investment and the hedging instrument, to be recycled on disposal of the net investment. This Philippine Interpretation will have no impact on the consolidated financial statements, the Group has no foreign operations.
- Philippine Interpretation IFRIC 11, *PRFS 2 Group and Treasury Share Transactions (effective for annual periods beginning on or after March 1, 2007).* This Philippine Interpretation requires arrangements whereby an employee is granted rights to an entity's equity instruments to be accounted for as an equity-settled scheme by the Company even if: (a) the entity chooses or is required to buy those equity instruments (e.g. treasury shares) from another party; or (b) the shareholders of the entity provide the equity instruments needed. This Interpretation will have no impact on the consolidated financial statements, as no such scheme currently exists.
- Philippine Interpretation IFRIC 12, *Service Concession Arrangements (effective for annual periods beginning on or after January 1, 2008).* This Philippine Interpretation outlines an approach to account for contractual arrangements arising from entities providing public services. It provides that the operator should not account for the infrastructure as property and equipment, but recognize a financial asset and/or an intangible asset. This Philippine Interpretation covers contractual arrangements arising from private entities providing public services and is not relevant to the Group since it is not engaged in any service concession arrangements within the scope of the Interpretation.
- Philippine Interpretation IFRIC 13, *Customer Loyalty Programmes (effective for annual periods beginning on or after July 1, 2008).* This Philippine Interpretation requires customer loyalty credits to be accounted for as a separate component of the sales transaction in which they are granted and therefore part of the fair value of the consideration received is allocated to the award credits and deferred over the period that the award credits are fulfilled. This



Interpretation will have no impact on the consolidated financial statements, as no such scheme currently exists.

• Philippine Interpretation IFRIC 14, PAS 19, *The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction (effective for annual periods beginning on or after January 1, 2008).* This Philippine Interpretation provides guidance on how to assess the limit on the amount of surplus in a defined benefit scheme that can be recognized as an asset under PAS 19, *Employee Benefits.* This Interpretation will not have any effect on the consolidated financial statements.

#### Improvements to PFRSs

The first omnibus of amendments to PFRSs was issued primarily with a view to removing inconsistencies and clarifying wording. The following are separate transitional provisions for each standard:

- PFRS 5, *Non-current Assets Held for Sale and Discontinued Operations* When a subsidiary is held for sale, all of its assets and liabilities will be classified as held for sale under PFRS 5, even when the entity retains a non-controlling interest in the subsidiary after the sale.
- PAS 1, Presentation of Financial Statements

Assets and liabilities classified as held for trading are not automatically classified as current in the consolidated balance sheet. The Group amended its accounting policy accordingly and analyzed whether Management's expectation of the period of realization of financial assets and liabilities differed from the classification of the instrument. This will not result in any reclassification of financial instruments between current and noncurrent in the balance sheet.

# • PAS 16, Property, Plant and Equipment

Items of property, plant and equipment held for rental that are routinely sold in the ordinary course of business after rental, are transferred to inventory when rental ceases and they are held for sale.

• PAS 19, Employee Benefits

Revised the definition of 'past service costs', 'return on plan assets' and 'short term' and 'other long-term' employee benefits. Amendments to plans that result in a reduction in benefits related to future services are accounted for as curtailment.

The reference to the recognition of contingent liabilities to ensure consistency with PAS 37, *Provisions, Contingent Liabilities and Contingent Assets* was deleted.

- PAS 20, Accounting for Government Grants and Disclosures of Government Assistance Loans granted in the future with no or low interest rates will not be exempt from the requirement to impute interest. The difference between the amount received and the discounted amount is accounted for as government grant. Also, revised various terms used to be consistent with other PFRS.
- PAS 23, Borrowing Costs

The definition of borrowing costs is revised to consolidate the two types of items that are considered components of 'borrowing costs' into one - the interest expense calculated using the effective interest rate method calculated in accordance with PAS 39. The Group has



amended its accounting policy accordingly which will not result in any change in its financial position.

• PAS 28, Investment in Associates

If an associate is accounted for at fair value in accordance with PAS 39, only the requirement of PAS 28 to disclose the nature and extent of any significant restrictions on the ability of the associate to transfer funds to the entity in the form of cash or repayment of loans applies. This amendment has no impact on the Group as it does not account for its associates at fair value in accordance with PAS 39.

An investment in an associate is a single asset for the purpose of conducting the impairment test. Therefore, any impairment test is not separately allocated to the goodwill included in the investment balance. This amendment has no impact on the Group because this policy was already applied.

• PAS 29, *Financial Reporting in Hyperinflationary Economies* The reference to the exception that assets and liabilities should be measured at historical cost, such that it notes property and equipment as being an example, rather than implying that it is a definitive list was revised. Also, revised various terms used to be consistent with other PFRS.

• PAS 31, Interest in Joint ventures

If a joint venture is accounted for at fair value, in accordance with PAS 39, only the requirements of PAS 31 to disclose the commitments of the venturer and the joint venture, as well as summary financial information about the assets, liabilities, income and expense will apply. This amendment has no impact on the Group because it does not account for its joint ventures at fair value in accordance with PAS 39.

• PAS 36, Impairment of Assets

When discounted cash flows are used to estimate 'fair value less cost to sell' additional disclosure is required about the discount rate, consistent with disclosures required when the discounted cash flows are used to estimate 'value in use'. This amendment has no immediate impact on the consolidated financial statements of the Group because the recoverable amount of its cash generating units is currently estimated using 'value in use'.

• PAS 38, Intangible Assets

Expenditure on advertising and promotional activities is recognized as an expense when the Group either has the right to access the goods or has received the services. This amendment has no impact on the Group because it does not enter into such promotional activities.

The reference to there being rarely, if ever, persuasive evidence to support an amortization method of intangible assets other than a straight-line method has been removed. This Amendment has no impact on the Group because it does not have intangible assets.

# • PAS 39, Financial Instruments: Recognition and Measurement

Changes in circumstances relating to derivatives are not reclassifications and therefore may be either removed from, or included in, the 'fair value through profit or loss' classification after initial recognition. The reference in PAS 39 to a 'segment' when determining whether an instrument qualifies as a hedge was removed. Require the use of the revised effective interest rate when remeasuring a debt instrument on the cessation of fair value hedge accounting.



• PAS 40, Investment Properties

The scope such that property under construction or development for future use as an investment property is classified as investment property was revised. If fair value cannot be reliably determined, the investment under construction will be measured at cost until such time as fair value can be determined or construction is complete. Also, revised of the conditions for a voluntary change in accounting policy to be consistent with PAS 8 and clarified that the carrying amount of investment property held under lease is the valuation obtained increased by any recognized liability.

• PAS 41, *Agriculture* 

The reference to the use of a pre-tax discount rate to determine fair value was removed. The prohibition to take into account cash flows resulting from any additional transformations when estimating fair value was removed. The term 'point-of-sale costs' with 'costs to sell' was also replaced.

# Effective in 2010

- Revised PFRS 3, *Business Combinations* and PAS 27, *Consolidated and Separate Financial Statements (effective for annual periods beginning on or after January 1, 2009.)* The revised PFRS 3 introduces a number of changes in the accounting for business combinations that will impact the amount of goodwill recognized, the reported results in the period that an acquisition occurs, and future reported results. The revised PAS 27 requires that a change in the ownership interest of a subsidiary (without loss of control) is accounted for as an equity transaction. Therefore, such transactions will no longer give rise to goodwill, nor will it give rise to a gain or loss. Furthermore, the amended standard changes the accounting for losses incurred by the subsidiary as well as the loss of control of a subsidiary. Other consequential amendments were made to PAS 7, *Statement of Cash Flows*, PAS 12, *Income Taxes*, PAS 21, *The Effects of Changes in Foreign Exchange Rates*, PAS 28, *Investment in Associates* and PAS 31, *Interests in Joint Ventures*. The changes by PFRS 3 and PAS 27 will affect future acquisitions or loss of control and transactions with minority interests. The standards may be early applied. However, the Group does not intend to take advantage of this possibility.
- Amendment to PAS 39, *Financial Instruments: Recognition and Measurement Eligible hedged items (effective for annual periods beginning on or after July 1, 2009).* This amendment addresses only the designation of a one-sided risk in a hedged item, and the designation of inflation as a hedged risk or portion in particular situations. The amendment clarifies that an entity is permitted to designate a portion of the fair value changes or cash flow variability of a financial instrument as a hedged item. The Amendment will have no impact on the financial position or performance of the Group, as the Group has not entered into any such hedges.

# Effective in 2012

• Philippine Interpretation IFRIC 15, Agreement for Construction of Real Estate (effective for annual periods beginning on or after January 1, 2012). This Interpretation, which may be early applied, covers accounting for revenue and associated expenses by entities that undertake the construction of real estate directly or through subcontractors. This Interpretation requires that revenue on construction of real estate be recognized only upon completion, except when



such contract qualifies as construction contract to be accounted for under PAS 11, *Construction Contracts* or involves rendering of services in which case revenue is recognized based on stage of completion. Contracts involving provision of services with the construction materials and where the risks and reward of ownership are transferred to the buyer on a continuous basis will also be accounted for based on stage of completion.

The adoption of this Interpretation will be accounted for retrospectively and will result to the restatement of prior period financial statements. The adoption of this Interpretation may significantly affect the determination of the net income and the related Real estate receivables, Unearned revenue, Deferred tax liabilities and Retained earnings accounts.

# 4. Summary of Significant Accounting Policies

#### Revenue Recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized:

#### *Real estate sales*

Real estate sales are accounted for under the percentage-of-completion method when: (a) equitable interest and/or legal title to the subject properties is transferred to the buyer; (b) the seller is obliged to perform significant acts after the subject properties are sold; (c) the amount of revenue can be measured realiably; (d) the costs incurred or to be incurred can be measured realiably; and (e) it is probable that the economic benefits will flow to the entity. Under this method, revenue is recognized as the related obligations are fulfilled, measured principally on the basis of the estimated completion of a physical proportion of the contract work.

If any of the criteria under the percentage-of-completion method is not met, the deposit method is applied until all the conditions for recording a sale are met. Pending recognition of sale, cash received from buyers are presented under the "Deposits from real estate buyers" account which is shown as part of the "Deposits and other liabilities" account in the liabilities section of the consolidated balance sheet.

#### Rental income

The Parent Company leases its commercial real estate properties to others through operating leases. Rental income on leased properties is recognized on a straight-line basis over the lease term, or based on a certain percentage of the gross revenue of the tenants, as provided under the terms of the lease contract. Contingent rents are recognized as revenue in the period in which they are earned.

#### *Revenue from hotel operations*

Revenue from hotel operations are recognized when services are rendered. Revenue from banquets and other special events are recognized when the events take place. Rental income on leased areas of the hotel is recognized on a straight-line basis over the lease term.

# Interest income

Interest income is recognized as the interest accrues (using the effective interest method that is the rate that exactly discounts estimated future cash receipts through the expected life of the financial instrument to the net carrying amount of the financial asset).

#### Dividend income

Dividend income is recognized when the Group's right to receive the payment is established.

#### Cash and Cash Equivalents

Cash includes cash on hand and in banks. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash with original maturities of three (3) months or less and that are subject to an insignificant risk of changes in value.

#### **Financial Instruments**

Financial instruments are recognized in the consolidated balance sheet when the Group becomes a party to the contractual provisions of the instrument.

The financial assets of the Group consist of loans and receivables. Loans and receivables are nonderivative financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are carried at amortized cost using the effective interest rate method. Gains and losses are recognized in consolidated statement of income when the loans and receivables are derecognized or impaired, as well as through the amortization process.

#### Date of recognition

The Group recognizes a financial asset or a financial liability in the consolidated balance sheet when it becomes a party to the contractual provisions of the instrument. Purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace are recognized on the settlement date.

### Initial recognition of financial instruments

Financial assets within the scope of PAS 39 are classified as either financial assets at fair value through profit or loss (FVPL), loans and receivables, held to maturity investments and available for sale financial assets (AFS), as appropriate. The Group determines the classification of the financial assets at initial recognition and, where allowed and appropriate, re-evaluates this designation at each financial year-end.

Financial assets are recognized initially at fair value of the consideration given. The fair values of the consideration given are determined by reference to the transaction price or other market prices. If such market prices are not reliably determinable, the fair value of the consideration is estimated as the sum of all future cash payments or receipts, discounted using the prevailing market rates of interest for similar instruments with similar maturities. The initial measurement of financial instruments, except for those designated at FVPL, includes transaction costs.

All loans and borrowings are initially recognized at the fair value of the consideration received less directly attributable transaction costs. After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortized cost using the effective interest rate method. Gains and losses are recognized in the consolidated statement of income when liabilities are derecognized as well as through amortization process under the "Interest expense" account.



The Groups financial asset are if the nature of loans and receivables; whereas, financial liabilities are of the nature of other financial liabilities.

The subsequent measurement bases for financial assets depend on the classification. Financial assets that are classified as loans and receivables are measured at amortized cost using the effective interest rate method. Amortized cost is calculated by taking into account any discount, premium and transaction costs on acquisition, over the period to maturity. Amortization of discounts, premiums and transaction costs are taken directly to the consolidated statement of income.

#### Determination of fair value

The fair value for financial instruments traded in active markets at the consolidated balance sheet date is based on their quoted market price or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs. When current bid and asking prices are not available, the price of the most recent transaction provides evidence of the current fair value as long as there has not been a significant change in economic circumstances since the time of the transaction.

For all other financial instruments not listed in an active market, the fair value is determined by using appropriate valuation techniques. Valuation techniques include net present value technique, comparison to similar instruments for which market observable prices exist and other relevant valuation models.

### Day 1 profit

Where the transaction price in a non-active market is different to the fair value from other observable current market transactions in the same instrument or based on a valuation technique whose variables include only data from observable market, the Group recognizes the difference between the transaction price and fair value (a Day 1 profit) in the consolidated statement of income.

In cases where variables used is made of data which is not observable, the difference between the transaction price and model value is only recognized in the consolidated statement of income when the inputs become observable or when the instrument is derecognized. For each transaction, the Group determines the appropriate method of recognizing the 'Day 1' profit amount.

#### Loans and Receivables

Loans and receivables are financial assets with fixed or determinable payments and fixed maturities that are not quoted in an active market. They are not entered into with the intention of immediate or short-term resale and are not designated as AFS or financial assets at FVPL.

After initial measurement, the loans and receivables are subsequently measured at amortized cost using the effective interest rate method, less allowance for impairment. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees that are an integral part of the effective interest rate. The amortization is included in the interest income in the consolidated statement of income. The losses arising from impairment of such loans and receivables are recognized in the consolidated statement of income.



The Group's loans and receivables include Cash and cash equivalents, Receivables, Utility deposits, Advances to lot owners and Receivables from Meralco.

#### Other Financial Liabilities

All financial liabilities are initially recognized at the fair value of the consideration received less directly attributable transaction costs. After initial recognition, loans payable are subsequently measured at amortized cost using the effective interest method. Gains and losses are recognized in the consolidated statement of income when the liabilities are derecognized or impaired, as well as through the amortization process.

### Customers' Deposits

# Deposits from lessees

Deposits from lessees are measured initially at fair value. After initial recognition, customers' deposits are subsequently measured at amortized cost using effective interest method.

The difference between the cash received and its fair value is deferred (included in the "Deposits and other liabilities" in the consolidated balance sheet) and amortized using the straight-line method.

# Deposits from real estate buyers

Deposits from real estate buyers represent mainly reservation fees and advance payments. These deposits will be recognized as revenue in the consolidated statement of income as the related obligations are fulfilled to the real estate buyers.

# Classification of Financial Instruments Between Debt and Equity

A financial instrument is classified as debt, if it provides for a contractual obligation to:

- deliver cash or another financial asset to another entity; or
- exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavorable to the Group; or
- satisfy the obligation other than by the exchange of a fixed amount of cash or another financial asset for a fixed number of own equity shares.

If the Group does not have an unconditional right to avoid delivering cash or another financial asset to settle its contractual obligation, the obligation meets the definition of a financial liability.

The components of issued financial instruments that contain both liability and equity elements are accounted for separately, with the equity component being assigned the residual amount, after deducting from the instrument as a whole the amount separately determined as the fair value of the liability component on the date of issue.

# Derecognition of Financial Assets and Liabilities

A financial asset (or where applicable, a part of a group of financial assets) is derecognized when:

- the rights to receive cash flows from the assets have expired;
- the Group retains the right to receive cash flows from the asset, but has assumed an obligation to pay them in full without material delay to a third-party under a "pass-through" arrangement; or
- the Group has transferred substantially all the risks and rewards of the asset, or has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

Where the Group has transferred the rights to receive cash flows from an asset or has entered into a pass-through arrangement and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Group's continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

Financial liabilities are derecognized when the obligation under the liability is discharged or cancelled or has expired. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognized in the consolidated statement of income.

# Impairment of Financial Assets

The Group assesses at each balance sheet date whether a financial or group of financial assets is impaired.

A financial asset or a group of financial assets is deemed to be impaired if, and only if, there is objective evidence of impairment as a result of one or more events that has occurred after the initial recognition of the asset (an incurred 'loss event') and that loss event (or events) has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the borrower or a group of borrowers is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganization and where observable data indicate that there is measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.

# Loans and receivables

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognized are not included in a collective assessment of impairment.



If there is an objective evidence that an impairment loss on loans and receivables carried at amortized cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not been incurred) discounted at the financial asset's original effective interest rate (i.e., the effective interest rate computed at initial recognition). The carrying amount of the asset is reduced through the use of an allowance for impairment loss account. The amount of the loss shall be recognized in the consolidated statement of income. If, in a subsequent period, the amount of the impairment loss decreases, and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed. Any subsequent reversal of an impairment loss is recognized in the consolidated statement of income, to the extent that the carrying value of the asset does not exceed the amortized cost at the reversal date.

#### Offsetting Financial Instruments

Financial assets and financial liabilities are offset and the net amount reported in the consolidated balance sheet if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the asset and settle the liability simultaneously. This is not generally the case with master netting agreements, and the related assets and liabilities are presented gross in the consolidated balance sheet.

#### Free Standing and Embedded Derivatives

An embedded derivative is separated from the host financial or non-financial contract and accounted for as a derivative if all of the following conditions are met:

- the economic characteristics and risks of the embedded derivative are not closely related to the economic characteristic of the host contract;
- a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative; and
- the hybrid or combined instrument is not recognized at FVPL.

The Group assesses whether embedded derivatives are required to be separated from host contracts when the Group first becomes party to the contract. Reassessment only occurs if there is a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required.

Embedded derivatives that are bifurcated from the host contracts are accounted for as financial assets at FVPL. Changes in fair values are included in the consolidated statement of income.

As of September 30, 2008, the Group has a free standing derivatives required for bifurcation. There has been no free standing derivatives and embedded deviation as of September 30, 2007.

# Subdivision Land, Condominium and Residential Units for Sale

Subdivision land, condominium and residential units for sale are carried at the lower of cost or net realizable value (NRV). Cost includes costs incurred for development and improvement of the properties and borrowing costs on loans directly attributable to the projects which were capitalized during construction. NRV is the estimated selling price in the ordinary course of business less cost of completion and estimated costs necessary to make the sale.



#### **Investment Properties**

Investment properties consist of properties that are held to earn rentals or for capital appreciation or both, and that are not occupied by the companies consolidated into the Group. Investment properties, except for land, are carried at cost less accumulated depreciation and amortization and any impairment in value. Land is carried at cost less any impairment in value. The carrying amount includes the cost of replacing part of an existing investment property at the time that cost is incurred if the recognition criteria are met and excludes the cost of day to day servicing of an investment property. The land improvements, buildings, building improvements and theater furniture and equipment are depreciated and amortized using the straight-line method over their estimated useful lives as follow:

	Years
Land improvements	10
Buildings	20
Building improvements	10
Theater furniture and equipment	5

The useful life and depreciation and amortization method are reviewed periodically to ensure that the period and method of depreciation and amortization are consistent with the expected pattern of economic benefits from items of investments in land improvements, buildings and building improvements and theater furniture and equipment.

Investment properties are derecognized when either they have been disposed of or when the investment property is permanently withdrawn from use and no future economic benefit is expected from its disposal. Any gain or loss on the retirement or disposal of an investment property is recognized in the consolidated statement of income in the year of retirement or disposal.

Transfers are made to investment property when, and only when, there is a change in use, evidenced by the end of owner occupation, commencement of an operating lease to another party or by the end of construction or development. Transfers are made from investment property when, and only when, there is a change in use, evidenced by commencement of owner occupation or commencement of development with a view to sale.

For a transfer from investment property to owner occupied property or inventories, the deemed cost of property for subsequent accounting is its fair value at the date of change in use. If an owner-occupied property becomes an investment property, the Group accounts for such property in accordance with the policy stated under "Property and equipment" account up to the date of change in use. When the Group completes the construction or development of a self-constructed investment property, any difference between the fair value of the property at that date and the previous carrying amount is recognized in the consolidated statement of income.

# Property and Equipment

Property and equipment, except for land, are stated at cost less accumulated depreciation and amortization and any impairment in value. Land is carried at cost less any impairment in value. The cost of an item of property and equipment includes its purchase price and any cost attributable in bringing the asset to the intended location and working condition. Cost also includes interest and other charges on borrowed funds used to finance the acquisition or construction of property and equipment to the extent incurred during the period of construction and installation.

Expenditures incurred after the fixed assets have been put into operation, such as repairs and maintenance, are normally charged to expenses in the period in which the costs are incurred. In situations where it can be clearly demonstrated that the expenditures have resulted in an increase in the future economic benefits expected to be obtained from the use of an item of property and equipment beyond its originally assessed standard of performance, the expenditures are capitalized as an additional cost of property and equipment.

Depreciation commences once the assets are available for use and is calculated on a straight-line basis over the estimated useful life of five (5) years.

Construction-in-progress (CIP) is stated at cost. This includes cost of construction and other direct costs. Borrowing costs that are directly attributable to the construction of property and equipment are capitalized during the construction period. CIP is not depreciated until such time as the relevant assets are completed and put into operational use. Assets under construction are transferred to the investment properties account or reclassified to a specific category of property and equipment when the construction and other related activities necessary to prepare the properties for their intended use are completed and the properties are available for service.

Other equipment includes china, glassware, silver and linen on stock are valued at cost less accumulated depreciation.

The useful life and depreciation method are reviewed and adjusted, if appropriate, at each financial year-end to ensure that the period and method of depreciation and amortization are consistent with the expected pattern of economic benefits from items of property and equipment.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in consolidated statement of income in the year the asset is derecognized.

The assets' residual values, useful lives and methods of depreciation and amortization are reviewed and adjusted, if appropriate, at each financial year-end.

#### Impairment of Nonfinancial Assets

This accounting policy applies primarily to the Group's investment properties and property and equipment.

The Group assesses at each reporting date whether there is an indication that an asset may be impaired. If any such indication exists, the Group makes an estimate of the asset's recoverable amount. An asset's recoverable amount is calculated as the higher of an asset's or cash-generating unit's fair value less cost to sell and its value in use or its net selling price and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or group of assets.

Where the carrying amount of an asset exceeds the recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessment of the time value of money and the risks specific to the asset.



Impairment losses of continuing operations are recognized in the consolidated statement of income in those expense categories consistent with the function of the impaired asset.

An assessment is made at each reporting date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If any such indication exists, the Group makes an estimate of recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognized. If that is the case, the carrying amount of the asset is increased to the recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation and amortization, had no impairment loss been recognized for the assets in prior years.

#### Income Tax

#### Current tax

Current tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amounts are those that are enacted or substantively enacted at the balance sheet date.

# Deferred tax

Deferred income tax is provided using the balance sheet liability method on temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognized for all taxable temporary differences, except in respect of taxable temporary differences associated with investments in subsidiaries where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized except: (1) where the deferred tax asset relating to the deductible temporary differences arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and (2) in respect of deductible temporary differences associated with investments in subsidiaries, deferred tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary difference can be utilized.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized.

Deferred tax assets and deferred tax liabilities are offset if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred taxes relate to the same taxable entity and the same taxation authority.

#### Pension Expense

Pension expense is actuarially determined using the projected unit credit (PUC) valuation method. This method reflects services rendered by employees up to the date of valuation and incorporates assumptions concerning employees' projected salaries. Actuarial valuations are conducted with sufficient regularity, with option to accelerate when significant changes to underlying assumptions occur. Pension expense includes current service cost, interest cost and a portion of the net cumulative unrecognized actuarial gains and losses.

The liability recognized by the Group in respect of the defined benefit plan is the present value of the defined benefit obligation at the balance sheet date less the fair value of the plan assets, together with adjustments for unrecognized actuarial gains or losses and past service costs that shall be recognized in later periods. The present value of the defined benefit obligation is determined by discounting the estimated future cash inflows using long term government bond risk-free interest rates that have terms to maturity approximating the terms of the related pension liability.

The Group applies the corridor method whereby actuarial gains and losses are recognized as income or expenses when the cumulative unrecognized actuarial gains or losses of the plan exceed 10% of the higher of the defined benefit obligation and the fair value of plan assets. These gains and losses are recognized over the expected average remaining working lives of the employee participating in the plan.

#### Commission Expense

The Group recognizes commission expense when services are rendered by the broker. The commission expense is recognized upon receipt of down payment from the buyer comprising a substantial portion of the contract price and the capacity to pay and credit worthiness of buyers have been reasonably established for sales under the deferred cash payment arrangement.

#### Leases

The determination of whether an arrangement is, or contains a lease, is based on the substance of the arrangement at inception date, and requires an assessment of whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets, and the arrangement conveys a right to use the asset. A reassessment is made after inception of the lease only if one (1) of the following applies:

- a. there is a change in contractual terms, other than a renewal or extension of the arrangement;
- b. a renewal option is exercised or an extension granted, unless that term of the renewal or extension was initially included in the lease term;
- c. there is a change in the determination of whether fulfillment is dependent on a specified asset; or
- d. there is a substantial change to the asset.

Where a reassessment is made, lease accounting shall commence or cease from the date when the change in circumstances gave rise to the reassessment for any of the scenarios above, and at the date of renewal or extension period for the second scenario.



# Group as a lessee

Leases where the lessor retains substantially all the risks and benefits of ownership of the asset are classified as operating leases. Operating lease payments are recognized as an expense in the consolidated statement of income on a straight-line basis over the lease term. Indirect costs incurred in negotiating an operating lease are added to the carrying value of the leased asset and recognized over the lease term on the same bases as the lease income. Minimum lease payments are recognized on a straight-line basis while the variable rent is recognized as an expense based the terms of the leased contract.

#### Group as a lessor

Leases where the Group retains substantially all the risk and benefits of ownership of the assets are classified as operating leases. Contingent rents are recognized as revenue in the period in which they are earned.

#### Borrowing Costs

Borrowing costs generally are expensed as incurred. Interest and other related financing charges on borrowed funds used to finance the acquisition and construction of a qualifying asset (included under Subdivision land, condominium and residential units for sale, Investment properties and Property and equipment accounts) are capitalized to the appropriate asset accounts. Capitalization of borrowing costs commences when the expenditures and borrowing costs are being incurred during the construction and related activities necessary to prepare the asset for its intended use are in progress. It is suspended during extended periods in which active development is interrupted and ceases when substantially all the activities necessary to prepare the asset for its intended use are complete. The capitalization is based on the weighted average borrowing cost.

The borrowing costs capitalized as part of investment properties and property and equipment are amortized using the straight-line method over the estimated useful lives of the assets. The borrowing cost capitalized as part of subdivision land, condominium and residential units for sale are expensed when the related assets are sold.

If after capitalization of the borrowing costs, the carrying amount of the asset exceeds its recoverable amount, an impairment loss is recorded in the consolidated statement of income.

Interest expense on loans and borrowings is recognized using the effective interest method over the term of the loans and borrowings.

#### Provisions

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Where the Group expects a provision to be reimbursed, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. If the effect of the time value of money is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as an interest expense. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate.



#### Foreign Currency Transactions and Translations

Each entity in the Group determines its own functional currency and items included in the consolidated financial statements of each entity are measured using that functional currency. Transactions in foreign currencies are initially recorded in the functional currency rate ruling at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are retranslated at the functional currency rate of exchange ruling at the balance sheet date. Exchange gains or losses arising from foreign exchange transactions are credited to or charged against operations for the year.

#### Earnings Per Share (EPS)

Basic earnings per share is calculated by dividing net income attributable to equity holders of the Parent Company by the weighted average number of common shares outstanding during the year. Diluted EPS is computed by dividing net income for the year by the weighted average number of common shares issued and outstanding during the year after giving effect to assumed conversion of potential common shares.

#### Segment Reporting

The Group's operating businesses are organized and managed separately according to the nature of the products and services provided, with each segment representing a strategic business unit that offers different products and services and serves different markets. Financial information on business segments is presented in Note 6 to the consolidated financial statements.

#### Contingencies

Contingent liabilities are not recognized in the consolidated financial statements but are disclosed unless the possibility of an outflow of resources embodying economic benefits is remote. Contingent assets are not recognized in the consolidated financial statements but are disclosed when an inflow of economic benefits is probable.

#### Subsequent Events

Post year-end events that provide additional information about the Group's position at the balance sheet date (adjusting events) are reflected in the consolidated financial statements. Post year-end events that are not adjusting events are disclosed in the notes to the consolidated financial statements when material.

# 5. Significant Accounting Judgments and Estimates

The preparation of the consolidated financial statements in compliance with PFRS requires the Group to make judgment and estimates that affect the reported amounts of assets, liabilities, income and expenses and disclosure of contingent assets and contingent liabilities. Future events may occur which will cause the assumptions used in arriving at the estimates to change. The effects of any change in judgments and estimates are reflected in the consolidated financial statements, as they become reasonably determinable.

Judgments and estimates are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.



### Judgments

In the process of applying the Group's accounting policies, management has made the following judgments, apart from those involving estimations, which has the most significant effect on the amounts recognized in the consolidated financial statements.

#### *Revenue and cost recognition*

Selecting an appropriate revenue recognition method for a particular real estate sale transaction requires certain judgment based on, among others:

- Buyer's commitment on the sale which may be ascertained through the significance of the buyer's initial investment; and
- Stage of completion of the project.

The related balances from real estate transactions follow:

	2008	2007	2006
Revenue (Note 19)	₽9,551,500,240	₽7,071,996,579	₽5,648,237,924
Costs and expenses (Note 20)	5,095,048,762	3,180,439,198	2,356,934,651

# Operating leases commitments - Group as lessee

The Group has entered into commercial property leases. Substantially, all the risks and benefits incidental to ownership of the leased item are not transferred to the Group. The future minimum rentals under non-cancelable operating lease amounted to P6,600 million and P6,351 million as of September 30, 2008 and 2007, respectively (see Note 32).

#### Operating lease commitments - Group as lessor

The Group has entered into commercial property leases on the investment property portfolio. The Group has determined that it retains all the significant risks and rewards of ownership of these properties and accounts for them as operating leases. The future minimum rentals under non-cancelable operating lease amounted to P2,956 million and P4,111 million as of September 30, 2008 and 2007, respectively (see Note 32).

## Distinction between investment properties and owner-occupied properties

The Group determines whether a property qualifies as investment property. In making its judgment, the Group considers whether the property generates cash flows largely independent of the other assets held by an entity. Owner-occupied properties generate cash flows that are attributable not only to property but also to the other assets used in the supply process.

Some properties are held to earn rentals or for capital appreciation and other properties are held for use in rendering of services or for administrative purposes. If these portions cannot be sold separately, the property is accounted for as investment property only if an insignificant portion is held for use in providing services or for administrative purposes. Judgment is applied in determining whether ancillary services are so significant that a property does not qualify as investment property. The Group considers each property separately in making its judgment.



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### Distinction between subdivision land and land and land improvements

The Group determines whether a property will be classified as Subdivision land or Land and land improvements. In making this judgment, the Group considers whether the property will be sold in the normal operating cycle (Subdivision land) or whether it will be retained as part of the Group's strategic landbanking activities for development or sale in the medium or long-term (Land and land improvements).

#### Contingencies

The Group is currently involved in various legal proceedings. The estimate of the probable costs for the resolution of these claims has been developed in consultation with outside counsel handling the defense on these matters and is based upon an analysis of potential results. The Group currently does not believe these proceedings will have a material effect on the Group's financial position. It is possible, that future results of operations could be materially affected by changes in the estimates or in the effectiveness of the strategies relating to these proceedings (see Note 32).

#### **Estimates**

The key estimates concerning the future and other key sources of estimation uncertainty at the balance sheet date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

#### *Revenue and cost recognition*

The Group's revenue recognition policies require management to make use of estimates and assumptions that may affect the reported amounts of revenue and costs. The Group's revenue from real estate sales are recognized based on the percentage-of-completion and the completion rate is measured principally on the basis of the estimated completion of a physical proportion of the contract work, and by reference to the actual costs incurred to date over the estimated total costs of the project.

### Allowance for impairment losses

The Group maintains allowance for impairment losses at a level considered adequate to provide for potential uncollectible receivables. The level of this allowance is evaluated by management on the based on the factors that affect the collectibility of the accounts. These factors include, but are not limited to, the length of the Group's relationship with the tenant, the tenant's payment behavior and known market factors. The Group reviews the age and status of receivables, and identifies accounts that are to be provided with allowance on a continuous basis.

The related balances follow (see Note 8):

	2008	2007
Receivables	₽4,401,451,172	₽2,962,121,067
Allowance for impairment losses	48,459,175	29,477,071
Provision for impairment losses	18,982,104	19,000,000

### Financial assets and liabilities

The Group carries certain financial assets and liabilities at fair value, which requires extensive use of accounting estimates and judgment. While significant components of fair value measurement were determined using verifiable objective evidence (i.e., foreign exchange rates, interest rates), the amount of changes in fair value would differ if the Group utilized different valuation methodology. Any changes in fair value of these financial assets and liabilities would affect directly the consolidated statement of income and consolidated statement of changes in equity (see Note 30).

Where the fair values of certain financial assets and financial liabilities recorded in the consolidated balance sheet cannot be derived from active markets, they are determined using internal valuation techniques using generally accepted market valuation models. The inputs to these models are taken from observable markets where possible, but where this is not feasible, estimates are used in establishing fair values. The judgments include considerations of liquidity and model inputs such as correlation and volatility for longer dated derivatives.

The related balances follow:

	2	008	20	07
	<b>Carrying Value</b>	Fair Value	Carrying Value	Fair Value
Financial assets	₽5,263,670,036	₽4,809,480,269	₽5,012,398,006	₽4,763,686,676
Financial liabilities	14,961,491,648	13,894,921,526	13,034,554,128	12,579,781,377

### Useful lives of investment properties and property and equipment

The Group estimates the useful lives of the investment properties and property and equipment based on the period over which the assets are expected to be available for use. The Group reviews periodically the estimated useful lives of investment properties and property and equipment based on factors that include asset utilization, internal technical evaluation, technological changes, environmental and anticipated use of the assets. It is possible that future results of operations could be materially affected by changes in these estimates brought about by changes in the factors mentioned. A reduction in the estimated useful lives of investment properties and property and equipment would increase the recorded depreciation and amortization expense and decrease the related asset accounts.

The related balances follow:

	2008	2007
Investment properties and other investments (Note 10)		
Cost	₽35,756,563,646	₽30,808,927,918
Accumulated depreciation and amortization	8,240,739,406	6,913,748,239
Depreciation and amortization	1,326,991,167	1,212,153,698
Property and equipment (Note 11)		
Cost	6,814,178,770	6,872,981,573
Accumulated depreciation and amortization	1,897,211,593	1,683,411,053
Depreciation and amortization	230,871,064	190,758,186

#### Impairment of nonfinancial assets

Assessing investment properties and other investments and property and equipment for impairment includes considering certain indications of impairment such as significant changes in asset usage, significant decline in market value and obsolescence or physical damage of an asset. If such indications are present, and where the carrying amount of the asset exceeds the recoverable amount, the asset is considered impaired and is written down to the recoverable amount.

Determining the fair value of investment properties and other investments and property and equipment, which require the determination of future cash flows expected to be generated from the continued use and ultimate disposition of such assets, requires the Group to make estimates and assumptions that can materially affect the consolidated financial statements. Future event could cause the Group to conclude that investment properties and other investments and property and equipment are impaired. Any resulting impairment loss could have a material impact on the consolidated financial statements.

The related balances follow:

	2008	2007
Investment properties and other investments (Note 10)		
Cost	₽35,756,563,646	₽30,808,927,918
Accumulated depreciation and amortization	8,240,739,406	6,913,748,239
Depreciation and amortization	1,326,991,167	1,212,153,698
Property and equipment (Note 11)		
Cost	6,814,178,770	6,872,981,573
Accumulated depreciation and amortization	1,897,211,593	1,683,411,053
Depreciation and amortization	230,871,064	190,758,186

#### Deferred tax assets

Deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that sufficient taxable income will be available against which the deductible temporary differences can be utilized. Significant management estimate is required to determine the amount of deferred tax asset that can be recognized, based upon the likely timing and level of future taxable income together with future tax planning strategies. Deferred tax assets as of September 30, 2008 and 2007 amounted to ₱316 million and ₱309 million, respectively (see Note 25).

#### Pension expense

The determination of obligation and cost of pension is dependent on the selection of certain assumptions used in calculating such amounts. Those assumptions, which are described in Note 27, include, among others, discount rates and salary increase rates. Actual results that differ from the Group's assumptions are accumulated and amortized over future periods and therefore, generally affect the recognized expense and recorded obligation in such future periods. While the Group believes that the assumptions are reasonable and appropriate, significant differences in the actual experience or significant changes in the assumptions may materially affect the pension obligations.



The related balances follow:

	2008	2007
Pension liabilities (Notes 13 and 27)	₽15,777,396	₽31,040,750
Pension benefit obligation (Note 27)	101,706,300	47,448,663
Unrecognized net actuarial losses (Note 27)	28,360,414	30,116,140

# 6. Segment Reporting

PAS 14, *Segment Reporting* requires that a public business enterprise report financial and descriptive information about its reportable segments. Generally, financial information is required to be reported on the basis that it is used internally for evaluating segment performance and deciding how to allocate resources to segments.

The Group evaluates performance based on net income, EBIT (earnings before interest and income tax) and EBITDA (earnings before interest, income tax, depreciation and amortization). The Group does not report its results based on geographical segments because the Group operates only in the Philippines.

The Group derives its revenue from the following reportable units:

*Commercial Center Division* - develops, leases and manages shopping malls/commercial centers all over the Philippines.

*High-rise Buildings Division* - develops, sells and/or leases offices and residential condominium spaces, as well as high-end horizontal residential projects.

*Housing and Land Development Division* - develops and sells middle-income and socialized housing and residential lots.

*Hotel Division* - owns and operates a chain of prime hotels in Pasig City, Quezon City and Cebu City and a service apartment which closed operations in August 2007.

The financial information about the operations of these business segments is summarized as follows:

#### 2008

		High-rise	Housing and Land		
	Commercial	Buildings	Development		
	Center Division	Division	Division	Hotel Division	Total
Revenue	₽3,697,371,463	₽5,640,536,655	₽704,344,233	₽1,139,801,132	₽11,182,053,483
Costs and expenses	1,013,430,178	3,636,047,536	437,549,497	773,770,617	5,860,797,828
Earnings before depreciation and					
amortization	2,683,941,285	2,004,489,119	266,794,736	366,030,516	5,321,255,656
Depreciation and amortization					
(Note 22)	1,106,835,558	269,688,782	7,584,159	173,753,732	1,557,862,231
Income before income tax	₽1,577,105,727	₽1,734,800,337	<b>₽259,210,5</b> 77	₽192,276,784	₽3,763,393,425
Segment assets	₽21,700,057,325	₽14,784,679,324	₽1,531,850,395	₽2,293,973,741	₽40,310,560,785
Segment liabilities	₽8,702,848,526	₽7,261,826,412	₽853,220,281	₽505,696,043	₽17,323,591,262
Other segment information:					
Capital expenditures					₽9,488,165,880

	Commercial	High-rise Buildings	Housing and Land Development		
	Center Division	Division	Division	Hotel Division	Total
Revenue	₽3,538,931,635	₽3,525,524,218	₽715,802,113	₽1,108,318,428	₽8,888,576,394
Costs and expenses	1,059,711,286	1,787,214,436	456,548,330	766,501,082	4,069,975,134
Earnings before depreciation and amortization	2,479,220,349	1,738,309,782	259,253,783	341,817,346	4,818,601,260
Depreciation and amortization					
(Note 22)	1,037,667,008	203,695,165	6,025,712	155,523,999	1,402,911,884
Income before income tax	₽1,441,553,341	₽1,534,614,617	₽253,228,071	₽186,293,347	₽3,415,689,376
Segment assets	₽20,085,067,259	₽12,935,533,737	₽1,346,574,628	₽2,418,602,651	₽36,785,778,275
Segment liabilities	₽6,150,841,506	₽7,821,194,942	₽1,057,578,737	₽466,067,350	₽15,495,682,535
Other segment information: Capital expenditures					₽8,884,207,767

### 2006

			Housing		
		High-rise	and Land		
	Commercial	Buildings	Development		
	Center Division	Division	Division	Hotel Division	Total
Revenue	₽3,284,080,887	₽2,177,178,139	₽514,902,178	₽907,286,088	₽6,883,447,292
Costs and expenses	851,794,126	1,357,333,836	312,248,379	672,343,018	3,193,719,359
Earnings before depreciation and					
amortization	2,432,286,761	819,844,303	202,653,799	234,943,070	3,689,727,933
Depreciation and amortization					
(Note 22)	963,899,758	149,483,940	3,688,464	148,736,854	1,265,809,016
Income before income tax	₽1,468,387,003	₽670,360,363	₽198,965,335	₽86,206,216	₽2,423,918,917
Segment assets	₽18,575,474,645	₽6,464,615,265	₽1,327,026,783	₽2,244,649,502	₽28,611,766,195
Segment liabilities	₽9,161,028,148	₽3,453,897,138	₽1,119,593,709	₽251,489,271	₽13,986,008,266
Other segment information:					
Capital expenditures					₽6,317,689,982

The Group generally accounts for inter-segment sales and transfers as if the sales and transfers were to third parties at current market prices.

Segment information of the Group does not include geographical segments since its operation is concentrated in the Philippines.

# 7. Cash and Cash Equivalents

This account consists of:

	2008	2007
Cash on hand and in banks	₽162,876,637	₽127,153,450
Short-term investments	356,203,816	1,428,469,968
	₽519,080,453	₽1,555,623,418

Cash in banks earns interest at the prevailing bank deposit rates. Short-term investments are made for varying periods of up to three (3) months depending on the immediate cash requirements of the Group, and earn interest at the prevailing short-term investment rates.

#### 2007

# 8. Receivables

This account consists of:

	2008	2007
Trade		
Installment contract receivables	₽3,541,591,155	₽2,220,262,428
Rental receivables	252,087,471	298,432,138
Accrued rent receivables	235,681,052	194,380,916
Hotel operations	68,663,338	68,951,642
	4,098,023,016	2,782,027,124
Affiliated companies (Note 18)	94,757,880	62,945,371
Others	208,670,276	117,148,572
	4,401,451,172	2,962,121,067
Less allowance for impairment losses	48,459,175	29,477,071
	₽4,352,991,997	₽2,932,643,996

The installment contract receivables aggregating P3,542 million and P2,220 million as of September 30, 2008 and 2007, included under real estate receivables, are collectible in monthly installments over a period of one to ten years and bear annual interest rates ranging from 8.20% to 9.75% computed on the diminishing balance of the principal.

Rental receivables from affiliated companies which are included in trade receivables amounted to about ₱108 million and ₱91 million as of September 30, 2008 and 2007, respectively.

The accrued rent receivables represent the portion of the lease recognized as income on a straight line basis.

# <u>Allowance for Impairment Losses on Trade Receivables</u> Changes in allowance for impairment losses on trade receivables follow:

#### 2008

	Trade Reco	eivables	
	Individual	Collective	
	Assessment	Assessment	Total
Balances at beginning of year	₽10,477,071	₽19,000,000	₽29,477,071
Provision for impairment losses (Note 30)	18,982,104	_	18,982,104
Balances at end of year	₽29,459,175	₽19,000,000	₽48,459,175

#### 2007

	Trade Recei	vables	
	Individual	Collective	
	Assessment	Assessment	Total
Balances at beginning of year	₽13,177,627	₽_	₽13,177,627
Provision for impairment losses (Note 30)	-	19,000,000	19,000,000
Write offs	(2,700,556)	-	(2,700,556)
Balances at end of year	₽10,477,071	₽19,000,000	₽29,477,071

### Aging Analysis

The aging analysis of the Group's receivables follows:

#### 2008

		Neither Past	Past Due But Not Impaired			Past	
	Total	Due Nor Impaired	Less than 30 days	30 to 60 days	60 to 90 days	Over 90 days	Due and Impaired
Trade receivables							
Installment contract receivables	₽3,541,591,155	₽3,102,754,751	₽97.967.424	₽95.629.787	₽49.094.434	₽177,144,759	₽19,000,000
Rental receivables	252,087,471	115,431,968	1,737,728	7,226,497	42,613	98,189,490	29,459,175
Accrued rent receivables	235,681,052	235,681,052	_	_	_	_	_
Hotel operations	68,663,338	36,027,130	14,231,936	3,643,128	1,522,357	13,238,787	-
Affiliated companies							
(Note 18)	94,757,880	94,757,880	-	-	-	-	-
Others	208,670,276	208,670,276	-	_	-	-	-
	₽4,401,451,172	₽3,793,323,057	₽113,937,089	₽106,499,412	₽50,659,404	₽288,573,035	₽48,459,175

# <u>2007</u>

		Neither Past		Past Due But N	lot Impaired		Past
	Total	Due Nor Impaired	Less than 30 days	30 to 60 days	60 to 90 days	Over 90 days	Due and Impaired
Trade receivables	₽2,782,027,124	₽2,349,821,902	₽143,574,486	₽78,318,989	₽44,511,300	₽136,323,376	₽29,477,071
Installment contract receivables	₽2,220,262,428	1,910,519,323	117,030,417	40,654,428	36,507,041	96,551,219	19,000,000
Rental receivables	298,432,138	209,985,628	18,337,197	33,439,233	5,096,943	21,096,065	10,477,071
Accrued rent receivables	194,380,916	194,380,916	-	-	_	_	_
Hotel operations	68,951,642	34,936,035	8,206,872	4,225,328	2,907,316	18,676,091	-
Affiliated companies							
(Note 18)	62,945,371	62,945,371	-	-	-	_	-
Others	117,148,572	117,148,572	_	_	_	_	_
	₽2,962,121,067	₽2,529,915,845	₽143,574,486	₽78,318,989	₽44,511,300	₽136,323,376	₽29,477,071

### 9. Subdivision Land, Condominium and Residential Units for Sale

This account consists of:

	2008	2007
Condominium units	₽1,125,841,904	₽1,524,331,022
Residential units and subdivision land		
development costs	557,552,258	442,455,570
	₽1,683,394,162	₽1,966,786,592

The subdivision land, condominium and residential units for sale are carried at cost. There is no amount of write down recognized as expense for the years ended September 30, 2008 and 2007.

The amount of subdivision land, condominium and residential units for sale recognized as expense in the consolidated statements of income amounted to P3,302 million, P1,418 million and P944 million for the years ended September 30, 2008, 2007 and 2006, respectively (see Note 20).

Subdivision land, condominium and residential units for sale transferred from property and equipment aggregated to P3,688 million and P1,532 million as of September 30, 2008 and 2007 (see Note 11). These represent completed condominium units for sale that are located in Pioneer.



There are no subdivision land, condominium and residential units for sale as of September 30, 2008 and 2007 that are pledged as security to liabilities.

# 10. Investment Properties and Other Investments

The rollforward analysis of this account follows:

2000	١

	Land	Land Improvements	Buildings and Improvements	Theater Furniture and Equipment	Others	Total
Cost						
At September 30, 2007	₽10,706,703,698	₽56,219,266	₽19,789,730,810	₽254,274,144	₽2,000,000	₽30,808,927,918
Additions	2,458,164,479	944,206	218,459,412	-	-	2,677,568,097
Retirements/disposal	(26,423,662)	-	-	-	-	(26,423,662)
Reclassifications/transfers						
(Note 11)	(868,583,212)	1,177,207	3,163,897,298	-	-	2,296,491,293
At September 30, 2008	12,269,861,303	58,340,679	23,172,087,520	254,274,144	2,000,000	35,756,563,646
Accumulated depreciation						
and amortization						
At September 30, 2007	_	35,110,787	6,704,099,761	174,537,691	-	6,913,748,239
Depreciation and amortization						
(Note 22)	-	4,880,398	1,302,613,948	19,496,821	-	1,326,991,167
At September 30, 2008	-	39,991,185	8,006,713,709	194,034,512	-	8,240,739,406
Net book value as of						
September 30, 2008	₽12,269,861,303	₽18,349,494	₽15,165,373,811	₽60,239,632	₽2,000,000	₽27,515,824,240

#### 2007

2007				Theater		
		Land	Buildings and	Furniture and		
	Land	Improvements	Improvements	Equipment	Others	Total
Cost						
At September 30, 2006	₽6,927,627,870	₽46,986,296	₽17,013,718,563	₽254,274,144	₽2,000,000	₽24,244,606,873
Additions	3,813,758,665	8,749,479	816,042,871	-	_	4,638,551,015
Retirements/disposal	(55,685,524)	-	-	-	_	(55,685,524)
Reclassifications/transfers						
(Note 11)	21,002,687	483,491	1,959,969,376	-	_	1,981,455,554
At September 30, 2007	10,706,703,698	56,219,266	19,789,730,810	254,274,144	2,000,000	30,808,927,918
Accumulated depreciation						
and amortization						
At September 30, 2006	-	30,972,490	5,527,124,381	150,126,096	_	5,708,222,967
Depreciation and amortization						
(Note 22)	-	4,353,046	1,183,389,057	24,411,595	_	1,212,153,698
Reclassifications	_	(214,749)	(6,413,677)	-	_	(6,628,426)
At September 30, 2007	-	35,110,787	6,704,099,761	174,537,691	-	6,913,748,239
Net book value as of						
September 30, 2007	₽10,706,703,698	₽21,108,479	₽13,085,631,049	₽79,736,453	₽2,000,000	₽23,895,179,679

The investment properties consisted mainly of land held for appreciation, and shopping malls or commercial centers and office buildings that are held to earn rentals.

Depreciation and amortization expense charged to operations amounted to P1,327 million, P1,212 million and P1,089 million for the years ended September 30, 2008, 2007 and 2006, respectively (see Note 22).

The fair value of investment properties, which has been determined based on valuations performed by independent professional qualified appraisers as of May 31, 2005, exceeds its carrying cost. The fair value represents the amount at which the assets could be exchanged between a knowledgeable, willing buyer and a knowledgeable, willing seller in an arm's length transaction at the date of valuation. The aggregate fair value as of the date of appraisal amounted to P37,100 million.

The value of the investment properties was arrived at using the *Market Data Approach*. In this approach, the value of the investment properties is based on sales and listings of comparable property registered in the vicinity. The technique of this approach requires the establishment of comparable property by reducing reasonable comparative sales and listings to a common denominator. This is done by adjusting the differences between the subject property and those actual sales and listings regarded as comparable. The properties used as basis of comparison are situated within the immediate vicinity of the subject property.

Property operations and maintenance costs arising from investment properties amounted to ₱321 million, ₱280 million and ₱251 million for the years ended September 30, 2008, 2007 and 2006 (see Note 20).

Investment properties transferred from property and equipment aggregated to P3,164 million and P1,960 million as of September 30, 2008 and 2007, respectively. These represent completed Robinsons Cybergate Center 3 Office Building and new malls in Manila (Otis) and Cabanatuan and mall expansion in Manila.

There are no investment properties and other investments as of September 30, 2008 and 2007 that are pledged as security to liabilities.

# 11. Property and Equipment

The rollforward analysis of this account follows:

	Land	Land Improvements	Buildings and Improvements	Other Equipment	Construction In Progress	Total
Cost						
At September 30, 2007	₽173,086,946	₽2,497,440	₽2,231,273,066	₽1,186,379,483	₽3,279,744,638	₽6,872,981,573
Additions	-	-	18,827,752	131,213,796	6,660,556,235	6,810,597,783
Retirements/disposals	-	-	(4,725,994)	(13,032,814)	-	(17,758,808)
Reclassifications/transfers						
(Notes 9 and 10)	_	698,241	(2,461,832)	2,461,832	(6,852,340,019)	(6,851,641,778)
At September 30, 2008	173,086,946	3,195,681	2,242,912,992	1,307,022,297	3,087,960,854	6,814,178,770
Accumulated depreciation						
and amortization						
At September 30, 2007	_	2,497,440	800,854,425	880,059,188	_	1,683,411,053
Depreciation and amortization						
(Note 22)	-	698,241	120,690,308	109,482,515	-	230,871,064
Retirements/disposals	-	-	(4,725,994)	(12,344,530)	-	(17,070,524)
At September 30, 2008	-	3,195,681	916,818,739	977,197,173	-	1,897,211,593
Net book value as of						
September 30, 2008	₽173,086,946	₽-	₽1,326,094,253	₽329,825,124	₽3,087,960,854	₽4,916,967,177

2008

	Land	Land Improvements	Buildings and Improvements	Other Equipment	Construction In Progress	Total
Cost						
At September 30, 2006	₽170,035,106	₽2,980,931	₽2,133,093,951	₽1,091,065,206	₽2,725,034,976	₽6,122,210,170
Additions	3,051,840	-	100,267,017	95,314,277	4,047,023,618	4,245,656,752
Reclassifications/transfers						
(Notes 9 and 10)	-	(483,491)	(2,087,902)	-	(3,492,313,956)	(3,494,885,349)
At September 30, 2007	173,086,946	2,497,440	2,231,273,066	1,186,379,483	3,279,744,638	6,872,981,573
Accumulated depreciation						
and amortization						
At September 30, 2006	-	2,980,931	694,863,559	803,600,794	-	1,501,445,284
Depreciation and amortization						
(Note 22)	-	-	102,233,199	88,524,987	-	190,758,186
Reclassifications/transfers	-	(483,491)	3,757,667	(12,066,593)	-	(8,792,417)
At September 30, 2007	-	2,497,440	800,854,425	880,059,188	-	1,683,411,053
Net book value as of						
September 30, 2007	₽173,086,946	₽_	₽1,430,418,641	₽306,320,295	₽3,279,744,638	₽5,189,570,520

Depreciation and amortization expense charged to operations amounted to P231 million, P191 million and P177 million for the years ended September 30, 2008, 2007 and 2006, respectively (see Note 22).

Borrowing costs capitalized to property and equipment under construction amounted to about P331 million, P264 million and P375 million in 2008, 2007 and 2006, respectively. The average capitalization rate used to determine the amount of borrowing costs eligible for capitalization in 2008, 2007 and 2006 is 7.10%, 7.59%, and 8.67%, respectively.

Property and equipment transferred to investment property and subdivision land, condominium and residential units for sale aggregated to P6,852 million and P3,492 million in 2008 and 2007, respectively.

There are no property and equipment items as of September 30, 2008 and 2007 that are pledged as security to liabilities.

# 12. Other Assets

2007

This account consists of:

	2008	2007
Value-added input tax	₽725,139,318	₽538,418,226
Advances to lot owners	230,782,624	211,416,544
Utility deposits	159,797,619	268,770,020
Prepaid expenses	69,317,532	65,345,648
Receivable from Meralco (Notes 28 and 29)	43,272,925	65,467,460
Supplies	31,126,241	38,420,921
Advances to suppliers and contractors	3,743,538	4,297,686
Others	59,122,960	53,837,565
	₽1,322,302,757	₽1,245,974,070
The value-added input tax is applied against value-added output tax. The remaining balance is recoverable in future periods.

Advances to lot owners consist of advance payments to land owners which will applied against the acquisition cost of the assets that will be acquired.

Utility deposits consist primarily of bid bonds and meter deposits.

Prepaid expenses consist mainly of prepayments for taxes and insurance.

Advances to suppliers/contractors consist of advance payment to supplier or contractors which will be applied against final billing.

Other assets include various types of deposits and advances.

## 13. Accounts Payable and Accrued Expenses

This account consists of:

	2008	2007
Accrued bonus, taxes and licenses and other		
liabilities	₽2,194,353,395	₽2,037,295,839
Accounts payable - trade (Note 18)	2,099,810,450	1,349,388,365
Accrued rent expense	766,169,414	659,475,015
Pension liabilities (Note 27)	15,777,396	31,040,750
Dividends payable	6,000,198	4,671,049
	₽5,082,110,853	₽4,081,871,018

Accounts payable - trade and accrued expenses are normally settled within one year.

The accrued rent expense represents the portion of the lease recognized as expense on a straight line basis.

### 14. Deposits and Other Liabilities

This account consists of:

	2008	2007
Deposits from real estate buyers	₽1,417,602,647	₽2,092,033,140
Deposits from lessees	1,271,304,764	1,168,629,103
Payables to affiliated companies (Notes 18 and 30)	1,189,250,880	1,163,061,617
Others	399,861,431	445,252,203
	₽4,278,019,722	₽4,868,976,063

The Deposits from lessees represent cash received in advance equivalent to three to six months rent which shall be refunded to lessees at the end of lease term. The Group recognized Discount on deposits from lessees amounting to P103 million and P133 million as of September 30, 2008 and 2007, respectively. The related interest expense on the discount amounted to P61 million and P130 million in 2008 and 2007, respectively. The Unearned rental income amounted to P94 million and P130 million as of September 30, 2008 and 2007, respectively. The rental income on amortization of unearned rental income amounted to P47 million and P132 million in 2008 and 2008 and 2007, respectively. The Deposits from lessees was discounted using MART 1 plus 2% spread.

Deposits from real estate buyers represent cash received in advance which shall be applied against the total contract price of the subdivision land, condominium and residential units that are for sale when the contractual obligation of the real estate buyer have begun. The deposits from real estate are normally applied against the total contract price within a year from the date the deposits were made.

Included in Deposits from real estate buyers are cash collections in excess of the installment contract receivables recognized under the percentage-of-completion method which amounted to P381 million and P1,149 million as of September 30, 2008 and 2007, respectively.

#### 15. Loans Payable

This account consists of:

	<b>Principal Amount</b>	2008	2007
Short-term Loans from Banco de Oro Unibank Inc. (BDO)	₽677,000,000	₽677,000,000	₽-
Loan from ING, Manila and Security Bank Corporation (SBC) under the			
Development Bank of the Philippines (DBP)-JBIC - 5 loan facility at			
fixed interest rate of 9.2% per annum + 1.5% margin payable in nine			
(9) semi-annual payments starting October 2005	1,000,000,000	340,000,000	560,000,000
Five-year and one day loan maturing on May 29, 2012 with fixed rate at			
6.375%, interest payable semi-annually in arrears on the last day of			
each six-month interest period	3,000,000,000	3,000,000,000	3,000,000,000
Notes subscribed to by Land Bank of the Philippines (LBP), China			
Banking Corporation (CBC), Hongkong Shanghai Banking			
Corporation (HSBC) and SBC under the Inverse Floating Rate Notes			
Facility Agreement maturing on June 6, 2013 bearing an interest rate of			
15.7% less the 3-month benchmark rate (PDST-F), and a tenor of 5			
years + 1 day; interest is payable quarterly, in arrears, on the last day of			
each 3-month interest period	2,000,000,000	2,000,000,000	-
Registered Bonds with interest repriced quarterly based on the three-			
month Treasury security displayed on Mart 1 page of Bloomberg plus			
2% due on March 7, 2008; current rate is 11.235%	1,000,000,000	_	1,000,000,000
		₽6,017,000,000	₽4,560,000,000

#### Short Term Loans Payable due in October 2008

In July 2008, the Group obtained three (3) clean loans amounting to  $\mathbb{P}446$  million,  $\mathbb{P}39$  million and  $\mathbb{P}192$  million, respectively, from BDO. The term of the loan is three (3) months to four (4) months from issue date to be issued in one tranche. Interest on the outstanding principal shall be repaid at each interest payment date. The average interest rate shall be 6.6% per annum and shall be payable semi-annually, computed based on the outstanding balance with payments commencing on the issue date and ending on the maturity date.

Out of the total interest expense in 2008, borrowing costs capitalized to property and equipment under construction aggregated to P327 million, out of which P10 million in 2008 pertains to short term loans due in October 2008.

No debt covenants were being maintained by the Group since the loan is short-term in nature.

#### Payable due in October 2009

On October 6, 2004, the Group obtained unsecured loans each amounting to P500 million from ING Bank N.V. and from Security Bank Corporation (collectively, the "Lenders") under the Omnibus Facility Agreement (the "Agreement") constituting direct and unconditional obligation of the Group ranking pari-passu with all present and future unsecured and unsubordinated obligations, other than obligations in respect of which a statutory preference is established solely by operation of law, for partial financing and/or reimbursement of construction cost of the Parent Company's projects. DBP advanced the loan granted by the Lenders to the Parent Company by virtue of various agreements. The loan is payable in nine (9) semi-annual installments beginning October 2005.

Interest on the outstanding principal amount shall be paid at each interest payment date, as follow: (i) the interest rate shall be fixed at 9.2% per annum plus an interest margin of 1.5% per annum; (ii) the Group will have a one-time option throughout the life of the loan to switch from the fixed rate of 9.2% per annum to a floating rate equivalent to the applicable DBP pass-on-rate plus an interest margin of 1.5% per annum, subject to the provision by the Group of one-week prior written notice for the exercise of such option; and (iii) in case the Group opts for a floating interest rate, the setting of rates shall be in accordance with the policies of DBP which, as of the date of Agreement, fixes January 1, April 1, July 1, and October 1 of every year as the interest setting dates. Interest shall accrue from and include the first day of an interest period, up to, and including, the last day of such interest period.

Interest period shall mean the period of six months of each year; provided, however, that in the event the Group shall have exercised its option under (ii) above to switch to a floating interest rate, interest period shall mean the period of three months of each year.

The Group settled its semi-annual amortization of obligation on this loan which aggregated to ₱220 million and ₱110 million in 2008 and 2007, respectively.

Out of the total interest expense in 2008, 2007 and 2006, borrowing costs capitalized to property and equipment under construction aggregated P331 million, P264 million and P375 million, respectively, out of which P36 million P65 million and P92 million in 2008, 2007 and 2006, respectively, pertain to bonds payable due in October 2009.

#### Debt Covenant

The Group is required to maintain a debt to equity ratio of not exceeding 1.5:1 and interest coverage ratio of not less that 1.5:1. The Group has complied with the debt covenant.

#### Loans Payable due in May 2012

On May 24, 2007, the Group issued ₱3,000 million Fixed rate Corporate Note Facility constituting direct, unconditional, unsubordinated, general and unsecured obligations of the Group ranking at least pari passu in all respects and rateably without preference or priority (except for any statutory preference or priority applicable in the winding-up of the Group) with all other outstanding unsecured and unsubordinated obligations of the Group. The term of the bonds is five (5) years and one (1) day from issue date.

The interest rate is at 6.375% per annum and shall be payable semi-annually, computed based on the outstanding balance with payments commencing on the issue date and ending on the maturity date.

Out of the total borrowing costs capitalized to property and equipment under construction, #194 million and #66 million in 2008 and 2007, respectively pertains to loans payable due in May 2012.

#### Debt Covenants

The Group is required to maintain a debt to equity ratio not exceeding 1.5:1 and interest coverage ratio of not less than 1.5:1. The Group must ensure that it will remain at least fifty-one percent (51%) owned by the JG Summit Group. The Group has complied with the debt covenants.

#### Loans Payable due in June 2013

On June 4, 2008, the Group issued  $\mathbb{P}2,000$  million Inverse Floating Rate Notes Facility constituting direct, unconditional, unsubordinated, general and unsecured obligations of the Group ranking at least pari passu in all respects and rateably without preference or priority (except for any statutory preference or priority applicable in the winding-up of the Group) with all other outstanding unsecured and unsubordinated obligations of the Group with all other outstanding unsecured and unsubordinated obligations (contingent or otherwise, present and future) of the Group. The term of the bonds is five (5) years and one (1) day from issue date.

The interest rate is at 15.70% less the 3-month Benchmark Rate on an interest determination date rounded off to the nearest 1/100 or 1% per annum and shall be payable quarterly, computed based on the outstanding balance with payments commencing on the issue date and ending on the maturity date.

Out of the total borrowing costs capitalized to property and equipment under construction, P62 million in 2008 pertains to bonds payable due in June 2013.

#### Debt Covenants

The Group is required to maintain a debt to equity ratio not exceeding 1.5:1 and interest coverage ratio of not less than 1.5:1. The Group must ensure that it will remain at least fifty-one percent (51%) owned by the JG Summit Group. The Group has complied with the debt covenants.



#### Bonds Payable due in March 2008

On March 13, 2003, the Group issued ₱1,000 million bonds constituting direct, unconditional, unsubordinated and unsecured obligations of the Group ranking pari-passu with all direct, unconditional, unsubordinated and unsecured obligations of the Group at par of 100% of face value, for general corporate purposes, such as, but not limited to the following: (i) financing various capital expenditures; (ii) debt refinancing; and (iii) funding permanent working capital. The bond is payable with a bullet payment on March 7, 2008 or shall be redeemable at par upon maturity or on a date which is five (5) years and one (1) day from issue date.

Interest on the outstanding principal sum of the bonds shall be paid at a rate determined for each quarterly interest period, accrued and payable quarterly on the dates indicated in the interest coupon of the bonds beginning December 12, 2003. The interest rate shall be the sum of the Base Rate (defined as the bid yield for the applicable 91-day Treasury Bills based on the secondary market bids as displayed on the MART 1 page of Bloomberg at approximately 11:30 a.m. on the interest rate setting date) plus a spread of two percent (2%).

Out of the total borrowing costs capitalized to property and equipment under construction, P28 million, P72 million and P91 million in 2008, 2007 and 2006, respectively, pertain to bonds payable due in March 2008.

### Debt Covenant

The Group is required to maintain a debt to equity ratio and interest coverage ratio of not exceeding 1.5:1. The Group has complied with the debt covenant.

Total outstanding loans payable that are current as of September 30, 2008 and 2007 amounted to P1,017 million and P1,220 million, respectively. On the other hand, total outstanding loans payable that are noncurrent amounted to P5,000 million and P3,340 million as of September 30, 2008 and 2007, respectively.

Details of the Group's loans payable by maturity follow:

	Within 1 year	1-2 years	2-3 years	3-4 years	4-5 years	Total
2008	₽1,017,000,0(	₽-	₽-	₽3,000,000,000	₽2,000,000,000	₽6,017,000,000
2007	₽1,220,000,00	₽225,000,000	₽115,000,000	₽-	₽3,000,000,000	₽4,560,000,000

## 16. Retained Earnings

#### Restriction

A portion of the unappropriated retained earnings representing the undistributed net earnings of subsidiaries amounting to P348 million, P243 million and P164 million in 2008, 2007 and 2006, respectively, are not available for dividend declaration until received in the form of dividends.

#### Dividends declared

The Board of Directors (BOD) declared cash dividends in favor of all its stockholders as follows:

	2008	2007	2006
Date of declaration	April 17, 2008	April 19, 2007	April 20, 2006
Date of payment	June 12, 2008	June 14, 2007	June 15, 2006
Ex-dividend rate	May 16, 2008	May 18, 2007	May 19, 2006
Dividend per share	₽0.53	₽0.37	₽0.32
Total dividends	₽1,455,866,782	₽1,016,359,830	₽735,013,906

#### Appropriation

On May 14, 2003, the BOD approved the appropriation of ₱3,500 million, out of the retained earnings, for future expansion.

## 17. Capital Stock

The details of the number of common shares and the movements thereon follow:

	2008	2007	2006
Authorized - at ₽1 par value	3,000,000,000	3,000,000,000	3,000,000,000
At beginning of year	2,746,918,457	2,296,918,457	2,296,918,457
Additional subscription	-	450,000,000	-
Issued and outstanding	2,746,918,457	2,746,918,457	2,296,918,457

On September 23, 2006, the BOD approved the primary and secondary offerings of up to 811,136,200 common shares of the Parent Company which consisted of 450,000,000 common shares from the unissued authorized capital stock of the Parent Company and 361,136,200 secondary shares held by shareholders: JGSHI, Universal Robina Corporation and JG Summit Capital Services Corporation. The offer price was ₱12 per share. An over-allotment option for the sale of additional 121,670,400 secondary shares (Optional Shares) at the same offer price and terms was likewise approved by the BOD.

The Securities and Exchange Commission (SEC) issued a pre-effective order on September 1, 2006 with respect to the registration statements filed by the Group for the purpose of the above share offering. In October 2006, all primary and secondary share offerings (including Optional Shares) were fully subscribed by both foreign and local investors. Net proceeds from the primary offering amounted to about P5,230 million. The amount representing excess of subscription price over the par value of the primary share offering amounting to about P4,784 million was credited to additional paid-in capital.

#### Capital Management

The primary objective of the Group's capital management is to ensure that it maintains healthy capital ratios in order to support its business and maximize shareholder value. The Group manages its capital structure and makes adjustments to these ratios in light of changes in economic conditions and the risk characteristics of its activities. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividend payment to shareholders, return capital structure or issue capital securities. No changes have been made in the objective, policies and processes as they have been applied in previous years.

The Group monitors its use of capital structure using a debt-to-capital ratio which is gross debt divided by total equity. The Group includes within gross debt all interest-bearing loans and borrowings, while capital represents total equity. Following is a computation of the Group's debt-to-capital ratio as of September 30, 2008 and 2007.

	2008	2007	2006
(a) Loans payable (Note 15)	₽6,017,000,000	₽4,560,000,000	₽1,670,000,000
(b) Equity	₽22,986,969,523	₽21,290,095,740	₽14,625,757,929
(c) Debt-to-capital ratio (a/b)	0.26:1	0.21:1	0.11:1

The Group's policy is to limit the debt-to-capital ratio at the 1.5:1 level.

### 18. Related Party Transactions

Transactions between related parties are based on terms similar to those offered to nonrelated parties. Related party transactions are made under the normal course of business. Parties are considered to be related if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions; and the parties are subject to common control or common significant influence. Related parties may be individuals or corporate entities (referred herein as affiliates).

The Group, in the normal course of business, has transactions with its major stockholder, JGSHI and its affiliated companies consisting principally of lease arrangements and advances (both interest and non interest bearing), principally for working capital, including construction costs. The Group also leases commercial properties to affiliated companies. Rental income arising from the lease of commercial properties to affiliated companies amounted to about ₱865 million, ₱799 million and ₱720 million in 2008, 2007 and 2006, respectively.

Interest expense from the ₱2,500 million loan from JGSHI, which was paid in 2007, amounted to ₱61 million and ₱142 million in 2007 and 2006, respectively. Interest expense on the ₱480 million loan from Litton Mills in 2005, paid in 2006, amounted to ₱43 million.

The Group also maintains savings and current accounts and time deposits with Robinsons Savings Bank, an affiliated local commercial bank. The balances follow:

	2008	2007
Savings and current accounts	₽32,660,266	₽38,856,645
Short-term investments	285,244,392	376,326,190
	<b>₽</b> 317,904,658	₽415,182,835

#### Loans from shareholders

As of September 30, 2008 and 2007, a subsidiary has outstanding noninterest-bearing advances from Winsome Development Corporation, a minority stockholder, for working capital requirement amounting to P104 million (see Note 13). The advances are included in the "Accounts payable - trade" account under the, "Accounts payable and accrued expenses", in the consolidated balance sheets.

JGSHI also provides the Group certain corporate services including debt management, corporate finance, corporate planning, procurement, human resources, legal and corporate communications.

As of September 30, 2008 and 2007, the net payable to affiliated companies amounted to P1,094 million and P1,100 million, respectively. Details are as follow:

	2008	2007
Receivable from affiliated companies (Notes 8 and 30)		
Digital Telecommunication Inc.	₽39,890,765	₽39,701,125
Robinsons Recreation Corporation	11,326,607	11,270,828
Universal Robina Corporation	8,605,539	9,285,655
Others	34,934,969	2,687,763
	94,757,880	62,945,371
Payable to affiliated companies (Notes 14 and 30)		
JGSHI	(1,098,928,503)	(1,077,396,857)
Westpoint Industrial Mills	(22,950,417)	(22,950,417)
Robinsons Inc.	(14,593,692)	(15,136,027)
Others	(52,778,268)	(47,578,316)
	(1,189,250,880)	(1,163,061,617)
Net payable to affiliated companies	(₽1,094,493,000)	(₱1,100,116,246)

Outstanding balances as of September 30, 2007, which are unsecured and interest free, are all due within one year. On February 14, 2006, the P2,500 million JGSHI loan was obtained with interest at 9% payable quarterly while the principal is payable on single balloon payment after three (3) years. The entire P2,500 million was fully paid as of September 30, 2007.

As of September 30, 2008 and 2007, the Group has not provided any allowance for impairment losses for amounts owed by related parties. This assessment is undertaken each financial year through examining the financial position of the related party and the market in which the related party operates.

# Compensation of Key Management Personnel

The compensation of the Group's key management personnel by benefit type follows (see Note 23):

	2008	2007	2006
Short term employee benefits	₽433,704,305	₽386,078,541	₽288,046,037
Post-employment benefits (Note 27)	39,286,400	16,537,631	14,291,233
	₽472,990,705	₽402,616,172	₽302,337,270

## 19. Revenue

This account consists of:

	2008	2007	2006
Real estate			
Real estate sales	₽4,942,149,125	₽2,896,397,480	₽2,011,660,253
Rental income	4,375,623,429	3,967,721,986	3,345,234,477
Others	233,727,686	207,877,113	291,343,194
	9,551,500,240	7,071,996,579	5,648,237,924
Hotel operations			
Rooms	636,336,824	626,689,474	531,801,149
Food and beverage	439,081,026	413,169,484	360,815,984
Others	60,402,777	66,354,542	10,921,592
	1,135,820,627	1,106,213,500	903,538,725
	₽10,687,320,867	₽8,178,210,079	₽6,551,776,649

# 20. Costs

This account consists of:

	2008	2007	2006
Real Estate			
Cost of sale (Note 9)	₽3,302,412,914	₽1,417,930,410	₽944,333,636
Depreciation and amortization			
(Notes 10, 11 and 22)	1,384,108,499	1,247,387,885	1,117,072,162
Maintenance costs (Note 10)	147,746,528	124,492,017	102,079,484
Others	260,780,825	390,628,886	193,449,369
	5,095,048,766	3,180,439,198	2,356,934,651
Hotel Operations			
Cost of sale	137,135,734	135,313,561	114,120,883
Property operations and			
maintenance costs (Note 10)	221,020,607	241,041,115	187,306,147
Depreciation and amortization			
(Notes 10, 11 and 22)	173,753,732	155,523,999	148,736,854
Others	415,614,268	390,146,406	370,915,988
	947,524,341	922,025,081	821,079,872
	₽6,042,573,107	₽4,102,464,279	₽3,178,014,523

## 21. General and Administrative Expenses

This account consists of:

	2008	2007	2006
Salaries and wages (Notes 18, 23			
and 27)	₽312,349,261	₽263,806,354	₽228,995,635
Commission	255,072,640	333,517,097	274,818,004
Advertising and promotions	241,719,505	148,613,850	119,498,005
Taxes and licenses	161,405,245	167,749,893	143,767,753
Rent expense	159,137,863	155,603,494	145,543,680
Light, water and communication			
(Note 28)	58,020,759	71,083,536	60,329,659
Insurance	33,958,908	23,891,722	27,131,903
Travel and transportation	22,449,873	17,663,692	20,079,232
Entertainment, amusement and			
recreation	20,959,647	25,975,931	21,692,626
Provision for impairment losses			
(Note 8)	18,982,104	19,000,000	4,869,390
Supplies expense	14,291,202	14,239,494	11,182,307
Donation	10,780,336	7,854,152	10,462,367
Others	6,356,487	2,392,660	17,932,972
	₽1,315,483,830	₽1,251,391,875	₽1,086,303,533

Revenue Regulations No. 10-2002 define expenses to be classified as entertainment, amusement and representation (EAR) expenses and sets a limit for the amount that is deductible for tax purposes. EAR expenses are limited to 0.5% of net sales for sellers of goods or properties or 1% of net revenue for sellers of services. For sellers of both goods or properties and services, an apportionment formula is used in determining the ceiling on such expenses.

## 22. Depreciation and Amortization

Depreciation and amortization are distributed as follows:

	2008	2007	2006
Real estate (Notes 10, 11 and 20)	₽1,384,108,499	₽1,247,387,885	₽1,117,072,162
Hotel operations (Notes 11 and 20)	173,753,732	155,523,999	148,736,854
	₽1,557,862,231	₽1,402,911,884	₽1,265,809,016

# 23. Personnel Expenses

Personnel expenses consist of (see Note 18 and 21):

	2008	2007	2006
Salaries, wages and other staff costs	₽411,994,523	₽361,099,065	₽254,821,472
Retirement costs (Note 27)	39,286,400	16,537,631	14,291,233
SSS contributions, PAG-IBIG			
contributions, premiums and			
others	21,709,782	24,979,476	33,224,565
	₽472,990,705	₽402,616,172	₽302,337,270

The above amounts are distributed as follows:

	2008	2007	2006
General and administrative (Note 21)	₽312,349,261	₽263,806,354	₽228,995,635
Hotel operations	160,641,444	138,809,818	73,341,635
	₽472,990,705	₽402,616,172	₽302,337,270

# 24. Interest Income - Net

This account consists of:

	2008	2007	2006
Interest income			
Installment contract receivables	₽358,094,035	₽490,174,138	₽230,415,102
Bank deposits	136,638,581	220,192,177	101,255,541
	494,732,616	710,366,315	331,670,643
Interest expense on amortization of			
discount on deposits (Note 14)	(60,603,120)	(119,030,864)	(195,210,319)
	₽434,129,496	₽591,335,451	₽136,460,324

## 25. Income Taxes

The reconciliation of statutory income tax rate to the effective income tax rate follows:

	20	2	
Statutory income tax rate	35.00%	35.00%	34
Reductions in income tax resulting from:			
Interest income subjected to final tax	(0.52)	(0.53)	(0.43)
Income subjected to lower income tax rates	(4.08)	(3.06)	(1.58)
Tax-exempt interest income	(0.25)	(0.10)	(0.15)
Tax exempt real estate sales	(0.01)	(0.49)	(0.73)
Change in tax rate	(7.97)	_	0.92
Others	(5.94)	(2.46)	(3.95)
Effective income tax rate	16.23%	28.36%	28

The Republic Act No. 9337 that was enacted into law in 2005 amended various provisions in the existing 1997 National Internal Revenue Code. Among the reforms introduced by the said RA was the reduction of the income tax rate from 35% to 30% beginning January 1, 2009.

Deferred income taxes as of September 30, 2008 and 2007 relate to the tax effects of the following:

	2008	2007
Deferred tax assets:		
Accrued rent expense	₽229,850,824	₽230,816,255
Accrued interest expense	66,724,468	57,115,136
Accrued retirement payable	4,733,249	10,864,263
Allowance for impairment loss	14,537,753	10,316,975
	315,846,294	309,112,629
Deferred tax liabilities:		
Unamortized capitalized interest expense	(₽1,094,046,156)	(₱1,169,425,074)
Excess of real estate revenue based on		
percentage-of-completion over real estate		
revenue based on tax rules	(813,255,926)	(823,262,945)
Receivable from Meralco	(73,886,850)	(22,574,704)
Accrued rent income	(12,981,878)	(93,970,815)
Others	_	(3,897,012)
Net deferred tax liabilities	(1,994,170,810)	(2,113,130,550)
	(₽1,678,324,516)	(₱1,804,017,921)

## 26. Earnings Per Share

Earnings per share amounts were computed as follows:

		2008	2007	2006
a.	Net income attributable to equity holders of Parent Company	₽3,150,039,184	₽2,441,338,382	₽1,718,966,320
b. с.	Weighted average number of common shares outstanding Earnings per share (a/b)	2,746,918,457 ₽1.15	2,746,918,457 ₽0.89	2,296,918,457 ₽0.75

There were no potential dilutive shares in 2008, 2007 and 2006.

## 27. Retirement Plan

The Group has an unfunded, noncontributory, defined benefit retirement plan covering all its regular permanent employees. The plan provides retirement, separation, disability and death benefits to its members. The latest actuarial valuation was made on September 30, 2008.

The following tables summarizes the components of pension expense (included in salaries and wages account under "General and administrative expenses") recognized in the consolidated statements of income and the funded status and amounts recognized in the consolidated balance sheets for the plan:

#### Pension expense

	2008	2007
Current service cost	₽12,653,200	₽8,890,500
Interest cost	7,996,600	7,354,100
Expected return on plan assets	(188,000)	(19,000)
Benefits paid	(1,697,000)	_
Past service cost	16,667,300	_
Actuarial losses recognized	3,854,300	312,031
Total pension expense	₽39,286,400	₽16,537,631

#### Pension liabilities

	2008	2007
Benefit obligation	<b>₽</b> 101,706,300	₽84,707,150
Fair value of plan assets	(57,568,490)	(104,000)
Unrecognized net actuarial losses	(28,360,414)	(53,562,400)
Pension liabilities	₽15,777,396	₽31,040,750

#### Pension benefit obligation

	2008	2007
Balance at beginning of year	₽84,707,150	₽75,702,051
Current service cost	12,653,200	8,890,500
Interest cost	7,996,600	7,354,100
Past service cost	16,667,300	_
Actuarial gains on obligation	(13,471,444)	1,643,849
Benefits paid	(6,846,506)	(8,883,350)
Balance at end of year	₽101,706,300	₽84,707,150

Fair value of plan assets

	2008	2007
Balance at beginning of year	<b>₽</b> 104,000	₽-
Expected return on plan assets	188,000	19,000
Actual contributions	54,549,754	1,822,500
Benefits paid	(5,149,506)	(1,989,000)
Actuarial losses - net	7,876,242	251,500
Balance at end of year	₽57,568,490	₽104,000

The rollforward of unrecognized actuarial losses follows:

	2008	2007
Balance at beginning of year	₽53,562,400	₽52,482,082
Additional actuarial (gains) losses:		
From plan obligation	(13,471,444)	1,643,849
From plan asset	(7,876,242)	(251,500)
Actuarial losses recognized	(3,854,300)	(312,031)
Balance at end of year	₽28,360,414	₽53,562,400

The principal assumptions used in determining pension for the Group's plan are shown below:

	2008	2007	2006
Discount rate	8.08% - 8.81%	9	12.33% - 14.47%
Rate of salary increase	4.00% - 5.50%	7.00%	6.00%
Expected rate of return on plan assets	5.50%	5.50%	_
Experience adjustment gain (loss) - net	₽13,471,444	(₱1,503,800)	₽7,554,500
Turnover rate	10.98% - 35.00%	4.00% - 30.00%	_

The Group's plan assets consist of the following:

	2008		200	7	2006	
-	Amount	%	Amount	%	Amo %	
Cash	₽178,754	_	₽104,100	100.00	_	
Receivables	63,236,763	109.85	_	_	_	
Liabilities (Notes 8 and 18)	(5,847,027)	(9.85)	-	_	-	
	₽57,568,490	100.00	₽104,100	100.00	-	

The Group expects to contribute about P12 million into the pension fund for the fiscal year ending in September 30, 2009.

Amounts for the current and previous annual periods are as follow:

	2008	2007
Defined benefit obligation	₽101,706,300	₽84,707,150
Plan assets	57,568,490	23,550,260
Experience adjustments on:		
Plan liabilities	13,471,444	(1,503,800)
Plan assets	(7,876,242)	(251,500)

### 28. Meralco Refund

As a customer of the Manila Electric Company (Meralco), the Group is entitled to receive a refund pertaining to previous billings adjustments under Phase IV of Meralco's refund scheme. Subsequent to the approval of Meralco's amended refund scheme in 2005 by the Energy Regulatory Commission, the amount and the timing of the receipt of the refund is made certain.

Under the Meralco refund scheme, the Group may opt to refund through postdated checks or as a fixed monthly credit to bills with cash option. The Group has opted to recover the refund through fixed monthly credit to bills with cash option, starting in November 2005 until January 2011. Income from the refund amounted to P90 million (included as deduction in "General and administrative expenses") in 2006. The receivable was discounted using an effective interest rate of 10%.

As of September 30, 2008 and 2007, the Group's receivable from Meralco, which is included in "Other asset", amounted to  $\mathbb{P}43$  million (net of unearned interest income of  $\mathbb{P}18$  million) and  $\mathbb{P}66$  million (net of unearned interest income of  $\mathbb{P}23$  million), respectively. Interest income recognized on amortization of unearned interest income amounted to  $\mathbb{P}5$  million and  $\mathbb{P}2$  million in 2008 and 2007, respectively (see Note 24).

#### 29. Financial Risk Management Objectives and Policies

The Group's principal financial instruments, other than derivatives, comprise of bonds payable, loans payable, receivables from affiliated companies, payables to affiliated companies, receivables and cash and cash equivalents. The main purpose of these financial instruments is to raise fund for the Group's operations. The Group has various other financial assets and liabilities such as trade receivables and trade payables, which arise directly from its operations.

The main risks arising from the Group's financial instruments are foreign currency market risk, liquidity risk, interest rate market risk and credit risk. The BOD reviews and agrees policies for managing each of these risks and they are summarized below, together with the related risk management structure.

#### **Risk Management Structure**

The Group's risk management structure is closely aligned with that of the Parent Company. The BOD of the Parent Company and the respective BODs of each subsidiary are ultimately responsible for of the oversight of the Group's risk management processes that involve identifying, measuring, analyzing, monitoring and controlling risks.

The risk management framework encompasses environmental scanning, the identification and assessment of business risks, development of risk management strategies, design and implementation of risk management capabilities and appropriate responses, monitoring risks and risk management performance, and identification of areas and opportunities for improvement in the risk management process.

Each BOD has created the board-level Audit Committee (AC) to spearhead the managing and monitoring of risks.



### Audit Committee

The AC shall assist the Group's BOD in its fiduciary responsibility for the over-all effectiveness of risk management systems, and both the internal and external audit functions of the Group. Furthermore, it is also the AC's purpose to lead in the general evaluation and to provide assistance in the continuous improvements of risk management, control and governance processes.

The AC also aims to ensure that:

- a. financial reports comply with established internal policies and procedures, pertinent accounting and audit standards and other regulatory requirements;
- b. risks are properly identified, evaluated and managed, specifically in the areas of managing credit, market, liquidity, operational, legal and other risks, and crisis management.
- c. audit activities of internal and external auditors are done based on plan, and deviations are explained through the performance of direct interface functions with the internal and external auditors; and
- d. the Group's BOD is properly assisted in the development of policies that would enhance the risk management and control systems.

#### Enterprise Risk Management Group (ERMG)

To systematize the risk management within the Group, the ERMG was created to be primarily responsible for the execution of the enterprise risk management framework. The ERMG's main concerns include:

- a. recommending risk policies, strategies, principles, framework and limits;
- b. managing fundamental risk issues and monitoring of relevant risk decisions;
- c. providing support to management in implementing the risk policies and strategies; and
- d. developing a risk awareness program.

Support groups have likewise been created to explicitly manage on a day-to-day basis specific types of risks like trade receivables, supplier management, etc.

Compliance with the principles of good corporate governance is also one (1) of the objectives of the BOD. To assist the BOD in achieving this purpose, the BOD has designated a Compliance Officer who shall be responsible for monitoring the actual compliance with the provisions and requirements of the Corporate Governance Manual and other requirements on good corporate governance, identifying and monitoring control compliance risks, determining violations, and recommending penalties on such infringements for further review and approval of the BOD, among others.

#### **Risk Management Policies**

The main risks arising from the use of financial instruments are foreign currency risk, liquidity risk, interest rate risk and liquidity risk. The Group's policies for managing the aforementioned risks are summarized below.

#### Foreign currency risk

Foreign currency risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Foreign currency risk arises from financial instruments that are denominated in a United States Dollar (USD) which result primarily from movement of the Philippine Peso against the USD.

The Group does not have any foreign currency hedging arrangements.



	2	008	2007	
Assets				
Cash and cash equivalents	\$1,499,076	₽70,531,542	\$5,847,017	₽263,349,644
Liabilities				
Accounts payable and accrued expenses	211,505	9,951,293	355,654	16,018,658
Net foreign currency-denominated asset	\$1,287,571	₽60,580,249	\$5,491,363	₽247,330,986

The table below summarizes the Group's exposure to foreign currency risk as of September 30, 2008 and 2007.

The exchange rates used to restate the Group's US Dollar-denominated assets and liabilities as of September 30, 2008 and 2007 follow:

	2008	2007
US Dollar - Philippine Peso exchange rate	₽47.05 to	₽45.04 to
	<b>US\$1.00</b>	US\$1.00

The following table sets forth the impact of the range of reasonably possible changes in the US Dollar - Philippine Peso exchange rate on the Group's income before income tax and equity for the year ended September 30, 2008 and 2007.

Reasonably Possible Changes in US Dollar-Philippine Peso Exchange Rates	Change in Income Before Income Tax	Change in Equity
2008 2.5% (2.5%)	(₱1,514,506) 1,514,506	(₱984,429) 984,429
2007 1.5% (1.5%)	(₱3,709,965) 3,709,965	(₱2,411,477) 2,411,477

The Group does not expect the impact of the volatility on other currencies to be material.

#### Liquidity risk

Liquidity risk is the risk arising from the shortage of funds due to unexpected events or transactions. The Group manages its liquidity profile to be able to finance the capital expenditures and service the maturing debts. To cover the financing requirements, the Group intends to use internally generated funds and proceeds from debt.

The Group seeks to manage its liquidity profile to be able to service its maturing debts and to finance capital requirements. The Group maintains a level of cash and cash equivalents deemed sufficient to finance operations. As part of its liquidity risk management, the Group regularly evaluates its projected and actual cash flows. It also continuously assesses conditions in the financial markets for opportunities to pursue fund-raising activities. Fund-raising activities may include bank loans and capital market issues both onshore and offshore.

The table below summarizes the maturity profile of the Group's financial liabilities as of September 30, 2008 and 2007, based on undiscounted contractual payments.



2008

2008		1 t	3 t	1 t	More Than	
	On Demand	Months	Months	Years	5 years	Total
Accounts payable and accrued expenses (Notes 13 and 30) Payable to affiliated companies (included under Deposits and other liabilities account in the consolidated balance	₽2,175,534,001	₽1,992,250,626	₽75,384,270	₽624,645,997	₽214,295,959	₽5,082,110,853
sheets) (Notes 14, 18 and 30)	1,189,250,880	_	-	_	-	1,189,250,880
Deposits from real estate buyers and lessees (including current portion)						
(Notes 14 and 30) Loans payable (including current portion of loans payable and future interest payment)	848,355,394	27,074,097	104,847,830	1,708,630,090	-	2,688,907,411
(Note 15)	_	882,625,000	325,625,000	5,573,750,000	_	6,782,000,000
Derivative liability	31,706,034	_	_	_	_	31,706,034
•						D15 552 055 150
	₽4,244,846,309	₽2,901,949,723	₽505,857,100	₽7,907,026,087	₽214,295,959	<u>#15,773,975,178</u>
2007		1 t	<b>₽505,857,100</b> 3 tr Months	1 t	More Than	
Accounts payable and accrued expenses (Notes 13 and 30) Payable to affiliated companies (included under Deposits and other liabilities account in the consolidated balance	P4,244,846,309 On Demand ₱2,271,626,842		3 tı			Total
Accounts payable and accrued expenses (Notes 13 and 30) Payable to affiliated companies (included under Deposits and other liabilities account in the consolidated balance sheets) (Notes 14, 18 and 30) Deposits from real estate buyers and lessees	On Demand	1 t Months	3 tı Months	l t Years	More Than 5 years	Total ₱4,081,871,018
Accounts payable and accrued expenses (Notes 13 and 30) Payable to affiliated companies (included under Deposits and other liabilities account in the consolidated balance sheets) (Notes 14, 18 and 30) Deposits from real estate buyers and lessees (including current portion) (Notes 14 and 30) Loans payable (including current portion of loans payable and future	On Demand ₱2,271,626,842	1 t Months	3 tı Months	l t Years	More Than 5 years	₱15,773,975,178 Total ₱4,081,871,018 1,163,061,617 3,260,662,243
Accounts payable and accrued expenses (Notes 13 and 30) Payable to affiliated companies (included under Deposits and other liabilities account in the consolidated balance sheets) (Notes 14, 18 and 30) Deposits from real estate buyers and lessees (including current portion) (Notes 14 and 30) Loans payable (including current portion of loans	On Demand ₽2,271,626,842 1,163,061,617	l t- <u>Months</u> ₽1,087,601,580	3 to Months ₽83,894,039 -	l t Years ₽524,146,200 –	More Than 5 years	Total ₽4,081,871,018 1,163,061,617

#### Interest rate risk

Interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Group's exposure to the risk for changes in market interest rates relates primarily to the Group's long-term debt obligation with a floating interest rate.

The Group's policy is to manage its interest cost using a mix of fixed and variable rate debts. As of September 30, 2008 and 2007, 61% and 66% of the Group's loans payable are at a fixed rate of interest.

The following presents the carrying amount, by maturity, of the Group's financial instruments that are exposed to interest rate risk.

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# <u>2008</u>

#### Fixed rate

	Within 1 y	1-2	2	Total
Fixed rate	•			
Short term investments (Note 7)	₽356,203,816	₽-	₽-	₽356,203,816
Loans payable (Note 15)		_	5,000,000,000	5,000,000,000
Floating rate				
Loans payable (Note 15)	225,000,000	115,000,000	-	340,000,000
2007				
Fixed rate				
	Within 1 y	1-2	2-3	Total
Fixed rate				
Short term investments (Note 7)	₽1,428,469,968	₽-	₽-	₽1,428,469,968
Loans payable (Note 15)	1,000,000,000	-	3,000,000,000	4,000,000,000
Floating rate				
Loans payable (Note 15)	220,000,000	225,000,000	115,000,000	560,000,000

Financial instruments with floating interest rate are repriced quarterly at intervals of less than one year. Other financial instruments held by the Group that are not included are non-interest bearing.

The following table sets forth the impact of the range of reasonably possible changes in the interest rates on the Group's income before income tax and equity in 2008 and 2007:

Reasonably Possible Changes in Interest Rates	Change in Income Before Income Tax
<u>2008</u>	
1.5% (1.5%)	(₽27,322,587) 27,322,587
<u>2007</u> 1.5%	(₽29,339,831)
(1.5%)	29,339,831

Other than the potential impact on income before income tax, there is no other effect on equity.

#### Credit risk

Credit risk is the risk that a counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Parent Company is exposed to credit risk from its operating activities (primarily from cash and cash equivalents and receivables).

The Group trades only with recognized, creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an ongoing basis with the result that the Group's exposure to impairment loss is not significant.

With respect to credit risk arising from Group's financial assets, which comprise of cash and cash equivalents and receivables, the Group's exposure to credit risk arises from default of the counterparty, with a maximum exposure equal to the carrying amount of these instruments.



a. Credit risk exposure

The table below shows the gross maximum exposure to credit risk of the Group as of September 30, 2008 and 2007, without considering the effects of collaterals and other credit risk mitigation techniques.

	2008	2007
Cash and cash equivalents (Notes 7 and 18)	₽519,080,453	₽1,555,623,418
Receivables - net		
Trade receivables (Notes 8 and 18)		
Installment contract receivable	3,522,591,155	2,201,262,428
Rental receivables	222,628,296	287,955,067
Accrued rent receivable	235,681,052	194,380,916
Hotel operations	68,663,338	68,951,642
Affiliated companies (Notes 8 and 18)	94,757,880	62,945,371
Other receivables (Notes 8 and 18)	208,670,276	117,148,572
Other assets (Note 28)		
Utility deposits	159,797,619	268,770,020
Advances to lot owners	230,782,624	211,416,544
Receivable from Meralco	43,272,925	65,467,460
	₽5,305,925,618	₽5,033,921,438

b. Risk concentrations of the maximum exposure to credit risk

Concentrations arise when a number of counterparties are engaged in similar business activities or activities in the same geographic region or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations indicate the relative sensitivity of the Group's performance to developments affecting a particular industry or geographical location. Such credit risk concentrations, if not properly managed, may cause significant losses that could threaten the Group's financial strength and undermine public confidence.

Given the Group's diverse base of counterparty, it is not exposed to large concentration of credit risks.



c. Credit quality per class of financial assets

The table below shows the credit quality by class of financial assets as of September 30, 2008 and 2007.

### <u>2008</u>

	Neither Past Due Nor Impaired			Past Due or	
	High Grade	Standard Grade	Substandard Grade	Individually Impaired	Total
Cash and cash equivalents (Notes 7					
and 30)	₽519,080,453	₽_	₽-	₽-	₽519,080,453
Receivables:					
Trade receivables (Notes 8 and 30)					
Installment contract receivables	3,121,754,751	419,836,404	-	-	3,541,591,155
Rental receivables	96,431,968	107,196,328	-	48,459,175	252,087,471
Accrued rent receivables	235,681,052		-	-	235,681,052
Hotel operations	36,027,130	32,636,208	-	-	68,663,338
Affiliated companies (Notes 8,18					
and 30)	94,757,880	-	-	-	94,757,880
Other receivables (Notes 8 and 30)	208,670,276	-	-	-	208,670,276
Other assets (Note 12 and 30)					
Utility deposits	159,797,619	-	-	-	159,797,619
Advances to lot owners	230,782,624	-	-	-	230,782,624
Receivable from Meralco	43,272,925	-	-	-	43,272,925
	₽4,746,256,678	₽559,668,940	₽-	₽48,459,175	₽5,354,384,793

### 2007

	Neither Past Due Nor Impaired			Past Due or	
	High	Standard	Substandard	Individually	
	Grade	Grade	Grade	Impaired	Total
Cash and cash equivalents (Notes 7					
and 30)	₽1,555,623,418	₽-	₽-	₽-	1,555,623,418
Receivables:					
Trade receivables (Notes 8 and 30)					
Installment contract receivables	1,929,519,323	290,743,105	-	-	2,220,262,428
Rental receivables	190,985,628	77,969,439	-	29,477,071	298,432,138
Accrued rent receivables	194,380,916	-	-	-	194,380,916
Hotel operations	34,936,035	34,015,607	-	-	68,951,642
Affiliated companies (Notes 8,18					
and 30)	62,945,371	-	-	-	62,945,371
Other receivables (Notes 8 and 30)	117,148,572	-	-	-	117,148,572
Other assets (Note 12 and 30)					
Utility deposits	268,770,020	-	-	-	268,770,020
Advances to lot owners	211,416,544	-	-	-	211,416,544
Receivable from Meralco	65,467,460	-	-	-	65,467,460
	₽4,631,193,287	₽402,728,151	₽-	₽29,477,071	₽5,063,398,509

High grade cash and cash equivalents are short-term placements and working cash fund placed, invested, or deposited in foreign and local banks belonging to the top ten (10) banks in the Philippines in terms of resources and profitability.

High grade accounts, other than cash and cash equivalents, are accounts considered to be of high value. The counterparties have a very remote likelihood of default and have consistently exhibited good paying habits. Standard grade accounts are active accounts with propensity of deteriorating to mid-range age buckets. These accounts are typically not impaired as the counterparties generally respond to credit actions and update their payments accordingly. Substandard grade accounts are accounts which have probability of impairment based on historical trend. These accounts show propensity to default in payment despite regular follow-up actions and extended payment terms.

d. Impairment assessment

The Group recognizes impairment losses based on the results of the specific/individual and collective assessment of its credit exposures. Impairment has taken place when there is a presence of known difficulties in the servicing of cash flows by counterparties, infringement of the original terms of the contract has happened, or when there is an inability to pay principal or interest overdue beyond a certain threshold. These and the other factors, either singly or in tandem with other factors, constitute observable events and/or data that meet the definition of an objective evidence of impairment.

The two methodologies applied by the Group in assessing and measuring impairment include: (1) specific/individual assessment and (2) collective assessment.

Under specific/individual assessment, the Group assesses each individually significant credit exposure for any objective evidence of impairment, and where such evidence exists, accordingly calculates the required impairment. Among the items and factors considered by the Group when assessing and measuring specific impairment allowances are: (a) the timing of the expected cash flows; (b) the projected receipts or expected cash flows; (c) the going concern of the counterparty's business; (d) the ability of the counterparty to repay its obligations during financial crises; (e) the availability of other sources of financial support; and (f) the existing realizable value of collateral. The impairment allowances, if any, are evaluated as the need arises, in view of favorable or unfavorable developments.

With regard to the collective assessment of impairment, allowances are assessed collectively for losses on receivables that are not individually significant and for individually significant receivables when there is no apparent evidence or not yet objective of individual impairment. A particular portfolio is reviewed on a periodic basis, in order to determine its corresponding appropriate allowances. The collective assessment evaluates and estimates the impairment of the portfolio in its entirety even though there is no objective evidence of impairment on an individual assessment. Impairment losses are estimated by taking into consideration the following deterministic information: (a) historical losses/write offs; (b) losses which are likely to occur but has not yet occurred; and (c) the expected receipts and recoveries once impaired.

### **Derivative Financial Instrument**

The Group's freestanding derivative financial instrument, with notional amount of ₱2,000 million, is accounted for as financial instrument at FVPL.

The Group's freestanding derivative follows:

#### Interest rate swaps

On May 28, 2008, the Group entered in an interest rate swap agreement with a bank, with a total notional amount of P2,000 million. The interest rate swap has a term of five (5) years and interest exchange is every 5<sup>th</sup> day of March, June, September and December. Under the agreement, the Group agreed with the counterparty to exchange at quarterly interval, the Group's floating rate which is based on 3M PSDT-F but not to exceed 15.70% and the counterparty's fixed interest rates. The effect of the swap agreement is to effectively fix the Group's interest rate exposure to 8.75%.

As of September 30, 2008, the estimated fair value for this interest rate swap agreement amounted to P32 million loss, as confirmed by bank counterparty.

## **30. Financial Instruments**

#### Fair Value

Set out below is a comparison by category of carrying amounts and fair values of all of the Group's financial instruments that are carried in the financial statements.

	20	08	2007		
	<b>Carrying amount</b>	Fair value	Carrying amount	Fair value	
Financial assets					
Cash and cash equivalents (Note 7)	₽519,080,453	₽519,080,453	₽1,555,623,418	₽1,555,623,418	
Receivables (Note 8)					
Trade					
Installment contract receivable	3,522,591,155	3,056,086,567	2,201,262,428	1,945,870,125	
Rental receivables	222,628,296	222,628,296	287,955,067	287,955,067	
Accrued rent receivable	235,681,052	235,681,052	194,380,916	194,380,916	
Hotel operations	68,663,338	68,663,338	68,951,642	68,951,642	
Affiliated companies	94,757,880	94,757,880	62,945,371	62,945,371	
Others	208,670,276	208,670,276	117,148,572	117,148,572	
Other assets (Note 12)					
Utility deposits	159,797,619	159,797,619	268,770,020	268,770,020	
Advances to lot owners	230,782,624	230,782,624	211,416,544	211,416,544	
Receivable from Meralco	43,272,925	55,587,746	65,467,460	72,148,433	
	₽5,305,925,618	₽4,851,735,851	₽5,033,921,438	₽4,785,210,108	
Financial liabilities					
Accounts payable and accrued expenses					
(Note 13)					
Accrued bonus, taxes and licenses and					
others	₽2,194,353,395	₽2,194,353,395	₽2,037,295,839	₽2,037,295,839	
Accounts payable - trade	2,099,810,450	2,099,810,450	1,349,388,365	1,349,388,365	
Accrued rent expense	766,169,414	766,169,414	659,475,015	659,475,015	
Dividends payable	6,000,198	6,000,198	4,671,049	4,671,049	
Customers' deposit (Note 14)					
Deposits from real estate buyers	1,417,602,647	1,209,365,578	2,092,033,140	2,066,820,106	
Deposits from lessees	1,271,304,764	1,089,971,611	1,168,629,103	1,000,667,516	
Loans payable (Note 15)	6,017,000,000	5,340,000,000	4,560,000,000	4,298,401,870	
Payables to affiliated companies					
(Notes 14 and 18)	1,189,250,880	1,189,250,880	1,163,061,617	1,163,061,617	
	₽14,961,491,748	₽13,894,921,526	₽13,034,554,128	₽12,579,781,377	

The fair values of cash and cash equivalents, trade receivables (arising from lease of investment properties), other receivables, certain receivable and payable to affiliated companies and accounts payable and accrued expenses are approximately equal to their carrying amounts due to the short-term nature of the transaction.

The fair values of trade receivable (arising from sale of real estate properties) and loans payable are based on the discounted value of future cash flows using the applicable rates for similar types of loans and receivables. The discount rates used range from 8.2% to 10.3% in 2008 and 9.73% to 10.24% in 2007.

# 31. Registration with the Board of Investments (BOI) and the Philippine Economic Zone Authority (PEZA)

Certain operations of the Group are registered with the BOI as preferred pioneer and nonpioneer activities. As registered enterprises, these consolidated subsidiaries are subject to some requirements and are entitled to certain tax and non-tax incentives which are considered in the computation of the provision for income tax.

#### Cebu Midtown Hotel

The Group is duly registered with the BOI under Book 1 of the Omnibus Investments Code of 1987, otherwise known as E.O. 226 "Modernization Project of Tourist Accommodation Facility (Cebu Midtown Hotel)" on a nonpioneer status at a capacity of ninety six (96) rooms (modernization only), under Certificate of Registration No. 2004-132 dated November 26, 2004. Under the terms of its registration, the Group is entitled to income tax holiday for a period of three (3) years from the start of commercial operations.

#### Crowne Plaza Galleria Manila

The Group is duly registered with the BOI under Book 1 of the Omnibus Investments Code of 1987, otherwise known as E.O. 226 "New Operator of Tourist Accommodation Facility (Deluxe Class Hotel - Crowne Plaza Galleria Manila)" on a Pioneer status at a capacity of two hundred sixty five (265) rooms, under Certificate of Registration No. 2006-036 dated March 9, 2006. Under the terms of its registration, the Group is entitled to income tax holiday for a period of six (6) years from the start of commercial operations.

#### Gateway Garden Ridge - EDSA

The Group is duly registered with the BOI under Book 1 of the Omnibus Investments Code of 1987, otherwise known as E.O. 226 "Mass Housing" on a Nonpioneer status at a capacity of two hundred ninety two (292) units, under Certificate of Registration No. 2007-195 dated October 31, 2007. Under the terms of its registration, the Group is entitled to income tax holiday for a period of four (4) years from the start of commercial operations.

### Gateway Garden Heights

The Group is duly registered with the BOI under Book 1 of the Omnibus Investments Code of 1987, otherwise known as E.O. 226 "Mass Housing" on a Nonpioneer status at a capacity of three hundred seventy three (373) units, under Certificate of Registration No. 2007-237 dated December 5, 2007. Under the terms of its registration, the Group is entitled to income tax holiday for a period of four (4) years from the start of commercial operations.



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#### Woodsville Viverde Mansions

The Group is duly registered with the BOI under Book 1 of the Omnibus Investments Code of 1987, otherwise known as E.O. 226 "Mass Housing" on a Nonpioneer status at a capacity of three hundred sixty three (363) units, under Certificate of Registration No. 2007-204 dated November 9, 2007. Under the terms of its registration, the Group is entitled to income tax holiday for a period of four (4) years from the start of commercial operations.

#### East of Galleria

The Group is duly registered with the BOI under Book 1 of the Omnibus Investments Code of 1987, otherwise known as E.O. 226 "Mass Housing" on a Nonpioneer status at a capacity of four hundred fifty nine (459) units, under Certificate of Registration No. 2007-195 dated December 5, 2007. Under the terms of its registration, the Group is entitled to income tax holiday for a period of four (4) years from the start of commercial operations.

#### **Robinsons** Cyberpark

The Group is also registered with PEZA (beginning October 1, 2004) as a pioneer enterprise under the Section 6 of Republic Act No. 7916, otherwise known as "The Special Economic Zone Act of 1995, as amended, its Implementing Rules and Regulations" and PEZA Board Resolution No. 00-262 dated August 17, 2003, for creating and designating 68,596 square meters of land located at EDSA corner Pioneer Street, Mandaluyong City as an IT Park to be known as The Robinsons Cyberpark. Under the terms of its registration, the Group is entitled to certain tax and nontax incentives which include, among others, 5% special tax regime.

### 32. Commitments and Contingencies

#### **Operating Lease Commitments - Group as Lessee**

The Group entered into long-term operating leases of land with lease terms ranging from 25 to 50 years. These leases include clauses to enable escalation of rental charges on the agreed dates. Total rent expense amounted to P153 million and P143 million in 2008 and 2007, respectively. Future minimum rentals payable under noncancellable operating leases as of September 30 are as follows:

	2008	2007
Within one year	₽43,074,198	₽34,694,797
After one year but not more than five years	193,571,713	161,315,477
After more than five years	6,363,531,642	6,155,001,711
	₽6,600,177,553	₽6,351,011,985

#### **Operating Lease Commitments - Group as Lessor**

The Group has entered into commercial property leases on its investment property portfolio. These noncancellable leases have remaining noncancellable lease terms of between 1 and 10 years. All leases include a clause to enable upward revision of the rental charge on an annual basis based on prevailing market conditions. The lease contracts also provide for the percentage rent, which is a certain percentage of actual monthly sales or minimum monthly gross sales, whichever is higher. Total rent income amounted to P4,375 million, P3,968 million and P3,345 million in 2008, 2007 and 2006, respectively. Total percentage rent recognized as income for 2008, 2007, 2006 amounted to P1,241 million, P1,193 million and P1,151 million, respectively.

Future minimum rentals receivable under noncancellable operating leases as of September 30 are as follows:

	2008	2007
Within one year	₽984,022,565	₽1,747,847,370
After one year but not more than five years	1,931,090,773	2,038,092,305
After more than five years	40,517,868	324,681,209
	₽2,955,631,206	₽4,110,620,884

#### **Capital Commitments**

The Group has contractual commitments and obligations for the construction and development of investment properties and property and equipment items aggregating P6,100 million and P4,600 million as of September 30, 2008 and 2007. Moreover, the Group has contractual obligations amounting to P2,300 million and P3,100 million as of September 30, 2008 and 2007, respectively, for the completion and delivery of real estate units that have been presold.

#### **Contingencies**

The Group has various contingent liabilities arising in the ordinary conduct of business which are either pending decision by the courts or being contested, the outcome of which are not presently determinable. In the opinion of management and its legal counsel, the eventual liability under these lawsuits or claims, if any, will not have a material or adverse effect on the Group's financial position and results of operations. The information usually required by PAS 37, *Provisions, Contingent Liabilities and Contingent Assets* is not disclosed on the assessments. No provisions were made during the year.

#### 33. Plan for Merger

On February 26, 2008, the Parent Company entered into plan of merger with wholly owned subsidiaries, RHI, THDC and MMHLC. The merger will result in enhanced operating efficiencies and economies, increased financial strength through pooling of resources and more favorable financing and credit facilities. No Parent Company shares shall be issued in exchange for the net assets of RHI, THDC and MMHLC.

The Plan of Merger is submitted to the Philippine SEC for approval.

## 34. Approval of the Consolidated Financial Statements

The accompanying consolidated financial statements were authorized for issue by the BOD on January 13, 2009.



SyCip Gorres Velayo & Co. 6760 Ayala Avenue 1226 Makati City Philippines

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BOA/PRC Reg. No. 0001 SEC Accreditation No. 0012-FR-1

#### INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY SCHEDULES

The Stockholders and the Board of Directors Robinsons Land Corporation 43rd Floor Robinsons Equitable Tower ADB Avenue, Ortigas Center

We have audited in accordance with Philippine Standards on Auditing, the consolidated financial statements of Robinsons Land Corporation and Subsidiaries (the Group) included in this Form 17-A and have issued our report thereon dated January 13, 2009. Our audits were made for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. The schedules listed in the Index to Consolidated Financial Statements and Supplementary Schedules are the responsibility of the Group's management and are presented for purposes of complying with Securities Regulation Code Rules 68.1 and are not part of the basic consolidated financial statements. These schedules have been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, in our opinion, fairly state in all material respect the financial data required to be set forth therein in relation to the basic consolidated financial statements taken as a whole.

SYCIP GORRES VELAYO & CO.

Michael C. Sabart Michael C. Sabado

Partner CPA Certificate No. 89336 SEC Accreditation No. 0664-A Tax Identification No. 160-302-865 PTR No. 1566464, January 5, 2009, Makati City

January 13, 2009



A member firm of Ernst & Young Global Limited

## ROBINSONS LAND CORPORATION AND SUBSIDIARIES SCHEDULE D - INDEBTEDNESS OF UNCONSOLIDATED SUBSIDIARIES AND AFFILIATES SEPTEMBER 30, 2008

Name of Affiliate	Beginning Balance	Ending Balance
Digital Telecommunications, Inc.	₽ 39,701,125	₽ 39,890,765
Robinsons Recreation Corp	11,270,828	11,326,607
Jniversal Robina Corp	9,285,655	8,605,539
Others	2,687,763	34,934,969
Total	₽ 62,945,371	₽ 94,757,880

# ROBINSONS LAND CORPORATION AND SUBSIDIARIES SCHEDULE E - PROPERTY, PLANT AND EQUIPMENT SEPTEMBER 30, 2008

Classification	Beginning Balance	Additions at Cost	Retirements	Other Changes- Additions (Deductions)	Ending Balance
Other equipment	<b>P</b> 6,872,981,573	<b>P</b> 6,804,589,626	P (17,758,808)	P (6,845,633,621)	₽ 6,814,178,770
	<b>₽</b> 6,872,981,573	€ 6,804,589,626	<b>P</b> (17,758,808)	₽ (6,845,633,621)	€ 6,814,178,770

# ROBINSONS LAND CORPORATION AND SUBSIDIARIES SCHEDULE F - ACCUMULATED DEPRECIATION SEPTEMBER 30, 2008

Description	Beginning Balance	Additions Charged to Costs and Expenses	Retirements	Other Changes- Additions (Deductions)	Ending Balance
Other equipment	₽ 1,683,411,053	₽ 230,871,064	₽ (17,070,524)	₽	₽ 1,897,211,593
	₽ 1,683,411,053	<b>2</b> 30,871,064	<b>P</b> (17,070,524)	<u>P -</u>	₽ 1,897,211,593

# ROBINSONS LAND CORPORATION AND SUBSIDIARIIES SCHEDULE K - CAPITAL STOCK SEPTEMBER 30, 2008

			Number of Shares Reserved for	1	Number of Shares Held	Ву
Title of Issue	Number of Shares Authorized	Number of Shares Issued and Outstanding	Options, Warrants, Conversions, and Other Rights	Affiliates	Directors, Officers and Employees	Others

Common Share

3,000,000,000 2

2,746,918,457

1,648,417,051 12,377,718 1,086,123,688

## ROBINSONS LAND CORPORATION AND SUBSIDIARIIES SCHEDULE L - LIST OF TOP 20 STOCKHOLDERS OF RECORD SEPTEMBER 30, 2008

Name of Stockholders	Position	Citizenship		Amount Subscribed	Percent to Total Outstanding
1. JG Summit Holdings, Inc.		Filipino	₽	1,648,417,051	60.01%
2. PCD Nominee Corporation (Non-Fil	ipino)	Non-Fil		919,848,046	33.49%
3. PCD Nominee Corporation (Filipino	)	Filipino		134,356,575	4.89%
4. Elizabeth Yu		- do -		8,737,200	0.32%
5. John Gokongwei, Jr.		- do -		8,124,721	0.30%
6. Jennifer C. Lim and/or Jeffrey C. Lir	n	- do -		2,900,000	0.11%
7. R. Coyiuto Securities, Inc.		- do -		2,875,000	0.10%
8. Cebu Liberty Lumber		- do -		2,203,200	0.08%
9 . James L. Go		- do -		1,123,996	0.04%
10. Elizabeth Y. Gokongwei &/or John (	Gokongwei, Jr.	- do -		988,000	0.04%
11. Catalino S. Ngochua		- do -		720,000	0.03%
11 . Lily Cristina Ngochua		- do -		720,000	0.03%
12 . Lance Gokongwei		- do -		536,000	0.02%
13 . Alberto Mendoza &/or Jeanie Mendo	oza	- do -		532,800	0.02%
14 . Mariano K. Tan		- do -		360,000	0.01%
14. Robina Yu Gokongwei		- do -		360,000	0.01%
15 . Dee Kwan Yan		- do -		326,189	0.01%
16 . Samuel C. Uy		- do -		324,000	0.01%
17. John L. Gokongwei, Jr.		- do -		300,000	0.01%
18 . Sy Ha		- do -		228,600	0.01%
19. Frederick Dy Go		- do -		225,001	0.01%
20 Valentin Khoe		- do -		217,800	0.01%
OTHERS				12,494,278	0.45%
			₽	2,746,918,457	100.00%

# INDEX TO EXHIBITS Form 17-A

	Page No.
(3) Plan Of Acquisition, Reorganization, Arrangement, Liquidation, Or Succession	*
(5) Instruments Defining the Rights of Security Holders, Including Indentures	*
(8) Voting Trust Agreement	*
(9) Material Contracts	*
(10) Annual Report To Security Holders. Form 11-Q Or Quarterly Report To Security Holders	*
(13) Letter Re Change In Certifying Accountant	*
(16) Report Furnished To Security Holders	*
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(19) Published Report Regarding Matters Submitted To Vote Of Security Holders	*
(20) Consent Of Experts And Independent Counsel	*
(21) Power of Attorney	*

<sup>\*</sup> These exhibits are either not applicable to the Company or require no answer.

# EXHIBIT 18: SUBSIDIARIES OF THE REGISTRANT

Robinsons Land Corporation has eight (8) subsidiaries as of September 30, 2008:

	% OWNERSHI		/NERSHIP	COUNTRY OF
SUBSIDIARY	BUSINESS	DIRECT	EFFECTIVE	INC. OR RESIDENCE
Robinsons Homes, Inc.	Housing development	100	-	Philippines
Trion Homes Development Corporation	Housing development	100	-	Philippines
Manila Midtown Hotels and Land Corporation	Hotel operation	100	-	Philippines
Robinson's Inn, Inc.	Apartelle Operation	100	-	Philippines
Robinsons Realty Management Corporation	Property development	100	-	Philippines
Robinsons (Cayman) Ltd	Property development	100	-	Cayman Islands
Robinsons Properties Marketing and Management Corp	Marketing of office and high rise residential units	100	-	Philippines
Altus Angeles, Inc	Property management	51		Philippines