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Miscellaneous	
* Asterisks denote mandatory information	
Name of Announcer *	CITY DEVELOPMENTS LIMITED
Company Registration No.	196300316Z
Announcement submitted on behalf of	CITY DEVELOPMENTS LIMITED
Announcement is submitted with respect to *	CITY DEVELOPMENTS LIMITED
Announcement is submitted by *	Enid Ling Peek Fong
Designation *	Company Secretary
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**>> Announcement Details**  
The details of the announcement start here ...

Announcement Title \*      Announcement of Full Year Results for the year ended 31 December 2007 of Subsidiary Company, Grand Plaza Hotel Corporation

Description      Please see attached the above announcement released by Grand Plaza Hotel Corporation on 20 February 2008.

**Attachments:**       [GPHC\\_Results.pdf](#)  
Total size = **973K**  
(2048K size limit recommended)

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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 31 December 2007
2. SEC Identification Number 166878 3. BIR Tax Identification No. 000-460-602-000
4. Exact name of issuer as specified in its charter GRAND PLAZA HOTEL CORPORATION
5. City of Pasay, Philippines 6.  (SEC Use Only)  
Province, Country or other jurisdiction Industry Classification Code:  
of incorporation or organization
7. 10/F, The Heritage Hotel Manila, Roxas Blvd. Cor. EDSA Ext., Pasay City 1300  
Address of principal office Postal Code
8. Tel No. (632) 854-8838 ; Fax No. (632) 854-8825  
Issuer's telephone number, including area code
9. ....  
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 RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
<b>Common Stock</b>	<b>87,318,270</b> (Inclusive of 16,856,211 treasury shares)

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

Yes [ x ] No [ ]

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

Stock Exchange : Philippine Stock Exchange  
Securities : 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. State the aggregate market value of the voting stock held by non-affiliates of the registrant. The aggregate market value shall be computed by reference to the price at which the stock was sold, or the average bid and asked prices of such stock, as of a specified date within sixty (60) days prior to the date of filing. If a determination as to whether a particular person or entity is an affiliate cannot be made without involving unreasonable effort and expense, the aggregate market value of the common stock held by non-affiliates may be calculated on the basis of assumptions reasonable under the circumstances, provided the assumptions are set forth in this Form. (See definition of "affiliate" in "Annex B").

The share price of the Company on 28 January 2008 is PhP27.50 and the total voting stock held by non-affiliates of the Company is 9,473,456. Therefore, the aggregate market value of the voting stock held by non-affiliates of the Company is PhP260,520,040.

**APPLICABLE ONLY TO ISSUERS INVOLVED IN  
INSOLVENCY/SUSPENSION OF PAYMENTS PROCEEDINGS  
DURING THE PRECEDING FIVE YEARS:**

14. Check whether the issuer has filed all documents and reports required to be filed by Section 17 of the Code subsequent to the distribution of securities under a plan confirmed by a court or the Commission.

Yes  No

**DOCUMENTS INCORPORATED BY REFERENCE**

15. If any of the following documents are incorporated by reference, briefly describe them and identify the part of SEC Form 17-A into which the document is incorporated:

- (a) Any annual report to security holders;
- (b) Any proxy or information statement filed pursuant to SRC Rule 20 and 7.1(b);
- (c) Any prospectus filed pursuant to SRC Rule 8.1-1.

## PART I – BUSINESS & GENERAL INFORMATION

### ITEM 1. BUSINESS

#### General

The Company was registered with the Securities and Exchange Commission on 9 August 1989 primarily to own, lease or manage one or more hotels, inns or resorts, all adjuncts and accessories thereto and all other tourist oriented business as may be necessary in connection therewith.

The Company owns The Heritage Hotel Manila, a deluxe class hotel which offers 467 rooms and deluxe facilities such as restaurants, ballrooms, and a casino.

The hotel opened on 2 August 1994 and the Company has continued to own and operate the hotel since then.

For the fiscal year ending on 31 December 2007, the Company reported a net profit after tax of about PhP165.5 million as against PhP157.5 million in 2006 and PhP147.1 million in 2005.

There is no bankruptcy, receivership or similar proceedings involving the Company. There are no material reclassifications, mergers, and consolidation involving the Company, nor purchases or sales of a significant amount of assets not in the ordinary course of business of the Company.

The Company's main source of income is revenue from the hotel operations. The market for the hotel services varied. The bulk of the room guests are corporate clients from various countries. The majority of the room guests are Americans, Japanese, Koreans and guests from Southeast Asian nations, while food and beverage guests are mainly Filipinos.

#### Competitive Position

The main competitors of the Heritage Hotel are Manila Diamond Hotel, Century Park Hotel, Sofitel Philippine Plaza Hotel and Dusit Hotel.

Based on information made available to us, the competitive position of these hotels is shown below:

NAME	OCCUPANCY %	AVERAGE ROOM RATE PESO	ROOM YIELD REVPAR
Heritage Hotel	66.18%	PhP3,721	PhP2,463
Diamond Hotel	76.51%	PhP3,588	PhP2,745
Century Park	78.99%	PhP2,171	PhP1,714
Dusit Hotel	45.58%	PhP4,360	PhP1,987
Sofitel Hotel	63.98%	PhP3,557	PhP2,275

Among its competitors, The Heritage Hotel ranks third in terms of occupancy, second in terms of average room rate and in terms of RevPar.

### **Raw Materials and Services**

The hotel purchases its raw material for food and beverage (“F&B”) from both local and foreign suppliers. The top 3 suppliers are F. Del Rosario Pork Store, MY General Merchandise and PTC Commercial Corp.

### **Dependence on Single Customer**

The Company’s main source of income is revenue from the operations of the Heritage Hotel. The operations of the hotel are not dependent on a single or a few customers.

### **Related Party Transactions**

The Company in the normal course of business has entered into transactions with its related parties, principally consisting of cash advances. These advances are shown as “Due to related company”, “Due to immediate holding company”, and “Due to intermediate holding company” in the balance sheets.

The Company also leases its hotel site and a fully-furnished townhouse unit from a related company. The lease contract on the hotel site requires the Company to deposit PhP78 million to answer for any and all unpaid obligations that the Company may have under said contract.

The Company has entered into a Management Contract with CDL Hotels (Phils.) Corporation for the latter to act as the hotel’s administrator. Under the terms of the agreement, the Company is required to pay monthly basic management and incentive fees based on a certain percentage of revenue and gross operating profit.

### **Patents, Trademarks, Etc.**

The Company registered the tradename “The Heritage Hotel Manila” with the Intellectual Property Office on 12 July 2000 under registration number 41995105127. Under current laws, the registration is valid for a term of 20 years, or up to 12 July 2020. The registration is renewable for another 10 years.

The Company does not hold any other patent, trademark, copyright, license, franchise, concession or royalty agreement.

### **Government Approval and Regulation**

The hotel applies for Department of Tourism (“DOT”) accreditation annually. The accreditation is based on a certain standard set by the DOT for deluxe class hotels. The DOT inspects the hotel to determine whether the hotel meets the criteria of the DOT. The DOT accredited the hotel and the Company for the year 2007.

The Company is not aware of any new government regulation that may have a material impact on the operations of the Company during the fiscal year covered by this report.

### **Development Activities**

The Company did not undertake any development activities during the last three fiscal years.

### **Number of Employees**

The hotel employed a total of 526 employees during the year 2007. Out of the 526 employees, 321 are regular employees and 205 are casual employees.

The number by type of employee is as follows:

	REGULAR	CASUAL	TOTAL
Hotel Operating Staff (All operating dept)	230	161	391
Management/Admin/Security (A&G Dept)	39	37	76
Sales & Marketing	20	0	20
Repairs & Maintenance	32	7	39
Total	321	205	526

Barring any unforeseen circumstance, for the year 2008, the Company will maintain more or less the same number of employees as in year 2007.

There are no existing collective bargaining agreements between the Company and its employees.

## **ITEM 2. PROPERTIES**

The Company leases its hotel site from Harbour Land Corporation, a related company. The hotel site is located at the corner of Roxas Blvd. and EDSA Extension, Pasay City.

The lease for the hotel site is for a period of 25 years renewable for another 25 years. The lease commenced on 1 January 1990.

The annual rental expenses for the hotel site and is PhP10.6 million.

The Company has no intention of acquiring additional property within the next 12 months.

## **ITEM 3. LEGAL PROCEEDINGS**

There are no material legal proceedings to which the Company or any of its subsidiaries or affiliates is a party or of which any of its property is the subject.

#### **ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS**

No matters were submitted to a vote of the security holders during the fourth quarter of the fiscal year covered by this report.

In the 15 May 2007 annual stockholders meeting, the following were elected as directors of the Company:

Wong Hong Ren;  
Eddie C.T. Lau;  
Bryan Cockrell;  
Eddie Yeo Ban Heng;  
Mia Gentugaya (independent director)  
Angelito Imperio; and  
Michele Dee Santos

Please refer to the discussion in item 9 of this report.

**PART II – OPERATIONAL AND FINANCIAL INFORMATION**

**ITEM 5. MARKET FOR REGISTRANT’S COMMON EQUITY AND RELATED STOCKHOLDER MATTERS**

The common shares of the Company are listed on the Philippine Stock Exchange.

The following are the high and low share prices of the Company for the year 2007 and 2006:

Amount in Peso:

	HIGH	LOW	HIGH	LOW
	Year 2007	Year 2007	Year 2006	Year 2006
First Quarter	27.50	27.50	26.00	26.00
Second Quarter	No movement	No movement	No movement	No movement
Third Quarter	No movement	No movement	No movement	No movement
Fourth Quarter	No movement	No movement	34.00	18.75

The last recorded trade of the shares of the Company during the fiscal year covered by this report occurred on 13 March 2007. The share price was PhP27.50.

**Holders of Securities**

The Company has only one class of shares, i.e., common shares. The total outstanding common shares as of 31 December 2007 is 87,318,270 inclusive of 16,856,211 treasury shares.

As of 31 December 2007, the number of shareholders of the Company is 506.

The list of the top 20 shareholders is as follows:

	NAME OF SHAREHOLDER	NO. OF SHARES	% OF SHAREHOLDING (INCLUSIVE OF TREASURY SHARES)
01	The Philippine Fund Ltd.	37,679,370	43.38%
02	Zatrio Pte Ltd	23,309,232	26.84%
03	Grand Plaza Hotel Corp- Treasury Stocks	16,856,212	19.41%
04	PCD Nominee Filipino	8,639,230	9.9%
05	PCD Nominee Non-Filipino	261,469	0.3%
06	Alexander Sy Wong	45,366	0.05%
07	Yam Kit Seng	7,000	<0.01%
08	Phoon Lin Mui	7,000	<0.01%



09	Yam Kum Cheong	7,000	<0.01%
10	Yam Poh Choo	7,000	<0.01%
11	Lucas M. Nunag	4,800	<0.01%
12	Natividad Kwan	4,320	<0.01%
13	Le Ying Tan-Lao	3,466	<0.01%
14	Yam Kit Sung	2,999	<0.01%
15	Peter Kan	2,544	<0.01%
16	Romeo L. Salonga	2,400	<0.01%
17	Christopher Lim	2,239	<0.01%
18	Robert Uy	2,000	<0.01%
19	James Jao & / Or Henry Jao	1,620	<0.01%
20	Sze Chung Cheong	1,000	<0.01%
	Total	86,846,267	99.45%

### **Dividends**

The Board of Directors, in its meeting held on 30 October 2007 approved the declaration of cash dividend in the total amount of PhP70,462,058 to be distributed among its shareholders as of record date 30 September 2007, pro-rata to their respective shareholdings and paid not later than 15 December 2007. The cash dividend declared is PhP1 per share.

The Board of Directors, in its meeting held on 23 October 2006 approved the declaration of cash dividend in the total amount of PhP51,363,345 to be distributed among its shareholders as of record date 8 November 2006, pro-rata to their respective shareholdings and paid not later than 1 December 2006. The cash dividend declared is PhP0.7 per share.

### **Recent Sales of Unregistered Securities**

The Company does not have any unregistered securities.

## ITEM 6. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION

(A) Full Fiscal Year

### **Top 5 Key Performance Indicators of the Company for the last 3 years:**

	2007	2006	2005
Current ratio	1.16	1.52	1.67
Net book value per share (include treasury shares)	PhP11.48	PhP12.58	PhP13.03
Earnings per share	PhP2.35	PhP2.15	PhP1.92
Profit before tax margin ratio	35.95%	34.91%	33.25%
EBITDA	PhP277.8 million	PhP241.9 million	PhP235.4 million

Current ratio is derived by dividing the current assets with the current liabilities. This indicator measures the liquidity of the Company in the short-term. The current ratio has dropped during the year of review mainly due to lower cash balance which is a result of the payment for renovation of the guestrooms, share buyback and cash dividend during the year.

Net book value per share is derived by dividing the net stockholders' equity by the total number of shares issued. This measures the value of the Company on a per share basis. The net book value per share decreased for the period of review due to lower asset value.

Earning per share is derived by dividing the net profit after tax by the total shares outstanding. This indicator measures the earning of the Company on a per share basis. The earnings per share improved in year 2007 due to higher profitability.

Profit before tax margin ratio is computed by dividing the profit before tax against the total revenue. This ratio measures whether the Company is able to contain its expenses in relation to the revenue. The Company has shown improvement in this indicator. It jumped from 34.91% in year 2006 to 35.95% in year 2007 mainly as a result of higher revenue.

EBITDA represents earnings before income tax, interest, depreciation and amortization. This indicator is in effect a measure of the cash flow of the Company. The Company improves its EBITDA by 15 % due to higher revenue and less expenses.

## **Results of Operations:**

Revenue and Net Income After Tax (“NIAT”) of the Company during the last 3 years are as follows:

YEAR	REVENUE - PHP	NIAT – PHP
2007	697,370,240	165,572,708
2006	670,787,953	157,594,904
2005	650,797,809	147,169,147

### **2007 Results of Operations**

With a stable political climate in the Philippines combined with the worldwide strong economy, Philippines tourism market showed strong growth in year 2007. The Company reported an increase of PhP26 million or 4% growth in revenue compared to last year. In terms of profitability, it registered an increase of PhP8 million or 5%.

#### Revenue:

Rooms division revenue improved by PhP25 million or 7% over the previous year. Occupancy has dropped by 4.38 percentage point due to partial closure of room for renovation as compared to last year. The drop in occupancy is mitigated by the significant improvement in room rate. Average room rate increased from PhP2,852 in year 2006 to PhP3,271 in year 2007. The improvement in average room rate is a result of the newly renovated rooms. Guests are willing to pay a higher room rate for the new rooms. As a result, the total room revenue increased by 7%.

Food and beverage (F&B) revenue registered an increase of PhP3 million or 1%. Food covers dropped by 56,787 or 10% as compared to last year. The main reason is due to lesser breakfast cover which is caused by lower room occupancy. Average food check increased by PhP34 or 10% versus last year. The casino and café did not perform better than last year. Banquet was able to increase its revenue by PhP6 million compared with last year.

Other operated departments consisting of business center, laundry and telephone departments registered a slight decrease in revenue. The drop is mainly due to lower telephone department revenue as more guests are using their mobile phone instead of hotel phone but this is partially offset by the higher internet charges.

Others - The bulk of this comes from rental income from PAGCOR and the lease to a restaurant operator.

**Cost of Sales:**

Food and beverage cost of sales increase by PhP0.4 million as against last year. The increase in food and beverage cost of sales is consistent with the increase in food and beverage revenue by 1% as compared with the previous year.

**Gross Profit:**

Gross profit is derived after deducting cost of sales from revenue. There is an improvement in gross profit by 4.3% as compared with year 2006. This is due to higher revenue contribution.

**Selling and Operating Expenses:**

The detailed breakdown of this line item can be found in Note 18 of the Financial Statements. The bulk of this expense relates to payroll and related costs and also property operation, maintenance, energy and conservation (POMECE) expenses, guest supplies and laundry costs. Payroll cost has increased mainly in the housekeeping department as a result of the increase in minimum wage during the year. POMECE showed a decrease compared to year 2006 due to the fact that the hotel has completed its rooms renovation so the POMECE cost is lower. Transport charges are higher than last year due to the transfer cost incurred for the Singapore Airlines crew.

**Administrative and General Expenses:**

The detailed breakdown of this line item can be found in Note 19 of the Financial Statements. The bulk of this expense relates to payroll and related costs for overhead/supporting departments such as Engineering, Sales and Marketing, Human and Resources and Administrative and General. Total payroll and related expenses has decreased to PhP52 million (2006: PhP55 million). Payroll cost has decreased mainly due to reduction in headcount for administrative and general division during the year. The other major expense for this line item is management and incentive fees. This relates to the fees paid to the operator of the Hotel. The fee has increased to PhP34.8 million (2006: PhP31.8 million) as a result of the increase in revenue and gross operating profits (GOP). Management and incentive fees are based on a percentage of gross revenue and GOP respectively. Data processing has shown an increase by 45% over the prior year. The increase is due to an accrual for a new data processing system. Depreciation has increased to PhP28 million from PhP25 million due to higher depreciation charges from the newly renovated rooms.

**Non-operating income/(expenses):**

The Company registered a net other income of PhP1.6 million (2006: PhP19 million). The reason for the significant drop is due to a foreign exchange loss of PhP12 million in year 2007 versus a gain of PhP1 million in the year 2006. The unfavorable variance is due to the strengthening of the Philippines Peso against US dollars. Moreover interest income also dropped by PhP5.8 million as a result of lower cash balance.

**Net Income before tax:**

This is the income before tax but after deduction of all expenses. There is an improvement of PhP16 million in year 2007 as compared to last year. The favorable variance is due to higher revenue and improved management of expenses.

**Provision for income tax:**

Total provision for income tax for year 2007 is PhP85.1 million (2006: PhP76.5 million). This increase in provision is consistent with the improvement in total revenue. Moreover, with effect from 1 November 2005, the Internal Revenue increased the corporate income tax rate from 32% to 35%.

**Net Income:**

As a result of the significant improvement in revenue and effective cost control, the profit after tax of the Company showed an increase of PhP8 million.

### **2006 Results of Operations**

The year 2006 again proved to be strong for the hotel industry in Metro Manila. The Company reported an increase of PhP20 million in revenue or 3% of the prior year. In terms of profitability, it is about PhP10 million higher than the previous year.

The improvement in business is due to a more stable political climate in the Philippines and the booming world economy.

**Revenue:**

Rooms division revenue improved by PhP17 million or 5% over the prior year. Although room occupancy has decreased by 3.5% compared to year 2005, the increase in Average Room Rate (ARR) by PhP272 more than offset the drop in room occupancy. For the year 2006, the hotel focus on improving its ARR and shift its market segment to higher yield corporate business and hence the improvement in ARR.

Food & beverage (“F&B”) division also showed improvement in their performance by PhP6 million or 2.7% compared to the previous year. The increase in F&B revenue is mainly due to higher average check of PhP355 for the year 2006 (2005: PhP328). But the increase in average check is offset by the drop in covers by 34,381 or 6% over the same period of the prior year. The following F&B outlets surpassed the revenue of last year namely, banquet, casino, lobby lounge and mini-bar. With the opening of the new SM Mall of Asia which is located within 5 minutes drive from the hotel, its Riviera café is affected by the competition. Located in the new Mall are at least 500 different restaurants catering to various markets.

Other operated departments consisting of business center, laundry and telephone departments registered a slight decrease in revenue. The drop is mainly due to lower telephone department revenue as more guests are using their mobile phone instead of hotel phone but this is partially offset by the higher internet charges.

“Others Income” - The bulk of this comes from rental income from PAGCOR and the lease to a restaurant operator.

#### Cost of Sales:

Food and beverage cost of sales increase by PhP1.3 million or 2% as against last year. The increase in food and beverage cost of sales is consistent with the increase in food and beverage revenue by 2.7% as compared with the previous year.

#### Gross Profit:

Gross profit is derived after deducting cost of sales from revenue. There is an improvement in gross profit by 3.2% as compared with year 2005. This is due to higher revenue contribution.

#### Selling and Operating Expenses:

The detailed breakdown of this line item can be found in Note 18 of the Financial Statements. The bulk of this expense relates to payroll and related costs and also property operation, maintenance, energy and conservation (POMECE) expenses, guest supplies and laundry costs. Payroll cost has increased mainly in the housekeeping department as a result of the increase in minimum wage during the year. POMECE showed a decrease compared to year 2005 due to an accounting adjustment at year end for over accruals of energy cost amounting to about PhP5 million.

#### Administrative and General Expenses:

The detailed breakdown of this line item can be found in Note 19 of the Financial Statements. The bulk of this expense relates to payroll and related costs for overhead/supporting departments such as Engineering, Sales and Marketing, Human and Resources and Administrative and General. Total payroll and related expenses has increased to PhP55 million (2005 : PhP48 million). Payroll cost has increased mainly due to salary adjustment during the year. The other major expense for this line item is management and incentive fees. This relates to the fees paid to the operator of the Hotel. The fee has increased to PhP31.8 million (2005 : PhP30.8 million) as a result of the increase in revenue and gross operating profits (GOP). Management and incentive fees are based on a percentage of gross revenue and GOP respectively. Credit card commission has also increased by PhP0.6 million as a result of higher revenue and credit card transactions.

#### Non-operating income/(expenses):

The Company registered a net other income of PhP19 million (2005 : PhP8.2 million). The reason for the improvement is due to a foreign exchange gain of PhP1.2 million while the previous year was a loss of PhP6 million.. Interest income has also increased substantially during the year of review.

#### Net Income before tax:

This is the income before tax but after deduction of all expenses. There is an improvement of PhP18 million in year 2006 as compared to last year. The favorable variance is due to higher revenue and improved management of expenses.

#### Provision for income tax:

Total provision for income tax for year 2005 is PhP76.6 million (2005 : PhP69.2 million). This increase in provision is consistent with the improvement in total revenue. Moreover, with effective from 1 November 2005, the Internal Revenue increased the corporate income tax rate from 32% to 35%.

Net Income:

As a result of the significant improvement in revenue and effective cost control, the profit after tax of the Company showed an increase of PhP10.4 million.

### **2005 Results of Operations**

Year 2005 showed significant improvement in both revenue and NIAT. The Philippines economy has improved in year 2005 compared with 2004. Tourist arrival to the Philippines has also registered improvement over the past years. Department of Tourism focus on the South Korean, Japanese and Chinese markets help to bring in more tourist to the country. All these positive factors contribute to the significant jump in revenue and NIAT.

Revenue:

Rooms division revenue increased by PhP48.7 million or 18% over the previous year. This improvement is due to higher occupancy and Average Room Rate (ARR). Occupancy for year 2005 is 74.10% (year 2004: 71.82%) while ARR improved from PhP2,241 to PhP2,580. Consequently, RevPar increased by PhP302 as against the prior year.

During the year 2005, Philippines hosted the South East Asia (SEA) Games in December which help to bring in more tourist to Metro Manila. In addition, the World Pyrotechnic Olympic competition was also held in December and the Hotel was the official hotel for this event. All these factors with the overall improvement in the world economy help to improve the hotel business.

Food & beverage ("F&B") division also showed significant improvement in their performance. F&B revenue increased from PhP204 million in year 2004 to PhP218 million in the current year or 6.8% increase. This is achieved through higher food covers of 564,187 (2004: 544,559), higher average food check of PhP328.94 (2004: PhP321.84). Among all the F&B outlets, casino and Riviera restaurant showed the best improvement in results. The Hotel has introduced a new buffet line in the casino at the beginning of the year which help to increase the daily covers.

Other operated departments consisting of business center, laundry and telephone departments registered a slight decrease in revenue. The drop is mainly due to lower telephone department revenue as more guests are using their mobile phone instead of hotel phone.

"Others Income" - The bulk of this comes from rental income from PAGCOR and the lease to a restaurant operator. The improvement is consistent with the increase in rental rate.

Cost of Sales:

Food and beverage cost of sales increase by PhP1.7 million or 2.9% as against last year. The increase in food and beverage cost of sales is consistent with the increase in food and beverage revenue by 6% as compared with the previous year.

#### Gross Profit:

Gross profit is derived after deducting cost of sales from revenue. There is an improvement in gross profit by PhP69.9 million or 11% as compared with year 2004. This is due to higher revenue contribution.

#### Selling and Operating Expenses:

The detailed breakdown of this line item can be found in Note 16 of the Financial Statements. The bulk of this expense relates to payroll and related costs and also property operation, maintenance, energy and conservation (POMEC) expenses.

Energy cost has increased significantly this year due to higher electricity, fuel and diesel costs.

However, total "Selling and Operating Expenses" as a percentage of total revenue has decreased from 33% in year 2004 to 31% in year 2005.

#### Administrative and General Expenses:

The detailed breakdown of this line item can be found in Note 17 of the Financial Statements.

The bulk of this expense relates to payroll and related costs for overhead/supporting departments such as Engineering, Sales and Marketing, Human and Resources and Administrative and General. Total payroll and related expenses has decreased to PhP48.2 million (2004 : PhP51 million). The other major expense for this line item is management and incentive fees. This relates to the fees paid to the operator of the Hotel. The fee has increased to PhP30.8 million (2004 : PhP24.5 million) as a result of the increase in revenue and gross operating profits (GOP). Management and incentive fees are based on a percentage of gross revenue and GOP respectively.

#### Non-operating income/(expenses):

The Company registered a net other income of PhP8.2 million (2004 : (PhP2.1 million)). The reason for the improvement is due to lower foreign exchange loss for this year vis-à-vis the prior year. Moreover, the Company has also a share in the profit of an associated company for this year instead of a loss in the prior year.

#### Net Income before tax:

This is the income before tax but after deduction of all expenses. There is an improvement of PhP63 million in year 2005 as compared to last year. The favorable variance is due to higher revenue and improved management of expenses.

#### Provision for income tax:

Total provision for income tax for year 2005 is PhP69.2 million (2004 : PhP44.5 million). This increase in provision is consistent with the 12% improvement in total revenue. Moreover, with effective from 1 November 2005, the Internal Revenue increased the corporate income tax rate from 32% to 35%.

#### Net Income:

As a result of the significant improvement in revenue and effective cost control, the profit after tax of the Company showed an increase of PhP37.9 million.



### **Financial Conditions:**

The total assets and liabilities of the Company for the last 3 years are as follows:

YEAR	ASSETS - PHP	LIABILITIES – PHP
2007	1,413,628,798	365,998,395
2006	1,437,793,599	339,566,396
2005	1,475,568,678	337,882,935

### **2007 Financial Conditions**

Total assets for the year 2007 decreased by PhP24 million versus last period of review. The main reason for the drop is due to lower cash balance.

#### Assets:

- Cash and cash equivalents: There is a significant drop in this balance by PhP82 million. The lower cash balance is due to higher payout for share buyback and cash dividends. In addition, the Company also incurred expenses for the renovation of all guestrooms.
- Accounts receivables: This balance increased by PhP16 million or 7% over the same period of last year. This is consistent with the higher revenue.
- Due from related parties: As the related parties have not repaid their outstanding balance during the year, this balance increased by about PhP4 million compared to prior year.
- Property and equipment – net: This balance increased by PhP35 million or 4% as against last year. The increase is due to the addition of fixed assets from the renovation of rooms.

#### Liabilities:

- Accounts payable and accrued expenses: This balance includes payment to suppliers and accrual of operating expenses. The increase of PhP1 million is minimal and consistent with the increase in revenue.
- Income tax payable: Income tax payable is PhP1.6 million higher than last year as a result of better business and higher tax payment.

- Due to related parties: There is an increase of PhP2.7 million or 63% as the Company has not repaid its outstanding balance to the related parties.
- Other current liabilities: This balance increased by PhP20 million. The main reason for the increase in this account is due to higher output tax charged to a certain government corporation.

### **2006 Financial Conditions**

Total assets for the year 2006 decreased by PhP34.7 million as compared to the previous year. The main reason for this drop is due to lesser cash and bank balance by PhP58 million relative to prior year.

#### Assets:

- Cash and cash equivalents: There is a significant drop in cash balance over the same period of last year as a result of higher payout to shareholders for the share buyback and dividends during the year. Dividends increased by PhP29 million as compared to the previous year. In addition, during the year, the hotel also embarked on its room renovation program and the funds used in this exercise is generated internally.
- Accounts receivables: This balance increased by PhP14 million or 6% over the same period of last year. This is due to higher revenue vis-à-vis year 2005.
- Due from related parties: This balance represents the significant transaction the Company has with its related parties. There is a significant drop by PhP13 million compared to year 2005 as the related parties have settled their obligation with the Company. The 2 major parties are Rogo Realty Corporation and CDL Hotels (Phils.) Corp.
- Prepayments and other current assets: This balance increase mainly due to higher prepayments. This is mainly due to advance payment of insurance until May 2007 while in prior year, there is no such advance payment.
- Property and equipment: Fixed assets of the Company increased by PhP8 million. As the Company has started renovation of its 448 guestrooms in the last quarter of year 2006, it recognize a portion of the renovation cost to construction-in-progress of PhP27 million. However, this is offset by the depreciation charges for the year of PhP25 million.

#### Liabilities:

Total liabilities increased by about PhP4 million as compared to year 2005. The increment is due to higher accounts payable and accrued expenses, refundable deposits and reserves.

- Accounts payable and accrued expenses: This balance increased by PhP6 million or 7% relative to year 2005. The main reason for this increment is noted in accrued liabilities which increased by PhP6 million is due to increase in employee benefits and vacation leave accruals.

- Due to related parties: The Company has a management contract with CDL Hotels (Phils) Corp under which the latter provides management, technical and administrative services to the Company in return for a yearly management and incentive fees equivalent to a certain percentage of gross revenue and of gross operating profit, respectively. There is a decrease of PhP6.6 million compared to the same period last year in balance due to CDL Hotels (Phils) Corp as the Company has paid the management and incentive fees for the year.
- Refundable deposits: This pertains to deposits given by tenants as security deposits and deposits given by guests who want to hold functions in the hotel. The increase in this balance is consistent with the higher revenue.
- Other current liabilities: The bulk of this balance is for output tax payable. There is an increase of P10 million which is consistent with the increase in total revenue of the hotel.
- Reserves: Reserves pertain to a portion of the service charge set up by the Company to offset the cost of replacing certain operating equipment of the hotel such as lost, broken or damaged chinaware, glassware and flatware. The increase is consistent with the higher revenue during the year.

### **2005 Financial Conditions**

Total assets for the year 2006 increased by about PhP32.5 million as compared to the prior year. The main reason is due to higher cash balance, accounts receivables and advances to related parties.

#### Assets:

- Cash and cash equivalents: Cash balance increased significantly during the year as there was a significant turn around in the business and revenue increased by 12%. Cash generated from operating activities for year under review is PhP208.6 million (2004 : PhP176.3 million) or 18% increment.
- Accounts receivables: The increment is about 9% over the previous year. This is due to improvement in rooms and food and beverage (F&B) business by 13% vis-à-vis year 2004.
- Advances to related parties: There is an increase of PhP6.3 million as compared to last year. This is due to an advance to a related company, CDL Hotels (Phils) Corp. of PhP7.4 million which has not been repaid as at year end.
- Deferred Income Tax Assets: This item comprised of deferred tax for provision for retirement, deferred rental income and provision for bad debts. As compared against the previous year, there is an increase of 24%. The increment is due to higher provision for retirement.

- Property and equipment: There is a drop of PhP10.2 million in this balance as compared to last year. The decrease is due to depreciation charges for the year and offset by the addition of fixed assets amounting to PhP16.6 million.

#### Liabilities:

Total liabilities increased by about PhP19 million as compared to year 2004. The increment is due to higher income tax payable, other liabilities and reserves.

- Accounts payable and accrued expenses: There is a drop of PhP5.7 million as compared to year 2004. The main reason for this is the decrease in accrued expenses by PhP5 million. During the year 2005, the Company reversed some of the over-accrual such as bonus and insurance and this resulted in the drop in balance.
- Due to related parties: There is an increase of PhP3.3 million because the Company has not paid its related company, the management and incentive due of PhP9.6 million.
- Income tax payable: There is a significant increment in this balance from PhP14.5 million to PhP27.9 million. The reason is a combination of higher profit and also an increase in corporate income tax rate to 35% from 32% during the year.
- Refundable deposits: This balance includes security deposits from tenants and also deposits from guests who want to hold a banquet function in the hotel. There is a decrease of PhP3 million in deposits from guests who want to hold banquet in the hotel for this year. This decrease is due to clearing up of some expired deposits.
- Other liabilities: The bulk of this balance is VAT payable. This balance increase by about PhP9 million from the previous year.
- Reserves: Reserves pertain to a portion of the service charge set up by the Company to offset the cost of replacing certain operating equipment of the hotel such as lost, broken or damaged chinaware, glassware and flatware. The increase is consistent with the increase in hotel revenue.

## **ITEM 7. FINANCIAL STATEMENTS**

Please see attachments.

## **ITEM 8. CHANGES IN AND DISAGREEMENTS WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURE**

There are no changes and/or disagreements with Accountants on any matter relating to accounting principles or practices, financial disclosures, auditing scope and procedure during the last two fiscal years.

### PART III – CONTROL AND COMPENSATION INFORMATION

#### ITEM 9. DIRECTORS, EXECUTIVE OFFICERS AND SIGNIFICANT EMPLOYEES OF THE REGISTRANT

NAME	OFFICE	CITIZENSHIP	FAMILY RELATION (*)	AGE
Wong Hong Ren	Chairman & President	Singaporean	No relation	56
Bryan Cockrell	Director	American	No relation	60
Eddie C. T. Lau	Director	Chinese	No relation	52
Michele Dee Santos	Director	Filipino	No relation	40
Angelito Imperio	Director	Filipino	No relation	68
Mia Gentugaya	Independent Director	Filipino	No relation	56
Eddie Yeo Ban Heng	Director / General Manager of The Heritage Hotel Manila	Malaysian	No relation	60
Yam Kit Sung	General Manager of the Company & Compliance officer	Singaporean	No relation	37
Stanley Kon	Assistant General Manager of The Heritage Hotel Manila	Malaysian	No relation	43
Chua Yew Hock	Executive Chef	Singaporean	No relation	48
Cornelio Abuda (Resigned on 9 January 2008)	Corporate Secretary and Compliance Officer	Filipino	No relation	44
Pearl Liu (Appointed on 9 January 2008)	Corporate Secretary	Filipino	No relation	52
Arlene De Guzman	Treasurer	Filipino	No relation	47

*(\*) Up to the fourth civil degree either by consanguinity or affinity.*

Under Article IV, Section 2 of the By-Laws of the Company, the directors shall hold office for one year and until their successors have qualified and are duly elected.

None of the directors and executive officers are related within the 4<sup>th</sup> civil degree of consanguinity or affinity.

None of the following events occurred during the past five years that are material to an evaluation of the ability or integrity of any director, person nominated to become a director, executive officer, promoter or control person of the registrant:

- a) Any bankruptcy petition filed by or against any business of which such person was a general partner or executive officer either at the time of the bankruptcy or within two year prior to that time;
- b) Conviction by final judgment in a criminal proceeding;
- c) Being subject to any order, judgment or decree limiting such person's involvement in any type of business, securities, commodities or banking activities; and
- d) Being found by domestic or foreign court of competent jurisdiction in a civil action to have violated any securities or commodities law.

**Business Experience:**

**WONG HONG REN**

*CHAIRMAN & PRESIDENT*

Mr. Wong Hong Ren was first elected Director and Chairman of the Board of Directors in May 1996. Since 1988 he has held the position of Group Investment Manager of Hong Leong Management Services Pte. Ltd.. Before joining the Hong Leong Group in 1988, he was the Director and General Manager of Investment and Property of Haw Par Brothers International Ltd. and First Capital Corporation where he was actively involved in the management of the companies' funds in international equities.

**BRYAN K. COCKRELL**

*DIRECTOR*

Mr. Bryan Cockrell, an American national has been a Director of the Company since May 1997. Mr. Cockrell is the Chairman of the Pathfinder Group in the Philippines which has interests in tourism-related ventures, properties and other joint ventures undertakings and of the Group's investments in Vietnam. Before his stint in the Philippines, he held numerous positions in Singapore, Indonesia and Saudi Arabia.

**ANGELITO C. IMPERIO**

*DIRECTOR*

Atty. Imperio has been a Director of the Company since August 1992 and had served as independent Director for three terms from 2001 to 2004. He completed his legal education at the University of the Philippines (LL.B.) and was admitted to the bar in 1966. He was a senior partner of the law firm SyCip Salazar Hernandez & Gatmaitan until his retirement in October 2004. He is now acting as of counsel to the same law firm. He also sits on the Board of Directors of various companies.

**MIA G. GENTUGAYA**  
*INDEPENDENT DIRECTOR*

Atty. Gentugaya is a senior partner of SyCip Salazar Hernandez & Gatmaitan. She has been a Director of the Company since August 1992 and served as independent director since 2005. She was admitted to the Philippine Bar in 1978 after completing her legal education at the University of the Philippines (LL.B.). Atty. Gentugaya practices corporate and commercial law, and has been named by Global Chambers and International Financial Law Review as one of the world's leading lawyers in project finance and commercial law. She is a member of the International Bar Association, the Philippine Bar Association, the Maritime Law Association of the Philippines (charter member; Trustee, 1988 – 1989) and the Makati Business Club. She also serves in the Board of Directors of various companies.

**MICHELE DEE-SANTOS**  
*DIRECTOR*

Ms. Santos was appointed on 7 February 2006. She obtained a B.A. International Business from Marymount College, New York, U.S.A. She started her career as a Staff Operations Manager of American Express Bank in New York City. She is currently the Executive Vice President of AY Foundation, President of Sandee Unlimited Inc., Chairperson and President of Luis Miguel Foods, Inc., Treasurer of Mico Equities, Inc. and Trustee of Yuchengco Museum, Inc. Ms. Dee-Santos also sits on the Board of Malayan Insurance Co., Bankers Assurance Corporation., First Nationwide Assurance Corporation, Pan Malayan Express Inc. and Aequitas Holdings, Inc. She is not a director of any other reporting company.

**EDDIE YEO**  
*DIRECTOR & GENERAL MANAGER OF THE HERITAGE*

Mr. Eddie Yeo is appointed as a Director and General Manager of The Heritage Hotel Manila on 13 January 2005. Prior to his current position, he was the General Manager of Copthorne Kings Hotel Singapore from January 1999 to 2004. He has more than 30 years experience in managing and developing hotel projects in Singapore, Malaysia, Thailand, Australia, USA and Vietnam. He holds a Master of Business Administration from the University of South Australia, is a Certified Hotel Administrator (CHA) from the Educational Institute of the American Hotel & Motel Association, Michigan, USA and a Member of the Chartered Management Institute, UK.

**EDDIE C.T. LAU**  
*DIRECTOR*

Mr. Eddie Lau, a Chinese and was appointed Director of the Company since 17 January 2005. He obtained his MBA from the University of Durham, UK. He is a fellow member of both the Hong Kong Institute of Certified Public Accountants and the Chartered Institute of Certified Accountants in UK. Mr. Lau is also an associate member of the Chartered Institute of Bankers in UK. He has more than 25 years experience in the financial industry and has extensive practical

exposures in financial control, business planning and operational management. He had worked with Hang Seng Bank, Standard Chartered Bank, Bank Austria and The Long-Term Credit Bank of Japan. For the past twelve years, he was the Financial Controller of those banks that he worked with. Mr. Lau had also served in the Hong Kong Monetary Authority as a Bank Examiner to monitor the banks' compliance in Hong Kong. Currently, Mr. Lau is the Senior Vice President – Head of Group Finance of Asia Financial Holdings group. He joined Asia Financial Holdings group since July 2000.

**YAM KIT SUNG**

*GENERAL MANAGER & VICE PRESIDENT OF FINANCE OF GRAND PLAZA HOTEL CORPORATION*

Mr. Yam obtained his Bachelor of Accountancy (Honors) degree from Nanyang Technological University in Singapore. Upon graduation, he joined the international accounting firm, Price Waterhouse based in Singapore as an auditor and later joined CDL Hotels International Limited as an internal auditor. In 1996, he joined The Heritage Hotel Manila as an Operations Analyst and was appointed General Manager of the Company in April 2000. In June 2006, Mr. Yam was appointed Vice President Finance for HLG Enterprise Limited formerly known as LKN Primefield Limited, a company listed on the Singapore Stock Exchange. He also sits on the Board of several companies in the HLG Enterprise Limited group.

**PEARL LIU**

*CORPORATE SECRETARY*

Atty. Liu, appointed January 9, 2008, is the new Corporate Secretary of Grand Plaza Hotel Corp. She heads the Corporate and Commercial Practice Group of Quisumbing Torres. Ms. Liu was admitted to the Philippine Bar in 1983 after graduating with honors from the Ateneo de Manila University School of Law in 1982. Ms. Liu is a member of the American Chamber of Commerce, Business Process Outsourcing Association of the Philippines, Makati Business Club and Philippine-American Business Council. She is not a director of any other reporting company.



## ITEM 10. EXECUTIVE COMPENSATION

### EXECUTIVE AND DIRECTORS COMPENSATION

NAME	POSITION	YEAR	SALARY	BONUS	OTHERS/ DIRECTOR FEES
Wong Hong Ren	Chairman & President	2007			
Eddie Yeo Ban Heng	General Manager of Hotel	2007			
Yam Kit Sung	General Manager	2007			
Stanley Kon	Resident Manager of Hotel	2007			
Sunny Goh	Exe. Chef	2007			
Total		2007	16,038,781	3,145,175	456,616
Directors		2007			1,739,185
All officers & Directors as a group		2007	16,038,781	3,145,175	2,195,801

The estimated total compensation for officers and directors in year 2007 is as follows:

Salary – PhP18 million

Bonus – PhP3.5million

Other Fees – PhP2 million

**FOR THE LAST 2 FINANCIAL YEARS – 2006 & 2005**

NAME	POSITION	YEAR	SALARY	BONUS	OTHERS/ DIRECTOR FEES
Wong Hong Ren	Chairman & President	2006			
Eddie Yeo Ban Heng	General Manager of Hotel	2006			
Yam Kit Sung	General Manager	2006			
Ho Mei Mei	AGM of Hotel	2006			
Chua Yew Hock	Exe. Chef	2006			
Total		2006	20,419,804	4,023,327	581,779
Directors		2006			3,024,000
All officers & Directors as a group		2006	20,419,804	4,023,327	3,605,779

NAME	POSITION	YEAR	SALARY	BONUS	OTHERS/ DIRECTOR FEES
Wong Hong Ren	Chairman & President	2005			
Eddie Yeo Ban Heng	General Manager of Hotel	2005			
Yam Kit Sung	General Manager	2005			
Ho Mei Mei	AGM of Hotel	2005			
Chua Yew Hock	Exe. Chef	2005			
Total		2005	21,356,797	3,386,708	905,412
Directors		2005			2,772,047
All officers & Directors as a group		2005	21,356,797	3,386,708	3,677,457

The compensations of the directors are one-time directors' fees and do not involve any other form of remuneration. There are no arrangements, such as consulting contracts, 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 director.

Except for the Executive Chef, Mr. Sunny Goh, all the key officers are on a two-year employment contract renewable upon mutual agreement. Mr. Sunny Goh is on a one-year contract.

There are no agreements that require, if any such executive officers resign or are terminated by the Company, or if there is a change in control of the Company, the executive officers of the Company to be compensated a total amount exceeding PhP2,500,000.

## ITEM 11. SECURITY AND OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT

### Security Ownership of Management

The following table shows the shareholding beneficially held by the officers of the Company as at 31 December 2007.

TITLE OF CLASS	NAME OF BENEFICIAL OWNER / (CITIZENSHIP)	AMOUNT & NATURE OF BENEFICIAL OWNERSHIP	PERCENT OF CLASS
Common shares	Yam Kit Sung (Singaporean)	2,999 shares beneficial	Less than 1%
Common shares	Eddie Yeo Ban Heng (Malaysian)	1 share beneficial	Less than 1%

The following entitles are directly or indirectly the beneficial owners of more than 5% of the Company's voting shares (common) as of 31 December 2007.

S/N	NAME OF SHAREHOLDER	CITIZENSHIP	NO. OF SHARES	% OF SHAREHOLDING (EXCLUSIVE OF TREASURY SHARES)
1	The Philippine Fund Limited	Bermuda	37,679,370 <sup>1</sup>	53.47%

<sup>1</sup> The Philippine Fund Limited is owned by:

Shareholder's Name	Class of Shares Owned	% Held
1. Hong Leong Hotels Pte. Ltd. P.O. Box 309 Grand Cayman British West Indies, Cayman Islands	Ordinary	60%
2. Pacific Far East (PFE) Holdings Corporation (formerly Istethmar International Corporation) Suite 2705-09, 27Flr, Jardine House 1 Connaught Place, Central, Hong Kong	Ordinary	20%
3. Robina Manila House Limited 8/F Bangkok Bank Building 28 Des Voeux Road, Central Hong Kong	Ordinary	20%

2	Zatrio Pte. Ltd.	Singapore	23,309,232	33.08%
3	RCBC Trust & Investment	Filipino	7,673,230 <sup>2</sup>	10.89%

## ITEM 12. CERTAIN RELATIONSHIPS AND RELATED TRANSACTIONS

Please see Note 15 of the audited financial statements for details.

## ITEM 13. CORPORATE GOVERNANCE

Under the Manual of Corporate Governance of the Company, the Compliance Officer is responsible for monitoring compliance with the provisions and requirements, as well as violations of the Manual of Corporate Governance and issues a Certification regarding the level of compliance of the Company.

The Company complies with regulations and issuances issued by government authorities pertaining to corporate governance.

Section 7.2 of the Manual of Corporate Governance of the Company provides that the Manual shall be reviewed quarterly unless the board of directors provides otherwise. Moreover, the Audit Committee of the Company reports regularly to the board of directors its quarterly review of the financial performance of the Company.

## ITEM 14. EXHIBITS AND REPORTS ON SEC FORM 17-C

### Exhibits

None

### Reports on SEC Form 17-C

The following events were reported in SEC Form 17-C during the period January 2007 to December 2007:

Date of SEC Form 17-C	Subject Disclosed
9 January 2007	<ul style="list-style-type: none"> <li>Submission of certificate of compliance of manual on corporate governance.</li> </ul>
9 January 2007	<ul style="list-style-type: none"> <li>Submission of attendance report of members of the board of directors.</li> </ul>
15 February 2007	<ul style="list-style-type: none"> <li>Report on the new record date of the Annual Stockholders</li> </ul>

<sup>2</sup> The registered address of RCBC Trust & Investment Division is 333 Sen. Gil J. Puyat Ave. Makati City.

	<p>Meeting.</p> <ul style="list-style-type: none"> <li>• Report on the approval of the scheduled nominations of candidates for Independent Directors.</li> </ul>
15 May 2007	<ul style="list-style-type: none"> <li>• Buyback of shares of GPHC</li> <li>• Election of directors, officers, independent director, external auditor, members of the Nomination committee, audit committee and remuneration and compensation committee</li> </ul>
31 May 2007	<ul style="list-style-type: none"> <li>• Report on the buyback of shares of GPHC including Offer Letter, Timetable and Instructions.</li> </ul>
22 June 2007	<ul style="list-style-type: none"> <li>• Report on the buyback of shares of GPHC on the number of shares tendered by the shareholders.</li> </ul>
5 July 2007	<ul style="list-style-type: none"> <li>• Report on the completion of the buyback of shares of GPHC</li> </ul>
23 July 2007	<ul style="list-style-type: none"> <li>• Report on the election of Mr. Jeremiah Asis as Assistant Corporate Secretary and Assistant Compliance Officer of GPHC</li> </ul>
11 September 2007	<ul style="list-style-type: none"> <li>• Report on the appointment of Mr. Kon Thian Fook (a.k.a. Stanley Kon) as Resident Manager of the Heritage Hotel Manila</li> </ul>
30 October 2007	<ul style="list-style-type: none"> <li>• Declaration of cash dividend</li> </ul>

## SIGNATURES

Pursuant to the requirements of Section 17 of the Securities Regulation Code and Section 141 of the Corporation Code, this report is signed on behalf of the issuer by the undersigned, thereunto duly authorized, in the City of \_\_\_\_\_ on \_\_\_\_\_, 20\_\_.

By:

Wong Hong Ren  
Chairman & President

Yam Kit Sung  
General Manager/  
Vice President Finance

Pearl Liu  
Corporate Secretary

**SUBSCRIBED AND SWORN** to before me this \_\_\_\_\_ day of \_\_\_\_\_ 2008\_\_\_\_  
affiant(s) exhibiting to me their Community Tax Certificates/Passports, as follows:

<b>Names</b>	<b>CTC/Passport No.</b>	<b>Date of Issue</b>	<b>Place of Issue</b>
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**Notary Public**

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Series of 2008.

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# **GRAND PLAZA HOTEL CORPORATION**

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1 February 2008

## **Statement of Management's Responsibility For Financial Statements**

### **SECURITIES AND EXCHANGE COMMISSION**

SEC Building, EDSA, Greenhills  
City of Mandaluyong

The management of **GRAND PLAZA HOTEL CORPORATION** is responsible for all information and representations contained in the financial statements as of and for the years ended December 31, 2007, 2006 and 2005. The financial statements have been prepared in conformity with generally accepted accounting principles in the Philippines 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.

KPMG Manabat Sanagustin & Co., the independent auditors appointed by the stockholders, has audited the financial statements of the Company in accordance with generally accepted auditing standards in the Philippines and has expressed its opinion on the fairness of presentation upon completion of such audit, in its report to the Board of Directors and Stockholders.

**10 Floor, The Heritage Hotel Manila, Roxas Blvd cor. EDSA Extension Pasay City**

**Tel: 854 8838 Fax: 854 8825**

**A MEMBER OF THE HONG LEONG GROUP SINGAPORE**

\_\_\_\_\_  
Wong Hong Ren  
Chairman and President

\_\_\_\_\_  
Yam Kit Sung  
General Manager & Chief Financial Officer

Subscribed and sworn to before me a notary public for and in the City of \_\_\_\_\_ this  
\_\_\_\_\_ day of \_\_\_\_\_ 2008, the signatories exhibiting to me their Community Tax  
Certificates/Passports details of which are as follows:

Name	Community Tax Certificate/ Passport Number	Date	Place of Issue
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Wong Hong Ren

Yam Kit Sung

Notary Public

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*Wong Hong Ren*

Wong Hong Ren  
Chairman and President

Yam Kit Sung  
General Manager & Chief Financial Officer



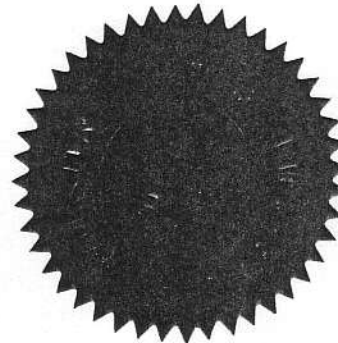
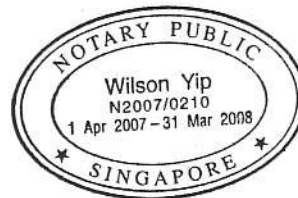
Subscribed and sworn to before me a notary public for and in the City of SINGAPORE this 1st day of February 2008, the signatories exhibiting to me their ~~Community Tax Certificates~~/Passports details of which are as follows:

Name	<del>Community Tax Certificate/</del> Passport Number	Date of Issue	Place of Issue
<i>Wong Hong Ren</i> Wong Hong Ren	S0016593Z	9 Oct 2002	Singapore

~~Yam Kit Sung~~

*Wilson Yip*  
Notary Public

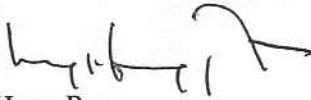
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Book No.  
Series of 2008.



**SIGNATURES**

Pursuant to the requirements of Section 17 of the Securities Regulation Code and Section 141 of the Corporation Code, this report is signed on behalf of the issuer by the undersigned, thereunto duly authorized, in the City of \_\_\_\_\_ on \_\_\_\_\_, 20\_\_.

By:



Wong Hong Ren  
Chairman & President

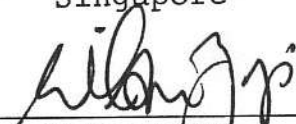
~~Yam Kit Sung~~  
~~General Manager/~~  
~~Vice President Finance~~

~~Pearl Liu~~  
~~Corporate Secretary~~

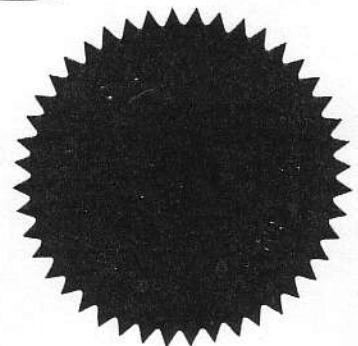
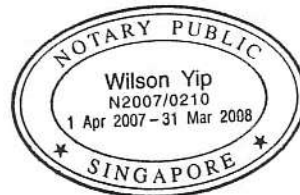


**SUBSCRIBED AND SWORN** to before me this 1st day of February 2008  
affiant(s)-exhibiting to me <sup>his</sup> ~~their~~ ~~Community Tax Certificates/Passports~~, as follows:

<b>Names</b>	<b>CTC/Passport No.</b>	<b>Date of Issue</b>	<b>Place of Issue</b>
Wong Hong Ren	S0016593Z	9 October 2002	Singapore

  
Notary Public

Doc. No.  
Page No.  
Book No.  
Series of 2008.




SIGNATURES

Pursuant to the requirements of Section 17 of the Securities Regulation Code and Section 141 of the Corporation Code, this report is signed on behalf of the issuer by the undersigned, thereunto duly authorized, in the City of PASAY CITY on FEB 18 2008

By:

~~Wong Hong Ren  
Chairman & President~~

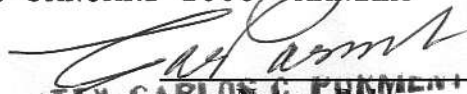
  
Yam Kit Sung  
General Manager/  
Vice President Finance

   
Pearl Liu  
Corporate Secretary


**SUBSCRIBED AND SWORN** to before me this FEB 18 day of 2008 2008  
affiant(s) exhibiting to me their Community Tax Certificates/Passports, as follows:

Names	CTC/Passport No.	Date of Issue	Place of Issue
YAM KIT SUNG	S7023301J	16 SEPT 02	SINGAPORE
PEARL T. LIU	12236722	3 JANUARY 2008	MANILA

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ATTY. CARLOS C. PIMENTEL  
Notary Public  
NOTARY PUBLIC  
UNTIL DECEMBER 31, 2009  
PTR NO. 0925455/1-3-08 PASAY CITY  
IBP NO. 727335 /1-3-08 PASAY CITY  
ROLL NO. 30650

~~Wong Hong Ren~~  
~~Chairman and President~~

  
Yam Kit Sung  
General Manager & Chief Financial Officer

Subscribed and sworn to before me a notary public for and in the City of ~~PASAY CITY~~ **PASAY CITY** this ~~FEB 18 2008~~ day of ~~2008~~ 2008, the signatories exhibiting to me their Community Tax Certificates/Passports details of which are as follows:

Name	Community Tax Certificate/ Passport Number	Date	Place of Issue
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~~Wong Hong Ren~~


  
Yam Kit Sung

S7023301J

16 SEPT 02

SINGAPORE

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Series of 2008.

  
Notary Public  
**ATTY. CARLOS C. PORMENTU**  
NOTARY PUBLIC  
UNTIL DECEMBER 31, 2007  
BTR NO. 0925455/1-3-08 PASAY CITY  
IBP NO. 727335 /1-3-08 PASAY CITY  
ROLL NO. 30650

**GRAND PLAZA HOTEL CORPORATION**

FINANCIAL STATEMENTS  
December 31, 2007 and 2006



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## REPORT OF INDEPENDENT AUDITORS

Board of Directors and Stockholders  
 Grand Plaza Hotel Corporation

We have audited the accompanying financial statements of Grand Plaza Hotel Corporation, which comprise the balance sheets as at December 31, 2007 and 2006, and the statements of income, statements of changes in equity and statements of cash flows for each of the years in the three-year period ended December 31, 2007, and a summary of significant accounting policies and other explanatory notes.

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

Management is responsible for the preparation and fair presentation of these 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 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 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 financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the entity's preparation and fair presentation of the 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 financial statements.

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

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*Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of Grand Plaza Hotel Corporation as of December 31, 2007 and 2006, and its financial performance and its cash flows for each of the years in the three-year period ended December 31, 2007 in accordance with Philippine Financial Reporting Standards.

*Marcos S. Sison, CPA*

February 12, 2008  
Makati City, Metro Manila

**GRAND PLAZA HOTEL CORPORATION**  
**BALANCE SHEETS**

		<b>December 31</b>	
	<i>Note</i>	<b>2007</b>	<b>2006</b>
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash and cash equivalents	5	<b>P155,032,369</b>	P237,842,702
Receivables - net	6, 15	<b>236,913,313</b>	220,587,591
Loan receivable	10, 15, 24	<b>15,500,000</b>	15,500,000
Due from related parties	15	<b>5,173,947</b>	1,012,526
Inventories	7	<b>8,609,806</b>	7,624,150
Prepayments and other current assets	8	<b>17,248,430</b>	17,577,727
<b>Total Current Assets</b>		<b>438,477,865</b>	500,144,696
<b>Noncurrent Assets</b>			
Deferred tax assets	22	<b>11,780,054</b>	10,474,579
Investment in an associate	9	<b>45,848,645</b>	44,708,786
Property and equipment - net	11	<b>822,747,878</b>	787,658,183
Other assets	12, 15, 24	<b>94,774,356</b>	94,807,355
<b>Total Noncurrent Assets</b>		<b>975,150,933</b>	937,648,903
		<b>P1,413,628,798</b>	P1,437,793,599
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts payable and accrued expenses	13	<b>P63,924,386</b>	P66,624,533
Income tax payable		<b>25,675,349</b>	24,074,549
Due to related parties	15, 24	<b>6,959,647</b>	4,267,811
Refundable deposits	24	<b>28,392,131</b>	27,389,434
Other current liabilities	14	<b>220,359,248</b>	200,226,563
<b>Total Current Liabilities</b>		<b>345,310,761</b>	322,582,890
<b>Noncurrent Liability</b>			
Accrued retirement liability	23	<b>20,687,634</b>	16,983,506
<b>Total Liabilities</b>		<b>365,998,395</b>	339,566,396
<b>Equity</b>			
Capital stock		<b>873,182,700</b>	873,182,700
Additional paid-in capital		<b>14,657,517</b>	14,657,517
Retained earnings:			
Appropriated	25	<b>842,785,920</b>	697,078,470
Unappropriated		<b>159,790,186</b>	210,386,986
Treasury stock		<b>(842,785,920)</b>	(697,078,470)
<b>Total Equity</b>		<b>1,047,630,403</b>	1,098,227,203
		<b>P1,413,628,798</b>	P1,437,793,599

*See Notes to the Financial Statements.*



**GRAND PLAZA HOTEL CORPORATION**  
**STATEMENTS OF INCOME**

		<b>Years Ended December 31</b>		
	<i>Note</i>	<b>2007</b>	<b>2006</b>	<b>2005</b>
<b>REVENUES</b>				
Rooms		<b>P354,014,675</b>	P329,097,179	P312,635,020
Food and beverage		<b>228,051,537</b>	224,958,055	218,824,181
Other operating departments		<b>7,181,751</b>	8,734,803	10,548,146
Others	24	<b>108,122,277</b>	107,997,916	108,790,462
		<b>697,370,240</b>	670,787,953	650,797,809
<b>COST OF SALES</b>				
	16			
Food and beverage		<b>62,005,563</b>	61,520,377	60,219,973
Other operating departments		<b>3,378,134</b>	3,932,907	4,277,682
		<b>65,383,697</b>	65,453,284	64,497,655
<b>GROSS PROFIT</b>				
		<b>631,986,543</b>	605,334,669	586,300,154
<b>SELLING AND OPERATING EXPENSES</b>				
	17	<b>201,047,298</b>	202,283,913	203,624,372
<b>ADMINISTRATIVE EXPENSES</b>				
	18	<b>181,892,049</b>	187,867,771	174,530,008
		<b>382,939,347</b>	390,151,684	378,154,380
<b>NET OPERATING INCOME</b>				
		<b>249,047,196</b>	215,182,985	208,145,774
<b>OTHER INCOME (EXPENSES)</b>				
Interest income		<b>11,274,535</b>	17,130,531	13,211,688
Foreign exchange gain (loss)		<b>(12,311,564)</b>	1,222,152	(6,090,964)
Equity in net income of an associate	9	<b>1,139,859</b>	536,810	540,280
Dividend income		<b>221,591</b>	67,705	91,827
Other income		<b>1,336,032</b>	48,671	476,583
		<b>1,660,453</b>	19,005,869	8,229,414
<b>INCOME BEFORE INCOME TAX</b>				
		<b>250,707,649</b>	234,188,854	216,375,188
<b>PROVISION FOR (BENEFIT FROM) INCOME TAX</b>				
	22			
Current		<b>86,440,416</b>	78,096,384	70,988,812
Deferred		<b>(1,305,475)</b>	(1,502,434)	(1,782,772)
		<b>85,134,941</b>	76,593,950	69,206,040
<b>NET INCOME</b>				
		<b>P165,572,708</b>	P157,594,904	P147,169,148
<b>Basic and Diluted Earnings Per Share</b>				
	21	<b>P2.35</b>	P2.15	P1.93

*See Notes to the Financial Statements.*

**GRAND PLAZA HOTEL CORPORATION**  
**STATEMENTS OF CHANGES IN EQUITY**

		<b>Years Ended December 31</b>		
	<i>Note</i>	<b>2007</b>	2006	2005
<b>CAPITAL STOCK</b>				
Common stock - P10 par value				
Authorized - 115,000,000 shares				
Issued - 87,318,270 shares		<b>P873,182,700</b>	P873,182,700	P873,182,700
<b>ADDITIONAL PAID-IN CAPITAL</b>		<b>14,657,517</b>	14,657,517	14,657,517
<b>RETAINED EARNINGS</b>				
Appropriation for acquisition of treasury stock				
Balance at beginning of year		<b>697,078,470</b>	551,388,370	439,975,320
Additions during the year	25	<b>145,707,450</b>	145,690,100	111,413,050
Balance at end of year		<b>842,785,920</b>	697,078,470	551,388,370
Unappropriated				
Balance at beginning of year		<b>210,386,986</b>	249,845,527	236,976,432
Appropriation during the year	25	<b>(145,707,450)</b>	(145,690,100)	(111,413,050)
Net income for the year		<b>165,572,708</b>	157,594,904	147,169,148
Dividends declared during the year	20	<b>(70,462,058)</b>	(51,363,345)	(22,887,003)
Balance at end of year		<b>159,790,186</b>	210,386,986	249,845,527
		<b>1,002,576,106</b>	907,465,456	801,233,897
<b>TREASURY STOCK, at cost -</b>				
16,856,212 shares, 13,942,063 shares and 11,028,261 shares in 2007, 2006 and 2005, respectively				
	19			
Balance at beginning of year		<b>(697,078,470)</b>	(551,388,370)	(439,975,320)
Acquisition of treasury stock	25	<b>(145,707,450)</b>	(145,690,100)	(111,413,050)
Balance at end of year		<b>(842,785,920)</b>	(697,078,470)	(551,388,370)
		<b>P1,047,630,403</b>	P1,098,227,203	P1,137,685,744

*See Notes to the Financial Statements.*

**GRAND PLAZA HOTEL CORPORATION**  
**STATEMENTS OF CASH FLOWS**

		<b>Years Ended December 31</b>		
	<i>Note</i>	<b>2007</b>	2006	2005
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>				
Income before income tax		<b>P250,707,649</b>	P234,188,854	P216,375,188
Adjustments for:				
Depreciation and amortization	<i>11</i>	<b>28,565,678</b>	25,637,134	26,878,023
Unrealized foreign exchange gain (loss)		<b>2,852,636</b>	(2,484,551)	4,560,229
Provision for retirement costs	<i>23</i>	<b>1,196,838</b>	4,470,059	2,986,418
Equity in net income of an associate	<i>9</i>	<b>(1,139,859)</b>	(536,810)	(540,280)
Impairment losses on receivables		<b>(293,413)</b>	(44,504)	165,014
Interest income		<b>(11,274,535)</b>	(17,130,531)	(13,211,688)
Dividend income		<b>(221,591)</b>	(67,705)	(91,827)
Operating income before working capital changes		<b>270,393,403</b>	244,031,946	237,121,077
Decrease (increase) in:				
Receivables		<b>(15,473,326)</b>	(14,152,378)	(14,910,969)
Inventories		<b>(985,656)</b>	1,351,131	(274,562)
Prepayments and other current assets		<b>(12,737,291)</b>	(23,153,778)	(8,785,765)
Increase (decrease) in:				
Accounts payable and accrued expenses		<b>(192,857)</b>	1,423,965	(8,677,841)
Due to related parties		<b>2,691,836</b>	(8,483,465)	4,079,148
Refundable deposits		<b>1,002,697</b>	1,530,361	(3,063,536)
Other current liabilities		<b>20,132,685</b>	9,015,025	12,616,689
Cash generated from operations		<b>264,831,491</b>	211,562,807	218,104,241
Income taxes paid		<b>(71,773,028)</b>	(71,681,294)	(48,517,887)
Interest received		<b>10,715,552</b>	17,169,994	12,225,242
Dividend received		<b>221,591</b>	67,705	91,827
Net cash provided by operating activities		<b>203,995,606</b>	157,119,212	181,903,423
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
Additions to property and equipment	<i>11</i>	<b>(63,655,373)</b>	(33,327,251)	(16,670,435)
Decrease (increase) in other assets		<b>32,999</b>	(2,000)	1,071,786
Net cash used in investing activities		<b>(63,622,374)</b>	(33,329,251)	(15,598,649)

*Forward*

	<b>Years Ended December 31</b>			
<i>Note</i>	<b>2007</b>	2006	2005	
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>				
Decrease (increase) in due from related parties	<b>(P4,161,421)</b>	P13,070,727	(P6,373,069)	
Increase (decrease) in due to related parties	-	1,567	(1,706,903)	
Dividends paid <span style="float: right;"><i>20</i></span>	<b>(70,462,058)</b>	(51,363,345)	(22,887,003)	
Acquisition of treasury stock <span style="float: right;"><i>19</i></span>	<b>(145,707,450)</b>	(145,690,100)	(111,413,050)	
Net cash used in financing activities	<b>(220,330,929)</b>	(183,981,151)	(142,380,025)	
<b>EFFECTS OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>				
	<b>(2,852,636)</b>	2,484,551	(4,560,229)	
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>(82,810,333)</b>	(57,706,639)	19,364,520	
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>	<b>237,842,702</b>	295,549,341	276,184,821	
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b> <span style="float: right;"><i>5</i></span>	<b>P155,032,369</b>	P237,842,702	P295,549,341	

*See Notes to the Financial Statements.*

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**GRAND PLAZA HOTEL CORPORATION**  
**NOTES TO THE FINANCIAL STATEMENTS**

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**1. Reporting Entity**

Grand Plaza Hotel Corporation (“the Company”) was incorporated and registered with the Philippine Securities and Exchange Commission (SEC) on August 9, 1989 primarily to own, lease or manage one or more hotels, inns or resorts, all adjuncts and accessories thereto, and all other tourist-oriented businesses as may be necessary in connection therewith. The ultimate parent of the Company is Hong Leong Investment Holdings Pte Ltd., a corporation organized in Singapore.

The Company owns and operates The Heritage Hotel (“the Hotel”), a deluxe class hotel that offers 448 rooms and facilities and amenities such as restaurants, function halls, and a coffee shop. The Company’s registered and principal office is located at the 10<sup>th</sup> Floor, The Heritage Hotel Manila, EDSA corner Roxas Boulevard, Pasay City.

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**2. Basis of Preparation**

Statement of Compliance

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

The financial statements as of and for the year ended December 31, 2007 were approved by the Board of Directors on February 12, 2008.

Basis of Measurement

The financial statements have been prepared on the historical cost basis.

Functional and Presentation Currency

The Company’s financial statements are presented in Philippine Peso, which is the Company’s functional currency.

Use of Judgments and Estimates

The preparation of financial statements in conformity with PFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. The estimates and assumptions used in the accompanying financial statements are based upon management’s evaluation of relevant facts and circumstances as of the date of the financial statements. Actual results may differ from these estimates.

Judgments are made by management on the developments, selection and disclosure of the Company’s critical accounting policies and estimates and the application of these policies and estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected.

The following presents the summary of these judgments and estimates, which have the most significant effect on the amounts recognized in the financial statements:

*Estimated Allowance for Impairment Losses on Receivables*

The Company maintains an 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 basis of factors that affect the collectibility of the accounts. These factors include, but are not limited to, the length of the Company's relationship with the customer's payment behavior and known market factors. The Company reviews the age and status of receivables, and identifies accounts that are to be provided with allowances on a regular basis. The amount and timing of recorded expenses for any period would differ if the Company made different judgments or utilized different estimates. An increase in allowance for impairment losses would increase the recorded administrative expenses and decrease current assets (see Note 6).

*Estimated Allowance for Write-down of Inventories to Net Realizable Value*

If necessary, the Company maintains an allowance for write-down of inventories to net realizable value at a level considered adequate to reduce cost to net realizable value. The level of this allowance is evaluated by management based on the movements and current condition of inventory items (see Note 7).

*Estimated Useful Lives of Property and Equipment*

The Company reviews annually the estimated useful lives of property and equipment based on the period over which the assets are expected to be available for use and are updated if expectations differ from previous estimates due to physical wear and tear, and technical or commercial obsolescence. 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 property and equipment would increase the recorded depreciation and amortization expenses and decrease noncurrent assets (see Note 11).

*Realizability of Deferred Tax Assets*

The Company reviews the carrying amounts of deferred income tax assets at each balance sheet date and reduces deferred income tax assets to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred income tax assets to be utilized (see Note 22).

*Retirement Benefits*

The Company accrues retirement benefit cost based on the requirements under its Employees' Retirement Plan, which is in accordance with Republic Act (R.A.) 7641. The determination of the obligation and cost of retirement and other employee benefits is dependent on the selection of certain assumptions used by the actuary in calculating such amounts. Those assumptions include among others, discount rates, expected returns on plan assets and salary increase rates (Note 23). In accordance with PFRS, actual results that differ from the Company's assumptions, subject to the 10% corridor test, are accumulated and amortized over future periods and therefore, generally affect the recognized expense and recorded obligation in such future period.

While the Company believes that the assumptions are reasonable and appropriate, significant differences between actual experience and assumptions may materially affect the cost of employee benefits and related obligations.

#### *Estimated Allowance for Impairment Losses on Other Financial Assets and Non-Financial Assets*

The Company assesses impairment on other financial and non-financial assets whenever events or changes in circumstances indicate that the carrying amount of such asset may not be recoverable. The factors that the Company considers important which could trigger an impairment review include the following:

- significant underperformance relative to the expected historical or projected future operating results;
- significant changes in the manner of use of the acquired assets or the strategy for overall business; and
- significant negative industry or economic trends.

An impairment loss is recognized whenever the carrying amount of an asset exceeds its recoverable amount (see Note 26).

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### **3. Significant Accounting Policies**

The following summary explains the significant accounting policies which have been adopted and applied consistently to all periods presented in these financial statements.

#### Adoption of New Standards, Amendments to Standards and Interpretations

The Financial Reporting Standards Council, or FRSC, approved the adoption of a number of new standards, amendments to standards, and interpretations issued as part of PFRS.

#### *New Standard and Amendment to Standard Adopted in 2007*

Effective January 1, 2007, the Company adopted the following new standard and amendment to standard:

- PFRS 7, *Financial Instruments: Disclosures* introduces new disclosures to improve the information about financial instruments. It requires the disclosure of quantitative and qualitative information about exposure to risks arising from financial instruments, including specified minimum disclosures about credit risk, liquidity risk and market risk, as well as sensitivity analysis to market risk. It replaces Philippine Accounting Standard (PAS) 30, *Disclosures in the Financial Statements of Banks and Similar Financial Institutions*, and the disclosure requirements of PAS 32, *Financial Instruments: Disclosures and Presentation*. Additional disclosures were included in the financial statements as a result of the adoption of this standard.
- Amendment to PAS 1, *Presentation of Financial Statements - Capital Disclosures* introduces disclosures about the entity's objectives, policies and processes for managing capital; quantitative data about what the entity regards as capital; whether the entity has complied with any capital requirements; and if it has not complied, the consequences of such non-compliance. Additional disclosures were included in the financial statements as a result of the adoption of this amendment.

The adoption of the above standard and amendment to standard did not have a material effect on the Company's financial statements.

#### *Revised Standard and Interpretations Not Yet Adopted*

The following are the relevant revised standard and interpretations which are not yet effective for the year ended December 31, 2007, and have not been applied in preparing these financial statements:

- Revised PAS 1, *Presentation of Financial Statements* requires entities to disclose “total comprehensive income” that is, changes in equity during a period, other than those changes resulting from transactions with owners in their capacity as owners in their capacity as owners. This will be presented either in one statement (i.e., a statement of comprehensive income) or two statements (i.e., an income statement and a statement beginning with profit or loss and displaying components of other comprehensive income).
- International Financial Reporting Interpretations Committee (IFRIC) 11, *IFRS 2 - Group and Treasury Share Transactions* describes how to apply PFRS 2, *Share-based Payment*, to share-based payment arrangements involving an entity’s own equity instruments and share-based payment arrangements of subsidiaries involving equity instruments of its parent company.
- IFRIC 13, *Customer Loyalty Programs* addresses the accounting by entities that operate, or otherwise participate in, customer loyalty programs for their customers. It relates to customer loyalty programs under which the customer can redeem credits for awards such as free or discounted goods or services.
- IFRIC 14, *IAS 19 - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction* clarifies when refunds or reductions in future contributions in relation to defined benefit assets should be regarded as available and provides guidance on the impact of minimum funding requirements on such assets. It also addresses when a minimum funding requirement might give rise to a liability.

IFRIC 11 and 14 will be effective for financial years beginning January 1, 2008. Revised PAS 1 and IFRIC 13 will be effective for financial years beginning January 1, 2009. These revised standard and interpretations are not expected to have any material effect on the financial statements.

#### Cash and Cash Equivalents

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

#### Receivables

Receivables are recognized and carried at original invoice amount, net of allowance for impairment losses if collection of the full amount is no longer probable.

#### Inventories

Inventories are measured at the lower of cost and net realizable value. Cost is determined using the first-in, first-out (FIFO) principle, and includes expenditure incurred in acquiring the inventories and bringing them to their existing location and condition. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of selling expenses. Obsolete inventories are disposed of and related costs are recognized in the statements of income.



#### Investment in an Associate

Investment in an associate, Harbour Land Corporation (HLC), which is 40%-owned by the Company and in which the Company has significant influence is accounted for under the equity method of accounting. Under the equity method, the investment is carried in the balance sheet at cost plus post-acquisition changes in the Company's share in the net assets of the investee company. After the application of the equity method, the company determines whether it is necessary to recognize any additional impairment loss with respect to the Company's net investment in the investee company. The statements of income reflect the share of the results of the operations of the investee company.

The Company discontinues applying the equity method when its investment in the investee company is reduced to zero. Accordingly, additional losses are not recognized unless the Company has guaranteed certain obligations of the investee company. When the investee company subsequently reports net income, the Company will resume applying the equity method but only after its share in net income equals the share in net losses not recognized during the period the equity method was suspended.

#### Property and Equipment

Items of property and equipment are measured at cost less accumulated depreciation, amortization and impairment losses, if any.

Cost includes expenditures that are directly attributable to the acquisition of the asset. When parts of an item of property and equipment have different useful lives, they are accounted for as separate items (major components) of property and equipment.

The cost of replacing part of an item of property and equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Company and its cost can be measured reliably. The costs of day-to-day servicing of property and equipment are recognized in statements income as incurred.

Depreciation is recognized in statements income on a straight-line basis over the estimated useful lives of each part of an item of property and equipment. Leasehold improvements are amortized over the shorter of the lease term and their estimated useful lives.

The estimated useful lives are as follows:

	<u>Number of Years</u>
Building and building improvements	46 - 50
Furniture, fixture and equipment	5 - 10
Transportation equipment	5
Leasehold improvements	5

Estimated useful lives and depreciation and amortization methods are reviewed at each balance sheet date to ensure that the period and depreciation and amortization method are consistent with the expected pattern of economic benefits from these assets.

Construction in progress, which pertains to renovation of rooms, is stated at cost and is not depreciated until such time the renovation is completed.

When an asset is disposed of, or is permanently withdrawn from use and no future economic benefits are expected from its disposal, the cost and accumulated depreciation, amortization and impairment losses, if any, are removed from the accounts and any resulting gain or loss arising from the retirement or disposal is recognized in the statements of income.

#### Impairment of Assets

##### *Financial Assets*

A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset.

An impairment loss in respect of a financial asset measured at amortized cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate.

Individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics.

All impairment losses are recognized in the statements of income.

##### *Non-financial Assets*

Non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If any such indication exists and where the carrying amount of an asset exceeds its recoverable amount, the asset or cash-generating unit is written down to its recoverable amount. The estimated recoverable amount is the higher of an asset's value in use and fair value less costs to sell. The fair value less costs to sell in use is the amount obtainable from the sale of an asset in an arm's length transaction less the cost of disposal while value in use is the present value of estimated future cash flows expected to arise from the continuing use of an asset and from its disposal at the end of its useful life. 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 assessments of time value of money and the risks specific to the asset. For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash-generating unit to which the asset belongs. Impairment losses are recognized in the statements of income.

Recovery of impairment losses recognized in prior years is recorded when there is an indication that the impairment losses recognized for the asset no longer exist or have decreased. The recovery is recorded in the statements of income. However, the increase in carrying amount of an asset due to a recovery of an impairment loss is recognized to the extent that it does not exceed the carrying amount that would have been determined (net of depreciation and amortization) had no impairment loss been recognized for that asset in prior years.

#### Foreign Currency Transactions

Transactions in foreign currencies are translated to Philippine Peso based on the prevailing exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the balance sheet date are translated using the exchange rates prevailing at the balance sheet date. The resulting foreign exchange gains or losses are recognized in the statements of income.

### Operating Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases are recognized in the statements of income on a straight-line basis over the term of the lease.

### Revenue and Expense Recognition

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

*Room revenue:* Revenue is recognized upon actual room occupancy.

*Food and beverage:* Revenue is recognized upon delivery of order.

*Rent income:* Revenue from rental income is recognized on a straight-line basis over the lease term.

Other income, including interest income which is presented net of tax, is recognized when earned.

Costs and expenses are recognized when incurred.

### Income Tax

Income tax expense comprises current and deferred tax. Income tax expense is recognized in statements of income except to the extent that it relates to items recognized directly in equity, in which case it is recognized in equity.

Current income tax is expected tax payable on the taxable income for the year, using tax rates enacted at the balance sheet date, and any adjustment to tax payable in respect of previous years.

Deferred income tax is provided using the balance sheet liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is measured at the tax rates that are expected to be applied to the temporary differences when they reverse, based on the laws that have been enacted or substantively enacted at the balance sheet date.

A deferred tax asset is recognized to the extent that it is probable that future taxable profits will be available against which temporary difference can be utilized. Deferred tax assets are reviewed at each balance sheet date and are reduced to the extent that it is no longer probable that the related income tax benefit will be realized.

### Treasury Stock

Treasury stock is carried at cost.

### Earnings Per Share

The Company presents basic and diluted earnings per share (EPS) for its ordinary assets. Basic EPS is computed by dividing net income by the weighted average number of common shares outstanding during the year, after giving retroactive effect to any stock dividends declared during the year, if any. Diluted EPS is determined by adjusting the net income for the effects of all dilutive potential shares, which comprise convertible notes and share options granted to employees.

#### Related Parties

Parties are considered 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. Parties are also considered to be related if they are subject to common control or significant influence. Related parties may be individuals or corporate entities.

#### Retirement Costs

The Company has a unfunded, noncontributory, defined benefit retirement plan covering substantially all of its employees. The Company's retirement expense is determined using the projected unit credit method. This method considers each period of service as giving rise to an additional unit of benefit entitlement and measures each unit separately to build up the final obligation. Gains and losses on the curtailment or settlement of retirement benefits are recognized when the curtailment or settlement occurs. Actuarial gains and losses are recognized as income or expense when the net cumulative unrecognized actuarial gains and losses at the end of the previous reporting period exceeded 10% of the higher of the defined benefit obligation and the fair value of the plan assets at that date. These gains and losses are recognized over the expected average remaining working lives of the employees participating in the plan.

The pension liability is the aggregate of the present value of the defined benefit obligation and actuarial gains and losses not recognized reduced by past service cost not yet recognized and the fair value of plan assets out of which the obligation are to be settled directly. If such aggregate is negative, the asset is measured at the lower of such aggregate or the aggregate of cumulative unrecognized net actuarial losses and past service cost and the present value of any economic benefits available in the form of refunds from the plan or reductions in the future contributions of the plan (the "asset ceiling test").

#### Events After the Balance Sheet Date

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

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## **4. Financial Risk Management**

The Company has exposure to the following risks from its use of financial instruments:

- Credit Risk
- Liquidity Risk
- Market Risk

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risks, and the Company's management of capital. Further quantitative disclosures are included throughout these financial statements, mainly in Note 26.

The main purpose of the Company's dealings in financial instruments is to fund its operations and capital expenditures.

The Board of Directors (BOD) has overall responsibility for the establishment and oversight of the Company's risk management framework. The BOD has established the Executive Committee, which is responsible for developing and monitoring the Company's risk management policies. The committee identifies all issues affecting the operations of the Company and reports regularly to the BOD on its activities.

The Company's risk management policies are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. All risks faced by the Company are incorporated in the annual operating budget. Mitigating strategies and procedures are also devised to address the risks that inevitably occur so as not to affect the Company's operations and detriment forecasted results. The Company, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The Audit Committee directly interfaces with the internal audit function, which undertakes reviews of risk management controls and procedures and ensures the integrity of internal control activities which affect the financial management system of the Company. The results of procedures performed by Internal Audit are reported to the Audit Committee.

#### Credit Risk

Credit risk represents the risk of loss the Company would incur if credit customers and counterparties fail to perform their contractual obligations. The Company's credit risk arises principally from the Company's trade receivables.

Exposure to credit risk is monitored on an ongoing basis, credit checks being performed on all clients requesting credit over certain amounts. Credit is not extended beyond authorized limits, established where appropriate through consultation with a professional credit vetting organization. Credit granted is subject to regular review, to ensure it remains consistent with the clients' current credit worthiness and appropriate to the anticipated volume of business.

The investment of the Company's cash resources is managed so as to minimize risk while seeking to enhance yield. The Company's holding of cash and money market placements expose the Company's to credit risk of the counterparty if the counterparty is unwilling or unable to fulfill its obligations and the Company consequently suffers financial loss. Credit risk management involves entering into financial transactions only with counterparties with acceptable credit rating. The treasury policy sets aggregate credit limits of any one counterparty and annually reviews the exposure limits and credit ratings of the counterparties.

Receivables balance is being monitored on a regular basis to ensure timely execution of necessary intervention efforts. As of balance sheet date, there were no significant concentrations of credit risk.

### Liquidity Risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company manages liquidity risk by forecasting projected cash flows and maintaining a balance between continuity of funding and flexibility. Treasury controls and procedures are in place to ensure that sufficient cash is maintained to cover daily operational and working capital requirements. Management closely monitors the Company's future and contingent obligations and sets up required cash reserves as necessary in accordance with internal requirements.

### Market Risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and other market prices will affect the Company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

The Company is subject to various market risks, including risks from changes in room rates, interest rates and currency exchange rates.

#### *Room Rates*

The risk from room rate changes relates to the Company's ability to recover higher operating costs through price increases to customers, which may be limited due to the competitive pricing environment that exists in the Philippine hotel industry and the willingness of customers to avail of hotel rooms at higher prices.

The Company minimizes its exposure to risks in changes in room rates by signing contracts with short period of expiry so this gives the Company the flexibility to adjust its room rates in accordance to market conditions.

#### *Interest Rate Risk*

The Company has no interest-bearing debt obligations to third parties. As such, the Company has minimal interest rate risk.

#### *Foreign Currency Risk*

Foreign assets and financing facilities extended to the Company were mainly denominated in Philippine Peso. As such, the Company's foreign currency risk is minimal.

### Capital Management

The Company's objectives when managing capital are to increase the value of shareholders' investment and maintain high growth by applying free cash flow to selective investments. The Company sets strategies with the objective of establishing a versatile and resourceful financial management and capital structure.

The Chief Financial Officer has overall responsibility for monitoring of capital in proportion to risk. Profiles for capital ratios are set in the light of changes in the Company's external environment and the risks underlying the Company's business operations and industry.

The Company is not subjected to externally imposed capital requirements.

There were no changes in the Company's approach to capital management during the period.

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## 5. Cash and Cash Equivalents

This account consists of:

	2007	2006
Cash on hand and in banks	<b>P20,170,616</b>	P21,212,795
Short-term investments	<b>134,861,753</b>	216,629,907
	<b>P155,032,369</b>	P237,842,702

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Cash in banks earn interest at the prevailing bank deposit rates. Short-term investments consist mainly of time deposits which earn interest at prevailing market rates.

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## 6. Receivables

This account consists of:

	<i>Note</i>	2007	2006
Trade			
Receivables from PAGCOR		<b>P172,153,883</b>	P161,131,788
Charge customers	26	<b>41,529,542</b>	31,186,220
Other trade receivables		<b>5,299,628</b>	5,919,660
		<b>218,983,053</b>	198,237,668
Interest	15	<b>12,764,788</b>	11,989,788
Advances to contractors		<b>1,821,475</b>	2,714,170
Advances to employees		<b>77,127</b>	99,489
Other receivables		<b>3,413,515</b>	7,986,534
		<b>237,059,958</b>	221,027,649
Less allowance for impairment losses on trade receivables		<b>146,645</b>	440,058
		<b>P236,913,313</b>	P220,587,591

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Trade receivables are non-interest bearing and are generally on a 15 to 30 day credit term.

Receivables from Philippine Amusement and Gaming Corporation (PAGCOR) pertain to billings for output tax to the said government-controlled corporation. The collection of this amount is still pending as PAGCOR is seeking clarification from the Bureau of Internal Revenue (BIR) whether it is subject to the 10% value-added tax in its status as a government corporation. The corresponding 10% output tax payable from the billings to PAGCOR is likewise not remitted to the BIR pending the clarification from the BIR (see Note 14).

Under Revenue Regulation 16-2005 "Consolidated Value Added Tax Law" which took effect on November 1, 2005, it was legislated that PAGCOR is subject to the value added tax of 12%. Management believes that this law has a prospective application and therefore the previously recorded VAT on PAGCOR (prior to November 1, 2005) would have to be reversed when the position with the BIR is secured.

The Company's exposure to credit risks and impairment losses related to trade receivables from charge customers are disclosed in Note 26.

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## 7. Inventories

This account consists of:

	2007	2006
Food	<b>P2,171,784</b>	P2,448,772
General supplies	<b>2,312,703</b>	2,259,229
Beverage and tobacco	<b>1,097,741</b>	1,040,611
Engineering supplies	<b>834,591</b>	866,517
Others	<b>2,192,987</b>	1,009,021
	<b>P8,609,806</b>	P7,624,150

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## 8. Prepayments and Other Current Assets

This account consists of:

	2007	2006
Input tax	<b>P11,293,102</b>	P9,597,854
Prepaid expenses	<b>5,838,504</b>	7,946,529
Others	<b>116,824</b>	33,344
	<b>P17,248,430</b>	P17,577,727

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## 9. Investment in an Associate

Investment in an associate pertains to 40% ownership in Harbour Land Corporation (HLC), a Philippine Corporation engaged in the real estate business (see Note 15).

This account consists of:

	2007	2006
Acquisition cost	<b>P48,200,000</b>	P48,200,000
Accumulated share in net losses:		
Balance at beginning of year	<b>(3,491,214)</b>	(4,028,024)
Equity in net income of associate during the year	<b>1,139,859</b>	536,810
Balance at end of year	<b>(2,351,355)</b>	(3,491,214)
	<b>P45,848,645</b>	P44,708,786

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A summary of the financial information of HLC follows:

	2007	2006
Total assets	<b>P151,679,884</b>	P149,302,604
Total liabilities	<b>91,058,270</b>	91,530,638
Total equity, net of subscription receivable of P54 million	<b>60,621,614</b>	57,771,966
Revenue	<b>10,798,560</b>	10,798,560
Net income	<b>2,849,648</b>	1,342,027

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## 10. Loan Receivable

This pertains to the loan granted to Rogo Realty Corporation (RRC) which is collateralized by RRC's investment in shares of stock of HLC and is payable on demand with interest rate of 5% per annum. The loan is carried at cost.

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## 11. Property and Equipment

The movements in this account are as follows:

	Building and Building Improvements	Furniture, Fixture and Equipment	Transportation Equipment	Leasehold Improvements	Construction in Progress	Total
<b>Gross carrying amount:</b>						
Balance, January 1, 2006	P969,959,007	P334,285,196	P3,259,091	P385,157	P -	P1,307,888,451
Additions	2,309,257	2,767,268	899,107	-	27,351,619	33,327,251
Disposals	-	(737,071)	-	-	-	(737,071)
Balance, December 31, 2006	972,268,264	336,315,393	4,158,198	385,157	27,351,619	1,340,478,631
Additions	-	11,826,507	-	-	51,908,283	63,734,790
Disposals	-	(60,213,645)	-	-	-	(60,213,645)
Reclassification	-	74,859,234	-	-	(74,859,234)	-
<b>Balance, December 31, 2007</b>	<b>972,268,264</b>	<b>362,787,489</b>	<b>4,158,198</b>	<b>385,157</b>	<b>4,400,668</b>	<b>1,343,999,776</b>
<b>Accumulated depreciation and amortization:</b>						
Balance, January 1, 2006	238,550,722	288,404,052	580,454	385,157	-	527,920,385
Depreciation and amortization in 2006	21,251,766	3,703,579	681,789	-	-	25,637,134
Disposals	-	(737,071)	-	-	-	(737,071)
Balance, December 31, 2006	259,802,488	291,370,560	1,262,243	385,157	-	552,820,448
Depreciation and amortization in 2007	21,267,487	6,466,551	831,640	-	-	28,565,678
Disposals	-	(60,134,228)	-	-	-	(60,134,228)
<b>Balance, December 31, 2007</b>	<b>281,069,975</b>	<b>237,702,883</b>	<b>2,093,883</b>	<b>385,157</b>	<b>-</b>	<b>521,251,898</b>
<b>Carrying amount:</b>						
December 31, 2006	P712,465,776	P44,944,833	P2,895,955	P -	P27,351,619	P787,658,183
<b>December 31, 2007</b>	<b>P691,198,289</b>	<b>P125,084,606</b>	<b>P2,064,315</b>	<b>P -</b>	<b>P4,400,668</b>	<b>P822,747,878</b>

No impairment loss was recognized for the Company's property and equipment for the years ended December 31, 2007 and 2006.

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## 12. Other Assets

This account consists of:

	Note	2007	2006
Lease deposit	15, 24	<b>P78,000,000</b>	P78,000,000
Prepaid rental	15, 24	<b>10,678,565</b>	10,678,565
Miscellaneous investments and deposits		<b>5,085,791</b>	5,118,790
Others		<b>1,010,000</b>	1,010,000
		<b>P94,774,356</b>	P94,807,355

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### 13. Accounts Payable and Accrued Expenses

This account consists of:

	2007	2006
Trade payables	<b>P25,707,477</b>	P22,378,379
Accrued liabilities	<b>37,717,784</b>	43,747,029
Others	<b>499,125</b>	499,125
	<b>P63,924,386</b>	P66,624,533

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The Company's exposure to liquidity risk related to trade and other payables are disclosed in Note 26.

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### 14. Other Current Liabilities

This account consists of:

	2007	2006
Output tax payable	<b>P164,197,367</b>	P154,836,603
Deferred rental	<b>7,364,845</b>	7,390,979
Others	<b>48,797,036</b>	37,998,981
	<b>P220,359,248</b>	P200,226,563

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Output tax payable consists mainly of output tax charged to a certain government-controlled corporation, as mentioned in Note 6.

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### 15. Related Party Transactions

#### Transactions with Related Parties

The Company has significant transactions with all related parties as follows:

	Nature	Note	2007	2006
Due from related parties:				
HLC	Advances		<b>P1,029,374</b>	P1,003,294
RRC	Advances		<b>65,498</b>	6,784
CDL Hotels (Phils.) Corporation (CDL)	Advances		<b>3,860,358</b>	2,448
The Philippine Fund Limited (TPFL)	Advances		<b>218,717</b>	-
			<b>5,173,947</b>	1,012,526
RRC	Interest	10	<b>12,439,788</b>	11,664,788
HLC	Interest	25	<b>325,000</b>	325,000
		6	<b>12,764,788</b>	11,989,788
RRC	Loan	10	<b>15,500,000</b>	15,500,000
HLC	Lease deposit	12, 24	<b>78,000,000</b>	78,000,000
HLC	Prepaid rent	12, 24	<b>10,678,565</b>	10,678,565
			<b>P122,117,300</b>	P117,180,879

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	Nature	Note	2007	2006
Due to related parties:				
CDL	Management and incentive fees		<b>P3,431,055</b>	P3,004,486
HLC	Rent payable		<b>952,172</b>	962,872
Millenium & Copthorne Int'l Ltd. (M & C)	Advances		<b>2,576,420</b>	300,453
			<b>P6,959,647</b>	P4,267,811

In the normal course of business, the Company grants/obtains advances to/from related parties for working capital purposes. These advances are non-interest bearing and payable on demand.

The interest receivable from HLC arises from the 5% interest on the lease deposit of the Company to HLC (see Note 24).

The interest receivable from RRC arises from the 5% interest on the loan granted by the Company to RRC (see Note 10).

The Company has a management contract with CDL under which the latter provides management, technical and administrative services to the Company in return for a yearly management and incentive fees equivalent to a certain percentage of total gross revenue and of gross operating profit, respectively.

The relationship of the Company with the related parties is shown below:

<b>Related Party</b>	<b>Relationship</b>
RRC	Under common control
HLC	Associate
CDL	Under common control
TPFL	Intermediate parent company
M & C	Under common control

#### Transactions with Key Management Personnel

The total remuneration of key management personnel is shown below:

	2007	2006	2005
Directors	<b>P3,281,032</b>	P2,908,849	P2,772,047
Executive officers	<b>21,391,327</b>	23,579,700	25,648,917
<b>P24,672,359</b>		P26,488,549	P28,420,964

The Company does not provide post-employment and equity-based compensation benefits to its directors and executive officers.

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**16. Cost of Sales**

This account consists of:

	2007	2006	2005
Inventories, beginning	<b>P7,624,150</b>	P8,975,281	P9,190,928
Purchases	<b>66,369,353</b>	64,102,153	64,282,008
Available for sale	<b>73,993,503</b>	73,077,434	73,472,936
Inventories, ending	<b>(8,609,806)</b>	(7,624,150)	(8,975,281)
	<b>P65,383,697</b>	P65,453,284	P64,497,655

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**17. Selling and Operating Expenses**

This account consists of:

	2007	2006	2005
Salaries, wages and employee benefits:			
Food and beverage	<b>P45,672,927</b>	P48,001,577	P44,146,724
Rooms	<b>27,221,647</b>	25,089,431	21,655,230
Other operated departments	<b>2,825,447</b>	2,902,112	3,745,106
	<b>75,720,021</b>	75,993,120	69,547,060
Property operation, maintenance, energy and conservation	<b>95,635,433</b>	97,667,359	105,121,596
Guest supplies	<b>9,042,134</b>	8,757,893	9,638,549
Laundry and dry cleaning	<b>4,256,758</b>	4,328,967	3,655,191
Kitchen fuel	<b>3,064,683</b>	3,229,529	3,285,588
Transport charges	<b>2,999,942</b>	1,583,942	2,449,475
Printing and stationery	<b>1,601,982</b>	1,433,446	1,537,137
Music and entertainment	<b>1,569,097</b>	1,313,043	1,292,034
Cleaning supplies	<b>1,497,651</b>	1,392,469	1,435,768
Permits and licenses	<b>1,209,142</b>	1,350,073	1,119,705
Commission	<b>612,473</b>	547,574	579,802
Reservation expenses	<b>505,015</b>	1,111,648	1,428,389
Miscellaneous	<b>3,332,967</b>	3,574,850	2,534,078
	<b>P201,047,298</b>	P202,283,913	P203,624,372

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**18. Administrative Expenses**

This account consists of:

	2007	2006	2005
<b>Hotel Overhead Departments</b>			
Salaries, wages and employee benefits:			
Administrative and general	<b>P33,531,559</b>	P36,524,054	P32,257,451
Engineering	<b>9,555,590</b>	8,835,142	7,645,997
Sales and marketing	<b>7,484,769</b>	7,208,155	6,245,402
Human resources	<b>2,287,548</b>	2,452,909	2,061,630
	<b>52,859,466</b>	55,020,260	48,210,480
Management and incentive fees	<b>34,833,634</b>	31,875,716	30,797,778
Credit card commission	<b>5,181,258</b>	5,218,836	4,624,023
Legal and professional fees	<b>2,883,416</b>	3,422,804	3,600,859
Data processing	<b>3,766,303</b>	2,598,474	1,050,024
Entertainment	<b>1,161,600</b>	1,492,634	978,150
Printing and stationery	<b>1,043,637</b>	847,178	928,622
Communication	<b>754,613</b>	835,019	1,098,719
Awards and social activities	<b>425,551</b>	153,766	671,612
Miscellaneous	<b>6,599,488</b>	8,334,022	5,278,979
	<b>109,508,966</b>	109,798,709	97,239,246
<b>Corporate Office</b>			
Depreciation and amortization	<b>28,565,678</b>	25,637,134	26,878,023
Insurance	<b>12,463,244</b>	14,111,359	13,086,061
Leased land rental	<b>10,678,560</b>	10,798,560	10,798,560
Property tax	<b>9,265,681</b>	9,265,681	9,265,681
Miscellaneous	<b>11,409,920</b>	18,256,328	17,262,437
	<b>72,383,083</b>	78,069,062	77,290,762
	<b>P181,892,049</b>	P187,867,771	P174,530,008

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**19. Treasury Stock**

The board of directors approved the acquisition of treasury shares as follows:

Date of Meeting	No. of shares purchased	Stockholders on Record as of	Ratio of purchase	Cost per share	Amount
May 15, 2007	2,914,149	June 5, 2007	1:25	50	P145,707,450
May 15, 2006	2,913,802	June 5, 2006	1:26	50	145,690,100
April 18, 2005	2,228,261	May 9, 2005	1:35	50	111,413,050

As of December 31, 2007, 16,856,212 shares were held in treasury after share buy-back of 2,914,149 shares in May 2007.

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## 20. Dividend Declaration

The board of directors declared cash dividends on various dates as follows:

Date of Meeting	Stockholders on Record as of	Date of Payment	Dividend per Share	Amount
Oct. 30, 2007	Nov. 15, 2007	Dec. 19, 2007	P1.00	P70,462,058
Oct. 23, 2006	Nov. 8, 2006	Dec. 1, 2006	0.70	51,363,345
Nov. 25, 2005	Dec. 9, 2005	Dec. 23, 2005	0.30	22,887,003

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## 21. Earnings Per Share

Basic earnings per share are computed as follows:

	2007	2006	2005
Outstanding number of shares			
Balance at beginning of year - net of treasury stock of 16,856,212 shares, 13,942,063 shares and 11,028,261 shares in 2007, 2006 and 2005, respectively	<b>73,376,207</b>	76,290,009	78,518,270
Acquisition of treasury stock	<b>2,914,149</b>	2,913,802	2,228,261
	<b>70,462,058</b>	73,376,207	76,290,009
	2007	2006	2005
Net income for the year	<b>P165,572,708</b>	P157,594,904	P147,169,148
Divided by outstanding shares	<b>70,462,058</b>	73,376,207	76,290,009
	<b>P2.35</b>	P2.15	P1.93

There are no potential dilutive common stock for the years presented.

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## 22. Income Tax

The components of the Company's deferred tax assets are as follows:

	2007	2006
Accrual of retirement costs	<b>P8,152,610</b>	P7,733,716
Deferred rental income	<b>2,577,696</b>	2,586,843
Foreign exchange difference	<b>998,422</b>	-
Provision for impairment losses on receivables	<b>51,326</b>	154,020
	<b>P11,780,054</b>	P10,474,579

The reconciliation of the provision for income tax computed at statutory income tax rate to the provision for income tax shown in the statements of income follows:

	2007	2006	2005
Provision for income tax at statutory tax rate	<b>P87,747,677</b>	P81,966,099	P70,321,936
Additions to (reductions in) income tax resulting from the tax effects of:			
Income subjected to final tax	<b>(2,213,785)</b>	(4,314,666)	(2,767,702)
Equity in net income of an associate	<b>(398,951)</b>	(187,890)	(175,585)
Foreign exchange difference	-	(869,593)	1,827,391
	<b>P85,134,941</b>	P76,593,950	P69,206,040

On October 10, 2007, the BIR issued Revenue Regulations No. 12-2007, which amended the timing of the calculation and payment of MCIT from an annual basis to a quarterly basis, i.e. excess MCIT from a previous quarter during the current taxable year may be applied against subsequent quarterly or current annual income tax due, whether MCIT or Regular Corporate Income Tax (RCIT). However, excess MCIT from the previous taxable year/s are not creditable against MCIT due for a subsequent quarter and are only creditable against quarterly and annual RCIT.

On May 24, 2005, Republic Act No. 9337 entitled “An Act Amending the National Internal Revenue Code, as Amended, with Salient Features” (Act), was passed into law effective November 1, 2005. Among others, the Act includes the following significant revisions to the rules of taxation:

- a. Change in the corporate income tax rates from 32% to 35% starting November 1, 2005 and to 30% starting January 1, 2009;
- b. Change in the amount of interest expense disallowed as tax-deductible expense equivalent to a certain percentage applied to the interest income subjected to final tax; such percentage was changed from 38% to 42% starting November 1, 2005 and to 33% starting January 1, 2009; and
- c. Grant of authority to the Philippine President to increase the 10% VAT rate to 12% effective February 1, 2006, subject to compliance with certain economic conditions.

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### 23. Retirement Cost

The Company’s employees are entitled to retirement benefits in accordance with RA No. 7641, which is unfunded.

The reconciliation of the present value of the defined benefit obligation to the recognized liability under the “Accrued Retirement Liability” in the Company’s balance sheets is shown below:

	2007	2006
Present value of defined benefit obligation	<b>P17,553,702</b>	P16,456,780
Fair value of plan assets	-	-
Funded status	<b>17,553,703</b>	16,456,780
Unamortized actuarial gains	<b>3,133,932</b>	526,726
Liability recognized in the balance sheets	<b>P20,687,634</b>	P16,983,506

The movements in the present value of the defined benefit obligation for the years ended December 31 are as follows:

	2007	2006
Present value of obligation at beginning of year	<b>P16,456,780</b>	P12,739,102
Interest cost	<b>1,481,110</b>	1,146,519
Current service cost	<b>2,318,503</b>	2,082,152
Benefits paid	<b>(95,485)</b>	-
Actuarial losses (gains)	<b>(2,607,206)</b>	489,007
Present value of obligation at end of year	<b>P17,553,702</b>	P16,456,780

The amounts of retirement expense which are recorded under “Salaries, wages and employee benefits” for the years ended December 31 are as follows:

	2007	2006
Current service cost	<b>P2,318,503</b>	P2,082,152
Interest cost	<b>1,481,110</b>	1,146,519
Net pension expense	<b>P3,799,613</b>	P3,228,671

Principal actuarial assumptions at the balance sheet date (expressed as weighted averages):

	2007	2006
Annual rates		
Discount rate	<b>9%</b>	9%
Future salary increases	<b>7%</b>	7%

Historical information of the retirement plan:

	2007	2006	2005
Present value of defined benefit obligation	<b>P17,553,702</b>	P16,456,780	P12,739,102
Fair value of plan assets	-	-	-
Liability in the plan	<b>P17,553,702</b>	P16,456,780	P12,739,102
Experience adjustments on plan liabilities	<b>(P5,067,912)</b>	P489,009	(P1,587,113)



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## 24. Leases

### Lease Receivables

The Company leases certain portions of the Hotel premises to third parties for a term of three years with options for extension/renewal upon mutual agreement of the parties. The leases include provisions for rental increment ranging from 5% to 12% upon renewal of the contracts subject to renegotiations of both parties. Future minimum lease receivables are as follows:

	2007	2006	2005
Due within one year	<b>P50,939,190</b>	P101,535,303	P110,270,575
After one year but not more than five years	-	50,924,644	165,445,174
	<b>P50,939,190</b>	P152,459,947	P275,715,749

The lease agreements with the third parties required the latter to give the Company lease deposits in the total amount of P23,470,282 shown as part of "Refundable Deposits" in the balance sheets.

### Lease Obligations

The Company leases the land occupied by the Hotel from HLC for a period of 25 years up to January 1, 2015. Future minimum rental obligations on the land are as follows:

	2007	2006	2005
Due within one year	<b>P10,678,560</b>	P10,678,565	P10,678,565
After one year but not more than five years	<b>42,714,240</b>	42,714,260	42,714,260
More than five years	<b>21,357,120</b>	32,035,695	53,392,825
	<b>P74,749,920</b>	P85,428,520	P106,785,650

On August 1, 2004, the Company, as lessee, and HLC, as lessor, agreed to amend the Contract of Lease with Option to Purchase executed by the parties on November 12, 1991 covering the lease of the land. The amended contract provides for the following:

- a. Annual rental on the land of P10,678,565;
- b. Required lease deposit (shown as part of "Other Assets" in the balance sheet) of P78 million;
- c. Interest rate of 5% per annum on the lease deposit which the lessor is obligated to pay to the Company;
- d. Advance rental payment (shown as part of "Other Assets" in the balance sheet) of P10,678,565 to be applied on the rent due from the Company for the year 2009; and

The Company leased a fully furnished townhouse unit from HLC for an annual rental of P120,000 in 2006. The townhouse was sold by HLC in 2007.

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## 25. Appropriation of Retained Earnings

The Company has appropriated the amount of P145,707,450, P145,690,100 and P111,413,050 in 2007, 2006 and 2005, respectively, to finance the acquisition of treasury stock during those years.

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## 26. Financial Instruments

### Credit Risk

The maximum exposure to credit risk for trade receivables from charge customers as of December 31, 2007 and 2006 by type of customer is as follows:

	<i>Note</i>	2007	2006
Corporations		<b>P18,328,984</b>	P15,654,734
PAGCOR		<b>11,841,230</b>	7,802,861
Travel agencies		<b>6,471,478</b>	4,838,763
Credit cards		<b>3,156,175</b>	2,265,008
Airlines		<b>1,606,551</b>	244,676
Others		<b>125,124</b>	380,178
		<b>41,529,542</b>	31,186,220
Less allowance for impairment losses on trade receivables		<b>146,645</b>	440,058
	<i>6</i>	<b>P41,382,897</b>	P30,746,162

The aging of trade receivables as of December 31, 2007 and 2006 is as follows:

	2007		2006	
	Gross Amount	Impairment	Gross Amount	Impairment
Current	<b>P26,820,825</b>	<b>P -</b>	P24,744,009	P -
Over 30 days	<b>11,257,326</b>	-	4,304,895	-
Over 60 days	<b>3,158,101</b>	-	1,524,469	-
Over 90 days	<b>293,290</b>	<b>146,645</b>	612,847	440,058
	<b>P41,529,542</b>	<b>P146,645</b>	P31,186,220	P440,058

The movements in the allowance for impairment in respect of trade receivables during the year are as follows:

	Amount
Balance at January 1, 2006	P502,404
Reversals in 2006	(62,366)
Balance at December 31, 2006	440,058
Trade receivables written off in 2007	(267,270)
Reversals in 2007	(26,143)
Balance at December 31, 2007	P146,645

The allowance for impairment loss on trade receivables as of December 31, 2007 and 2006 of P440,058 and P146,645, respectively, relates to outstanding accounts of customers that are more than 90 days past due.

### Liquidity Risk

The Company's current liabilities as of December 31, 2007 and 2006 amounted to P438,477,865 and P500,144,698, respectively, which are less than its current assets of P345,310,761 and P323,109,616, respectively. Thus, the Company has sufficient funds to pay for its current liabilities and has minimal liquidity risk.

### Foreign Currency Risk

Foreign assets and financing facilities extended to the Company were mainly denominated in Philippine Peso. As such, the Company's foreign currency risk is minimal.

### Fair Values

The fair values together with the carrying amounts of the financial assets and liabilities shown in the balance sheet are as follows:

	2007		2006	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Cash and cash equivalents	<b>P155,032,369</b>	<b>P155,032,369</b>	P237,842,702	P237,842,702
Receivables - net	<b>236,913,313</b>	<b>236,913,313</b>	220,587,591	220,587,591
Due from related parties	<b>5,173,947</b>	<b>5,173,947</b>	1,012,526	1,012,526
Loan receivable	<b>15,500,000</b>	<b>15,500,000</b>	15,500,000	15,500,000
Lease deposit	<b>78,000,000</b>	<b>78,000,000</b>	78,000,000	78,000,000
Accounts payable and accrued expenses	<b>65,289,551</b>	<b>65,289,551</b>	65,746,759	65,746,759
Due to related parties	<b>6,959,647</b>	<b>6,959,647</b>	4,267,811	4,267,811

### *Estimation of Fair Values*

The following summarizes the major methods and assumptions used in estimating the fair values of financial instruments reflected in the table:

#### *Cash and Cash Equivalents*

The carrying amount approximates the fair value due to the short maturity.

#### *Receivables/ Due from Related Parties/ Loan Receivable/ Lease Deposit/ Accounts Payable and Accrued Expenses/ Due to Related Parties*

Current receivables are reported at their net realizable values, at total amounts less allowances for estimated uncollectible accounts. Current liabilities are stated at amounts reasonably expected to be paid within the next twelve months or within the Company's operating cycle. Due to/from related parties and loan receivable are payable on demand. In the case of lease deposit, the fair value approximates the carrying amount.

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## **27. Contingencies**

The Company, in the ordinary course of business, is a party to certain labor and other cases which are under protest or pending decisions by the courts, the outcome of which are not presently determinable. In the opinion of Management and its legal counsel, the eventual liability arising from these cases or claims, if any, will not have a material effect on the Company's financial position or results of operations.

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## **28. Reclassification**

Certain accounts in the 2006 financial statements have been reclassified to conform with the 2007 financial statements presentation.