

SEC Number 93269-A
File Number _____

**ROBINSONS LAND CORPORATION
AND SUBSIDIARIES**

(Company's Full Name)

**Level 2, Galleria Corporate Center, EDSA corner
Ortigas Avenue, Quezon City, Metro Manila**

(Company's Address)

397-1888

(Telephone Number)

September 30, 2018

(Quarter Ended)

SEC Form 17-Q

(Form Type)

Amendment Designation (If applicable)

CN 000452R - Listed

(Secondary License Type and File Number)

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SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-Q

**QUARTERLY REPORT PURSUANT TO SECTION 17 OF THE SECURITIES
REGULATION CODE AND SRC RULE 17(2)(b) THEREUNDER**

1. For the quarterly period ended **September 30, 2018**

2. Commission identification number **93269-A**

3. BIR Tax Identification No. **000-361-376-000**

4. Exact name of issuer as specified in its charter

ROBINSONS LAND CORPORATION

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

MANILA, PHILIPPINES

6. Industry Classification Code: (SEC Use Only)

7. Address of issuer's principal office Postal Code

**Level 2, Galleria Corporate Center, EDSA corner Ortigas Avenue, Quezon
City, Metro Manila**

8. Issuer's telephone number, including area code

397-1888

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

Not applicable

10. Securities registered pursuant to Sections 8 and 12 of the Code, or Sections 4 and 8 of the
RSA

Title of each Class

Number of shares of common
stock outstanding

Common
Registered bonds payable

5,193,830,685 shares
₱12,000,000,000

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

Yes [/] No []

If yes, state the name of such Stock Exchange and the class/es of securities listed therein:

PHILIPPINE STOCK EXCHANGE

COMMON STOCK

12. Indicate by check mark whether the registrant:

(a) has filed all reports required to be filed by Section 17 of the Code and SRC Rule 17 thereunder or Sections 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 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 []

PART I--FINANCIAL INFORMATION

Item 1. Financial Statements.

Financial Statements and, if applicable, Pro Forma Financial Statements meeting the requirements of SRC Rule 68, Form and Content of Financial Statements, shall be furnished as specified therein. **See Exhibit II**

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

See Exhibit I

PART II--OTHER INFORMATION

The Company's retained earnings include accumulated equity in undistributed net earnings of investee companies and affiliates amounting to ₱1,986 million as of September 30, 2018 and ₱1,793 million as of December 31, 2017. This amount, plus ₱24,500 million of retained earnings appropriated for expansion, are not available for dividend declaration.

SIGNATURES

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

Issuer
Signature & Title
Date


FREDERICK D. GO
President & Chief Executive Officer
11/6/16

Issuer
Signature & Title
Date


KERWIN MAX S. TAN
Chief Financial Officer
11/6/16

ROBINSONS LAND CORPORATION
3rd Quarter CY 2018 PERFORMANCE

I. Consolidated Operations

Consolidated net income attributable to equity holders of Parent Company for the period ended September 30 amounted to ₱6,551.3 million, up by 43%. EBIT and EBITDA increased by 43% to ₱9,342.6 million and by 35% to ₱12,634.8 million, respectively, for the nine months ended September 30, 2018.

Total real estate revenues increased by 33% to ₱20,367.1 million against last year's ₱15,265.0 million, while hotel revenues grew by 8% to ₱1,481.7 million. Detailed analyses of the various segments are presented in the succeeding paragraphs.

Real estate costs increased by 29% to ₱8,557.7 million while hotel expenses grew by 17% to ₱1,167.1 million due to the expenses of the new hotels. General and administrative expenses were up by 11% to ₱2,781.4 million because of higher commissions, salaries and wages, rent expense, professional fees and taxes and licenses, among others.

II. Segment Operations

The Commercial Centers Division contributed 40% or ₱8,808.1 million to the Company's gross revenues, posting a 13% growth due to same mall rental revenue growth and rental revenue contribution of the new malls namely Robinsons Place Iligan, Robinsons Place Naga, Robinsons North Tacloban, Robinsons Place Ormoc, Robinsons Place Pavia and Robinsons Place Tuguegarao. Amusement income went up by 15% to ₱1,499.3 million. The Division's EBIT and EBITDA showed positive variances of 10% to ₱3,293.5 million and 12% to ₱5,838.6 million, respectively.

The Residential Division contributed 30% or ₱6,524.8 million to the Company's revenues, up by 29% versus same period last year. EBIT and EBITDA increased by 26% to ₱1,843.1 million and 25% to ₱1,885.6 million, respectively.

The Office Buildings Division contributed 13% or ₱2,785.9 million to the Company's revenues, a 17% jump from last year's ₱2,388.6 million. EBIT and EBITDA increased by 14% to ₱1,950.6 million and by 13% to ₱2,467.7 million, respectively.

The Hotels and Resorts Division contributed 7% or ₱1,481.7 million to the Company's revenues, an increase of 8% versus same period last year. The Division's EBIT and EBITDA decreased by 17% to ₱314.6 million and by 4% to ₱494.4 million, respectively.

RLC's fifth division, Infrastructure and Integrated Developments Division contributed 10% or ₱2,248.3 million to the Company's revenues and generated EBIT and EBITDA of ₱1,940.8 million and ₱1,948.4 million, respectively.

III. Financial Resources and Liquidity

As of September 30, 2018, Cash and Cash Equivalents tripled to ₱8,403.2 million due to receipt of buyers' deposits for Chengdu Ban Bian Jie Project. Receivables (current and non-current) were up by 61% this year at ₱15,021.0 million mainly due to the uncollected portion of the revenue from the sale of land to joint ventures. Other assets (current and non-current) decreased by 20% to ₱7,163.4 million due to reclassifications from Advances to Lot Owners to Land Held for Future Developments. Deposits and Other Liabilities (current and non-current) increased by 51% to ₱18,290.5 million due to additional buyers' deposits. Total loans decreased by 26.7% to ₱37,652.8 million mainly due to payment of short term loans.

As of September 30, 2018, total assets of the Company stood at ₱165,921.8 million while total equity ended at ₱92,003.9 million.

RLC's financial position remains solid, with a debt to equity ratio of 0.41:1 as of September 30, 2018 and 0.77:1 as of December 31, 2017. Cash stood at ₱8,403.2 million and ₱2,075.5 million as of September 30, 2018 and December 31, 2017, respectively. Current ratio stood at 2.10:1 from last year's 1.21:1. Earnings per share for the nine months of this year increased to ₱1.31 per share from last year's ₱1.12 per share. Net book value excluding minority interest in consolidated subsidiary stood at ₱18.30 per share as of September 30, 2018 compared to ₱16.39 per share as of December 31, 2017.

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

Unaudited Consolidated Financial Statements
September 30, 2018 and for the Nine months Ended September 30, 2018 and 2017
*(With Comparative Audited Consolidated Statement of
Financial Position as of December 31, 2017)*

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

**UNAUDITED INTERIM CONSOLIDATED STATEMENTS OF
FINANCIAL POSITION**

	September 30, 2018 (Unaudited)	December 31, 2017 (Audited)
ASSETS		
Current Assets		
Cash and cash equivalents (Note 6)	P8,403,228,203	P2,075,454,523
Receivables (Note 7)	8,784,554,351	5,565,058,271
Subdivision land, condominium and residential units for sale (Note 8)	27,106,475,715	26,632,634,568
Other current assets (Note 9)	4,753,943,522	6,609,712,081
Total Current Assets	49,048,201,791	40,882,859,443
Noncurrent Assets		
Noncurrent receivables (Note 7)	6,236,460,569	3,775,948,572
Land held for future development	26,980,184,605	24,906,878,858
Investment properties (Note 10)	73,670,604,916	69,468,304,004
Property and equipment (Note 11)	7,213,888,714	6,692,358,405
Investment in joint ventures (Note 23)	362,981,210	-
Other noncurrent assets (Note 12)	2,409,468,529	2,400,198,520
Total Noncurrent Assets	116,873,588,543	107,243,688,359
	P165,921,790,334	P148,126,547,802
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts payable and accrued expenses (Note 13)	P14,429,101,412	P14,422,474,784
Deposits and other current liabilities (Note 14)	7,992,663,664	3,783,534,816
Short-term loans (Note 15)	896,700,000	15,693,400,000
Total Current Liabilities	23,318,465,076	33,899,409,600
Noncurrent Liabilities		
Loans payable (Note 15)	36,756,102,138	35,661,162,154
Deposits and other noncurrent liabilities (Note 16)	10,297,826,590	8,328,168,101
Deferred tax liabilities - net	3,545,526,977	2,865,190,187
Total Noncurrent Liabilities	50,599,455,705	46,854,520,442
Total Liabilities	73,917,920,781	80,753,930,042
Equity		
Equity attributable to equity holders of the Parent Company		
Capital stock (Note 17)	5,193,830,685	4,111,528,685
Additional paid-in capital	39,041,328,236	20,392,532,781
Treasury stock (17,698,000 shares) (Note 17)	-	(221,834,657)
Other equity reserve (Note 1)	(87,597,873)	(87,597,873)
Other comprehensive income:		
Remeasurements of net defined benefit liability		
- net of tax	(63,719,597)	(63,719,597)
Cumulative translation adjustment	63,641,277	75,409,464
Retained earnings (Note 18)		
Unappropriated	23,066,564,493	18,385,021,808
Appropriated	24,500,000,000	24,500,000,000
	91,714,047,221	67,091,340,611
Non-controlling interest	289,822,332	281,277,149
	92,003,869,553	67,372,617,760
	P165,921,790,334	P148,126,547,802

See accompanying Notes to Unaudited Interim Consolidated Financial Statements.

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

**UNAUDITED INTERIM CONSOLIDATED STATEMENTS OF
COMPREHENSIVE INCOME**

	For the Period		For the Period	
	July to September	2017	January to September	2017
	2018	2017	2018	2017
REVENUES				
Real Estate Operations				
Rental income	₱3,267,710,638	₱2,893,541,382	₱9,554,922,799	₱8,402,635,133
Real estate sales	2,079,076,479	1,601,615,204	6,339,623,964	4,622,536,741
Amusement income	526,014,851	391,710,121	1,499,331,419	1,303,585,641
Others	2,374,316,280	281,880,910	2,973,229,022	936,226,161
	8,247,118,248	5,168,747,617	20,367,107,204	15,264,983,676
Hotel Operations				
	505,131,690	453,418,415	1,481,677,848	1,372,586,302
	8,752,249,938	5,622,166,032	21,848,785,052	16,637,569,978
COSTS				
Real Estate Operations				
Cost of rental services	1,236,662,221	1,156,834,574	3,585,667,036	3,267,975,189
Cost of real estate sales	1,118,323,132	758,240,923	3,382,967,032	2,364,814,518
Cost of amusement services	241,429,131	174,210,343	687,867,340	591,872,852
Others	449,652,942	174,444,972	901,167,113	397,168,588
	3,046,067,426	2,263,730,812	8,557,668,521	6,621,831,147
Hotel operations				
	400,355,837	318,683,813	1,167,107,984	994,696,394
	3,446,423,263	2,582,414,625	9,724,776,505	7,616,527,541
	5,305,826,675	3,039,751,407	12,124,008,547	9,021,042,437
GENERAL AND ADMINISTRATIVE EXPENSES				
	800,983,014	697,705,887	2,781,427,007	2,502,760,751
OPERATING INCOME				
	4,504,843,661	2,342,045,520	9,342,581,540	6,518,281,686
OTHER INCOME (LOSSES)				
Interest income	52,110,893	10,655,446	93,711,701	28,714,293
Gain from insurance claims	13,430,173	3,004,725	39,646,083	17,514,855
Gain (loss) on foreign exchange	3,600,487	(3,886,255)	8,575,900	(12,601,396)
Gain on sale of property and equipment	1,755,401	–	2,764,498	–
Equity in net loss of joint ventures	(23,567,291)	–	(23,567,291)	–
Interest expense	(67,399,512)	(145,153,201)	(437,378,414)	(501,536,393)
	(20,069,849)	(135,379,285)	(316,247,523)	(467,908,641)
INCOME BEFORE INCOME TAX				
	4,484,773,812	2,206,666,235	9,026,334,017	6,050,373,045
PROVISION FOR INCOME TAX				
	1,256,541,071	555,406,651	2,466,342,102	1,480,686,730
NET INCOME				
	3,228,232,741	1,651,259,584	6,559,991,915	4,569,686,315
OTHER COMPREHENSIVE INCOME				
Cumulative translation adjustment	10,850,472	51,582,667	(11,768,187)	40,498,832
TOTAL COMPREHENSIVE INCOME				
	₱3,239,083,213	₱1,702,842,251	₱6,548,223,728	₱4,610,185,147
Net Income Attributable to:				
Equity holders of Parent Company	₱3,224,663,624	₱1,650,546,515	₱6,551,321,732	₱4,568,428,635
Non-controlling interest in consolidated subsidiaries	3,569,117	713,069	8,670,183	1,257,680
	₱3,228,232,741	₱1,651,259,584	₱6,559,991,915	₱4,569,686,315
Total Comprehensive Income Attributable to:				
Equity holders of Parent Company	₱3,235,514,096	₱1,702,129,182	₱6,539,553,545	₱4,608,927,467
Non-controlling interest in consolidated subsidiaries	3,569,117	713,069	8,670,183	1,257,680
	₱3,239,083,213	₱1,702,842,251	₱6,548,223,728	₱4,610,185,147
Basic/Diluted Earnings Per Share (Note 19)				
	₱0.62	₱0.40	₱1.31	₱1.12

See accompanying Notes to Unaudited Interim Consolidated Financial Statements.

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

**UNAUDITED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY
FOR THE PERIOD ENDED SEPTEMBER 30, 2018 AND 2017**

	Attributable to Equity Holders of the Parent Company									
	Capital Stock	Additional Paid-in Capital	Treasury Stock (Note 17)	Other Equity Reserve	Remeasurements of Net Defined Benefit Liability (Note 3)	Cumulative Translation Adjustment	Unappropriated Retained Earnings (Note 18)	Appropriated Retained Earnings	Non-controlling Interest	Total Equity
Balances at January 1, 2018	₱4,111,528,685	₱20,392,532,781	(₱221,834,657)	(₱87,597,873)	(₱63,719,597)	₱75,409,464	₱18,385,021,808	₱24,500,000,000	₱281,277,149	₱67,372,617,760
Comprehensive income										
Net income	-	-	-	-	-	-	6,551,321,732	-	8,670,183	6,559,991,915
Other comprehensive income	-	-	-	-	-	(11,768,187)	-	-	-	(11,768,187)
Total comprehensive income	-	-	-	-	-	(11,768,187)	6,551,321,732	-	8,670,183	6,548,223,728
Issuance of capital stock (Note 17)	1,082,302,000	18,648,795,455	221,834,657	-	-	-	-	-	-	19,952,932,112
Sale of investment in subsidiary	-	-	-	-	-	-	-	-	(125,000)	(125,000)
Cash Dividends	-	-	-	-	-	-	(1,869,779,047)	-	-	(1,869,779,047)
Balances at September 30, 2018	₱5,193,830,685	₱39,041,328,236	₱-	(₱87,597,873)	(₱63,719,597)	₱63,641,277	₱23,066,564,493	₱24,500,000,000	₱289,822,332	₱92,003,869,553

	Attributable to Equity Holders of the Parent Company									
	Capital Stock	Additional Paid-in Capital	Treasury Stock (Note 17)	Other Equity Reserve	Remeasurements of Net Defined Benefit Liability (Note 3)	Cumulative Translation Adjustment	Unappropriated Retained Earnings (Note 18)	Appropriated Retained Earnings	Non-controlling Interest	Total Equity
Balances at January 1, 2017	₱4,111,528,685	₱20,392,532,781	(₱221,834,657)	(₱87,597,873)	(₱131,292,935)	₱36,329,484	₱22,477,650,126	₱16,000,000,000	₱277,989,920	₱62,855,305,531
Comprehensive income										
Net income	-	-	-	-	-	-	4,568,428,635	-	1,257,680	4,569,686,315
Other comprehensive income	-	-	-	-	-	40,498,832	-	-	-	40,498,832
Total comprehensive income	-	-	-	-	-	40,498,832	4,568,428,635	-	1,257,680	4,610,185,147
Cash Dividends	-	-	-	-	-	-	(1,473,779,046)	-	-	(1,473,779,046)
Balances at September 30, 2017	₱4,111,528,685	₱20,392,532,781	(₱221,834,657)	(₱87,597,873)	(₱131,292,935)	₱76,828,316	₱25,572,299,715	₱16,000,000,000	₱279,247,600	₱65,991,711,632

See accompanying Notes to Unaudited Interim Consolidated Financial Statements.

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

**UNAUDITED INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS
FOR THE NINE MONTHS ENDED SEPTEMBER 30**

	2018	2017
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	₱9,026,334,017	₱6,050,373,045
Adjustments for:		
Depreciation and amortization	3,292,261,602	2,869,767,701
Interest expense on loans payable	437,378,414	501,536,393
Equity in net loss of joint ventures	23,567,291	-
Gain on sale of property and equipment	(2,764,498)	-
Net foreign exchange loss	(8,575,900)	-
Interest income	(93,711,701)	(28,714,293)
Gain on sale of investment property	(2,109,137,323)	-
Operating income before working capital changes	10,565,351,903	9,392,962,846
Decrease (increase) in:		
Receivables – trade	(1,580,120,382)	(1,263,570,121)
Subdivision land, condominium and residential units for sale	(472,122,030)	(980,327,535)
Other current assets	677,365,743	22,463,849
Increase in:		
Accounts payable and accrued expenses and other noncurrent liabilities	(2,527,387,575)	(249,634,374)
Customers' deposits	8,490,982,224	2,185,761,092
Cash generated from operations	15,154,069,883	9,107,655,757
Income tax paid	(1,473,227,040)	(1,551,198,336)
Net cash flows provided by operating activities	13,680,842,843	7,556,457,421
CASH FLOWS FROM INVESTING ACTIVITIES		
Interest received	93,338,908	28,724,127
Decrease (increase) in:		
Advances to lot owners	(1,347,132,068)	(663,996,725)
Advances to suppliers and contractors	(61,836,436)	169,186,539
Receivables from affiliated companies	4,092,721	(11,414,357)
Other noncurrent assets	160,225	(280,937,465)
Additions to:		
Investment properties (inclusive of capitalized borrowing cost)	(8,422,369,257)	(10,245,794,838)
Property and equipment	(1,119,333,142)	(1,154,199,875)
Investment in joint ventures	(1,400,000,000)	-
Proceeds from sale of:		
Investment in subsidiary	50,400,000	-
Investment property	1,002,980,000	-
Property and equipment	2,764,498	-
Net cash flows used in investing activities	(11,196,934,551)	(12,158,432,594)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from:		
Stock rights offering	19,952,932,112	-
Availment of loans payable	1,086,494,200	12,342,595,160
Availment of short-term loans	896,700,000	3,218,100,000
Payment of:		
Short-term loans	(15,693,400,000)	(8,206,000,000)
Cash dividends	(1,788,614,936)	(1,473,779,047)
Interests	(611,332,782)	(659,028,631)
Loans payable	(15,000,000)	(10,000,000)
Debt issue cost	-	(57,500,000)
Increase in payable to affiliated companies and other liabilities	16,086,794	(63,541,222)
Net cash flows provided by financing activities	3,843,865,388	5,090,846,260
NET INCREASE IN CASH AND CASH EQUIVALENTS	6,327,773,680	488,871,087
CASH AND CASH EQUIVALENTS AT JANUARY 1	2,075,454,523	1,436,210,577
CASH AND CASH EQUIVALENTS AT SEPTEMBER 30	₱8,403,228,203	₱1,925,081,664

See accompanying Notes to Unaudited Interim Consolidated Financial Statements.

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

NOTES TO UNAUDITED CONSOLIDATED FINANCIAL STATEMENTS

1. Corporate Information

Robinsons Land Corporation (the Parent Company) is a stock corporation organized and incorporated on June 4, 1980 with a corporate life of 50 years under the laws of the Philippines. The Parent Company and its subsidiaries will collectively be referred herein as “the Group”.

The Group is engaged in the business of selling, acquiring, developing, operating, leasing and disposing of real properties such as land, buildings, shopping malls, commercial centers and housing projects, hotels and other variants and mixed-used property projects. The Group is 60.97% owned by JG Summit Holdings, Inc. (JGSHI or the Ultimate Parent Company). JGSHI is one of the country’s largest conglomerates, with diverse interests in branded consumer foods, agro-industrial and commodity food products, petrochemicals, air transportation and financial services.

The Parent Company’s shares of stock are listed and currently traded at the Philippine Stock Exchange (PSE).

The Parent Company’s principal executive office is located at Level 2, Galleria Corporate Center, EDSA corner Ortigas Avenue, Quezon City, Metro Manila.

On May 10, 2016, the Board of Directors (BOD) approved the change of Parent Company’s reporting period from fiscal year ending September 30 to calendar year ending December 31.

On July 18, 2016, the Parent Company filed its Amended By-Laws with SEC, amending the Parent Company’s year end from fiscal year ending September 30 to calendar year ending December 31 and the said amendments were approved by the SEC on the same day.

On August 1, 2016, the BIR issued a certificate granting the Parent Company the change in accounting period.

On April 20, 2018, the BOD approved the sale of the Parent Company’s 80% share in Lingkod Pinoy Bus Liner, Inc. (LPBLI) to Gran Cruiser Bus Corp.

2. Basis of Preparation

The interim condensed consolidated financial statements as of September 30, 2018 and December 31, 2017 and for the nine months ended September 30, 2018 and 2017 have been prepared in compliance with Philippine Accounting Standards (PAS) 34, *Interim Financial Reporting*.

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group’s annual financial statements as of December 31, 2017.

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

Basis of Consolidation

The interim condensed consolidated financial statements comprise the financial statements of the Group as of September 30, 2018 and December 31, 2017 and for the nine months ended September 30, 2018 and 2017.

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

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

Non-controlling interests (NCI) pertain to the equity in a subsidiary not attributable, directly or indirectly to the Parent Company. NCI represent the portion of profit or loss and net assets in subsidiaries not owned by the Group and are presented separately in consolidated statement of comprehensive income and consolidated statement of changes in equity and within equity in the consolidated statement of financial position, separately from equity holders' of the Parent Company.

3. **Changes in Accounting Policies**

The accounting policies adopted are consistent with those of the previous financial year, except that the Group has adopted the following new accounting pronouncements starting January 1, 2017. Adoption of these pronouncements did not have any significant impact on the consolidated financial position or performance unless otherwise indicated.

- Amendments to PFRS 12, *Disclosure of Interests in Other Entities, Clarification of the Scope of the Standard* (Part of Annual Improvements to PFRSs 2014 - 2016 Cycle)

The amendments clarify that the disclosure requirements in PFRS 12, other than those relating to summarized financial information, apply to an entity's interest in a subsidiary, a joint venture or an associate (or a portion of its interest in a joint venture or an associate) that is classified (or included in a disposal group that is classified) as held for sale.

- Amendments to PAS 7, *Statement of Cash Flows, Disclosure Initiative*

The amendments require entities to provide disclosure of changes in their liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes (such as foreign exchange gains or losses).

- Amendments to PAS 12, *Income Taxes, Recognition of Deferred Tax Assets for Unrealized Losses*

The amendments clarify that an entity needs to consider whether tax law restricts the sources of taxable profits against which it may make deductions upon the reversal of the deductible temporary difference related to unrealized losses. Furthermore, the amendments provide guidance on how an entity should determine future taxable profits and explain the circumstances in which taxable profit may include the recovery of some assets for more than their carrying amount.

The Group applied the amendments retrospectively. However, their application has no effect on the Group's financial position and performance as the Group has no deductible temporary differences or assets that are in the scope of the amendments.

Standards Issued But Not Yet Effective

The Group has not applied the following PFRS, Philippine Accounting Standards (PAS) and Pronouncements issued but not yet effective are listed below. Unless otherwise indicated, the Group does not expect that the future adoption of the said pronouncements will have a significant impact on its consolidated financial statements. The Group intends to adopt the following pronouncements when they become effective.

Effective beginning on or after January 1, 2018

- Amendment to PFRS 2, *Share-based Payment, Classification and Measurement of Share-based Payment Transactions*

The amendments to PFRS 2 address three main areas: the effects of vesting conditions on the measurement of a cash-settled share-based payment transaction; the classification of a share-based payment transaction with net settlement features for withholding tax obligations; and the accounting where a modification to the terms and conditions of a share-based payment transaction changes its classification from cash settled to equity settled.

On adoption, entities are required to apply the amendments without restating prior periods, but retrospective application is permitted if elected for all three amendments and if other criteria are met. Early application of the amendments is permitted.

- PFRS 9, *Financial Instruments*

PFRS 9 reflects all phases of the financial instruments project and replaces PAS 39, *Financial Instruments: Recognition and Measurement*, and all previous versions of PFRS 9. The standard introduces new requirements for classification and measurement, impairment, and hedge accounting. Retrospective application is required, but providing comparative information is not compulsory. For hedge accounting, the requirements are generally applied prospectively, with some limited exceptions.

The Group plans to adopt the new standard on the mandatory effective date and will not restate comparative information.

The adoption of PFRS 9 will have an effect on the classification and measurement of the Group's financial assets and impairment methodology for financial assets, but will have no impact on the classification and measurement of the Group's financial liabilities. The adoption is expected to impact the assessment of the credit losses amount. The Group is currently assessing the impact of adopting this standard.

- Amendments to PFRS 4, *Insurance Contracts*, *Applying PFRS 9, Financial Instruments*, *with PFRS 4*

The amendments address concerns arising from implementing PFRS 9, the new financial instruments standard before implementing the new insurance contracts standard. The amendments introduce two options for entities issuing insurance contracts: a temporary exemption from applying PFRS 9 and an overlay approach. The temporary exemption is first applied for reporting periods beginning on or after January 1, 2018. An entity may elect the overlay approach when it first applies PFRS 9 and apply that approach retrospectively to financial assets designated on transition to PFRS 9. The entity restates comparative information reflecting the overlay approach if, and only if, the entity restates comparative information when applying PFRS 9.

The amendments are not applicable to the Group since none of the entities within the Group have activities that are predominantly connected with insurance or issue insurance contracts.

- PFRS 15, *Revenue from Contracts with Customers*

PFRS 15 establishes a new five-step model that will apply to revenue arising from contracts with customers. Under PFRS 15, revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in PFRS 15 provide a more structured approach to measuring and recognizing revenue.

The new revenue standard is applicable to all entities and will supersede all current revenue recognition requirements under PFRSs. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after January 1, 2018. Early adoption is permitted. The Group plans to adopt the new standard on the required effective date using the modified retrospective method.

The Parent Company is still assessing the impact of adopting PFRS 15 in 2018.

In addition, as the presentation and disclosure requirements in PFRS 15 are more detailed than under current PFRSs, the Group is currently assessing what necessary changes it needs to make on its current systems, internal controls, policies and procedures to enable the Group to collect and disclose the required information.

- Amendments to PAS 28, *Measuring an Associate or Joint Venture at Fair Value* (Part of *Annual Improvements to PFRSs 2014 - 2016 Cycle*)

The amendments clarify that an entity that is a venture capital organization, or other qualifying entity, may elect, at initial recognition on an investment-by-investment basis, to measure its investments in associates and joint ventures at fair value through profit or loss. They also clarify that if an entity that is not itself an investment entity has an interest in an associate or joint venture that is an investment entity, the entity may, when applying the equity method, elect to retain the fair value measurement applied by that investment entity associate or joint venture to the investment entity associate's or joint venture's interests in subsidiaries. This election is made separately for each investment entity associate or joint venture, at the later of the date on which (a) the investment entity associate or joint venture is initially recognized; (b) the associate or joint venture becomes an investment entity; and (c) the investment entity associate or joint venture first becomes a parent.

The amendments should be applied retrospectively, with earlier application permitted.

- Amendments to PAS 40, *Investment Property, Transfers of Investment Property*

The amendments clarify when an entity should transfer property, including property under construction or development into, or out of investment property. The amendments state that a change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. A mere change in management's intentions for the use of a property does not provide evidence of a change in use. The amendments should be applied prospectively to changes in use that occur on or after the beginning of the annual reporting period in which the entity first applies the amendments. Retrospective application is only permitted if this is possible without the use of hindsight.

The Group's current practice is in line with the clarifications issued.

- *Philippine Interpretation IFRIC 22, Foreign Currency Transactions and Advance Consideration*

The interpretation clarifies that, in determining the spot exchange rate to use on initial recognition of the related asset, expense or income (or part of it) on the derecognition of a non-monetary asset or non-monetary liability relating to advance consideration, the date of the transaction is the date on which an entity initially recognizes the nonmonetary asset or non-monetary liability arising from the advance consideration. If there are multiple payments or receipts in advance, then the entity must determine a date of the transactions for each payment or receipt of advance consideration. Entities may apply the amendments on a fully retrospective basis. Alternatively, an entity may apply the interpretation prospectively to all assets, expenses and income in its scope that are initially recognized on or after the beginning of the reporting period in which the entity first applies the interpretation or the beginning of a prior reporting period presented as comparative information in the financial statements of the reporting period in which the entity first applies the interpretation.

Since the Group's current practice is in line with the clarifications issued, the Group does not expect any effect on its consolidated financial statements upon adoption of this interpretation.

Effective beginning on or after January 1, 2019

- *Amendments to PFRS 9, Prepayment Features with Negative Compensation*

The amendments to PFRS 9 allow debt instruments with negative compensation prepayment features to be measured at amortized cost or fair value through other comprehensive income. An entity shall apply these amendments for annual reporting periods beginning on or after January 1, 2019. Earlier application is permitted.

The Group will apply this amendment if there are transactions of this nature in the future. None of its current transactions will fall under this feature.

- *PFRS 16, Leases*

PFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under PAS 17, Leases. The standard includes two recognition exemptions for lessees – leases of 'low-value' assets (e.g., personal computers) and short-term leases (i.e., leases with a lease term of 12 months or less). At the commencement date of a lease, a lessee will recognize a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e., the right-of-use asset). Lessees will be required to separately recognize the interest expense on the lease liability and the depreciation expense on the right-of-use asset.

Lessees will be also required to remeasure the lease liability upon the occurrence of certain events (e.g., a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). The lessee will generally recognize the amount of the remeasurement of the lease liability as an adjustment to the right-of-use asset.

Lessor accounting under PFRS 16 is substantially unchanged from today's accounting under PAS 17. Lessors will continue to classify all leases using the same classification principle as in PAS 17 and distinguish between two types of leases: operating and finance leases.

PFRS 16 also requires lessees and lessors to make more extensive disclosures than under PAS 17.

Early application is permitted, but not before an entity applies PFRS 15. A lessee can choose to apply the standard using either a full retrospective or a modified retrospective approach. The standard's transition provisions permit certain reliefs.

The Group is currently assessing the impact of adopting PFRS 16. The Group expects the standard to impact its operating lease arrangements for land which will require recognition of right of use asset and its related lease liability in the books. The Group does not expect significant impact of the standard to its arrangement as a lessor.

- Amendments to PAS 28, *Long-term Interests in Associates and Joint Ventures*

The amendments to PAS 28 clarify that entities should account for long-term interests in an associate or joint venture to which the equity method is not applied using PFRS 9. An entity shall apply these amendments for annual reporting periods beginning on or after January 1, 2019. Earlier application is permitted.

- Philippine Interpretation IFRIC 23, *Uncertainty over Income Tax Treatments*

The interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of PAS 12 and does not apply to taxes or levies outside the scope of PAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments.

The interpretation specifically addresses the following:

- Whether an entity considers uncertain tax treatments separately
- The assumptions an entity makes about the examination of tax treatments by taxation authorities
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates
- How an entity considers changes in facts and circumstances

An entity must determine whether to consider each uncertain tax treatment separately or together with one or more other uncertain tax treatments. The approach that better predicts the resolution of the uncertainty should be followed.

Deferred effectivity

- Amendments to PFRS 10 and PAS 28, *Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*

The amendments address the conflict between PFRS 10 and PAS 28 in dealing with the loss of control of a subsidiary that is sold or contributed to an associate or joint venture. The amendments clarify that a full gain or loss is recognized when a transfer to an associate or joint venture involves a business as defined in PFRS 3, Business Combinations. Any gain or loss resulting from the sale or contribution of assets that does not constitute a

business, however, is recognized only to the extent of unrelated investors' interests in the associate or joint venture.

On January 13, 2016, the Financial Reporting Standards Council deferred the original effective date of January 1, 2016 of the said amendments until the International Accounting Standards Board (IASB) completes its broader review of the research project on equity accounting that may result in the simplification of accounting for such transactions and of other aspects of accounting for associates and joint ventures.

4. Significant Accounting Judgments and Estimates

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

The effects of any change in judgments and estimates are reflected in the consolidated financial statements, as they become reasonably determinable.

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

5. Operating Segment

In 2009, the Group adopted PFRS 8, *Operating Segment* which replaces PAS 14, *Segment Reporting*, which adopted a management approach to segment reporting. Under this approach, the information reported would be that which management uses internally for evaluating the performance of operating segments and allocating resources to those segments.

Management monitors the operating results of its operating segments separately for the purpose of making decision about resource allocation and performance assessment. Group financing (including interest income and interest expense) and income taxes are managed on a group basis and are not allocated to operating segments. The Group evaluates performance based on earnings before interest, income tax, depreciation and other income (losses) (EBITDA). The Group does not report its results based on geographical segments because the Group currently only has revenue generating activities in the Philippines as the real estate development in China is still in development stage.

The Group derives its revenue from the following reportable units:

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

Residential Division - develops and sells residential condominium spaces, as well as horizontal residential projects.

Office Buildings Division - develops and leases office spaces.

Hotel Division - owns and operates a chain of hotels in various locations in the Philippines.

Infrastructure and Integrated Developments Division - focuses on strategic land bank acquisition and management, exploration of real estate-related infrastructure projects, and development of warehouse and logistics facilities.

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

Nine months Ended September 30, 2018 (Unaudited)

	Commercial Centers Division	Residential Division	Office Buildings Division	Infrastructure and Integrated Developments Division	Hotels Division	Total
Revenue	P8,808,088,740	P6,524,797,644	P2,785,915,635	P2,248,305,185	P1,481,677,848	P21,848,785,052
Costs and expenses	2,969,452,780	4,639,186,572	318,206,151	299,860,226	987,236,181	9,213,941,910
Earnings before interest, income tax and depreciation	5,838,635,960	1,885,611,072	2,467,709,484	1,948,444,959	494,441,667	12,634,843,142
Depreciation	2,545,116,725	42,529,581	517,073,081	7,670,412	179,871,803	3,292,261,602
Operating income	P3,293,519,235	P1,843,081,491	P1,950,636,403	P1,940,774,547	P314,569,864	P9,342,581,540
Total segment assets	P70,429,614,956	P49,557,189,488	P19,204,407,889	P19,518,915,147	P7,211,662,854	P165,921,790,334
Total segment liabilities	P49,358,592,802	P16,982,895,720	P2,993,173,558	P3,521,365,655	P1,061,893,046	P73,917,920,781

Nine months Ended September 30, 2017 (Unaudited)

	Commercial Centers Division	Residential Division	Office Buildings Division	Infrastructure and Integrated Developments Division	Hotels Division	Total
Revenue	P7,821,262,382	P5,048,060,347	P2,388,594,483	P7,066,464	P1,372,586,302	P16,637,569,978
Costs and expenses	2,599,367,161	3,535,977,575	210,803,046	44,174,641	859,198,168	7,249,520,591
Earnings before interest, income tax and depreciation	5,221,895,221	1,512,082,772	2,177,791,437	(37,108,177)	513,388,134	9,388,049,387
Depreciation	2,228,542,605	43,977,689	461,477,579	271,602	135,498,226	2,869,767,701
Operating income	P2,993,352,616	P1,468,105,083	P1,716,313,858	(P37,379,779)	P377,889,908	P6,518,281,686
Total segment assets	P64,013,757,888	P41,303,272,806	P16,692,239,894	P9,242,428,199	P5,267,825,458	P136,519,524,245
Total segment liabilities	P57,816,408,108	P9,023,329,821	P2,467,903,688	P115,363,017	P1,104,807,979	P70,527,812,613

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

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

The revenue of the Group consists mainly of sales to external customers. Inter-segment revenue arising from lease arrangements are eliminated on consolidation.

6. Cash and Cash Equivalents

This account consists of:

	September 30, 2018	December 31, 2017
Cash on hand and in banks	P6,454,131,999	P1,379,275,821
Short-term investments	1,949,096,204	696,178,702
	P8,403,228,203	P2,075,454,523

7. Receivables

This account consists of

	September 30, 2018	December 31, 2017
Trade	P14,857,221,012	P9,137,900,642
Affiliated companies	19,327,052	23,419,773
Others	192,143,457	227,363,029
	15,068,691,521	9,388,683,444
Less allowance for impairment losses	47,676,601	47,676,601
	15,021,014,920	9,341,006,843
Less noncurrent portion	6,236,460,569	3,775,948,572
	P8,784,554,351	P5,565,058,271

Others amounting to P192.1 million and P227.4 million as of September 30, 2018 and December 31, 2017, respectively, pertain to advances to officers and employees, accrued interest receivable and advances to various third parties.

8. Subdivision Land, Condominium and Residential Units for Sale

This account consists of:

	September 30, 2018	December 31, 2017
Land and condominium units	P12,243,734,604	P12,891,326,496
Residential units and subdivision land	2,044,181,192	2,030,312,220
Land use right and development cost	12,818,559,919	11,710,995,852
	P27,106,475,715	P26,632,634,568

9. Other Current Assets

	September 30, 2018	December 31, 2017
Advances to suppliers and contractors	P2,095,732,338	P2,051,548,008
Value-added input tax – net	1,524,818,009	2,338,956,212
Advances to lot owners	653,352,683	1,884,161,701
Prepaid expenses	363,317,101	212,715,201
Supplies	62,586,898	64,628,699
Utility deposits	9,600,301	9,989,072
Restricted cash – escrow	1,080,269	4,257,265
Others	43,455,923	43,455,923
	P4,753,943,522	P6,609,712,081

10. Investment Properties

	September 30, 2018	December 31, 2017
Land	P13,643,851,563	P13,714,664,107
Land improvements – net	139,075,834	110,801,165
Building and improvements – net	51,252,070,152	46,631,477,330
Construction in Progress	8,635,607,367	9,011,361,402
	P73,670,604,916	P69,468,304,004

Investment properties consisted mainly of shopping malls /commercial centers, office buildings and warehouse that are held to earn rentals.

11. Property and Equipment

This account consists of:

	September 30, 2018	December 31, 2017
Land improvements - net	₱3,668,122	₱3,545,727
Building and improvements - net	5,899,593,740	5,500,017,567
Other equipments - net	1,310,626,852	1,188,795,111
	₱7,213,888,714	₱6,692,358,405

12. Other Noncurrent Assets

This account consists of:

	September 30, 2018	December 31, 2017
Utility deposits	₱840,316,578	₱874,345,792
Advances to suppliers and contractors	837,267,160	819,615,054
Prepaid expenses	374,578,098	382,799,970
Advances to lot owners	190,078,577	190,078,577
Others	167,228,116	133,359,127
	₱2,409,468,529	₱2,400,198,520

13. Accounts Payable and Accrued Expenses

	September 30, 2018	December 31, 2017
Accounts payable	₱9,283,067,171	₱9,685,757,998
Accrued taxes and licenses and other liabilities	4,167,940,384	3,888,895,830
Accrued rent expense	855,939,536	806,830,746
Dividends payable	122,154,321	40,990,210
	₱14,429,101,412	₱14,422,474,784

14. Deposits and Other Liabilities

	September 30, 2018	December 31, 2017
Customers' deposits	₱7,779,699,604	₱3,560,596,890
Payables to affiliated companies	212,964,060	222,937,926
	₱7,992,663,664	₱3,783,534,816

15. Loans Payable

Short-term loans

	September 30, 2018	December 31, 2017
Short-term loan obtained from a local bank that will mature in October 2018. Interest rate is at 4.25% per annum.	P896,700,000	P-
Short-term loan obtained from a local bank that matured in January 2018. Interest rate is at 2.80% per annum.	-	14,454,500,000
Short-term loan obtained from a local bank that matured in February 2018. Interest rate is at 2.60% per annum.	-	1,238,900,000
	P896,700,000	P15,693,400,000

Long-term loans

	September 30, 2018	December 31, 2017
Seven-year bonds from Banco de Oro (BDO), Hongkong Shanghai Banking Corporation (HSBC), SB Capital Investment Corporation (SB Capital), Standard Chartered Bank (Standard Chartered), Development Bank of the Philippines (DBP) and East West Banking Corporation (East West) maturing on February 23, 2022. Principal payable upon maturity, with fixed rate at 4.8000%, interest payable semi-annually in arrears.	P10,635,500,000	P10,635,500,000
Seven-year term bonds from MBTC maturing on March 15, 2024. Principal payable upon maturity, with fixed rate at 4.7500%, interest payable quarterly in arrears	7,000,000,000	7,000,000,000
Five-year term bonds from BDO Unibank, Inc. maturing on July 8, 2021. Principal payable upon maturity, with fixed rate at 3.8327%, interest payable quarterly in arrears.	6,500,000,000	6,500,000,000
Seven-year term bonds from BPI maturing on August 10, 2023. Principal payable upon maturity, with fixed rate at 3.8900%, interest payable quarterly in arrears.	4,980,000,000	4,990,000,000
Ten-year term bonds from BPI maturing on February 13, 2027. Principal payable upon maturity, with fixed rate at 4.9500%, interest payable quarterly in arrears	4,495,000,000	4,500,000,000
Ten-year bonds from BDO and Standard Chartered maturing on February 23, 2025. Principal payable upon maturity, with fixed rate at 4.9344%, interest payable semi-annually in arrears.	1,364,500,000	1,364,500,000
Five-year loan maturing in August 2022. Draw down amount of RMB195 million payable upon maturity, with fixed rate at 4.7500%.	1,533,542,010	458,325,660
Three-year loan maturing in January 2020. Principal of RMB50 million payable upon maturity, with fixed rate at 4.7500%.	393,215,900	381,938,050
	36,901,757,910	35,830,263,710
Less debt issue costs	145,655,772	169,101,556
Long-term portion net of debt issue costs	P36,756,102,138	P35,661,162,154

16. Deposits and Other Noncurrent Liabilities

	September 30, 2018	December 31, 2017
Customers' deposits	P7,834,091,886	P3,562,212,376
Accrued rent expense	1,458,843,803	1,458,843,803
Pension liabilities	325,052,423	324,547,653
Advances and others	679,838,478	2,982,564,269
	P10,297,826,590	P8,328,168,101

17. Capital Stock

The details of the number of common shares as of September 30, 2018 and December 31, 2017 follow:

	September 30, 2018	December 31, 2017
Authorized - at ₱1 par value	8,200,000,000	8,200,000,000
Issued and outstanding		
Common shares	5,193,830,685	4,111,528,685
Treasury shares	–	(17,698,000)
	5,193,830,685	4,093,830,685

Stock Rights Offering

On November 13, 2017, the BOD of the Company approved in principle the stock rights offering (SRO) of up to ₱20 billion composed of 1.1 billion common shares, with a par value of ₱1.00 per share, to all stockholders as of record date January 31, 2018. The Company intends to use the proceeds from the Offer to finance the acquisition of land located in various parts of the country for all its business segments.

The Company has successfully completed its SRO of common shares following the close of the offer period on February 8, 2018. A total of 1.1 billion common shares from the SRO were issued at a price of ₱18.20 each. The listing of the shares occurred on February 15, 2018. Proceeds from the SRO follow:

	September 30, 2018
Cash payment for subscriptions	₱20,020,000,000
Less: Rights offering fees and expenses	90,504,055
	₱19,929,495,945

Treasury Shares

On October 22, 2009, the Parent Company's BOD approved the creation and implementation of a share buy-back program allotting up to ₱1,000 million to reacquire a portion of the Parent Company's issued and outstanding common shares, representing approximately 3.1% of current market capitalization.

During the stock rights offering in February 2018, the Company re issued these treasury shares.

Capital Management

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

The Group monitors its use of capital structure using a debt-to-capital ratio which is gross debt divided by total equity. The Group includes within gross debt all interest-bearing loans and borrowings, while capital represents total equity. Following is a computation of the Group's debt-to-capital ratio as of September 30, 2018 and December 31, 2017.

	September 30, 2018	December 31, 2017
(a) Loans payable (Note 15)	₱37,798,457,910	₱51,523,663,710
(b) Equity	₱91,714,047,221	₱67,091,340,611
(c) Debt-to-capital ratio (a/b)	0.41:1	0.77:1

The Group's policy is to have a debt-to-capital ratio of not exceeding 2:1 level. This policy is consistent with the requirements under the Group's debt covenants with lenders.

18. Retained Earnings

Restriction

A portion of the unappropriated retained earnings representing the undistributed net earnings of subsidiaries amounting to ₱1,986 million as of September 30, 2018 and ₱1,793 million as of December 31, 2017 are not available for dividend declaration until received in the form of dividends. Also ₱24,500 million of retained earnings appropriated for future and ongoing expansions are also not available for dividends.

Retained earnings are further restricted for payment of dividends to the extent of the cost of shares held in treasury.

Dividends declared

The BOD declared cash dividends in favor of all its stockholders as follows:

	2018	2017
Date of declaration	April 6, 2018	March 13, 2017
Date of payment	May 23, 2018	May 2, 2017
Ex-dividend rate	April 26, 2018	April 3, 2017
Dividend per share	₱0.36	₱0.36
Total dividends	₱1,869,779,047	₱1,473,779,046

Appropriation

On December 12, 2017, the BOD approved the reversal of the retained earnings it appropriated during the fiscal year ended September 2016 amounting to ₱16,000 million as the related projects to which the retained earnings were earmarked were completed already. The amount was originally earmarked for the continuing capital expenditures of the Group for subdivision land, condominium and residential units for sale, investment properties and property and equipment.

On the same date, the BOD also approved the appropriation of ₱24,500 million, out of the unappropriated retained earnings, to support the capital expenditure requirements of the Group for various projects approved by the Executive Committee during meetings held in September 2017. These projects and acquisitions are expected to be completed in various dates in 2018 up to 2022.

19. Earnings Per Share

Earnings per share amounts as of September 30 were computed as follows:

	2018	2017
a. Net income attributable to equity holders of Parent Company	₱6,551,321,732	₱4,568,428,635
b. Weighted average number of common shares outstanding adjusted	5,010,497,352	4,093,830,685
c. Earnings per share (a/b)	₱1.31	₱1.12

There were no potential dilutive shares in 2018 and 2017.

20. Financial Risk Management Objectives and Policies

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

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

Risk Management Structure

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

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

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

Audit Committee

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

The AC also aims to ensure that:

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

Enterprise Risk Management Group (ERMG)

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

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

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

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

Risk Management Policies

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

Market risk

Foreign Currency Risk

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

The Group does not have any foreign currency hedging arrangements.

Liquidity risk

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

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

Interest rate risk

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

Credit risk

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

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

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

21. Financial Instruments

The carrying amount of cash and cash equivalents, trade receivables (except installment contract receivables), other receivables, utility deposits, receivable and payable to affiliated companies and accounts payable and accrued expenses are approximately equal to their fair value due to the short-term nature of the transaction.

Set out below is a comparison of carrying amounts and fair values of installment contracts receivables, deposits from lessees and loans payable that are carried in the consolidated financial statements.

	September 30, 2018		December 31, 2017	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Installment contracts receivables	₱12,560,651,143	₱11,591,164,101	₱7,253,408,707	₱6,693,558,292
Deposits from lessees	5,130,329,318	4,665,846,503	4,697,810,102	4,272,486,127
Loans payable	37,652,802,138	30,777,504,748	51,354,562,154	41,977,361,332

The fair values of installment contracts receivables, deposits from lessees and loans payable are based on the discounted value of future cash flows using the applicable rates for similar types of loans and receivables as of reporting.

Fair Value Hierarchy

The Group uses the following hierarchy for determining the fair value of financial instruments:

Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities;

Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly;

Level 3: techniques which use inputs which have a significant effect on the recorded fair value that are not based on observable market data.

The fair value of installment contracts receivables, deposits from lessees and loans payable disclosed in the consolidated financial statements is categorized within level 3 of the fair value hierarchy. There has been no reclassification from Level 1 to Level 2 or 3 category.

22. Commitments and Contingencies

Under the contract to sell covering the sale of subdivision land and houses and residential condominium units, the Group is obligated to complete and deliver the sold units on agreed delivery dates. Moreover, estimated costs to complete sold units amounted to ₱2,489 million and ₱1,411 million as of September 30, 2018 and December 31, 2017, respectively.

23. Investment in Joint Ventures

Joint Venture with Shang Properties, Inc.

On November 13, 2017, the Parent Company's BOD approved the agreement with Shang Properties, Inc. (SPI) to form a joint venture corporation (JVC).

On May 23, 2018, Shang Robinsons Properties, Inc., the JVC, was incorporated. Both RLC and SPI each own 50% of the outstanding shares in the JVC.

RLC and SPI, through the JVC, shall build and develop a property situated at McKinley Parkway corner 5th Avenue and 21st Drive at Bonifacio Global City, Taguig, Metro Manila. The project is intended to be a mixed-use development and may include residential condominium units, serviced apartments and commercial retail outlets. The JVC also plans to pursue other development projects.

Joint Venture with Hong Kong Land Group

On February 5, 2018, the Parent Company's BOD approved the agreement with Hong Kong Land Group (HKLG) represented by Hong Kong Land International Holdings, Ltd. and its subsidiary Ideal Realm Limited to form a joint venture corporation (JVC).

On June 14, 2018, RHK Land Corporation, the JVC, was incorporated. RLC and HKLG owns 60% and 40%, respectively, of the outstanding shares in the JVC.

RLC and HKLG, through the JVC, shall engage in the acquisition, development, sale and leasing of real property. The JVC shall initially undertake the purchase of a property situated in Block 4 of Bridgetowne East, Pasig City, develop the property into a residential enclave and likewise carry out the marketing and sales of the residential units. The JVC also plans to pursue other development projects.

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

AGING OF RECEIVABLES AND PAYABLES

As of September 30, 2018

	Total	Due within Six months	Due over Six months
Receivables - net	<u>₱15,021,014,920</u>	<u>₱3,755,253,730</u>	<u>₱11,265,761,190</u>
Accounts Payable and Accrued Expenses	<u>₱14,429,101,412</u>	<u>₱3,607,275,353</u>	<u>₱10,821,826,059</u>

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

FINANCIAL SOUNDNESS INDICATOR

		<u>September 30, 2018</u>	<u>December 31, 2017</u>
Current ratio	$\frac{\text{Total Current Assets}}{\text{Total Current Liabilities}}$	2.10	1.21
Debt-to-Equity ratio	$\frac{\text{Total Loans Payable}}{\text{Equity attributable to equity holders of the Parent Company}}$	0.41	0.77
Net book value per share	$\frac{\text{Equity attributable to equity holders of the Parent Company}}{\text{Outstanding shares}}$	18.30	16.39
Asset to equity ratio	$\frac{\text{Total Assets}}{\text{Total Equity}}$	1.80	2.20
		<u>September 30, 2018</u>	<u>September 30, 2017</u>
Earnings per share	$\frac{\text{Net income attributable to equity holders of Parent Company}}{\text{Weighted average number of common shares outstanding}}$	1.31	1.12
Interest coverage ratio	$\frac{\text{EBIT}}{\text{Interest expense}}$	7.34	4.94
Operating margin ratio	$\frac{\text{Operating Income (EBIT)}}{\text{Revenue}}$	0.43	0.39

ROBINSONS LAND CORPORATION AND SUBSIDIARIES

PART 1- FINANCIAL INFORMATION

Item 1. Financial Statements required under SRC Rule 68.1	Remarks
7. The following information, as a minimum, should be disclosed in the notes to financial statements, if material and if not disclosed elsewhere in the interim financial report.	
h. Material events subsequent to the end of the interim period that have not been reflected in the financial statements for the interim period;	not applicable
i. The effect of changes in the composition of the issuer during the interim period, including business combinations, acquisitions or disposal of subsidiaries and long-term investments, restructurings, and discontinuing operations;	not applicable
j. Changes in contingent liabilities or contingent assets since the last annual balance sheet date.	not applicable
k. Existence of material contingencies and any other events or transactions that are material to an understanding of the current interim period.	Note 22
Item 2. Management's Discussion and Analysis (MDA) of Financial Condition and Results of Operations ((Part 111, par. (A) (2) (b))	
2. Discussion and analysis of material event/s and uncertainties known to management that would address the past and would have an impact on future operations of the following:	
(a)(i) Any known trends, demands, commitments, events or uncertainties that will result in or that are reasonably likely to result in increasing or decreasing liquidity.	not applicable
(a)(ii) Any events that will trigger direct or contingent financial obligation that is material to the company, including any default or acceleration of an obligation;	not applicable
(a)(iii) All material off-balance sheet transactions, arrangements, obligations (including contingent obligations), and other relationships of the company with unconsolidated entities or other persons created during the reporting period.	not applicable
(a)(iv) Any material commitments for capital expenditures, the general purpose of such commitments and the expected sources of funds for such expenditures.	not applicable
(a)(v) Any known trends, events or uncertainties that have had or that are reasonably expected to have a material favorable or unfavorable impact on net sales/revenues/income from continuing operations.	not applicable
(a)(vi) Any significant elements of income or loss that did not arise from the issuer's continuing operations.	not applicable
(a)(viii) Any seasonal aspects that had a material effect on the financial condition or result of operations.	not applicable
PART 11 - OTHER INFORMATION	
1. Disclosure not made under SEC Form 17-C	not applicable

SEC FORM 17-Q		
CHECKLIST OF REQUIRED DISCLOSURES		
REGISTRANT: ROBINSONS LAND CORPORATION		
For the Quarter Ended:		
SUMMARY OF COMMENTS	Page No.	Remarks
General Instruction: If any of the following is not applicable, please state/explain in a separate covering letter.		
PART I - FINANCIAL INFORMATION		
Item 2. Management's Discussion and Analysis (MDA) of Financial Condition and Results of Operations [Part III, Par. (A)(2)(b)].		
FINANCIAL RISK DISCLOSURE		
b. Evaluate whether the company could provide clearer and more transparent disclosure regarding its financial instruments including but not limited to the following information:		
1. A description of the financial instruments of the company and the classification and measurements applied for each. If material in amount, provide detailed explanation on complex securities particularly on derivatives and their impact on the financial condition of the company;		
2. The amount and description of the company's investments in foreign securities;		
3. The significant judgments made in classifying a particular financial instrument in the fair value hierarchy;		
		Note 21
4. An explanation of how risk is incorporated and considered in the valuation of assets or liabilities;		
5. A comparison of the fair values as of date of the recent interim financial report and as of date of the preceding interim period, and the amount of gain/loss recognized for each of the said periods; and		
		Note 21
6. The criteria used to determine whether the market for a financial instrument is active or inactive, as defined under PAS 39-Financial Instruments.		
c. If any one of the foregoing disclosure is not applicable to the company, so state in the report and provide a brief explanation.		
ADDITIONAL REQUIREMENTS (SRC Rule 68, as amended October 2011)		
A schedule showing financial soundness indicators in two comparative period as follows: 1) current/ liquidity ratios; 2) solvency ratios, debt-to-equity ratio; 3) asset-to-equity ratio; 4) interest rate coverage ratio; 5) profitability ratio and 6) other relevant ratio as the Commission may prescribe.		
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