## COVER SHEET

# PHILIPPINE SEVEN CORPORATION (Company's Full Name) 

$7^{\text {th }}$ Floor, The Columbia Tower Ortigas Avenue, Mandaluyong City (Company's Address: No. Street City/Town/Province)

724-4441 to 51
(Company's Telephone Number)

## December 31

(Fiscal Year Ending)
(Month \& Day)

Every $3^{\text {rd }}$ Thursday of July of each year
(Annual Meeting)

AMMENDED FIRST QUARTERLY REPORT
(SEC FORM 17-Q)
(FORM TYPE)

July 21, 2009
(Date)
(Amendment Designation if Applicable)
(Secondary License Type, if any)

Cashier
DTU
108476
S.E.C. Reg. No.

## SECURITIES AND EXCHANGE COMMISSION

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 March 31, 2009
2. Commission identification number
3. BIR Tax Identification No: 000-390-189-000
4. Exact name of registrant as specified in its charter :

## PHILIPPINE SEVEN CORPORATION

5. Country of incorporation:

PHILIPPINES
6. Industry Classification Code:

(SEC Use Only)
7. Address of registrant's principal office : $7^{\text {TH }}$ Floor, The Columbia Tower Ortigas Avenue, Mandaluyong City 1501
8. Telephone number :
(632) 724-44-41 to 51
9. Former name, former address and former fiscal year, if changed since last report
10. Securities registered pursuant to Section 8 and 12 of the Code, or Sections 4 and 8 of the RSA

No. of Shares of Common Stock
Shares Outstanding - Common : 260,977,200
Warrants
-0-
11. Are any or all of the securities listed on the Stock Exchange?

Yes [ $\mathbf{x}$ ] No [ ]
Stock Exchange: Class/es of Securities listed
Philippine Stock Exchange - Common
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 [ x ] No [ ]
b. Has been subject of such filing requirements for the past 90 days.

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Yes [ x ] No [ ]
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PART I - FINANCIAL INFORMATION

Item 1. Financial Statements.
Please refer to the attached.
Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

Please refer to the attached

## PART II - OTHER INFORMATION

N/A

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

Registrant: PHILIPPINE SEVEN CORPORATION


Signature and Title: JOSE VICTOR P. PATERNO
President and CEO
Date: July 21, 2009


Signature and Title: YU-HSIU TSAI
Treasurer and CFO
Date: July 21, 2009

7th Floor, The Columbia Tower, Ortigas Avenue,

July 21, 2009

## SECURITIES AND EXCHANGE COMMISSION

SEC Building
EDSA, Quezon City
Gentlemen:

In connection with the financial statements of Philippine Seven Corporation as of March 31, 2009, which will be submitted to the Philippine Stock Exchange (PSE), we confirm to the best of our knowledge and belief, the following:

1. We are responsible for the fair presentation of the financial statements in conformity with the generally accepted accounting principles.
2. There have been no:
a. Irregularities involving management or employees who have significant roles in the system or internal accounting control.
b. Irregularities involving other employees that could have a material effect on financial statements.
c. Communication from regulatory agencies concerning non-compliance with or deficiencies in, financial reporting practices that could have a material effect on the financial statements.
3. There are no:
a. Violations or possible violations of laws or regulations whose effects should be considered for disclosure in the financial statements or as a basis for recording a loss contingency.
b. Other material liabilities or gain or loss contingencies that are required to be accrued or disclosed.
4. The accounting records underlying the financial statements accurately and fairly reflect the transactions of the company.
5. The company has satisfactory title to all owned assets, and there are no liens or encumbrances on such assets nor has any asset been pledged.
6. Provision has been made for any material loss to be sustained.
7. We have complied with all respects of contractual agreements that would have a material effect on the financial statements in the event of non-compliance.


## YU-HSIU TSAI

Treasurer and CFO

## STATEMENT OF MANGEMENT'S RESPONSIBILITY FOR FINANCIAL STATEMENTS

The management of Philippine Seven Corporation is responsible for all information and representations contained in the consolidated unaudited financial statements for the quarter ended March 31, 2009. The Financial statements have been prepared in conformity with generally accepted accounting principles and reflect amounts that are based on the best estimates and informed judgment with an appropriate consideration to materiality.

In this regard, management maintains a system of accounting and reporting which provides for necessary internal controls to ensure that transactions are properly authorized and recorded, assets are safeguarded against unauthorized use of disposition and liabilities are recognized.


## JOSE VICTOR P. PATERNO

President and CEO


## YU-HSIU TSAI

Treasurer and CFO

# PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES 

CONSOLIDATED FINANCIAL STATEMENTS
AS OF MARCH 31, 2009 and DECEMBER 31, 2008
AND FOR EACH OF THE TWO PERIOD
ENDED MARCH 31, 2009

## PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES <br> CONSOLIDATED BALANCE SHEETS

|  | March 31, <br> $\mathbf{2 0 0 9}$ <br> (Unaudited) | December 31, <br> (Audited) |
| :--- | ---: | ---: |
| ASSETS |  |  |
| Current Assets |  |  |
| Cash and cash equivalents (Note 3) | $\mathbf{4 6 7 , 8 4 9 , 6 4 4} 314,880,357$ |  |
| Receivables - net (Note 4) | $\mathbf{2 5 , 9 0 0 , 8 7 5} 145,854,513$ |  |
| Inventories - at cost (Note 5) | $\mathbf{3 1 1 , 5 6 5 , 5 0 6} 339,556,385$ |  |
| Prepayments and other current assets (Note 6) | $\mathbf{2 4 8 , 0 6 8 , 4 2 8} 117,947,178$ |  |
| Total Current Assets | $\mathbf{1 , 0 5 3 , 3 8 4 , 4 5 3 9 1 8 , 2 3 8 , 4 3 3}$ |  |
| Noncurrent Assets |  |  |
| Property and equipment - net (Note 7) | $\mathbf{1 , 0 4 9 , 0 4 6 , 7 0 9} 1,072,041,329$ |  |
| Deposits (Note 8) | $\mathbf{1 3 9 , 5 9 8 , 1 5 2} 132,695,470$ |  |
| Deferred income tax assets - net | $\mathbf{3 3 , 9 3 6 , 2 6 1} 39,738,774$ |  |
| Other noncurrent assets - net (Note 9) | $\mathbf{1 2 1 , 0 1 7 , 1 4 9} 101,471,945$ |  |
| Total Noncurrent Assets | $\mathbf{1 , 3 4 3 , 5 9 8 , 2 7 1} 1,345,947,518$ |  |
| TOTAL ASSETS | $\mathbf{2 , 3 9 6 , 9 8 2 , 7 2 4} 2,264,185,951$ |  |

## LIABILITIES AND STOCKHOLDERS' EQUITY

## Current Liabilities

Bank loans (Note 10) 410,000,000 330,000,000
Accounts payable and accrued expenses (Note 11) 701,216,426 848,043,767
Income tax payable $\quad \mathbf{2 6 , 7 4 3}, \mathbf{1 4 2} 25,898,866$
Other current liabilities (Note 12) 347,016,181 174,586,972

Total Current Liabilities $\mathbf{1 , 4 8 4 , 9 7 5 , 7 4 9} 1,378,529,605$

| Noncurrent Liabilities | $\mathbf{9 8 , 7 8 8 , 9 1 4} 83,252,646$ |
| :--- | ---: |
| Deposits payable | $\mathbf{3 3 , 3 7 4 , 2 7 3} 35,827,737$ |
| Net retirement obligations | $\mathbf{1 , 3 8 4 , 2 4 1} 1,384,241$ |
| Deferred income tax liability | $\mathbf{6 , 0 0 0 , 0 0 0} 6,000,000$ |
| Cumulative redeemable preferred shares | $\mathbf{7 , 0 7 9 , 8 8 7} 7,079,887$ |
| Deferred revenue - net of current portion | $\mathbf{1 4 6 , 6 2 7 , 3 1 5} 133,544,511$ |
| Total Noncurrent Liabilities | $\mathbf{1 , 6 3 1 , 6 0 3 , 0 6 4 ~ 1 , 5 1 2 , 0 7 4 , 1 1 6}$ |
| Total Liabilities |  |

(Forward)

|  | March 31, 2009 <br> (Unaudited) | $\begin{array}{r} \hline \text { December 31, } \\ 2008 \\ \text { (Audited) } \end{array}$ |
| :---: | :---: | :---: |
| Stockholders' Equity <br> Capital stock - 1 par value <br> Authorized - 400,000,000 shares <br> Issued - 261,663,450 and 237,938,250 shares as of December 31, 2008 and 2007, respectively [held by 724 and 703 equity holders in 2008 and 2007, respectively |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  | 261,663,45 | 261,663, |
|  | 0 | 450 |
| Additional paid-in capital | 293,525,037 | 293,525,037 |
| Retained earnings | 209,884,524 | 196,616,699 |
| Revaluation increment in land - net of deferred income tax liability |  |  |
|  | 3,229,895 | 3,229,895 |
| Cost of 686,250 shares held in treasury | 768,302,906 | 755,035,081 |
|  | $(2,923,246)$ | $(2,923,246)$ |
| Total Stockholders' Equity | 765,379,660 | 752,111,835 |
| TOTAL LIABILITIES AND | 2,264,185,95 |  |
| STOCKHOLDERS' EQUITY | 2,396,982,724 | 4 |

## PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF INCOME FOR THE THREE MONTHS ENDED MARCH 31

|  | March 31, 2009 <br> (Unaudited) | March 31, 2008 <br> (Unaudited) |
| :--- | ---: | ---: |
| REVENUE |  |  |
| Revenue from merchandise sales | $\mathbf{1 , 3 6 4 , 8 9 5 , 8 3 9}$ | $1,263,549,587$ |
| Franchise revenue | $\mathbf{7 2 , 0 8 6 , 0 2 8}$ | $52,966,723$ |
| Marketing income | $\mathbf{2 3 , 0 7 3 , 2 0 7}$ | $21,889,637$ |
| Rent income | $\mathbf{9 , 0 0 7 , 5 7 6}$ | $10,244,082$ |
| Commission income | $\mathbf{5 , 2 7 4 , 7 2 5}$ | $4,951,843$ |
| Interest income | $\mathbf{5 9 1 , 0 2 2}$ | 442,559 |
| Other income | $\mathbf{1 , 8 2 2 , 9 0 6}$ | 593,035 |
|  | $\mathbf{1 , 4 7 6 , 7 5 1 , 3 0 3}$ | $1,354,637,466$ |
| EXPENSES |  |  |
| Cost of merchandise sales (Note 14) | $\mathbf{9 7 8 , 5 4 2 , 6 1 6}$ | $907,257,176$ |
| General and administrative expenses (Note 15) | $\mathbf{4 7 0 , 3 1 5 , 5 6 1}$ | $428,430,086$ |
| Interest expense | $\mathbf{7 , 1 5 4 , 9 7 4}$ | $6,630,271$ |
| Loss on sale of property and equipment | $\mathbf{-}$ | $1,235,701$ |
| Unrealized Foreign Exchange Loss (net) | $\mathbf{8 2 3 , 5 3 9}$ | $1,37,92,991$ |
| Other expenses | $\mathbf{1 , 4 5 6 , 8 3 6 , 6 9 0}$ | $1,344,928,007$ |
|  | $\mathbf{1 9 , 9 1 4 , 6 1 3}$ | $9,709,459$ |
| INCOME BEFORE INCOME TAX | $\mathbf{6 , 6 4 6 , 7 8 8}$ | $4,125,498$ |
| PROVISION FOR INCOME TAX | $\mathbf{1 3 , 2 6 7 , 8 2 5}$ | $5,583,961$ |
| NET INCOME |  |  |
| BASIC/DILUTED EARNINGS PER | $\mathbf{0 . 0 5}$ | 0.02 |
| SHARE (Note 18) |  |  |

See accompanying Notes to Consolidated Financial Statements.

PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF CHANGES IN STOCKHOLDERS'EQUITY
FOR THE THREE MONTHS ENDED MARCH 312009 (As Compared With the Period Ended March 31, 2008)

|  | Capital Stock | Additional Paid-in Capital | Retained <br> Earnings | Revaluation Increment in Land | Treasury Stock | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BALANCES AS OF DECEMBER 31, 2007 | 237,938,250 | 293,525,037 | 136,070,248 | 2,999,188 | (2,923,246) | 667,609,477 |
| Net income for the First Quarter of 2008 (Unaudited) | - | - | 5,583,961 | - | - | 5,583,961 |
| BALANCES AS OF MARCH 31, 2008 | 237,938,250 | 293,525,037 | 141,654,209 | 2,999,188 | (2,923,246) | 673,193,438 |
| Issuance of stock dividends (Note 17) | 23,725,200 | - | $(23,725,200)$ | - | - | - |
| Effect of change in tax rate in 2009 | - | - | - | 230,707 | - | 230,707 |
| Net income for the period April 1, 2008 to December 31, 2008 | - | - | 78,687,690 | - | - | 78,687,690 |
| BALANCES AS OF DECEMBER 31, 2008 | 261,663,450 | 293,525,037 | 196,616,699 | 3,229,895 | (2,923,246) | 752,111,835 |
| Net income for the First Quarter of 2009 (Unaudited) | - | - | 13,267,825 | - | - | 13,267,825 |
| BALANCES AS OF MARCH 31, 2009 | 261,663,450 | 293,525,037 | 209,884,524 | 3,229,895 | (2,923,246) | 765,379,660 |

See accompanying Notes to Consolidated Financial Statements.

## PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE THREE MONTHS ENDED MARCH 31

|  | March 31, 2009 <br> (Unaudited) | March 31, 2008 <br> (Unaudited) |
| :---: | :---: | :---: |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |
|  |  |  |
| Income before income tax | 19,914,613 | 9,709,460 |
| Adjustments for: |  |  |
| Depreciation and amortization | 44,487,705 | 37,067,029 |
| Interest expense | 7,154,974 | 6,630,271 |
| Sale of property and equipment | - | 1,235,701 |
| Interest income | $(591,022)$ | $(442,559)$ |
| Software and other program costs | 755,090 | 415,599 |
| Operating income before working capital changes | 71,721,360 | 54,615,501 |
| Decrease (increase) in: |  |  |
| Receivables | 119,953,638 | 29,705,231 |
| Inventories | 27,990,879 | 71,879,727 |
| Prepayments and other current assets | (130,121,250) | $(39,835,837)$ |
| Increase (decrease) in: |  |  |
| Accounts payable and accrued expenses | $(146,827,345)$ | $(93,247,403)$ |
| Other current liabilities | 172,429,213 | $(10,977,932)$ |
| Deposits payable | 15,536,268 | 11,364,940 |
| Net retirement obligations | $(2,453,464)$ | 645,623 |
| Cash generated from operations | 128,229,299 | 24,149,850 |
| Income taxes paid | $(5,802,512)$ | $(4,023,179)$ |
| Interest received | 591,022 | 442,559 |
| Net cash from operating activities | 123,017,809 | 20,569,230 |
| CASH FLOWS FROM INVESTING |  |  |
| ACTIVITIES |  |  |
| Additions to: |  |  |
| Property and equipment (Note 7) | $(21,493,085)$ | $(53,069,894)$ |
| Software and other program costs (Note 9) | $(755,090)$ |  |
| Decrease (increase) in: |  |  |
| Deposits | $(6,902,682)$ | $(5,061,868)$ |
| Other noncurrent assets | $(13,742,691)$ | 3,963,334 |
| Net cash used in investing activities |  | (54,168,42 |
|  | $(42,893,548)$ | 8) |


|  | March 31, 2009 <br> (Unaudited) | March 31, 2008 <br> (Audited) |
| :--- | ---: | ---: |
| CASH FLOWS FROM FINANCING |  |  |
| ACTIVITIES |  |  |
| Payments of: | - | $(10,000,000)$ |
| Bank loans (Note 10) | $80,000,000$ | - |
| Availments of bank loans (Note 10) | $(7,154,974)$ | $(6,630,271)$ |
| Interest paid | $\mathbf{7 2 , 8 4 5 , 0 2 6}$ | $\mathbf{( 1 6 , 6 3 0 , 2 7 1 )}$ |
| Net cash from (used in) financing activities |  |  |
| NET INCREASE (DECREASE) IN CASH | $\mathbf{1 5 2 , 9 6 9 , 2 8 7}$ | $\mathbf{( 5 0 , 2 2 9 , 4 6 9 )}$ |
| AND CASH EQUIVALENTS | $\mathbf{3 1 4 , 8 8 0 , 3 5 7}$ | $\mathbf{3 0 8 , 8 7 3 , 9 4 4}$ |
| CASH AND CASH EQUIVALENTS AT |  |  |
| BEGINNING OF YEAR | $\mathbf{4 6 7 , 8 4 9 , 6 4 4}$ | $\mathbf{2 5 8 , 6 4 4 , 4 7 5}$ |
| CASH AND CASH EQUIVALENTS AT |  |  |
| END OF YEAR (Note 3) |  |  |

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## PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## 1. Corporate Information

## Corporate Information

Philippine Seven Corporation (the Company or PSC) was incorporated in the Philippines and registered with the Philippine Securities and Exchange Commission (SEC) on November 29, 1982. The Company and its subsidiaries (collectively referred to as "the Group"), are primarily engaged in the business of retailing, merchandising, buying, selling, marketing, importing, exporting, franchising, acquiring, holding, distributing, warehousing, trading, exchanging or otherwise dealing in all kinds of grocery items, dry goods, food or foodstuffs, beverages, drinks and all kinds of consumer needs or requirements and in connection therewith, operating or maintaining warehouses, storages, delivery vehicles and similar or incidental facilities. The Group is also engaged in the management, development, sale, exchange, and holding for investment or otherwise of real estate of all kinds, including buildings, houses and apartments and other structures.

The Company is controlled by President Chain Store (Labuan) Holdings, Ltd., an investment holding company incorporated in Malaysia, which owns $56.59 \%$ of the Company's outstanding shares. The remaining $43.41 \%$ of the shares are widely held. The ultimate parent of the Company is President Chain Store Corporation (PCSC, incorporated in Taiwan, Republic of China).

The registered business address of the Company is 7th Floor, The Columbia Tower, Ortigas Avenue, Mandaluyong City.
2. Summary of Significant Accounting Policies and Financial Reporting Practices

## Basis of Preparation

The consolidated financial statements have been prepared under the historical cost basis, except for available-for-sale (AFS) financial assets and land, which are carried at fair value and revalued amount, respectively. The consolidated financial statements are presented in Philippine Peso (Peso), which is the Company's functional and presentation currency.

## Statement of Compliance

The consolidated financial statements, which were prepared for submission to the SEC, have been prepared in compliance with Philippine Financial Reporting Standards (PFRS).

## 3. Cash and Cash Equivalents

| March 2009 | December 2008 |  |
| :--- | ---: | ---: |
| Cash on hand and in banks | $467,211,021$ | $314,241,734$ |
| Cash equivalents | 638,623 | 638,623 |

Cash in banks earn interest at the respective bank deposit rates. Cash equivalents are made for varying periods up to three months depending on the immediate cash requirements of the Group and earn interest at the respective short-term placement rates.

## 4. Receivables

|  | March 2009 | December 2008 |
| :--- | ---: | ---: |
| Franchisee - net | - | $76,989,185$ |
| Suppliers | $23,397,849$ | $61,650,671$ |
| Employees | $5,393,576$ | $5,137,033$ |
| Current portion of lease receivable - net | $1,474,623$ | $2,317,248$ |
| Insurance claims | 575,638 | 938,402 |
| Due from Philippine Foundation, Inc. (PFI) | - | 53,883 |
| Others | $3,799,363$ | $7,508,265$ |
|  | $34,641,049$ | $\mathbf{1 5 4 , 5 9 4 , 6 8 7}$ |
| Less allowance for impairment | $8,740,174$ | $8,740,174$ |

The classes of receivables of the Group are as follows:
-Franchisee - pertains to loans by the franchisees at the start of their store operations.

- Suppliers - pertains to receivables from the Group's suppliers for display allowances, annual volume discount and commission income from different service providers.


## 5. Inventories

March 2009 December 2008

| At cost : |  |  |
| :--- | :---: | :---: |
| Warehouse merchandise and others | $177,050,742$ | $175,581,160$ |
| Store merchandise | $134,514,765$ | $163,975,225$ |
|  | $311,565,506$ | $339,556,385$ |

## 6. Prepayments and Other Current Assets

|  | March 2009 | December 2008 |
| :--- | ---: | ---: |
| Input value-added tax (VAT) | $135,923,542$ | $66,075,401$ |
| Prepaid rent | $20,992,317$ | $15,464,928$ |
| Advances for expenses | $8,202,697$ | $11,077,907$ |
| Advances to suppliers | $29,343,354$ | $7,847,838$ |
| Prepaid taxes and licenses | $19,191,756$ | $1,867,481$ |
| Current portion of deferred lease | $1,519,365$ | $1,519,365$ |
| Prepaid uniform | $1,172,323$ | $1,045,510$ |
| Others | $31,723,074$ | $13,048,748$ |
|  | $248,068,428$ | $117,947,178$ |

## 7. Property and Equipment

Movements in property and equipment are as follows:

|  | MARCH 2009 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Land | Buildings and Improvements | StoreFurniture and <br> Equipment | $\begin{array}{r} \text { Office } \\ \text { Furniture and } \\ \text { Equipment } \end{array}$ | Transportation Equipment | Computer Equipment | Leasehold <br> Improvements | Construction In-Progress | Total |
| Costs/Revalued Amount: |  |  |  |  |  |  |  |  |  |
| Beginning balances | 44,481,000 | 106,053,132 | 713,363,611 | 272,075,851 | 26,056,994 | 214,549,222 | 599,133,189 | 15,631,887 | 1,991,344,886 |
| Additions | - | 319,929 | 76,657,769 | 7,996,721 | 375,000 | 1,398,178 | 20,080,751 | 6,988,658 | 113,817,007 |
| Disposals | - | - | - | - | - | - | $(2,539,292)$ | - | $(2,539,292)$ |
| Reclassifications | - | - | - | - | - | - | - | - | - |
| Adjustments | - | $(784,574)$ | $(84,931,328)$ | 10,832,473 | $(2,009)$ | $(6,986,892)$ | $(10,451,592)$ | - | $(92,323,922)$ |
| Ending balances | 44,481,000 | 105,588,486 | 705,090,052 | 290,905,046 | 26,429,985 | 208,960,507 | 606,223,056 | 22,620,545 | 2,010,298,679 |
| Accumulated Depreciation and Amortization: |  |  |  |  |  |  |  |  |  |
| Beginning balances | - | 49,663,042 | 306,461,568 | 144,210,934 | 16,959,659 | 117,352,566 | 284,655,788 | - | 919,303,557 |
| Depreciation and amortization (Note 19) | - | 1,167,948 | 12,745,474 | 7,093,258 | 737,378 | 9,589,112 | 13,154,535 | - | 44,487,705 |
| Disposals | - | - | - | - | - | - | $(2,539,292)$ | - | $(2,539,292)$ |
| Reclassifications | - | - | - | - | - | - | - | - | - |
| Adjustments | - | - | - | - | - | - | - | - | - |
| Ending balances | - | 50,830,990 | 319,207,042 | 151,304,192 | 17,697,037 | 126,941,678 | 295,271,031 | - | 961,251,970 |
| Net Book Values | 44,481,000 | 54,757,496 | 385,156,990 | 139,600,854 | 8,732,948 | 82,018,828 | 310,952,026 | 22,620,545 | 1,049,046,709 |


|  | DECEMBER 2008 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Land | Buildings and Improvements | StoreFurniture and <br> Equipment | $\begin{array}{r} \text { Office } \\ \text { Furniture and } \\ \text { Equipment } \\ \hline \end{array}$ | Transportation Equipment | Computer Equipment | Leasehold Improvements | Construction In-Progress | Total |
| Costs/Revalued Amount: Beginning balances | 44,481,000 | 104,385,538 | 566,198,319 | 240,570,651 | 25,206,994 | 180,499,131 | 492,150,509 | 25,366,630 | 1,678,858,772 |
| Additions | - | 1,667,594 | 201,696,186 | 36,387,334 | 1,100,000 | 53,602,342 | 109,934,135 | 10,708,180 | 415,095,771 |
| Disposals | - | - | $(54,755,870)$ | $(4,882,134)$ | $(250,000)$ | (19,552,251) | $(8,586,937)$ | $(14,582,465)$ | $(102,609,657)$ |
| Reclassifications | - | - | 224,976 | - | - | - | 5,635,482 | $(5,860,458)$ | - |
| Ending balances | 44,481,000 | 106,053,132 | 713,363,611 | 272,075,851 | 26,056,994 | 214,549,222 | 599,133,189 | 15,631,887 | 1,991,344,886 |
| Accumulated Depreciation and Amortization: |  |  |  |  |  |  |  |  |  |
| Beginning balances | - | 45,179,341 | 307,595,172 | 125,146,623 | 14,406,685 | 96,201,950 | 237,870,843 | - | 826,400,614 |
| Depreciation and amortization (Note 19) | - | 4,483,701 | 52,611,210 | 23,859,688 | 2,802,974 | 40,509,549 | 55,371,884 | - | 179,639,006 |
| Disposals | - | - | $(53,744,814)$ | $(4,795,377)$ | $(250,000)$ | (19,358,933) | $(8,586,939)$ | - | $(86,736,063)$ |
| Ending balances | - | 49,663,042 | 306,461,568 | 144,210,934 | 16,959,659 | 117,352,566 | 284,655,788 | - | 919,303,557 |
| Net Book Values | 44,481,000 | 56,390,090 | 406,902,043 | 127,864,917 | 9,097,335 | 97,196,656 | 314,477,401 | 15,631,887 | 1,072,041,329 |

## 8. Deposits

|  | March 2009 | December 2008 |
| :--- | ---: | ---: |
| Rent | $102,432,241$ | $97,645,367$ |
| Utilities | $22,489,242$ | $21,766,646$ |
| Refundable | $9,346,374$ | $9,314,578$ |
| Others | $5,330,296$ | $3,968,879$ |
|  | $\mathbf{1 3 9 , 5 9 8 , 1 5 2}$ | $\mathbf{1 3 2 , 6 9 5 , 4 7 0}$ |

## 9. Other Noncurrent Assets

|  | March 2009 | December 2008 |
| :--- | :--- | ---: |
| Goodwill | $75,590,857$ | $65,567,524$ |
| Deferred lease - net of current portion (Note 26) | $13,058,023$ | $13,058,023$ |
| Software and program cost | $10,023,333$ | $10,778,423$ |
| Lease receivable - net of current portion (Note 26) | $6,453,041$ | $6,453,041$ |
| AFS financial assets | $2,314,575$ | $2,314,575$ |
| Others | $13,577,320$ | $3,300,359$ |
|  | $\mathbf{1 2 1 , 0 1 7 , 1}$ | $\mathbf{c 0 1 , 4 7 1 , 9 4 5}$ |
|  | $\mathbf{4 9}$ |  |

Movements in deferred lease are as follows:

|  | March 2009 |  |
| :--- | :--- | :--- |
| December 2008 |  |  |
| Beginning balance | $14,577,388$ | $16,479,749$ |
| Amortization (Note 26) |  | - |
| Ending balance | $\mathbf{1 4 , 5 7 7 , 3 8 8}$ | $\mathbf{1 4 , 5 7 7 , 3 0 2 , 3 6 1 )}$ |
| Less current portion | $1,519,365$ | $1,519,365$ |
|  | $\mathbf{1 3 , 0 5 8 , 0 2 3}$ | $\mathbf{1 3 , 0 5 8 , 0 2 3}$ |

Software and Program Cost
Movements in software and program cost are as follows:
March 2009 December 2008

| Cost |  |  |
| :--- | :--- | :--- |
| Beginning balance | $14,214,085$ | $7,426,000$ |
| Acquisition | - | $6,788,085$ |
| Ending balance | $\mathbf{1 4 , 2 1 4 , 0 8 5}$ | $\mathbf{1 4 , 2 1 4 , 0 8 5}$ |
| Accumulated amortization |  |  |
| Beginning balance | $3,435,662$ | $1,330,536$ |
| Amortization (Note 19) | 755,090 | $2,105,126$ |
| Ending balance | $\mathbf{4 , 1 9 0 , 7 5 2}$ | $\mathbf{3 , 4 3 5 , 6 6 2}$ |
| Net Book Values | $\mathbf{1 0 , 0 2 3 , 3 3 3}$ | $\mathbf{1 0 , 7 7 8 , 4 2 3}$ |

10. Bank Loans

Bank loans represent unsecured Peso-denominated short-term borrowings from local banks.
Movements in bank loans are as follows:

|  | March 2009 | December 2008 |
| :--- | ---: | ---: |
| Beginning balance | $330,000,000$ | $375,000,000$ |
| Availment | $80,000,000$ | $40,000,000$ |
| Payments | - | $(85,000,000)$ |
| Ending balance | $\mathbf{4 1 0 , 0 0 0 , 0 0 0}$ | $\mathbf{3 3 0 , 0 0 0 , 0 0 0}$ |

11. Accounts Payable and Accrued Expenses

|  | March 2009 | December 2008 |
| :--- | ---: | ---: |
| Trade payable | $558,282,046$ | $697,108,015$ |
| Rent | $85,813,002$ | $85,020,970$ |
| Employee benefits | $13,205,244$ | $22,364,011$ |
| Utilities | $9,873,232$ | $12,288,794$ |
| Outsourced services | $5,047,200$ | $5,764,897$ |
| Advertising and promotion | $5,183,516$ | $4,242,668$ |
| Security services | $2,172,604$ | $2,395,139$ |
| Interest | $1,176,361$ | $1,825,689$ |
| Bank charges | $1,721,200$ | $1,678,000$ |
| Others | $18,742,021$ | $15,355,584$ |
|  | $\mathbf{7 0 1 , 2 1 6 , 4 2 6}$ | $\mathbf{8 4 8 , 0 4 3 , 7 6 7}$ |

12. Other Current Liabilities

|  | March 2009 | December 2008 |
| :--- | ---: | ---: |
| Non-trade accounts payable | $216,711,410$ | $120,494,703$ |
| Retention payable | $15,071,397$ | $15,129,370$ |
| Withholding taxes | $11,540,752$ | $11,929,960$ |
| Output VAT | $68,521,827$ | $10,099,637$ |
| Royalty | $5,208,590$ | $5,671,223$ |
| Current portion of deferred revenue on: |  |  |
| $\quad$ Exclusivity contract | $3,913,691$ | $3,913,691$ |
| $\quad$ Finance lease | $1,310,151$ | $1,310,151$ |
| Others | $24,738,363$ | $6,038,237$ |
|  | $\mathbf{3 4 7 , 0 1 6 , 1 8 1}$ | $\mathbf{1 7 4 , 5 8 6}$ |

## 13. Stock Dividends

On June 18, 2008, the Company's BOD approved the recommendation for a stock dividend declaration corresponding to $10 \%$ of the outstanding common shares of the Company of $237,252,000$ shares or equivalent of $23,725,200$ common shares (Note 28).

On July 17, 2008, at least $2 / 3$ of the Company's stockholders approved the stock declaration corresponding to $10 \%$ of the outstanding common shares and the issuance of $23,725,200$ common shares with par value of 1 amounting to $23,725,200$. Record date of entitlement is August 15 , 2008.

Movement in the number of shares issued and outstanding in 2008 is as follows:

| Beginning balance | $237,938,250$ |
| :--- | ---: |
| Issuance of stock dividend | $23,725,200$ |
| Ending balance | $261,663,450$ |

14. Cost of Merchandise Sales

|  | March 2009 | March 2008 |  |
| :--- | ---: | ---: | ---: |
| Merchandise inventory, beginning | P | $339,556,385$ | $323,973,849$ |
| Net purchases | $950,551,737$ | $835,377,448$ |  |
|  | $\mathbf{1 , 2 9 0 , 1 0 8 , 1 2 2}$ | $\mathbf{1 , 1 5 9 , 3 5 1 , 2 9 7}$ |  |
| Less merchandise inventory, ending | $311,565,506$ | $252,094,122$ |  |
|  | $\mathbf{9 7 8 , 5 4 2 , 6 1 6}$ | $\mathbf{9 0 7 , 2 5 7 , 1 7 5}$ |  |

## 15. General and Administrative Expenses

|  | March 2009 | March 2008 |
| :--- | ---: | ---: |
| Communication, light and water | $86,801,097$ | $73,489,498$ |
| Rent | $75,740,809$ | $64,974,362$ |
| Outside services | $68,525,055$ | $58,843,245$ |
| Personnel costs | $73,879,906$ | $78,721,429$ |
| Depreciation and amortization | $44,487,705$ | $39,092,967$ |
| Trucking services | $15,356,623$ | $14,822,795$ |
| Supplies | $10,919,767$ | $12,726,076$ |
| Royalties | $16,188,704$ | $14,407,771$ |
| Advertising and promotion | $16,065,431$ | $13,453,207$ |
| Repairs and maintenance | $12,664,831$ | $11,989,481$ |
| Taxes and licenses | $16,827,409$ | $14,875,434$ |
| Warehousing services | $10,529,372$ | $10,347,781$ |
| Transportation and travel | $4,358,825$ | $3,506,003$ |
| Entertainment, amusement and recreation | $2,000,137$ | $1,292,503$ |
| Inventory losses | $8,377,158$ | $9,021,430$ |
| Provision for impairment of receivables | - | - |
| Insurance | $1,013,589$ | 911,566 |
| Dues and subscription | 920,717 | $1,044,229$ |
| Amortization of software and program costs | 755,090 | 415,599 |
| Loss on accounts written off | - | - |
| Others | $4,903,336$ | $4,494,710$ |

16. Marketing Income

|  | March 2009 | March 2008 |
| :--- | ---: | ---: |
| Display charges | $10,090,117$ | $13,486,594$ |
| Promotions | $8,749,500$ | $5,723,214$ |
| Marketing support funds | $4,233,589$ | $2,679,829$ |
|  | $\mathbf{2 3 , 0 7 3 , 2 0 7}$ | $\mathbf{2 1 , 8 8 9 , 6 3 7}$ |

17. Interest Expense

March 2009 DMarch 2008

| Interest on: |  |  |
| :--- | ---: | ---: |
| Bank loans | $7,051,879$ | $6,538,711$ |
| Guaranteed preferred dividends | 103,095 | 91,560 |
|  | $\mathbf{7 , 1 5 4 , 9 7 4}$ | $\mathbf{6 , 6 3 0 , 2 7 1}$ |

## 18. Basic/Diluted Earnings Per Share

$\left.\begin{array}{llrr} & \text { March 2009 } & \text { March 2008 } \\ \hline \text { a. } \text { Net income } & \mathbf{1 3 , 2 6 7 , 8 2 5} & \mathbf{5 , 5 8 3 , 9 6 1} \\ \hline \hline \text { b. } & \text { Weighted average number } \\ \text { of shares outstanding }\end{array} \quad \mathbf{2 6 1 , 6 6 3 , 4 5 0}\right)$

The Group does not have potentially dilutive common shares as of March 31, 2009 and March 31, 2008. Thus, the basic earnings per share is equal to the diluted earnings per share as of those dates.

The Group's outstanding common shares increased from 237,938,250 to $261,663,450$ as a result of stock dividend issuance equivalent to $23,725,200$ common shares approved on June 18, 2008. Therefore, the calculation of basic/diluted earnings per share for all periods presented has been adjusted retrospectively.

## 19. Financial Instruments Recognition and Measurement Disclosures (PAS 39 and PFRS 7)

The following table summarizes the carrying value and fair value of the Group's financial assets and financial liabilities per class as of March 31, 2009 and December 31, 2008:


| Total Loans and Receivables | 537,369,472 | 537,321,758502,238,014 |  | 504,724,722 |
| :---: | :---: | :---: | :---: | :---: |
| AFS Financial Assets | 2,314,575 | 2,314,575 | 2,314,575 | 2,314,575 |
| TOTAL FINANCIAL ASSETS | 539,684,047 | 539,636,333 | 504,552,589 | 507,039,297 |
| FINANCIAL LIABILITIES |  |  |  |  |
| Other Financial Liabilities |  |  |  |  |
| Bank loans | 410,000,000 | 410,000,000 | 330,000,000 | 330,000,000 |
| Accounts payable and accrued expenses: |  |  |  |  |
| Trade payable | 558,282,046 | 558,282,0466 | 6697,108,015 | 697,108,015 |
| Rent | 85,813,002 | 85,813,0028 | 285,020,970 | 85,020,970 |
| Employee benefits | 13,205,244 | 13,205,24422 | 422,364,011 | 22,364,011 |
| Utilities | 9,873,232 | 9,873,23212 | 212,288,794 | 12,288,794 |
| Outsourced services | 5,047,200 | 5,047,2005 | 5,764,897 | 5,764,897 |
| Advertising and promotion | 5,183,516 | 5,183,5164, | 64,242,668 | 4,242,668 |
| Security services | 2,172,604 | 2,172,6042 | 42,395,139 | 2,395,139 |
| Interest | 1,176,361 | 1,176,3611, | 1,825,689 | 1,825,689 |
| Bank charges | 1,721,200 | 1,721,2001 | 1,678,000 | 1,678,000 |
| Others | 18,742,021 | 18,742,0211 | 15,355,584 | 15,355,584 |
|  | 701,216,426 | 701,216,426 | 848,043,767 | 848,043,767 |
| Other current liabilities: |  |  |  |  |
| Non-trade accounts payable | 216,711,410 | 216,711,4101 | 120,494,703 | 120,494,703 |
| Retention payable | 15,071,397 | 15,071,3971 | 15,129,370 | 15,129,370 |
| Royalty | 5,208,590 | 5,208,5905, | 5,671,223 | 5,671,223 |
| Others | 24,738,365 | 24,738,3656 | 56,038,237 | 6,038,237 |
|  | 261,729,762 | 261,729,7621 | 2147,333,533 | 147,333,533 |
| Cumulative redeemable preferred shares | 6,000,000 | 6,000,000 | 6,000,000 | 6,000,000 |
| TOTAL FINANCIAL LIABILITIES | 1,378,946,188 | 1,378,946,188 | 1,331,377,300 | 1,331,377,300 |

## Fair Value Information

## Current financial assets and financial liabilities

Due to the short-term nature of the transactions, the fair value of cash and cash equivalents, receivables (except for lease receivables), accounts payable and accrued expenses and other current liabilities approximates carrying amount as of balance sheet date.

## Lease receivables

The fair value of lease receivable is determined by discounting the sum of future cash flows using the prevailing market rates for instruments with similar maturities as of December 31, 2008 and 2007 , which is $6.63 \%$ and $5.97 \%$, respectively.

## Utility and other deposits

The fair value of utility and other deposits approximates its carrying value at it earn interest based on repriced market conditions.

## Refundable deposits

The fair value of deposits is determined by discounting the sum of future cash flows using the prevailing market rates for instruments with similar maturities as of December 31, 2008 and 2007 ranging from $6.73 \%$ to $9.52 \%$ and $5.86 \%$ to $7.61 \%$, respectively.

## AFS financial assets

The fair value of unquoted available-for-sale financial assets is not reasonably determinable, thus, balances are presented at cost.

## Bank loans

The carrying value approximates fair value because of recent and monthly repricing of related interest based on market conditions.

## Cumulative redeemable preferred shares

The carrying value approximates fair value because corresponding dividends on these shares that are charged as interest expense in the consolidated statement of income are based on recent treasury bill rates repriced annually at yearend.

PHILIPPINE SEVEN CORPORATION
RECEIVABLE FROM SUPPLIERS
AS OF MARCH 31, 2009

| SUPPLIER NAME | $\begin{gathered} \text { MARCH } \\ \text { BALANCE } \end{gathered}$ | TOTAL | $\begin{gathered} \hline \text { JAN-MAR } \\ 61-90 \\ \text { DAYS } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { OCT-DEC } \\ 91-180 \\ \text { DAYS } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { JUL-SEP } \\ 181-270 \\ \text { DAYS } \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { APR-JUN } \\ 270-360 \\ \text { DAYS } \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2006 \text { PRIOR } \\ \text { OVER } 360 \\ \text { DAYS } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COCA COLA BOTTLERS PHILS. INC. (CCK) | 26,247 | 26,247 |  | 26,247 |  |  |  |
| CITIBANK | 624,867 | 624,867 | 624,867 |  |  |  |  |
| GATE DISTRIBUTION | 295,944 | 295,944 | 109,554 | 14,967 | 20,776 | 22,384 | 128,263 |
| SODEXHO PASS | 2,969,022 | 2,969,022 | 2,969,022 |  |  |  |  |
| SMB | 690,890 | 690,890 |  |  |  |  | 690,890 |
| UNILEVER | 1,394,089 | 1,394,089 | 497,653 | 524,978 |  | 14,927 | 356,531 |
| PEEL A MILLION PROMO | 260,198 | 260,198 |  |  |  | 656 | 259,542 |
| SIKSIK MEAL PROMO | 1,643,738 | 1,643,738 | 1,477,146 | 113,710 | 346 | 52,536 |  |
| SKY CABLE PROMO | 11,250 | 11,250 |  | 4,380 | 6,870 |  |  |
| SNICKER SLURPEE TIE-UP PROMO | 15,610 | 15,610 |  | 15,095 | 515 |  |  |
| JUMBO HOTDOG DORITOS COMBO PROM | 7,436 | 7,436 |  | 2,590 | 4,846 |  |  |
| HOLIDAY SURPRIZE PROMO | $(422,475)$ | $(422,475)$ | $(422,475)$ |  |  |  |  |
| BIG BITE GULP DRINK PROMO | 340,345 | 340,345 | 340,345 |  |  |  |  |
| BIG BIT COMBO PROMO | 2,796,822 | 2,796,822 | 2,796,822 |  |  |  |  |
| OCTOBER TRIPLE TREATS | 4,389 | 4,389 |  | 4,389 |  |  |  |
| FREE TEQUILA BIG SHOTS PROMO | 156 | 156 | 156 |  |  |  |  |
| IOUs SUPPLIERS' NIGHT | 2,477 | 2,477 | 2,477 |  |  |  |  |
| PEPSI SUPPORT ON TROPICANA TWISTER | 231,542 | 231,542 |  |  |  |  | 231,542 |
| XMAS DÉCOR SPONSORED BY PEPSI | 233,504 | 233,504 |  |  |  |  | 233,504 |
| DEL MONTE PHILS | 100 | 100 |  |  |  |  | 100 |
| REVICON-ION | 570 | 570 |  |  |  |  | 570 |
| Wrigley Philippines, Inc. | 812,500 | 812,500 |  |  |  |  | 812,500 |
| CONVENIENCE DISTRIBUTION INC. - VAR | 645,984 | 645,984 |  |  |  |  | 645,984 |
| ANNUAL VOLUME DISCOUNTS (VARIOUS | 7,277,208 | 7,277,208 | 7,277,208 |  |  |  |  |
| Aquasoft Water System Inc. (AWS)( | 504,071 | 504,071 | 504,071 |  |  |  |  |
| Asset Marketing Corporation | 361,678 | 361,678 | 361,678 |  |  |  |  |
| Beljar Traders Inc. (BTI) | 235,986 | 235,986 | 235,986 |  |  |  |  |
| Canasia Traders, Inc. (CAN) | 58,969 | 58,969 | 58,969 |  |  |  |  |
| Extended Distribution Corporation | 152,770 | 152,770 | 152,770 |  |  |  |  |
| Filgen Business Solution, Inc. [FBS] | 50,177 | 50,177 | 50,177 |  |  |  |  |
| King Ventures Distribution, Inc. [KVI] | 23,461 | 23,461 | 23,461 |  |  |  |  |
| Kodak Philippines, Ltd. [KPL] | 1,169,507 | 1,169,507 | 1,169,507 |  |  |  |  |
| Marby Food Ventures Corporation | 93,643 | 93,643 | 93,643 |  |  |  |  |
| Pac-A Cham Marketing Corporation [PA1] | 27,118 | 27,118 | 27,118 |  |  |  |  |
| Palmafil Trading Co. | 144,280 | 144,280 | 144,280 |  |  |  |  |
| Peerless Products Manufacturing Corp. [PPM] | 62,694 | 62,694 | 62,694 |  |  |  |  |
| Philip Morris | $(385,950)$ | $(385,950)$ | $(385,950)$ |  |  |  |  |
| Richmarsh Industrial Trade Corporation [RIT] | 763,023 | 763,023 | 763,023 |  |  |  |  |
| Whistle Incorported [WHI] | 274,011 | 274,011 | 274,011 |  |  |  |  |
| TOTAL: AR SUPPLIERS | 23,397,849 | 23,397,849 | 19,208,212 | 706,356 | 33,353 | $\mathbf{9 0 , 5 0 3}$ | 3,359,426 |

Management's Discussion and Analysis of Financial Condition and Results of Operations for the First Quarter Ended March 31, 2009 and 2008

SELECTED FINANCIAL DATA

| (amount in thousands, except EPS) | Q1 2009 | Q1 2008 |
| :--- | :---: | ---: |
| SYSTEM WIDE SALES |  |  |
|  | $1,627,967$ | $1,450,733$ |
| Statement of Income Data: |  |  |
| Revenue and other income |  |  |
| Sales of merchandise | $1,364,896$ | $1,263,550$ |
| Commission Income | 5,275 | 4,952 |
| Others (Net) | 106,580 | 86,135 |
| Cost and expenses |  |  |
| General \& Administrative Expenses | $(470,316)$ | $(428,430)$ |
| Interest Expense | $(7,155)$ | $(6,630)$ |
| Cost of merchandise sold | $(978,543)$ | $(907,257)$ |
| Net income | 13,268 | 5,584 |
| Earnings per share |  | 0.02 |
|  |  |  |
| Other Data: |  |  |
| Net cash from operating activities | 123,018 |  |
| Net cash used in investing activities | $(42,894)$ | $(54,168)$ |
| Net cash from (used in) financing | 72,845 | $(16,630)$ |
| activities |  |  |
|  |  | FY 2008 |
| Balance Sheet Data: |  | $2,264,186$ |
| Total assets |  |  |
| Total liabilities | $2,396,983$ |  |
| Total stockholders' equity | $1,631,603$ | $1,512,074$ |

## OVERVIEW

Philippine Seven Corporation (PSC) operates the largest convenience store network in the country. It acquired from 7-Eleven Inc. of Dallas, Texas the license to operate 7-Eleven stores in the Philippines on December 13, 1982. Operations commenced with the opening of its first store on February 29, 1984. Considering the country's economic condition in the early 80's, the Company grew steadily in the first few years of its existence. In 1993, PSC, encouraged by the resilient economy, stepped up its rate of expansion.

As of March 31, 2009, PSC has grown to 371 stores. It is sustained by a manpower complement of 1,004 employees engaged in store operations and in various support service units. Despite the growing competition in the C-store (Convenience Store)
business, the Company maintains its leadership in the industry.
7-Eleven derives its revenues principally from retail of merchandise, commission on services and franchising activities. Its primary expenditures consist of cost of goods, general and administrative expenses, interest and income taxes.

PSC seeks to meet the needs of convenience customers and maintain a leadership position in the C-store industry by taking advantage of economies of scale, technology, people and a widely recognized brand. Its vision is to be the best retailer of convenience in emerging markets.

## THREE MONTHS ENDED MARCH 31, 2009 COMPARED TO THREE MONTHS ENDED MARCH 31, 2008

PSC ended the first quarter with 371 stores, a 17\% increase compared to the previous year's level of 318. Moreover, the aggregate number of franchised stores reached 203 and this accounted for $55 \%$ of total operating stores. The increasing store base has driven this quarter's profitability amidst the challenges posed by the global economic slowdown.

7-Eleven is working to optimize the earnings of its stores by improving merchandise assortment and ensuring stock availability. It also aims to open new stores in strategic locations to further strengthen its foothold in the markets where it is present. The Company also continues to evaluate the performance of stores that dragged profitability. In the first quarter, 7 new stores were opened and 4 underperforming stores were closed. These efforts are geared towards the goal of the organization of enhancing shareholder value.

## Revenues and Other Income

Revenues
For the first three months of 2009, PSC registered an 8 percent growth in revenues from merchandise sold to P1.36 billion at the end of the current quarter from P1.26 billion in the same period last year. The Company attributes the growth in sales to the continuous expansion of its store network.

System wide sales, which represents the overall retail sales to customers of company and franchise operated stores reached P1.63 billion in Q1 2009 vis-à-vis P1.45 billion in Q1 2008 or an increase of 12\%.

Commissions earned from the services category grew by 6.5 percent to P 5.3 million.

On the other hand, gross profit reached P386 million, P30 million higher compared to the P356 million registered in the same period last year. Gross margin is pegged at about $28 \%$, almost the same with the previous year. Further, aggregate
merchandise transfers to franchised stores reached P338 million, up by 23\% from P275 million in Q1 2008.
Other Income
Other income consists mainly of marketing income, franchise revenues and rent income. Total other income for the period up to March went up by $22 \%$ to P104 million.

Franchise revenue rose to P72 million from P53 million in Q1 2008 as a result of the increased number of franchise operated stores. Franchise fees amounted to P9 million and P6.3 million in the first quarter of 2009 and 2008, respectively, and franchise revenues increased to P63 million. Rent income went down by 12\% partly due to the decrease in occupancy rate during the period.

## Cost and Expenses

Operating expenses in Q1 2009 totaled P470 million and is 9.8\% higher than last year. Ratio of operating expenses to sales stood at 34.5\% and 33.9\% in Q1 2009 and Q1 2008, respectively.

Communication, light and water which accounted for 18.5\% of the total OPEX in Q1 2009 is the highest contributor. This is followed by lease expense with $16.0 \%$ and personnel cost, accounting for $15.7 \%$ of the total.

In the first quarter, personnel costs declined to P73.9 million from P78.7 million last year. Ratio to sales revenue is $5 \%$ and $6 \%$, respectively. Personnel costs include salaries and wages at P40.6 million, employee benefits at P31.1 million and retirement benefits at P2.2million.

Communication, light and water amounted to P86.8 million or $6.4 \%$ of total sales revenue and are higher than last year's rate of $5.8 \%$.

Moreover, depreciation and amortization expense posted an increase of $14 \%$ or P5.4 million as a result of the allocation of the cost of capital expenditures, pertaining to new stores, over its estimated useful life.

## Interest Expense

Interest expense paid for during the period reached P7.2 million, higher than last year's level of P6.6 million. This was attributed to the increase in short term loans from P330 million in 2008 to P410 million as of March 31, 2009.

## Net Income

Net Income generated during the first three months of 2009 reached P 13.3 million, an improvement compared to the P 5.6 million earned in the first quarter of 2008.

The better results in the current year can be attributed to the aggregate growth in revenues complimented by effective cost management.

## Liquidity and Capital Resources

The Company obtains the majority of its working capital from these sources:

- Cash flows generated from retailing operations and franchising activities
- Borrowings under our revolving credit facility

PSC believes that cash provided by operating activities and available credit extended by various banks will provide sufficient liquidity in 2009 to fund its capital expenditures and meet is maturing obligations. The following are the discussion of the sources and uses of cash for the 1Q 2009.

## Cash Flows from Operating Activities

Net cash generated by operating activities reached P123 million compared to P20.6 million in Q1 2008. The higher recurring cash flow was due to improved profitability during the period.

In addition, receivables from suppliers and franchisees went down by P120 million as a result of collection of annual rebates and promo support and reduction of cash held by franchisees. At the end of 2008, receivables from franchisees substantially grew due to the higher cash sales that remained undeposited because of the long holiday weekend that led to reduced banking days.

Moreover, inventories decreased but at a slower pace compared with the previous period. Settlement of trade and non-trade payables accounted for bulk of the cash outflow.

## Cash Flows from Investing Activities

Net cash used in investing activities is lower at P42.9 million in the current quarter compared to P54.2 million in Q1 2008. Major cash outlay went to the procurement of store equipment and construction of new stores.

Majority of the Company's commitments for capital expenditures for the year are for new store constructions and acquisition of revenue generating assets. Funds that will finance these expenditures are expected to come from the anticipated increase in cash flows and from additional borrowings if the need for such may arise.

## Cash Flows from Financing Activities

Financing activities provided net cash inflow of P72.8 million due to loan availment
and debt servicing cost. Proceeds of loan were used to fund capital expenditures and for general corporate purposes.

## Financial Condition

Cash and cash equivalents in 2009 increased to P467.8 million from P314.9 million at the beginning of the year. This was driven mainly by improved profitability as substantial portion of earnings are realized in cash.

Receivables, on the other hand, went down by P120 million as well as inventories, which reflected a decrease of P28 million due mainly to the increasing number of franchise operated stores.

As a result of the changes in major accounts, current assets had a net increase of P135 million for the period up to March and aggregated P1.05 billion or $15 \%$ higher from the beginning of the year.

Property and equipment, net of accumulated depreciation decreased by P23 million because of the changes made in accounting estimate that brought down the estimated useful life of assets. This was made in order to better reflect the true economic life of the asset.

Total current liabilities increased by P106 million or 8\%. This is primarily due to the increase in bank loans and other current liabilities arising from capital expenditures. Current ratio stood at .71 to 1 as of March this year against .67 to 1 at the beginning of the year.

Stockholders' equity at the end of March comprises $32 \%$ of total assets, compared to $33 \%$ at the beginning of the year. Consequently, debt to equity ratio is 2.1 to 1 , from 2.0 to 1 at the end of 2008.

## DISCUSSION OF THE COMPANY'S KEY PERFORMANCE INDICATORS

## System Wide Sales

System-wide sales represents the overall retail sales to customers of corporate and franchise-operated stores.

## Sales per Store Day

Average daily sales of mature and new stores computed periodically and determine growth of all stores.

This is the ratio of sales, less cost of sales but before considering selling and general expense, other income and income deduction over sales and expressed in terms of percentage.

Return on Sales (ROS)
Measures the level of recurring income generated by continuing operations relative to revenues and is calculated by dividing net income over sales.

Return on Equity (ROE)
The ratio of the net income over stockholders' equity and indicates the level of efficiency with which a company utilizes owners' capital.

## Discussion and Analysis of Material Events and Uncertainties

1. There were no known trends, events and uncertainties that will have a material impact on liquidity after the balance sheet date except for the uncertainties related to the potentially adverse effect of the global financial crisis on the local economy.
2. The effect of higher inflation and widening credit spread on interest rates will not trigger a direct or contingent financial obligation to the Company since the loan it availed from local banks are short term in nature and subjected to periodic repricing that is at par with the prevailing market rates.
3. There were no material off-balance sheet transactions, arrangements and obligations of the Company with unconsolidated entities during the reporting period.
4. The Company's commitment for capital expenditures in 2009 amounts to Php 350.0 million. Bulk of the said amount will be spent on construction of new stores, acquisition of store and computer equipment. Financing of the capital expenditures will come mainly from internal funds and the rest from bank loans.

## 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.

## Registrant: PHILIPPINE SEVEN CORPORATION



Jose Victor P. Paterno
President


[^0]:    See accompanying Notes to Consolidated Financial Statements.

