





SEC Reg. No. 152747

14 January 2013

**Philippine Stock Exchange, Inc.**  
3<sup>rd</sup> Floor, Tower One and Exchange Plaza  
Ayala Triangle, Ayala Ave., Makati City

Attention: Ms. Janet A. Encarnacion  
*Head, Disclosure Department*

Dear Ms. Encarnacion,

We write in response to your letter dated January 14, 2013 requesting Ayala Land Inc. ("the Company") to clarify and/or confirm the news article entitled "ALI to spend P20 billion for Makati project" posted in The Manila Times.net on January 12, 2013 and "Ayala Land growing resort portfolio" posted in BusinessWorld Online on January 13, 2013. The articles reported in part that:

1. *Ayala Land, Inc. (ALI) has started the development of Circuit Makati City, its P20 billion entertainment district in the city, which is set to be partially completed in 2016.*

*ALI President and Chief Executive Officer Antonino Aquino said in a briefing on Friday that the development of Circuit Makati has started and the completion of phase 1, which covers the 90 percent of the project, will be around 2016.*

*He noted that in 2016, 90 percent of the area will be developed although the P20 billion covers the five-year period target for the project.*

*Circuit Makati is considered as the sixth node of the different nodes of project that ALI is going to develop, which has a total investment cost of P60 billion for all the nodes.*

*"This is a fairly large development, it is 21 hectares integrated mixed use development, and this is so much different from other entertainment venues in the country," Aquino said.*

....

*Alveo Land, Inc., an ALI unit, will be the initial developer for residential component in the area. Robert Lao, president of Alveo Land, said February is the month when they will launch their project in the area, which has an approximate investment cost of P2.5 billion.*

*For the hotel component, Junie Jalandoni, president of Ayala Land Hotels and Resorts, said that a Seda brand hotel in Circuit Makati, which has a project cost of P1.5 billion to P2 billion, will be up and running in 2016.*

*Circuit Makati is an ALI development in partnership with the Philippine Racing Club group, which still owns the property or land area of the five-year project.*

*But Aquino said that the planning, development, construction, and the P20 billion investment are all with ALI.*

....

2. *A unit of Ayala Land, Inc. plans to develop more resorts as part of a target to offer as many as 4,000 rooms in two years, a top company official said late last week.*

*"We have other resort developments being planned and, at some point within this year, we will disclose more details on these," Jose Emmanuel H. Jalandoni, president of Ayala Land Hotels and Resorts Corp., said in an interview last Friday on the sidelines of a briefing at Raffles Makati when asked about the unit's expansion plans this year.*

....

We confirm that the Company is spending P20 billion for the development of Circuit Makati City, which includes P2.5 billion for an Alveo Land residential tower and P1.5 – P2 billion for the construction of a Seda Hotel.

We also confirm that the Company is planning to increase the number of its hotel rooms to as many as 4,000 in the next two years.

Thank you.

Very truly yours,



**Pamela T. Perez**  
*Deputy Compliance Officer*

Cc:

**Securities and Exchange Commission**

SEC Building, Mandaluyong City

Attention: Hon. Justina F. Callangan

*Director, Corporation and Finance Department*

**Philippine Dealing and Exchange Corporation**

37<sup>th</sup> Floor, Tower 1, The Enterprise Center

6766 Ayala Ave cor. Paseo de Roxas, Makati City

Attention: Ms. Ma. Concepcion Magdaraog

*Head, Issuer Compliance and Disclosures Department*