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F	FERDINAND A. CONSTANTINO (+632) 403-6910 (Company Telephone Number)																																
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# **ARTHALAND CORPORATION**

(Company's Full Name)

# 7/F ArthaLand Century Pacific Tower, 5th Avenue corner 30th Street Bonifacio Global City, Taguig City

(Company's Address)

# <u>403-6910</u>

(Telephone Number)

<u>December 31</u> (Fiscal year endin (month & day)	g)	Last Friday of June (Annual Meeting)
<u>SE</u>	<u>C FORM 17 – Q QUARTERLY REPORT</u> (Form Type)	[
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# SECURITIES AND EXCHANGE COMMISSION

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ARTHALAND CORPORATION **Company Name** 

Industry Classification

Company Type Stock Corporation

#### **Document Information**

**Document ID** 111142018000712

**Document Type** 17-Q (FORM 11-Q:QUARTERLY REPORT/FS)

**Document Code** 17-Q

Period Covered September 30, 2018

No. of Days Late

Department **CFD** 

Remarks

# SECURITIES AND EXCHANGE COMMISSION SEC FORM 17-Q

# QUARTERLY REPORT PURSUANT TO SECTION 11 OF THE REVISED SECURITIES ACT AND RSA RULE 11(a)-1 (b)(2) THEREUNDER

1.	For the quarterly period er	nded <i>September 30, 2018</i>	
2.	Commission Identification	No. <u>ASO-94-007160</u>	
3.	BIR TIN <u>004-450-721-000</u>	2	
4.	Exact name of registrant as	specified in its character	
	ARTHALAND CORPORATIO	N .	
5.	Incorporated in Metro Mar	nila, Philippines on <u>August 10, 1994</u>	•
6.	Industry Classification Code	2(	SEC Use Only).
7.	Address of registrant's prin	cipal office	Postal Code
	7/F ArthaLand Century Pac Bonifacio Global City, Tagu	cific Tower, 5th Avenue corner 30th uig City	o Street, 1634
8.	Registrant's Telephone Nur	mber: <u>403-6910</u>	
9.		ess and former fiscal year, if change lly Star Building, 4th Avenue corner	
10.	Securities registered pursua	ant to Sections 4 and 8 of the RSA	
	e of Each Class nmon Shares	Number of Shares Outstanding 5,318,095,199 (P0.18 par value)	Amount of Debt Outstanding None

Preferred Shares – Series A 12,500,000 (P1.00 par value) None
Preferred Shares – Series B 20,000,000 (P1.00 par value) None

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

YES [X] NO []

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

<u>Philippine Stock Exchange – ALL Outstanding Common Shares and Preferred Shares Series B ONLY.</u>

- 12. Indicate by check mark whether the registrant:
  - (a) has filed all reports required to be filed by Section 11 of the Revised Securities Act (RSA) and RSA Rule (a)-1 thereunder and Sections 26 and 141 of the Corporation Code of the Philippines, during the preceding 12 months (or for such shorter period the registrant was required to file such reports).

YES [X] NO [ ]

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

YES[X]

NO[]

#### **PART I - FINANCIAL INFORMATION**

Item 1. Financial Statements

See attached.

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

See attached.

#### **PART II - OTHER INFORMATION**

There are no other information for the period not previously reported in SEC Form 17-C.

# **SIGNATURES**

Pursuant to the requirements of the Revised Securities Act, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Issuer

ARTHALAND CORPORATION

Signature and Title:

JAIME C. GONZALEZ

Pre**\$**ident

Signature and Title

**FERDINAND A. CONSTANTINO** 

**Chief Finance Officer** 

Date

October 24, 2018

# ITEM 1. Financial Statements Required under SRC RULE 68.1

- 1. Basic and Diluted Earnings per Share (See attached Income Statement).
- The accompanying consolidated interim financial statements of Arthaland Corporation (ALCO) were prepared in accordance with accounting principles generally accepted in the Philippines as set forth in Philippine Financial Reporting Standards (PFRS) and Philippine Accounting Standards (PAS).

#### 3. Notes to Financial Statements:

- a. The accompanying consolidated interim financial statements of ALCO were prepared in accordance with PFRS. The financial statements have been prepared using the historical cost basis and are presented in Philippine Pesos.
- b. There is no significant seasonality or cycle of interim operations.
- c. There are no material events subsequent to the end of the interim period not previously reported in SEC form 17-C.
- d. There are no changes in the composition of the issuer during the interim period including business combinations, acquisition of subsidiaries and long-term investments, restructurings and discontinuing operations.
- e. There are no material changes in the contingent liabilities or contingent assets since the last annual balance sheet date.
- f. There are no material contingencies and any other events or transactions that are material to an understanding of the current interim period.
- g. Except as otherwise disclosed separately and excluding those projects already in ALCO's pipeline as outlined in this Report, there are no other material commitments for capital expenditures since the last annual balance sheet date.
- h. There are no known trends, events or uncertainties that have had or that are reasonably expected to have a material favorable or unfavorable impact on net sales or revenues or income from continuing operations. There is no foreseen event that will cause a material change in the relationship between costs and revenues.
- i. There are no material off-balance sheet transactions, arrangements, obligations and other relationship of the company with unconsolidated entities or other persons created during the reporting period.

# ARTHALAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

			SEPTEMBER 30 2018	<u> </u>	SEPTEMBER 30 2017
	Notes		(Unaudited)		(Unaudited)
			(		(0.1000.000)
ASSETS					
Cash and cash equivalents	4	P	446,020,248	Р	701,276,604
Financial assets at fair value through					
profit or loss (FVPL)	5		581,077,572		1,401,141,450
Trade and other receivables	6		964,762,263		271,389,314
Real estate for sale	7		2,958,192,058		2,601,711,416
Investment properties	8		7,185,167,757		5,961,848,324
Property and equipment	9		95,611,223		26,836,870
Net deferred tax assets			85,410,477		33,141,424
Creditable withholding taxes			296,890,413		247,012,845
Other assets	10		615,523,805		446,988,761
		Р	13,228,655,816	Р	11,691,347,008
LIABILITIES AND EQUITY					
Liabilities					
Loans payable	11	Р	5,736,163,729	Р	4,791,693,037
Accounts payable and other liabilities	12		1,240,070,107	-	771,627,256
Due to a related party	13		386,666,690		286,666,689
Retirement liability	20		50,668,546		54,253,123
Net deferred tax liabilities			833,886,432		751,188,771
Total Liabilities			8,247,455,504		6,655,428,876
Equity Attributable to Equity Holders of the Parent Company					
Capital stock	14		989,757,136		989,757,136
Additional paid-in capital			2,031,441,541		2,031,441,541
Retained earnings			1,991,534,231		2,077,407,245
Cumulative remeasurement gains on					
retirement liability - net of tax			7,448,391		3,022,025
Parent Company's shares held by a subsidiary			(12,500,000)		(12,500,000)
		_	5,007,681,299		5,089,127,947
Non-controlling interests			(26,480,987)		(53,209,815)
Total Equity			4,981,200,312		5,035,918,132
		P	13,228,655,816	Р	11,691,347,008

# ARTHALAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

			SEPTEMBER 30 2018		DECEMBER 31 2017
	Note		(Unaudited)		(Audited)
			(onauarica)		(Addited)
ASSETS					
Cash and cash equivalents	4	P	446,020,248	Ρ	721,795,236
Financial assets at fair value through					
profit or loss (FVPL)	5		581,077,572		387,879,631
Trade and other receivables	6		964,762,263		186,274,230
Real estate for sale	7		2,958,192,058		2,646,731,618
Investment properties	8		7,185,167,757		6,457,315,253
Property and equipment	9		95,611,223		39,743,166
Net deferred tax assets			85,410,477		61,212,233
Creditable withholding taxes			296,890,413		253,188,078
Other assets	10		615,523,805		492,672,321
		Р	13,228,655,816	Р	11,246,811,766
LIABILITIES AND EQUITY					
Liabilities					
Loans payable	11	Р	5,736,163,729	D	1 260 002 116
Accounts payable and other liabilities	12		1,240,070,107	-	4,268,892,416 824,456,920
Due to a related party	13		386,666,690		286,666,691
Retirement liability	20		50,668,546		50,668,546
Net deferred tax liabilities	20		833,886,432		752,508,368
Total Liabilities			8,247,455,504		6,183,192,941
					5/255/252/5 : 2
<b>Equity Attributable to Equity Holders of the</b>					
Parent Company					
Capital stock	14		989,757,136		989,757,136
Additional paid-in capital			2,031,441,541		2,031,441,541
Retained earnings			1,991,534,231		2,085,398,501
Cumulative remeasurement gains on					
retirement liability - net of tax			7,448,391		7,448,391
Parent Company's shares held by a subsidiary			(12,500,000)		(12,500,000)
			5,007,681,299		5,101,545,569
Non-controlling interests			(26,480,987)		(37,926,744)
Total Equity			4,981,200,312		5,063,618,825
		Р	<b>13,228,655,816</b> F	>	11,246,811,766

# ARTHALAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

		SED	TEMBER 30 2018	DECEMBER 31 2017
	Notes	JLI	(Unaudited)	(Audited)
				•
REVENUES	15	P	593,154,442	P 463,538,594
COST OF SALES AND SERVICES	16		(393,066,415)	(328,509,674)
GROSS INCOME			200,088,027	135,028,920
OPERATING EXPENSES	17		236,771,558	326,558,949
LOSS FROM OPERATIONS			(36,683,531)	(191,530,029)
GAIN ON CHANGE IN FAIR VALUE OF				
INVESTMENT PROPERTIES			223,952,494	428,390,699
FINANCE COSTS	18		(61,190,988)	(80,663,240)
OTHER INCOME - net	19		28,143,107	67,443,318
INCOME BEFORE INCOME TAX			154,221,082	223,640,748
INCOME TAX EXPENSE			67,135,453	85,240,763
NET INCOME			87,085,629	138,399,985
COMPREHENSIVE INCOME			-	4,426,366
TOTAL COMPREHENSIVE INCOME		P	87,085,629	P 142,826,351
			01,000,010	. 112,020,331
NET INCOME (LOSS) ATTRIBUTABLE TO:				
Equity holders of the Parent Company			75,639,872	191,850,580
Non-controlling interest			11,445,757	(53,450,595)
			87,085,629	138,399,985
TOTAL COMPREHENSIVE INCOME (LOSS) ATTRIBUTABL	F TO:			
Equity holders of the Parent Company	L 10.		75,639,872	196,276,946
Non-controlling interest			11,445,757	(53,450,595)
			87,085,629	142,826,351
EARNINGS (LOSS) PER SHARE - Basic and Diluted	23 (	Р	0.0056)	P 0.0096

# ARTHALAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

		SEP.	TEMBER 30 2018	SEPTEMBER 30 2017
	Notes		(Unaudited)	(Unaudited
REVENUES	15	P	593,154,442	P 359,915,029
COST OF SALES AND SERVICES	16		(393,066,415)	(249,527,798)
GROSS INCOME			200,088,027	110,387,231
OPERATING EXPENSES	17	· · · · · · · · · · · · · · · · · · ·	236,771,558	249,522,191
LOSS FROM OPERATIONS			(36,683,531)	(139,134,960)
GAIN ON CHANGE IN FAIR VALUE OF				
INVESTMENT PROPERTIES			223,952,494	330,794,938
FINANCE COSTS	18		(61,190,988)	(71,329,733)
OTHER INCOME - net	19		28,143,107	69,433,658
INCOME BEFORE INCOME TAX			154,221,082	189,763,903
INCOME TAX EXPENSE			67,135,453	109,867,244
NET INCOME			87,085,629	79,896,659
COMPREHENSIVE INCOME			-	-
TOTAL COMPREHENSIVE INCOME		Р	87,085,629	P 79,896,659
NET INCOME (LOSS) ATTRIBUTABLE TO:				
Equity holders of the Parent Company			75,639,872	148,630,325
Non-controlling interest			11,445,757	(68,733,666)
			87,085,629	79,896,659
TOTAL COMPREHENSIVE INCOME (LOSS) ATTRIBUTABLE	TO:			
Equity holders of the Parent Company			75,639,872	148,630,325
Non-controlling interest			11,445,757	(68,733,666)
			87,085,629	79,896,659
EARNINGS (LOSS) PER SHARE - Basic and Diluted	23 (	P	0.0056)	P 0.0080

# ARTHALAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

		JULY 1 to	JULY 1 to
	SEPT	TEMBER 30 2018	SEPTEMBER 30 2017
		(Unaudited)	(Unaudited)
REVENUES	P	382,371,642	P 40,081,799
COST OF SALES AND SERVICES		(258,877,959)	(57,711,883)
GROSS INCOME		123,493,683	(17,630,084)
OPERATING EXPENSES		82,612,930	97,855,450
INCOME (LOSS) FROM OPERATIONS		40,880,753	(115,485,534)
GAIN ON CHANGE IN FAIR VALUE OF			
INVESTMENT PROPERTIES		58,978,767	330,794,938
FINANCE COSTS		(15,803,553)	(28,564,574)
OTHER INCOME - net		21,302,538	26,628,158
INCOME BEFORE INCOME TAX		105,358,505	213,372,988
INCOME TAX EXPENSE		25,379,400	84,220,564
NET INCOME		79,979,105	129,152,424
COMPREHENSIVE INCOME		-	-
TOTAL COMPREHENSIVE INCOME	Р	79,979,105	P 129,152,424
NET INCOME (LOSS) ATTRIBUTABLE TO:			
Equity holders of the Parent Company		41,089,043	143,190,763
Non-controlling interest		38,890,062	(14,038,339)
		79,979,105	129,152,424
TOTAL COMPDEHENSIVE INCOME (LOSS) ATTRIBUTES SET	٠.		
TOTAL COMPREHENSIVE INCOME (LOSS) ATTRIBUTABLE TO Equity holders of the Parent Company	J:	A1 090 0A2	142 100 702
Non-controlling interest		41,089,043 38,890,062	143,190,763 (14,038,339)
		79,979,105	129,152,424

# ARTHALAND CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

		SEPTEMBER 30 2018	SEPTEMBER 30 2017
	Note	(Unaudited)	(Unaudited)
CAPITAL STOCK			
Common - <del>P</del> 0.18 par value			
Issued and outstanding	14	P 957,257,136	D 057 257 126
issued and odestanding		F 337,237,130	P 957,257,136
Preferred - <del>P</del> 1.00 par value			
Issued and subscribed		32,500,000	32,500,000
		989,757,136	989,757,136
ADDITIONAL PAID-IN CAPITAL			
Balance at beginning and end of period		2,031,441,541	2,031,441,541
RETAINED EARNINGS			
Balance at beginning of period		2,085,398,501	2,098,281,063
Net income for the period		75,639,872	148,630,325
Dividends declared during the period	14	(169,504,142)	(169,504,143)
Balance at end of period		1,991,534,231	2,077,407,245
ACCUMULATED UNREALIZED ACTUARIAL GAINS			
Balance at beginning and end of period		7,448,391	3,022,025
PARENT COMPANY'S PREFFERED SHARES			
HELD BY A SUBSIDIARY - at cost		(12,500,000)	(12,500,000)
		(==,500,600)	(12,300,000)
EQUITY ATTRIBUTABLE TO EQUITY HOLDERS			
OF THE PARENT COMPANY		5,007,681,299	5,089,127,947
NON-CONTROLLING INTERESTS			
Balance at beginning of period		(37,926,744)	(414,731)
Subscription to a subsidiary		-	15,938,582
Net income (loss) for the period		11,445,757	(68,733,666)
Balance at end of period		(26,480,987)	(53,209,815)
TOTAL EQUITY		P 4,981,200,312	P 5,035,918,132

See accompanying Notes to Consolidated Financial Statements.

# ARTHALAND CORPORATION CONSOLIDATED STATEMENTS OF CASH FLOWS

		SEF	TEMBER 30 2018	SEPTEMBE	R 30 2017
	Notes		(Unaudited)	(۱	Jnaudited)
CASH FLOWS FROM OPERATING ACTIVITIES					
Income before income tax		Р	154,221,082	P 189	9,763,903
Adjustments for:		•	134,221,002	1 103	,,,03,303
Finance Costs	18		60,572,458	7(	0,074,282
Depreciation and amortization	17		10,516,910		6,794,311
Gain on change in FV of investment properties	Δ,		(223,952,494)		0,794,931 0,794,938)
Retirement expense	20		(223,332,434)		
Realized holding gains	19		(8,783,322)		7,008,758 2,033,140
Unrealized holding gains	19		(1,763,982)		8,022,148) 4,068,171)
Unrealized forex gains	13		•	'	4,968,171)
Interest income			(1,732,146)	11	(439,050)
Gain on sale of property and equipment			(5,852,837)	(:	9,644,010)
Operating loss before working capital changes			/16 774 221\	100	475,131
Decrease (increase) in:			(16,774,331)	(9:	9,751,932)
Trade and other receivables			(777,247,394)	20	700 272
Real estate for sale			(311,460,440)		9,700,272 \ 510 717\
Other assets			(122,851,484)		9,518,717) 2,160,673)
Accounts payable and other liabilities			415,613,187		7,580,035)
Net cash used in operations			(812,720,462)		9,311,085)
Interest paid			(14,977,099)		1,912,409)
Interest received			4,612,198		,,912,409) 9,644,010
Income tax paid			(53,657,968)		5,108,741)
Net cash used in operating activities			(876,743,331)		),688,225)
CASH FLOWER FROM INVESTING A CTIVITIES					
CASH FLOWS FROM INVESTING ACTIVITIES Proceeds from disposal of/ Acquisitions					
of Financial Assets at FVPL - net			/192 GEN G27\	C01	024 140
Acquisitions of property and equipment - net			(182,650,637)		.,924,148
Increase in Investment properties			(66,384,967)	•	,034,644)
Net cash used in investing activities			(503,900,010)		,909,681)
Net cash used in investing activities			(752,935,614)	(429	,020,177)
CASH FLOWS FROM FINANCING ACTIVITIES					
Net proceeds from:					
Loans payable			1,558,675,954	1,848	,852,461
Due to a related party			99,999,999	36	,876,853
Payment of loans payable			(137,000,000)	(213	,360,000)
Payment of dividends			(169,504,142)		,504,143)
Subcription of non-controlling interest			-		,938,582
Net cash generated from financing activities			1,352,171,811	1,518	,803,753
NET EFFECT OF EVOLUNIOF DATE CHANGES IN					
NET EFFECT OF EXCHANGE RATE CHANGES IN CASH AND CASH EQUIVALENTS			1 722 446		420.055
COST AND CASH EQUIVALENTS			1,732,146		439,050
NET DECREASE IN CASH & CASH EQUIVALENTS			(275,774,988)	(289	,465,599)
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD			721,795,236		,742,203
CASH AND CASH EQUIVALENTS AT END OF PERIOD		P	446,020,248		276,604

See accompanying Notes to Consolidated Financial Statements.

# ARTHALAND CORPORATION NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

#### 1. General Information

#### **Corporate Information**

Arthaland Corporation (the Parent Company or ALCO) was incorporated and registered with the Philippine Securities and Exchange Commission (SEC) on August 10, 1994. ALCO's common shares and Series B preferred shares are listed for trading in the Philippine Stock Exchange (PSE). The Parent Company is primarily engaged in real estate development and leasing.

The Parent Company is currently 40.3% owned by CPG Holdings, Inc. (CPG), a holding company owned by a leading food manufacturer incorporated in the Philippines, and 26.0% owned by AO Capital Holdings 1, Inc. (AOCH1), a holding company also incorporated in the Philippines.

In December 2016, the Parent Company made a follow-on offering of 20.0 million cumulative, nonvoting, nonparticipating and nonconvertible Peso-denominated perpetual Series B preferred shares at ₱1.00 par value a share at the issuance price of ₱100 a share (see Note 14).

The registered office and principal place of business of the Parent Company was transferred to 7/F ArthaLand Century Pacific Tower, 5th Avenue corner 30th Street, Bonifacio Global City, Taguig City, Philippines, upon SEC's approval of the amendment of its Articles of Incorporation in September 2018.

#### **Composition of the Group**

The consolidated financial statements include the Parent Company and the following subsidiaries (collectively referred herein as "the Group"):

		Effective % of Ownership		
Subsidiary	Place of Incorporation	2017	2016	
Cazneau, Inc. (Cazneau)	Philippines	100%	100%	
Manchesterland Properties, Inc. (MPI)	Philippines	100%	100%	
Emera Property Management, Inc. (EPMI)	Philippines	100%	100%	
Urban Property Holdings, Inc. (UPHI)	Philippines	100%	100%	
Zileya Land Development Corporation (ZLDC)	Philippines	100%	100%	
Savya Land Development Corporation (SLDC)	Philippines	100%	_	
Cebu Lavana Land Corp. (CLLC)	Philippines	60%	60%	

All of the subsidiaries were established to engage primarily in real estate development and presently hold parcels of land for future development, except for EPMI which is a property management company and MPI which is also engaged in leasing of properties.

In 2016, the stockholders and the Board of Directors (BOD) of CLLC approved the subscription of a new investor for 214,351 common shares at ₱100 par value a share and 118,982 preferred shares at ₱100 par value a share out of the unissued authorized capital stock of CLLC. The additional subscription resulted in the reduction of ALCO's ownership from 100% to 60%.

### **Major Projects**

The Parent Company's first major development project is the Arya Residences Towers 1 and 2 (Arya Residences) located in Bonifacio Global City (BGC), Taguig. Arya Residences is the first top-market condominium development in the Philippines awarded by the US Green Building Council's (USGBC) with Leadership in Energy and Environmental Design (LEED) Gold certification and a 4-star star rating from the Philippine Green Building Council's (PHILGBC) Building for Ecologically Responsive Design Excellence (BERDE) program. Arya Residences was completed on December 31, 2016.

In 2014, the Group started the construction of Arthaland Century Pacific Tower (ACPT), ALCO's flagship office project, which is set to be BGC's landmark of sustainability. This 30-storey AAA-grade office building located along the prime 5th Avenue is designed by SOM New York, the same group that penned the One World Trade Center and Burj Khalifa in Dubai, and is a building targeting dual certification. It has been pre-certified as LEED Gold and the Parent Company is targeting to secure a LEED Platinum certification for it. ACPT is registered with the Philippine Economic Zone Authority (PEZA) as an Ecozone Facilities Enterprise and is expected to be completed this year.

In 2016, CLLC commenced the development of Cebu Exchange Project (Cebu Exchange), a 38-storey LEED and BERDE certified office building that will be developed in Barangay Lahug, Cebu City. Besides being designed to be a world-class workplace, Cebu Exchange is envisioned to be a complete ecosystem, with four retail floors for the convenience of its occupants. With a gross floor area of 110,000 square meters, Cebu Exchange boasts of being the largest green building in the country. Preselling began in September 2017 while construction commenced in the second quarter of 2018.

In 2017, Cazneau has started planning for a sustainable, master planned and integrated community in an eight-hectare property in Biñan City, Laguna, adjacent to the De La Salle University Science and Technology campus. This project will be catering to start-ups, incubators, student, faculty population and starter families within the area. In 2018, Cazneau started the construction of a campus-type or dormitory-type residential community.

#### **Approval of the Interim Consolidated Financial Statements**

The interim consolidated financial statements of the Group as at and for the nine (9) months ended September 30, 2018 were approved and authorized for issue by the Board of Directors (BOD) on October 24, 2018.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

# **Basis of Preparation**

The interim 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*. They do not include all of the information and disclosures required in the annual audited consolidated financial statements and should be read in conjunction with the consolidated financial statements of the Group as at and for the year ended December 31, 2017.

# **Measurement Bases**

The interim consolidated financial statements are presented in Philippine Peso, the Group's functional and presentation currency. All values are stated in absolute amounts, unless otherwise indicated.

The interim consolidated financial statements of the Group have been prepared on a historical cost basis, except for fair value through profit or loss (FVPL) and investment properties which are carried at fair value. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The fair value measurement is based on the presumption that the transaction to sell the asset or transfer or the liability takes place either:

- in the principal market for the asset or liability; or
- in the absence of a principal market, in the most advantageous market for the asset or liability.

The principal or the most advantageous market must be accessible by the Group.

The fair value of an asset or a liability is measured using the assumptions that market participants would use when pricing the asset or liability, assuming that market participants act in their economic best interest.

A fair value measurement of a non-financial asset takes into account a market participant's ability to generate economic benefits by using the asset in its highest and best use or by selling it to another market participant that would use the asset in its highest and best use.

When measuring the fair value of an asset or a liability, the Group uses market observable data to the extent possible. If the fair value of an asset or a liability is not directly observable, it is estimated by the Group (working closely with external qualified valuers) using valuation techniques that maximize the use of relevant observable inputs and minimize the use of unobservable inputs (e.g. by use of the market comparable approach that reflects recent transaction prices for similar items, discounted cash flow analysis, or option pricing models refined to reflect the issuer's specific circumstances). Inputs used are consistent with the characteristics of the asset or liability that market participants would take into account.

Further information about assumptions made in measuring fair values is included in the following:

- Note 3 Significant Accounting Judgments, Estimates and Assumptions
- Note 5 Financial Assets at FVPL
- Note 8 Investment Properties

Fair values are categorized into different levels in a fair value hierarchy based on the degree to which the inputs to the measurement are observable and the significance of the inputs to the fair value measurement in its entirety:

- Level 1 fair value measurements are those derived from quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 fair value measurements are those derived from inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3 fair value measurements are those derived from valuation techniques that include inputs for the asset or liability that are not based on observable market data (unobservable inputs).

Transfers between levels of the fair value hierarchy are recognized by the Group at the end of the reporting period during which the change occurred.

#### Change in Accounting Policy and Adoption of New and Amended PFRS

The accounting policies adopted are consistent with those of the previous financial year, except for the adoption of the following new and amended PFRS:

### Adopted effective January 1, 2017 -

- Amendments to PAS 7, Statement of Cash Flows Disclosure Initiative The amendments
  require entities to provide information that enable the users of financial statements to
  evaluate changes in liabilities arising from their financing activities.
- Amendment to PFRS 12, Disclosures of Interests in Other Entities Clarification of the Scope
  of the Standard The amendments are part of the Annual Improvements to PFRS 2014-2016
  Cycle and clarify that the disclosure requirements in PFRS 12 apply to interests in entities
  within the scope of PFRS 5, Non-current Assets Held for Sale and Discontinued Operations,
  except for summarized financial information for those interests (i.e. paragraphs B10-B16 of
  PFRS 12).

### Adopted effective January 1, 2018 -

PFRS 9, Financial Instruments – This standard will replace PAS 39, Financial Instruments:
 Recognition and Measurement, (and all the previous versions of PFRS 9). It contains
 requirements for the classification and measurement of financial liabilities, impairment, hedge accounting and derecognition.

PFRS 9 requires all recognized financial assets to be subsequently measured at amortized cost or fair value (through profit or loss or through other comprehensive income), depending on their classification by reference to the business model within which they are held and their contractual cash flow characteristics.

For financial liabilities, the most significant effect of PFRS 9 relates to cases where the fair value option is taken: the amount of change in fair value of a financial liability designated as at FVPL that is attributable to changes in the credit risk of that liability is recognized in other comprehensive income (rather than in profit or loss), unless this creates an accounting mismatch.

For the impairment of financial assets, PFRS 9 introduces an "expected credit loss" model based on the concept of providing for expected losses at inception of a contract; it will no longer be necessary for there to be objective evidence of impairment before a credit loss is recognized.

For hedge accounting, PFRS 9 introduces a substantial overhaul allowing financial statements to better reflect how risk management activities are undertaken when hedging financial and non-financial risk exposures.

The derecognition provisions are carried over almost unchanged from PAS 39.

- PFRS 15, Revenue from Contracts with Customers The new standard replaces PAS 11, Construction Contracts, PAS 18, Revenue, and related interpretations. It establishes a single comprehensive framework for revenue recognition to apply consistently across transactions, industries and capital markets, with a core principle (based on a five-step model to be applied to all contracts with customers), enhanced disclosures and new or improved guidance (e.g. the point at which revenue is recognized, accounting for variable considerations, costs of fulfilling and obtaining a contract, etc.).
- Amendment to PFRS 15, Revenue from Contracts with Customers Clarification to PFRS 15 —
  The amendments provide clarifications on the following topics: (a) identifying performance
  obligations; (b) principal versus agent considerations; and (c) licensing. The amendments also

provide some transition relief for modified contracts and completed contracts.

- PIC Q&A No. 2016-04, Application of PFRS 15 "Revenue from Contracts with Customers" on Sale of Residential Properties under Pre-completion Contracts The interpretation provide implementation guidance, in relation to the mandatory adoption of the new revenue accounting standard in 2018, specifically on accounting for revenue from the sale of a residential property unit under pre-completion stage by a real estate developer that enters into a Contract to Sell with a buyer whether the sale meet the criteria for revenue recognition over time.
- Amendments to PAS 40, Investment Property Transfers of Investment Property The amendments clarify that transfers to, or from, investment property (including assets under construction and development) should be made when, and only when, there is evidence that a change in use of a property has occurred.
- Philippine Interpretation IFRIC 22, Foreign Currency Transactions and Advance Consideration – The interpretation provides guidance clarifying that the exchange rate to use in transactions that involve advance consideration paid or received in a foreign currency is the one at the date of initial recognition of the non-monetary prepayment asset or deferred income liability.

The adoption of the foregoing amended PFRS did not have any material effect on the consolidated financial statements except for the adoption of PFRS 15. Additional disclosures have been included in the notes to consolidated financial statements, as applicable.

Effective on or after January 1, 2019 -

PFRS 16, Leases – Significant change introduced by the new standard is that almost all leases
will be brought onto lessees' balance sheets under a single model (except leases of less than
12 months and leases of low-value assets), eliminating the distinction between operating and
finance leases. Lessor accounting, however, remains largely unchanged and the distinction
between operating and finance lease is retained.

The Group anticipates that the application of PFRS 16 might have a significant effect on amounts reported in respect of the Group's financial assets and financial liabilities. However, it is not practicable to provide a reasonable estimate of that effect until a detailed review has been completed.

Interpretation with Deferred Effectivity Date -

 PIC Q&A No. 2018-12, Application of PFRS 15 "Revenue from Contracts with Customers" on Sale of Residential Properties under Pre-completion Contracts — The interpretation provides guidance on some implementation issues affecting the real estate industry, deferring the application of the provisions, effective until January 1, 2021, with respect to the accounting of significant financing component, uninstalled materials and the exclusion of land in the calculation of percentage of completion (POC).

The Group anticipates that the application of the foregoing deferred PFRS might have a significant effect on amounts reported in respect of the Group's financial assets and financial liabilities. However, it is not practicable to provide a reasonable estimate of that effect until a detailed review has been completed.

#### **Basis of Consolidation**

Subsidiaries. Subsidiaries are entities controlled by the Parent Company. Control is achieved when the Parent Company is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Parent Company controls an investee if and only if the Parent Company has:

- power over investee;
- exposure, or rights, to variable returns from its involvement with the investee; and
- the ability to use its power over the investee affect its returns.

Subsidiaries are consolidated from the date of acquisition or incorporation, being the date on which the Parent Company obtains control, and continue to be consolidated until the date such control ceases.

The financial statements of the subsidiaries are prepared using the same reporting period of the Parent Company. Consolidated financial statements are prepared using uniform accounting policies for like transactions and other events in similar circumstances. Intercompany balances and transactions, including intercompany profits and unrealized profits and losses, are eliminated in full.

A change in ownership interest of a subsidiary, without a change of control, is accounted for as an equity transaction. Upon the loss of control, the Group derecognizes the assets and liabilities of the subsidiary, any non-controlling interests and the other components of equity related to the subsidiary. Any surplus or deficit arising from the loss of control is recognized in profit or loss. If the Group retains interest in the previous subsidiary, then such interest is measured at fair value at the date control is lost. Subsequently, it is accounted for as an equity-accounted investee or as an AFS investment depending on the level of influence retained.

Non-controlling interest represents the portion of net assets and profit or loss not held by the Parent Company and is presented separately in the Group's consolidated statements of comprehensive income and within equity in the Group's consolidated statements of financial position, separate from equity attributable to equity holders of the Parent Company.

#### Financial Assets and Liabilities

Date of Recognition. Financial assets and liabilities are recognized in the consolidated statements of financial position when it becomes a party to the contractual provisions of a financial instrument.

*Initial Recognition.* Financial assets and financial liabilities are recognized initially at fair value. Directly attributable transaction costs are included in the initial measurement of financial instruments, except for financial instruments classified at FVPL.

"Day 1" Difference. Where the transaction in a non-active market is different from the fair value of other observable current market transactions in the same instrument or based on a valuation technique whose variables include only data from observable market, the Group recognizes the difference between the transaction price and fair value (a "Day 1" difference) in profit or loss. In cases where there are no observable data on inception, the Group deems the transaction price as the best estimate of fair value and recognizes "Day 1" difference in profit or loss when the inputs become observable or when the instrument is derecognized. For each transaction, the Group determines the appropriate method of recognizing the "Day 1" difference.

Classification of Financial Instruments. The Group classifies its financial assets into the following categories: financial assets at FVPL, held-to-maturity (HTM) investments, available-for-sale (AFS)

financial assets, and loans and receivables. The Group classifies its financial liabilities into financial liabilities at FVPL and other financial liabilities at amortized cost.

The Company determines the classification of its financial assets on initial recognition and, where allowed and appropriate, re-evaluates this designation at each reporting date.

The Company does not have AFS financial assets, HTM investments and financial liabilities at FVPL.

Financial Assets at FVPL. Financial assets at FVPL include financial assets held for trading acquired for the purpose of selling in the near term and financial assets designated upon initial recognition as at FVPL. Financial assets at FVPL are carried in the consolidated statements of financial position at fair value. Realized and unrealized gains and losses on these assets are recognized under "Other income - net" account in profit or loss.

The Group classified its investment in money market fund under this category.

Loans and Receivables. Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, loans and receivables are carried at amortized cost using the effective interest method less any allowance for impairment. The calculation takes into account any premium or discount on acquisition and includes transaction costs and fees that are an integral part of the effective interest rate. Gains and losses are recognized in profit or loss when the loans and receivables are derecognized or impaired, as well as through the amortization process.

The Group's cash and cash equivalents, trade and other receivables (excluding advances for project development and advances to employees), investment in time deposits, deposits and amounts held in escrow are classified under this category.

Cash includes cash on hand and in banks which are stated at face value. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash and are subject to an insignificant risk of changes in value.

Other Financial Liabilities at Amortized Cost. Other financial liabilities at amortized cost pertain to issued financial instruments or their components that are not classified or designated at FVPL and contain obligations to deliver cash or another financial asset to the holder to settle the obligation other than by the exchange of fixed amount of cash or another financial asset for a fixed number of own equity.

The Group's loans payable, accounts payable and other liabilities (excluding payable to buyers and statutory liabilities) and due to a related party are classified as other financial liabilities at amortized cost.

#### **Derecognition of Financial Instruments**

Financial Assets. A financial asset (or when applicable, a part of a financial asset or part of a group of similar financial assets) is derecognized when:

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

Where the Group has transferred its right to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset but has transferred control of the asset, the asset is recognized to the extent of the Group's continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to pay.

Financial Liabilities. A financial liability is derecognized when the obligation under the liability is discharged, cancelled or has expired. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in profit or loss.

#### **Impairment of Financial Assets**

The Group assesses at each reporting date whether there is objective evidence that a financial or group of financial assets is impaired. Objective evidence includes observable data that comes to the attention of the Group about loss events such as but not limited to significant financial difficulty of the counterparty, a breach of contract, such as a default or delinquency in interest or principal payments and probability that borrower will enter bankruptcy or other financial reorganization. If there is objective evidence that an impairment loss on financial assets carried at amortized cost (e.g., receivables) has been incurred, the amount of the loss is measured as the difference between the assets' carrying amount and the present value of estimated future cash flows discounted at the asset's original effective interest rate. Time value is generally not considered when the effect of discounting is not material. The carrying amount of the asset shall be reduced either directly or through use of an allowance account. The amount of the loss shall be recognized in profit or loss.

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant.

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

If, in a subsequent period, the amount of the estimated impairment loss decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is reduced by adjusting the allowance account. Any subsequent reversal of an impairment loss is recognized in profit or loss, to the extent that the carrying amount of the asset does not exceed its amortized cost at the reversal date.

#### **Offsetting of Financial Instruments**

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statements of financial position if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liabilities simultaneously.

# Classification of Financial Instruments Between Debt and Equity

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

deliver cash or another financial asset to another entity; or

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

If the Group does not have an unconditional right to avoid delivering cash or another financial asset to settle its contractual obligation, the obligation meets the definition of a financial liability. The components of issued financial instruments that contain both liability and equity elements are accounted for separately, with the equity component being assigned the residual amount, after deducting from the instrument as a whole

#### **Debt Issue Costs**

Debt issue costs are considered as an adjustment to the effective yield of the related debt and are deferred and amortized using the effective interest rate method. When a loan is paid, the related unamortized debt issue costs at the date of repayment are recognized in profit or loss.

#### **Real Estate for Sale**

Property acquired or being constructed for sale in the ordinary course of business, rather than to be held for rental or capital appreciation, is held as inventory and is measured at the lower of cost and net realizable value (NRV).

Cost includes acquisition cost plus any other directly attributable costs of developing the asset to its saleable condition and cost of improving the properties up to the reporting date. Non-refundable commissions paid to sales or marketing agents on the sale of real estate units are expensed when incurred.

NRV is the estimated selling price in the ordinary course of the business, based on market prices at the reporting date and discounted for the time value of money if material, less estimated costs to complete and the estimated costs to sell. NRV in respect of land under development is assessed with reference to market prices at the reporting date for similar completed property, less estimated costs to complete the construction and less an estimate of the time value of money to the date of completion.

#### **Borrowing Costs**

Borrowing costs directly attributable to the acquisition or construction of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective assets. All other borrowing costs are expensed in the period they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

The interest capitalized is calculated using the Group's weighted average cost of borrowings after adjusting for borrowings associated with specific developments. When borrowings are associated with specific developments, the amounts capitalized is the gross interest incurred on those borrowings less any investment income arising on their temporary investment. Interest is capitalized from the commencement of the development work until the date of practical completion. The capitalization of finance costs is suspended if there are prolonged periods when development activity is interrupted. Interest is also capitalized on the purchase cost of a site of property acquired specifically for redevelopment, but only where activities necessary to prepare the asset for redevelopment are in progress.

#### **Investment Properties**

Investment properties are properties held either to earn rental income or for capital appreciation or both, but not for sale in the ordinary course of business or for administrative purposes.

Investment properties were previously measured at cost, including transaction costs. Cost comprises the purchase price and any directly attributable costs in developing and improving the properties.

Starting 2016, the Group adopted the fair value model for accounting for its investment properties. Under this method, investment properties are initially measured at cost but are subsequently remeasured at fair value at each reporting date, which reflects market conditions at the reporting date. The fair value of investment properties is determined using market data approach and income approach by independent real estate appraiser. Gains or losses arising from changes in the fair values of investment properties are included in profit or loss in the period in which they arise, including the corresponding tax effect. For the purposes of these consolidated financial statements, in order to avoid double counting, the fair value reported in the financial statements is reduced by the carrying amount of any accrued income resulting from the spreading of lease incentives and minimum lease payments.

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

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

#### **Property and Equipment**

Property and equipment are carried at cost less accumulated depreciation and amortization and impairment losses.

The initial cost of property and equipment consists of the purchase price, including import duties, borrowing costs (during the construction period) and other costs directly attributable to bring the asset to its working condition and location for its intended use. Cost also includes the cost of replacing parts of such property and equipment when the recognition criteria are met and the present value of the estimated cost of dismantling and removing the asset and restoring the site where the asset is located.

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

Depreciation and amortization is calculated on a straight-line basis over the following estimated useful lives of the property and equipment:

	Number of Years
Office equipment	3 to 5
Furniture and fixtures	3
Building and improvements	3 to 5
Leasehold improvements	3 to 5 or lease term, whichever is shorter
Transportation equipment	3 to 5

The estimated useful lives and depreciation and amortization method are reviewed periodically to ensure that the periods and method of depreciation and amortization are consistent with the expected pattern of economic benefits from items of property and equipment.

Fully-depreciated assets are retained in the account until they are no longer in use and no further change for depreciation is made in respect to those assets.

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

#### **Impairment of Nonfinancial Assets**

The carrying amounts of the Group's nonfinancial assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists then the asset's net recoverable amount is estimated.

Any impairment loss is recognized if the carrying amount of an asset or its cash-generating unit exceeds its net recoverable amount. A cash-generating unit is the smallest identifiable asset group that generates cash flows that are largely independent from other assets of the Group. Impairment losses are recognized in profit or loss in the period incurred.

The net recoverable amount of an asset is the greater of its value in use or its fair value less costs to sell. Value in use is the present value of future cash flows expected to be derived from an asset while fair value less cost to sell is the amount obtainable from the sale of an asset in an arm's length transaction between knowledgeable and willing parties less costs of disposal. In assessing value in use, the estimated future cash flows are discounted to their present values using a pretax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset.

Impairment losses recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss has been recognized.

#### **Other Assets**

Other assets include value added tax (VAT), prepayments, deposits, investment in time deposit, amounts held in escrow and materials and supplies.

*VAT.* Revenues, expenses and assets are recognized net of the amount of VAT except where VAT incurred on a purchase of assets or services is not recoverable from the taxation authority.

The net amount of VAT recoverable from, or payable to, the tax authority is included as part of "Other assets" or "Accounts payable and other liabilities" accounts, respectively, in the consolidated statements of financial position.

Deferred Input VAT. In accordance with the Revenue Regulation (RR) No. 16-2005, input VAT on purchases or imports of the Group of capital goods (depreciable assets for income tax purposes) with an aggregate acquisition cost (exclusive of VAT) in each of the calendar month exceeding ₱1.0 million are claimed as credit against output VAT over 60 months or the estimated useful lives of capital goods, whichever is shorter. Deferred input VAT represents the unamortized amount of input VAT on capital goods. Deferred input that are expected to be claimed against output VAT

for no more than 12 months after the financial reporting period are classified as other current assets. Otherwise these are classified as other noncurrent assets.

Where the aggregate acquisition cost (exclusive of VAT) of the existing or finished depreciable capital goods purchased or imported during any calendar month does not exceed \$1.0 million, the total input VAT will be allowable as credit against output VAT in the month of acquisition.

*Prepayments.* Prepayments are expenses paid in advance and recorded as assets before these are utilized. Prepayments are apportioned over the period covered by the payment and charged to profit or loss when incurred.

*Materials and Supplies.* The Group recorded as assets several construction materials and supplies from the completed construction of its projects.

#### **Creditable Withholding Taxes**

Creditable withholding taxes (CWT) represent the amount withheld by the Group's customers in relation to its income. CWT can be utilized as payment for income taxes provided that these are properly supported by certificates of creditable tax withheld at source subject to the rules on Philippine income taxation.

#### **Payable to Buyers**

Payable to buyers consist of amounts received by the Group from its customers as reservation fee for real estate sales. These are recorded at face amount in the consolidated statements of financial position and recognized as revenue in profit or loss when the revenue recognition criteria are met.

### **Capital Stock**

Common Stock. Common stock is measured at par value for all shares issued.

*Preferred Stock.* The Group's preferred stocks are cumulative, nonvoting, nonparticipating and nonconvertible. Preferred stock is classified as equity if this is nonredeemable, or redeemable only at the Group's option, and any dividends thereon are discretionary. Dividends thereon are recognized as distributions within equity upon approval by the BOD of the Group.

Preferred stock is classified as a liability if this is redeemable on a specific date or at the option of the shareholders, or if dividend payments are not discretionary. Dividends thereon are recognized as interest expense in profit or loss as accrued.

# **Additional Paid-in Capital**

Additional paid-in capital is the proceeds and/or fair value of considerations received in excess of par value of the subscribed capital stock. Incremental costs incurred directly attributable to the issuance of new shares are recognized as deduction from equity, net of any tax. Otherwise, these are recognized as expense in profit or loss.

#### **Subscription Receivable**

Subscription receivable is the amount to be collected before the subscribed shares are issued and is presented as a deduction from equity.

#### **Retained Earnings**

Retained earnings represent the cumulative balance of net income or loss, net of any dividend declaration and prior period adjustments.

### Parent Company's Shares Held by Subsidiary

Shares of the Parent Company held by subsidiary are carried at cost and are deducted from equity. No gain or loss is recognized on the purchase, sale, issue or cancellation of the Parent Company's own equity instruments. When the shares are retired, the capital stock account is reduced by its par value and the excess of cost over par value upon retirement is debited to additional paid-in capital to the extent of the specific or average additional paid-in capital when the shares were issued and to retained earnings for the remaining balance.

### **Basic and Diluted Earnings Per Share (EPS)**

Basic EPS is computed by dividing the net income for the period attributable to equity holders of the Parent Company by the weighted average number of issued and outstanding and subscribed common shares during the period, with retroactive adjustment for any stock dividends declared.

Diluted EPS is computed in the same manner, adjusted for the effects of any potentially dilutive convertible securities.

#### **Revenue Recognition**

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. The Group assesses its revenue arrangements against specific criteria in order to determine if it is acting as principal or agent. The group has concluded that it is acting as principal in all of its revenue arrangements. In addition, the following specific recognition criteria must also be met before revenue is recognized:

Revenue from Real Estate Sales. The Group assesses whether it is probable that the economic benefits will flow to the Group when the sales prices are collectible. Collectibility of the contract price is demonstrated by the buyer's commitment to pay, which is supported by the buyer's initial and continuous investments that motivates the buyer to honor its obligation. Collectibility is also assessed by considering factors such as collections, credit standing of the buyer and location of the property.

Revenue from sales of completed real estate projects is accounted for using the full accrual method. In accordance with Philippine Interpretations Committee Q&A No. 2006-01, the percentage-of-completion (POC) method is used to recognize income from sales of projects where the Group has material obligations under the sales contract to complete the project after the property is sold, the equitable interest has been transferred to the buyer, construction is beyond preliminary stage (i.e., engineering, design work, construction contracts execution, site clearance and preparation, excavation and the building foundation are finished), and the costs incurred or to be incurred can be measured reliably. Under this method, contract revenue is matched with the contract costs incurred in reaching the stage of completion, resulting in the reporting of revenue, expenses and profit which can be attributed to the proportion of work completed.

If any of the criteria under the full accrual or POC method is not met, the deposit method is applied until all the conditions for recording a sale are met. Any excess collections over the recognized receivables are included in the "Payable to Buyers" account under "Accounts payable and other liabilities" of the consolidated statements of financial position.

For income tax purposes, full recognition is applied when more than 25% of the selling price has been collected in the year of sale. Otherwise, the installment method is applied.

Rental Income. Rental income arising from operating leases on investment properties is recognized on a straight-line basis over the lease terms, except for contingent rental income which is recognized in the period that it arises. Tenant lease incentives are recognized as a reduction of rental income on a straight-line basis over the term of the lease. The lease term is the non-cancellable period of the lease together with any further term for which the tenant has the option

to continue the lease, where, at the inception of the lease, management is reasonably certain that the tenant will exercise that option.

*Interest Income*. Revenue is recognized as the interest accrues taking into account the effective yield on the asset.

Project management fees. Revenue is recognized in profit or loss when the related services are rendered.

Other income. Income from other sources is recognized when earned during the period.

#### **Cost and Expenses Recognition**

Cost and expenses are decreases in economic benefits during the accounting period in the form of outflows or depletions of assets or incurrence of liabilities that result in decreases in equity, other than those relating to distributions to equity participants.

Cost of real estate sales. Cost of real estate sales is recognized consistent with the revenue recognition method applied. Cost of condominium units sold before the completion of the development is determined on the basis of the acquisition cost of the land plus its full development costs, which include estimated costs for future development works.

For income tax purposes, full recognition is applied when more than 25% of the selling price has been collected in the year of sale. Otherwise, the installment method is applied.

Cost of services. Cost of services is recognized as expense when services are rendered.

Operating Expenses. Operating expenses constitute cost of administering the business and cost of selling and marketing condominium units for sale. It includes commissions, marketing and selling expenses and other operating expenses, among others. Operating expenses are recognized as incurred.

Finance Costs. Finance costs are recognized in profit or loss using the effective interest method.

#### <u>Leases</u>

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

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

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

Group as Lessee. Leases where all the risks and rewards and benefits of ownership of the assets are not substantially transferred to the Group are classified as operating leases. Operating lease payments are recognized as an expense in the profit or loss on a straight-line basis over the lease term.

Group as Lessor. Leases where the Group retains substantially all the risks and benefits of ownership of the assets are classified as operating leases. Initial direct costs incurred in negotiating operating leases are added to the carrying amount of the leased asset and recognized over the lease term on the same basis as the rental income. Contingent rents are recognized as income in the period they are earned.

#### **Employee Benefits**

Short-term Benefits. The Group recognizes a liability net of amounts already paid and an expense for services rendered by employees during the accounting period. A liability is also recognized for the amount expected to be paid under short-term cash bonus or profit sharing plans if the Group has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee, and the obligation can be estimated reliably.

Short-term employee benefit liabilities are measured on an undiscounted basis and are expensed as the related service is provided.

Retirement Benefits. The Group has an unfunded, non-contributory defined benefit plan covering all qualified employees. The retirement benefits cost is determined using the projected unit credit method which reflects services rendered by employees to the date of valuation and incorporates assumptions concerning employees' projected salaries.

The Group recognizes service costs, comprising of current service costs, past service costs, gains and losses on curtailments and nonroutine settlements, and net interest expense or income in profit or loss. Net interest is calculated by applying the discount rate to the net retirement liability or asset.

Past service costs are recognized in profit or loss on the earlier of the date of the plan amendment or curtailment, and the date that the Group recognizes restructuring-related costs.

Remeasurements comprising actuarial gains and losses, return on plan assets and any change in the effect of the asset ceiling (excluding net interest on retirement liability or asset) are recognized immediately in other comprehensive income (OCI) in the period in which they arise. Remeasurements are not reclassified to profit or loss in subsequent periods.

The retirement liability is the aggregate of the present value of the retirement liability on which the obligations are to be settled directly. The present value of the retirement liability is determined by discounting the estimated future cash outflows using interest rate on government bonds that have terms to maturity approximating the terms of the related retirement liability.

Actuarial valuations are made with sufficient regularity so that the amounts recognized in the consolidated financial statements do not differ materially from the amounts that would be determined at the reporting date.

# **Foreign Currency - Denominated Transactions**

Transactions in foreign currencies are translated to the functional currency at exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated to the functional currency at the exchange rate at reporting date. Resulting exchange differences arising on the settlement of or on translating such monetary assets and liabilities are recognized in profit or loss.

### **Income Taxes**

Current Tax. Current tax assets and liabilities are measured at the amount expected to be recovered from or paid to the tax authority. The tax rates and tax laws used to compute the

amount are those that have been enacted or substantively enacted at the reporting date.

Deferred Tax. Deferred tax is provided on all temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred tax liabilities are recognized for all taxable temporary differences. Deferred tax assets are recognized for all deductible temporary differences, carryforward of unused tax credits from excess minimum corporate income tax (MCIT) over the regular corporate income tax (RCIT) and unused net operating loss carryover (NOLCO), to the extent that it is probable that taxable income will be available against which the deductible temporary differences and carryforwards of unused MCIT and NOLCO can be utilized.

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

Deferred tax assets and liabilities are measured at the tax rates that are applicable to the year when the asset is realized or the liability is settled, based on tax rates and tax laws that have been enacted or substantively enacted at the reporting date.

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

#### **Related Party Transactions**

Related party transactions are transfer of resources, services or obligations between the Company and its related parties, regardless whether a price is charged.

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions. These includes: (a) individuals owning, directly or indirectly through one or more intermediaries, control or are controlled by, or under common control with the Group; (b) associates; and (c) individuals owning, directly or indirectly, an interest in the voting power of the investee that gives them significant influence over the investee and close members of the family of any such individual.

In considering each possible related party relationship, attention is directed to the substance of the relationship and not merely on the legal form.

#### **Provisions and Contingencies**

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

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

#### **Events After the Reporting Period**

Any post-year-end event that provides additional information about the Group's financial position at the end of the reporting period (adjusting event) is reflected in the consolidated financial statements. Post-year-end events that are not adjusting events are disclosed in the consolidated notes to financial statements when material.

# 3. SIGNIFICANT ACCOUNTING JUDGMENTS, ESTIMATES AND ASSUMPTIONS

The preparation of consolidated financial statements in accordance with PFRS requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

#### **Judgments**

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

Determining Functional Currency. Based on management's assessment, the functional currency of the Group has been determined to be the Philippine Peso. The Philippine Peso is the currency of the primary economic environment in which the Group operates. It is the currency that mainly influences the operations of the Group.

Classifying Financial Instruments. The Group exercises judgment in classifying a financial instrument, or its component parts, on initial recognition as either a financial asset, a financial liability or an equity instrument in accordance with the substance of the contractual arrangement and the definitions of a financial asset, a financial liability or an equity instrument. The substance of a financial instrument, rather than its legal form, governs its classification in the consolidated statements of financial position.

Recognizing Revenue and Cost from Real Estate Sales. Selecting an appropriate revenue recognition method for a particular real estate sale transaction requires certain judgments based on the buyer's commitment on the sale which may be ascertained through the significance of the buyer's initial investment and completion of development. The buyer's commitment is evaluated based on collections, credit standing and location of the property. The Company's revenue and cost from real estate sales were recognized based on percentage of completion, which is determined based on the costs incurred up until the end of the reporting period as a proportion of total costs expected to be incurred. Change in estimates may affect the reported amounts of revenue and cost of real estate sales and receivable.

Classifying between Real Estate for Sale and Investment Properties. The Group determines whether a property qualifies as a real estate for sale or an investment property. In making its judgment, the Group considers whether the property is held for sale in the ordinary course of business, or held primarily to earn rentals or capital appreciation or both and is not substantially for use by, or in the operations of the Group.

Determining Highest and Best Use of Investment Properties. The Group determines the highest and best use of its investment properties when measuring fair value. In making its judgment, the Group takes into account the use of the investment properties that is physically possible, legally permissible and financially feasible. The Group has determined that the highest and best use of the investment properties is their current use.

Determining Lease Commitments - Group as Lessor. The Group entered into various lease contracts for its retail units in Arya Residences. The term of the lease ranges from two to five years. The lease agreements also provide for various escalation rates for the duration of the agreements.

Determining Lease Commitments - Group as Lessee. The Group entered into a property lease as a lessee for its office premises and sales pavilion. The Group has determined that the risks and benefits of ownership related to the leased properties are retained by the lessor. Accordingly, the leases are accounted for as operating leases.

Determining Control or Joint Control over an Investee Company. Control is presumed to exist when an investor is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. On the other hand, joint control is the contractually agreed sharing of control of an arrangement, which exists only when decisions about the relevant activities require the unanimous consent of the parties sharing control. Management has determined that by virtue of its majority ownership of voting rights in its subsidiaries as at December 31, 2016 and 2015, the Parent Company has the ability to exercise control over these investees.

#### **Estimates and Assumptions**

The following are the key assumptions concerning the future, and other key sources of estimation uncertainty at the end of reporting period that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year:

Estimating Allowance for Impairment of Trade and Other Receivables. Adequate amount of allowance is made for specific and groups of accounts, where objective evidence of impairment exists. The Group evaluates these accounts based on available facts and circumstances, including, but not limited to, the length of the Group's relationship with the customers, the customers' current credit status based on third party credit reports and known market forces, average age of accounts, collection experience and historical loss experience.

Determining Net Realizable Value of Real Estate for Sale. The Group adjusts the cost of its real estate assets to NRV based on its assessment of the recoverability of the real estate for sale. NRV for completed real estate for sale is assessed with reference to market conditions and prices existing at the reporting date and is determined by the Group in the light of recent market transactions. NRV in respect of real estate assets under construction is assessed with reference to market prices at the reporting date for similar completed property, less estimated costs to complete the construction and less estimated costs to sell. The amount and timing of recorded expenses for any period would differ if different judgments were made or different estimates were utilized.

Estimating Fair Value of Investment Properties. The Management determines the policies and procedures for the fair value measurement of investment properties. External real estate appraisers are engaged by management for valuation of investment properties. The involvement of external real estate appraisers is decided upon by the Management. Selection criteria include market knowledge, reputation, independence and whether professional standards are maintained. The Management reviews the external real estate appraisers' valuation techniques and inputs used for each investment property.

For the purpose of fair value disclosures, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the investment properties and the level of the fair value hierarchy. The valuation techniques and inputs used in the fair value measurement of investment properties are disclosed in Note 8 to the consolidated financial statements.

Estimating Useful Lives of Property and Equipment. The Group reviews annually the estimated useful lives of property and equipment based on expected asset's utilization, market demands and future technological development consistent with the Group's pursuit of constant modernization of the equipment fleet to ensure the availability, reliability and cost efficiency of the equipment. It is possible that the factors mentioned may change in the future, which could cause a change in estimated useful lives. A reduction in estimated useful lives could cause a significant increase in depreciation and amortization of property and equipment.

Assessing Impairment of Nonfinancial Assets. The Group assesses impairment on nonfinancial assets whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. In assessing whether there is any indication that an asset may be impaired, the Group considers the external and internal sources of information. External sources of information include but are not limited to unexpected significant decline in market value and any other significant changes with an adverse effect on the Group, whether it had taken place during period or will take place in the near future in the market, economic or legal environment in which the entity operates or in the market to which the asset is dedicated. Internal sources of information include evidence of obsolescence or physical damage on an asset, significant changes with an adverse effect on the Group whether it had taken place during the period, or are expected to take place in the near future, to the extent to which, or in a manner in which, an asset is used or is expected to be used, and any other evidence that indicates that the economic performance of an asset is, or will be, worse than expected.

Whenever the carrying amount of an asset exceeds its recoverable amount, an impairment loss is recognized. The recoverable amount is the higher of an asset's fair value less cost to sell and value in use. The fair value less cost to sell is the amount obtainable from the sale of an asset in an arm's length transaction while value in use is the present value of estimated future cash flows expected to arise from the continuing use of an asset and from its disposal at the end of its useful life. Recoverable amounts are estimated for individual assets or, if it is not possible, for the cash-generating unit to which the asset belongs.

Recoverable amount represents the value in use, determined as the present value of estimated future cash flows expected to be generated from the continued use of the assets. The estimated cash flows are projected using growth rates based on historical experience and business plans and are discounted using pretax discount rates that reflect the current assessment of the time value of money and the risks specific to the asset.

No impairment loss on nonfinancial assets was recognized in 2018 and 2017.

Estimating Retirement Expense. The determination of the Group's obligation and cost for pension and other retirement benefits is dependent on selection of certain assumptions used by actuaries in calculating such amounts. Those assumptions are described in Note 20 to the consolidated financial statements and include among others, discount rate and salary increase rate. While the Group believes that the assumptions are reasonable and appropriate, significant differences in actual experience or significant changes in assumptions materially affect retirement liability.

Assessing Realizability of Deferred Tax Assets. The Group's assessment on the recognition of deferred tax assets on deductible temporary differences is based on the projected taxable income in the following periods. Based on the projection, not all future deductible temporary differences will be realized, therefore, only a portion of deferred tax assets was recognized.

# 4. CASH AND CASH EQUIVALENTS

This account consists of:

	September 2018	December 2017	September 2017
Cash on hand	65,000	35,000	35,000
Cash in bank	102,922,135	70,690,170	140,191,959
Short-term placements	343,033,113	651,070,066	561,049,645
	446,020,248	721,795,236	701,276,604

Cash in banks earn interest at the prevailing bank deposit rates and are immediately available for use in the current operations. Short-term placements are made for varying periods up to three (3) months or less and earn interest at the prevailing short-term deposit rates.

# 5. FINANCIAL ASSETS AT FVPL

Financial assets at FVPL amounting to \$\pm\$581.1 million and \$\pm\$387.9 million as at September 30, 2018 and December 31, 2017, respectively, represent units of participation in a money market fund held by the Group for short-term use and working capital purposes.

Financial assets at FVPL include unrealized gains amounting to \$\text{\text{\$\text{\$\text{\$P\$}}}\$1.76 million and \$\text{\$\text{\$\text{\$\text{\$\text{\$4\$}}}\$0, 2018 and 2017, respectively, and included as part of "Other income" account in the interim consolidated statements of comprehensive income (see Note 19). Realized gain on sale of financial assets at FVPL amounted to \$\text{\$\text{\$\text{\$\text{\$\$\text{\$\$\text{\$\$}}\$}}\$8.78 million and \$\text{\$\text{\$\$\text{\$\$\text{\$\$\text{\$\$}}\$}\$8.02 million for the nine months ended September 30, 2018 and 2017, respectively (see Note 19).

The fair value of financial assets at FVPL is measured using Level 1 of the fair value hierarchy with significant directly observable inputs.

# 6. TRADE AND OTHER RECEIVABLES

This account consists of:

	September 2018	December 2017	September 2017
Sale of real estate/leasing	559,886,028	6,835,201	59,349,317
Advances for project development	334,167,452	100,270,487	152,451,527
Advances to employees	6,499,173	7,925,948	9,624,046
Other receivables	64,577,902	71,610,886	50,332,716
	965,130,555	186,642,522	271,757,606
Allowance for impairment losses	(368,292)	(368,292)	(368,292)
	964,762,263	186,274,230	271,389,314

The aging analysis of trade and other receivables are shown below:

	September 2018	December 2017	September 2017
Current	964,393,971	185,905,938	271,021,022
Past due		, ,	,- <b></b>
Within 6 months	-	_	_
7 months to 1 year	-	_	-
More than 1 year	368,292	368,292	368,292
	964,762,263	186,274,230	271,389,314

Advances for project development pertain to downpayments made to contractors for the construction of the Group's real estate projects. These advances are applied against contractors' progress billings.

Receivables from sale of real estate pertain to receivables from sale of condominium units. These receivables are noninterest-bearing and generally collectible in monthly installments over a maximum period of three (3) years. Titles to the units sold under this arrangement are transferred to the buyers only upon full payment of the contract price.

Advances to officers and employees represent salary and other loans granted to Parent Company's employees which are noninterest-bearing in nature and collectible through salary deductions. These also include various cash advances used for certain operating expenses not covered by disbursement of petty cash fund and are subject to liquidation.

Other receivables mainly include accrued project management fees.

The carrying amount of the receivables is considered a reasonable approximation of fair value. All of the Group's receivables have been reviewed for indicators of impairment. As of September 30, 2018, and December 31, 2017, no receivables were found to be impaired. Thus, management believes that the entire carrying amount of the receivable portfolio is fully recoverable.

# 7. REAL ESTATE FOR SALE

This account consists of:

	September 2018	December 2017	September 2017
Raw land	1,494,556,687	1,268,419,016	1,264,902,248
Assets under construction	1,463,635,371	1,275,413,889	1,155,217,837
Condominium units for sale	-	102,898,713	181,591,331
	2,958,192,058	2,646,731,618	2,601,711,416

### Raw Land

Raw land pertains to parcels of land acquired by the Group for future development projects that are intended for sale. In 2018, the group transferred raw land amounting to P77.0 million from "real estate for sale" to "investment properties" account because the land was subsequently identified for commercial activities (see Note 8).

# **Assets under Construction**

Assets under construction consist of land and project development costs of ongoing real estate projects of the Group. As at September 30, 2018 and December 31, 2017, this account includes the land and development costs of Cebu Exchange and projects in Biñan, Laguna, and Makati (see Note 1).

#### **Condominium Units for Sale**

Condominium units for sale pertain to completed and unsold units of Arya Residences as at December 31, 2017 and unsold as at September 30, 2017. All units were fully sold out as of September 30, 2018.

As at September 30, 2018, December 31, 2017 and September 30, 2017, real estate for sale is stated at cost which is lower than its NRV. There is no allowance for inventory write-down as at September 30, 2018, December 31, 2017 and September 30, 2017.

# 8. INVESTMENT PROPERTIES

This account consists of:

	September 2018	December 2017	September 2017
ACPT	5,024,004,327	4,579,238,370	4,163,925,024
Arya Residences:			
Commercial units	1,110,864,000	1,110,864,000	1,110,864,000
Parking slots	177,857,851	206,653,883	204,960,000
Raw Land:			
UPHI's Laguna and Tagaytay properties	564,007,279	464,476,979	398,122,800
Cazneau's property	184,269,100	_	-
Parent company's Batangas and			
Tagaytay properties	124,165,200	96,082,021	83,976,500
	7,185,167,757	6,457,315,253	5,961,848,324

#### **ACPT**

ACPT is an office building that is for lease (see Note 1).

# **Arya Residences' Commercial Units and Parking Slots**

These are retail establishments of MPI and parking slots of ALCO and MPI in Arya Residences which are for lease.

#### Raw Land

UPHI's raw land, with fair value amounting to \$\times 564.0\$ million and \$\times 464.5\$ million as at September 30, 2018 and December 31, 2017, respectively, has a total area of 33 hectares and are located at Barangay Gonzalo Bontog, Calamba City and Barangay Calabuso, Tagaytay City. Portion of the UPHI's raw land is currently under expropriation proceedings filed by the National Power Corporation (NAPOCOR) with the Regional Trial Court of Calamba City, Laguna. Moreover, a complaint for quieting of title was filed by UPHI on October 18, 2010 because of the erroneous issuance of tax declarations by the City of Tagaytay covering UPHI's property located in Calamba City, Laguna. As at September 30, 2018 and December 31, 2017, management assessed that the potential effect of these cases on the Group's consolidated financial statements is not significant.

In September 2016, Cazneau acquired an 8.1-hectare property in Biñan, Laguna, initially classified under "real estate for sale" account. In 2018, 2-hectare lot was subsequently identified as commercial properties and thus transferred from "real estate for sale" with fair value amounting to \$\mathbb{P}\$184.3 million to "investment properties" account.

Raw land of the Parent Company has a total area of 10.3 hectares located in Batangas and Tagaytay aggregating ₱124.2 and ₱96.1 million as at September 30, 2018 and December 31, 2017, respectively.

#### Fair Value Measurement

Details of the valuation techniques used in measuring fair values of investment properties classified under Levels 2 and 3 of the fair value hierarchy are as follows:

Class of Property	Valuation Technique	Significant Inputs	2018	2017
ACPT	Land development			
	approach	Discount rate	8.7%	8.7%
		Proposed rental rates (per sq.m.)	₽1,250	₽1,250
		Calculated no. of net leasable area	27,809 sq.m	27,809 sq.m
		Vacancy rate	5% - 75%	5% - 75%

Class of Property	Valuation Technique	Significant Inputs	2018	2017
Arya Residences:				
Commercial units	Discounted cash flow	Rental rate per square meter		
	approach (DCF)	(sq.m.)	<b>P2,360</b>	₽2,360
		Rent escalation rate per annum	•	,
		(p.a.)	5%	5%
		Discount rate	6.17%	6.17%
		Vacancy rate	2%	2%
Parking slots	Discounted cash flow	Rental rate per slot	₽5,500	₽5,500
	approach	Rent escalation rate p.a.	5%	5%
		Discount rate	6.17%	6.17%
		Vacancy rate	2%	2%
Raw Land: UPHI's Laguna and		,		
Tagaytay properties	Market data approach	Price per sq. m.	<b>P1,700</b>	₽1,400
Cazneau's Laguna				
property	Market data approach	Price per sq. m.	₽9,200	-

Details of the valuation techniques used in measuring fair values of investment properties are as follows:

#### **Land Development Approach**

Under this approach, the investment property is treated as office and commercial units development and the gross rental income that may be expected from the proposed leasable units are then estimated in accordance with the prevailing prices of comparable office and commercial units development within the immediate vicinity. Overhead and operating expenses, and developer's profit are deducted from the gross rental income. The resulting residual income is then attributed to the "raw" land value.

# **Discounted Cash Flow Approach**

Under the DCF approach, a property's fair value is estimated using explicit assumptions regarding the benefits and liabilities of ownership over the asset's estimated useful life including an exit or terminal value. As an accepted method within the income approach to valuation, the DCF approach involves the projection of a series of cash flows on a real property interest. An appropriate,

market-derived discount rate is applied to projected cash flow series to establish the present value of the income stream associated with the investment property.

# Market Data Approach

Market data approach involves the comparison of the land to those that are more or less located within the vicinity of the appraised property and are subject of recent sales and offerings. Adjustments were made to arrive at the market value by considering the location, size, shape, utility, desirability and time element.

# 9. PROPERTY AND EQUIPMENT

The balances and movements of this account as of September 30, 2018, December 31, 2017, and September 30, 2017 consist of:

		Accumulated	Net Carrying
	Cost	Depreciation	Amount
September 2018			
Office equipment	49,070,687	(39,365,806)	9,704,881
Furniture and fixture	8,825,484	(7,678,215)	1,147,269
Building and leasehold			
improvements	113,008,523	(51,285,395)	61,723,128
Transportation equipment	44,583,613	(21,547,668)	23,035,945
	215,488,307	(119,877,084)	95,611,223
December 2017			
Office equipment	43,503,108	(37,926,370)	5,576,738
Furniture and fixture	8,075,858	(7,647,608)	428,250
Leasehold improvements	62,934,702	(48,352,701)	14,582,001
Transportation equipment	42,352,941	(23,196,764)	19,156,177
	156,866,609	(117,123,443)	39,743,166
September 2017			
Office equipment	43,271,385	(37,605,240)	5,666,145
Furniture and fixture	8,070,234	(7,602,519)	467,715
Leasehold improvements	48,363,334	(48,314,849)	48,485
Transportation equipment	38,717,277	(18,062,752)	20,654,525
	138,422,230	(111,585,360)	26,836,870

Depreciation and amortization on property and equipment were included as part of "Operating expenses" account in the interim consolidated statements of comprehensive income.

## 10. OTHER ASSETS

This account consists of:

	September 2018	December 2017	September 2017
Input VAT	409,407,840	305,361,184	266,272,840
Deposits	80,753,456	66,444,390	67,576,323
Prepayments	51,877,150	62,413,744	66,883,043
Deferred input VAT	26,248,157	16,864,439	15,123,401
Amounts held in escrow	24,042,432	20,096,757	11,806,883
Investment in time deposits	21,608,000	19,972,000	17,785,250
Others	1,586,770	1,519,807	1,541,021
	615,523,805	492,672,321	446,988,761

Input VAT represents VAT paid on land acquisition and to supplier that can be claimed as credit against the company's future VAT liabilities.

Deposits pertain to rental deposits, deposits for professional services, and guarantee deposits for the construction of the Group's real estate projects.

Prepayments consist of prepaid rent, taxes, insurance and others expenses which are amortized over a year.

Deferred input VAT pertains to unamortized input VAT on property and equipment acquired whose amount exceeds \$1.0 million, excluding VAT.

Amounts held in escrow represents the debt service account required under an existing loan with a certain bank and the amount of which is equivalent to a quarterly principal and interest amortization. The outstanding loan balance under OLSA amounted to P1,745.5 million and P1,497.8 million as at September 30, 2018 and December 31, 2017, respectively (see Note 11).

Investment in time deposits pertains to US Dollar-denominated time deposits with a term of two (2) years and a fixed interest rate of 1.75% per annum. These time deposits are subject to holding period of six (6) months from the date of issuance. In cases of pre-termination, the investment will earn interest based on regular deposit rates.

#### 11. LOANS PAYABLE

This account consists of:

	September 30, 2018	December 2017	September 2017
Local creditor banks	3,949,443,390	2,527,767,436	3,063,254,784
Private funders	1,786,720,339	1,741,124,980	1,728,438,253
	5,736,163,729	4,268,892,416	4,791,693,037

### **Local creditor banks**

Loans from local banks consist of interest-bearing secured loans obtained to finance project development and carries interest rates ranging from 3.50% to 7.04% per annum (p.a.) in 2018 and 3.00% to 5.81% p.a. in 2017.

The Parent Company entered into an OLSA with credit line of \$\mathbb{P}2,000.0\$ million, to partially finance the cost of the construction and development of the ACPT. The loan is supported by various promissory notes that are maturing on July 2025. In addition, OLSA provides the following:

- Loan outstanding balance is secured by first ranking and continuing real estate mortgage over present and future real estate assets in relation to the lot and building for the ACPT;
- A security trust agreement covering the maintenance of revenue and operating accounts, project receivables and project agreements.
- Parent Company is required to maintain the following debt to equity ratio:

Period	Debt to Equity Ratio
2015	2.00 : 1.00
2016 to 2018	1.75 : 1.00
2019 to 2025	1.50 : 1.00

The outstanding loan balance under OLSA amounted to ₱1,778.9 million and ₱1,497.8 million as at September 30, 2018 and December 31, 2017, respectively.

Debt to equity ratio is calculated as total outstanding interest-bearing loans over total equity. The Parent Company's debt to equity ratio as at September 30 is as follows:

	September 30, 2018	December 31, 2017	September 30, 2017
Total interest-bearing liabilities	2,211,619,360	1,967,491,406	3,152,978,754
Total equity	4,349,732,756	4,535,384,733	5,035,918,132
	0.51:1.00	0.43:1.00	0.63:1.00

The Parent Company is compliant with the required debt to equity ratio as at September 30, 2018, December 31, 2017, and September 30, 2017.

## **Private funders**

Loans from private funders represent unsecured borrowings with maturities of 180 days to 3 years from the reporting date and bear interest rate of 3.5% in 2018 and 2017.

In 2015, the Parent Company entered into a non-interest bearing loan agreement with Centrobless Corporation (Centrobless), an entity under common control, with principal amount of P1,650.6 million to partially finance the construction of ACPT.

This loan is payable in cash or in kind at the option of Centrobless. In the event Centrobless elects to be paid in kind on maturity date, the Company shall pay the loan by dacion en pago with total space encompassing seven (7) floors of ACPT and 150 parking slots therein for P1,650.6 million.

Outstanding balance of this loan amounted to P1,635.5 million and P1,591.3 million as at September 30, 2018 and December 31, 2017, respectively.

In 2017, the Parent Company entered into a non-interest bearing loan agreement with Signature Office Property, Inc. (SOPI), an entity under common control, with principal amount of P207.1 million, to finance the remaining construction of ACPT. Drawdowns aggregating P62.0 million were made in 2017. The loan will mature on December 31, 2018.

Outstanding balance of this loan amounted to P61.5 million and P60.1 million as at September 30, 2018 and December 31, 2017, respectively.

## 12. ACCOUNTS PAYABLE AND OTHER LIABILITIES

This account consists of:

	September 2018	December 2017	September 2017
Accounts payable	361,946,467	162,195,665	167,582,937
Deferred output VAT	349,894,292	15,466,182	13,451,035
Retention payable	310,244,963	329,929,213	320,041,560
Accrued expenses	88,807,537	122,915,922	110,177,418
Advance Rent	57,754,874	10,787,533	-
Payable to buyers	55,022,068	140,710,597	146,236,496
Withholding taxes payable	6,794,490	11,309,420	5,656,550
Dividends Payable	5,061,498	4,597,364	5,669,273
Others	4,543,918	26,545,024	2,811,987
	1,240,070,107	824,456,920	771,627,256

Accounts payable, which are noninterest-bearing and are normally settled within 30 days to one year, consist mainly of liabilities to contractors and suppliers.

Deferred output VAT pertains to VAT from sales of property on the installment plan. If the payments in the year of sale do not exceed twenty-five percent (25%) of the gross selling price, the transaction will be considered as a sale under installment, in which case VAT will be paid based on collection.

Retention payable, which will be released after completion and satisfaction of the terms and conditions of the construction contract, pertains to amount retained by the Group from the contractors' progress billings for the real estate projects of the Group.

Accrued expenses, which are expected to be settled within the next 12 months, are the accruals for unbilled project costs, interest, utilities, salaries and wages and other employee benefits.

Advance rent pertains to the payments made in advance by the tenants to be applied to their rent payable in the immediately succeeding months or in the last three (3) months of the lease term.

Payable to buyers include reservation fees and collections received from prospective buyers and lessees, which are to be applied against the receivable upon execution of sales documents and to be applied as security deposits upon execution of lease contracts, respectively.

Other payables pertain to liabilities to SSS, PhilHealth and HDMF.

### 13. RELATED PARTY TRANSACTIONS

The company engages, in the normal course of business, in various transactions with its related parties which include entities under common control, key management and others.

#### Advance to and from Subsidiaries

The Company grants advances to its subsidiaries for working capital requirements and capital expenditures.

# **Advances to Officers and Employees**

The Company grants advances to its officers and employees. These are funds given to officers and employees to carry out their functions in the Company subject to liquidation.

### Advances for Project Development

In addition to the advances from the Parent Company, CLLC obtained from Rock & Salt B.V. 3.5% interest-bearing loans for its real estate projects.

#### Loans Payable

Outstanding loans payable are unsecured, non-interest bearing and payable in cash or in kind at the option of the lenders. These loans will mature on December 31, 2018 (see Note 12).

#### Management Fee

Management fees are recognized for management consultancy, development and administrative services provided by CPG. Outstanding balances are unsecured, noninterest-bearing, payable on demand and to be settled in cash.

#### **Key Management Personnel**

The compensation of key management personnel are as follows:

	September 2018	December 2017	September 2017
	(Nine Months)	(Twelve Months)	(Nine Months)
Salaries and other employee benefits	49,166,408	72,981,021	40,541,735
Retirement benefits expense	-	4,782,219	3,622,686
	49,166,408	77,763,240	44,164,421

# 14. EQUITY

The account consists of:

		Shares	
	September 2018	December 2017	September 2017
Authorized:			
Common shares	16,368,095,199	16,368,095,199	16,368,095,199
Preferred shares	50,000,000	50,000,000	50,000,000
Issued:			
Common shares - ₽0.18 par value	5,318,095,199	5,318,095,199	5,318,095,199
Preferred shares - ₽1.00 par value	32,500,000	32,500,000	32,500,000
		Amount	
	September 2018	December 2017	September 2017
Issued:			
Common shares - ₽0.18 par value	957,257,136	957,257,136	957,257,136
Preferred shares - ₽1.00 par value	32,500,000	32,500,000	32,500,000
	989,757,136	989,757,136	989,757,136

# **Dividend Declaration**

The Parent's Company's BOD and stockholders approved the following cash dividends to ALCO's stockholders:

	Stockholders of			Dividend per
Declaration Date	Record Date	Payment Date	Amount	Share
Preferred Shares				
August 1, 2018	August 16, 2018	September 6, 2018	<b>₱</b> 35,229,000	<b>₱</b> 1.76145
May 9, 2018	May 23, 2018	June 6, 2018	<del>₱</del> 35,229,000	<b>₱</b> 1.76145
January 10, 2018	February 9, 2018	March 6, 2018	₱35,229,000	<b>₱</b> 1.76145
October 26, 2017	November 24, 2017	December 6, 2017	₱35,229,000	<b>₱</b> 1.76145
August 9, 2017	August 23, 2017	September 6, 2017	₱35,229,000	<b>₱</b> 1.76145
May 10, 2017	May 25, 2017	June 6, 2017	₱35,229,000	<b>₱</b> 1.76145
February 8, 2017	February 24, 2017	March 6, 2017	₱35,229,000	<b>₱</b> 1.76145
Common Shares				
March 21, 2018	April 6, 2018	May 2, 2018	₱63,817,142	₱0.012
February 28, 2017	March 14, 2017	April 7, 2017	₱63,817,142	₱0.012

### 15. REVENUES

The account consists of:

	September 2018	December 2017	September 2017
	(Nine Months)	(Twelve Months)	(Nine Months)
Real estate sales	512,310,147	433,964,838	350,344,207
Rental income	66,734,948	14,858,157	4,664,858
CUSA Fees	8,482,875	8,139,533	-
Project Management fees	5,626,472	6,576,066	4,905,964
	593,154,442	463,538,594	359,915,029

Real estate sales pertain to revenues earned from the sale of condominium units in Arya Residences and office units of CebEx.

Rent income pertains to the revenues earned from various lease contracts of the Parent Company in ACPT, retail units of MPI in Arya Residences, and other lease contracts under Cazneau and Zileya, which are recognized on a straight-line basis under PAS 17, Lease.

Project management fees pertain to services rendered by EPMI to the Arya Residences Condominium Corporation (ARCC). The service contract has a term of seven (7) years commencing on December 1, 2014 for the management and maintenance of all common areas of Arya Residences.

## 16. COST OF SALES AND SERVICES

The account consists of:

	September 2018	December 2017	September 2017
	(Nine Months)	(Twelve Months)	(Nine Months)
Cost of real estate sales	377,167,828	320,515,983	245,047,741
Cost of services	15,898,587	7,993,691	4,480,057
	393,066,415	328,509,674	249,527,798

## 17. OPERATING EXPENSES

Details of operating expenses by nature are as follows:

	September 2018	December 2017	September 2017
	(Nine Months)	(Twelve Months)	(Nine Months)
Personnel costs	94,682,134	133,377,623	100,103,048
Advertising	32,206,418	36,792,147	28,975,745
Management and professional fees	21,665,507	33,152,440	29,081,959
Taxes and licenses	15,245,266	33,321,044	27,831,615
Commissions	14,790,184	11,701,489	11,626,790
Rent	11,394,112	13,908,352	10,016,362
Communication and office expenses	11,534,178	21,378,435	14,788,980
Depreciation and amortization	10,516,910	9,330,955	6,794,311
Insurance	8,630,178	9,908,865	7,577,732
Utilities	2,932,805	1,416,796	980,801
Transportation and travel	7,682,964	7,856,509	8,000,929
Repairs and maintenance	1,882,456	2,360,720	1,704,046

	September 2018	December 2017	September 2017
	(Nine Months)	(Twelve Months)	(Nine Months)
Representation	224,859	1,435,959	687,103
Others	3,383,587	10,617,615	1,352,770
	236,771,558	326,558,949	249,522,191

## **18.** FINANCE COSTS

Finance costs relate to the following:

	September 2018	December 2017	September 2017
	(Nine Months)	(Twelve Months)	(Nine Months)
Interest expense	60,572,458	77,918,542	70,074,282
Bank charges	618,530	2,744,698	1,255,451
	61,190,988	80,663,240	71,329,733

### 19. OTHER INCOME – NET

This account consists of:

	September 2018	December 2017	September 2017
	(Nine Months)	(Twelve Months)	(Nine Months)
Realized gain on disposals of financial			
assets at FVPL	8,783,322	37,576,414	28,022,148
Interest income	5,852,837	14,245,251	9,644,010
Unrealized holding gains on financial			
assets at FVPL	1,763,982	1,874,352	4,968,171
Foreign exchange gains (losses)	1,732,146	83,998	439,050
Forfeited collections	-	10,657,784	10,657,784
"Day 1" gain on loan discounting	-	2,907,783	-
Others	10,010,820	97,736	15,702,495
	28,143,107	67,443,318	69,433,658

# 20. RETIREMENT LIABILITY

The Parent Company has an unfunded and non-contributory defined benefit retirement plan covering substantially all of its regular employees.

There are no unusual or significant risks to which the retirement liability exposes the Parent Company. However, in the event a benefit claim arises under the retirement liability, the benefit shall immediately be due and payable from the Parent Company.

The following tables summarize the components of retirement benefit costs recognized in the interim consolidated statements of comprehensive income (based on the report of an independent actuary dated January 31, 2018):

Movements in the present value of retirement liability are as follows:

	September 2018 (Nine Months)	December 2017 (Twelve Months)	September 2017 (Nine Months)
Balance at beginning of period	50,668,546	47,244,365	47,244,365
Retirement expense:			
Current service cost	-	7,205,814	7,008,758
Interest cost	-	2,541,747	
Remeasurement gain	-	(6,323,380)	-
Balance at end of period	50,668,546	50,668,546	54,253,123

### 21. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Group's financial instruments comprise cash and cash equivalents, trade and other receivables, deposits, accounts and other liabilities (except statutory liabilities) and loans payable. The main purpose of these financial instruments is to finance the Group's operations.

It is the Group's policy that no trading in financial instruments shall be undertaken. The main risks arising from the Group's financial instruments are credit risk, liquidity risk and interest risk. The BOD reviews and approves policies for managing these risks as summarized below.

The Group's exposure to foreign currency risk is minimal, as it does not enter into transactions in currencies other than its functional currency.

#### **Credit Risk**

Credit risk is the risk that the Group will incur a loss because its counterparties fail to discharge their contractual obligations. The Group trades only with recognized, creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit are subject to credit verification procedures. Receivable balances are monitored on an ongoing basis with the result that the Group's exposure to bad debts is not significant. As customary in the real estate business, title to the property is transferred only upon full payment of the purchase price. There are also provisions in the sales contract which allow forfeiture of installments or deposits made by the customer in favor of the Group. Also, customers are required to deposit postdated checks to the Group covering all installment payments. These measures minimize the credit risk exposure or any margin loss from possible default in the payment of installments. As of September 30, 2018, and December 31, 2017, there were no significant credit concentrations.

With respect to credit risk arising from the other financial assets of the Group, which are composed of cash, receivables and deposits, the Group's exposure to credit risk arises from default of the counterparty, with maximum exposure equal to the carrying amounts of the instruments.

Generally, the maximum credit risk exposure of financial assets is the carrying amount of the financial assets as shown in the consolidated statements of financial position. Credit risk, therefore, is only disclosed in circumstances where the maximum potential loss differs significantly from the financial asset's carrying amount. The Group's exposure to credit risk is limited to the carrying amount of financial assets recognized as of September 30, 2018, December 31, 2017 and September 30, 2017. None of Group's financial assets are secured by collateral or other credit enhancements.

#### a. Cash in Bank

The credit risk for cash in bank is considered negligible, since the counterparties are reputable universal banks with high quality external credit ratings. Cash in banks are insured by the Philippine Deposit Insurance Corporation up to a maximum coverage of P0.5 million per depositor per banking institution.

#### b. Receivables

In respect of receivables, the Group is not exposed to any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. Receivables consist of a large number of customers. Based on historical information about customer default rates, management considers the credit quality of receivables that are not past due or impaired to be good.

The Group has no past due or impaired accounts as of September 30, 2018, December 31, 2017 and September 30, 2017.

#### Liquidity Risk

Liquidity risk is the risk that the Group may not be able to settle its obligations as they fall due.

The Group monitors its risk to a shortage of funds through analyzing the maturity of its financial investments and financial assets and cash flows from operations. The Group monitors its cash position by a system of cash forecasting. All expected collections, check disbursements and other payments are determined on a daily basis to arrive at the projected cash position to cover its obligations.

The Group's objective is to maintain a balance between continuity of funding and flexibility. The Group addresses liquidity concerns primarily through cash flow from operations. All financial liabilities of the Group, which consist of payable to clearing house, brokers and customers and accounts payable and other liabilities (excluding taxes payable to government agencies), are payable on demand.

#### **Interest Rate Risk**

Interest rate risk is the risk that future cash flows from a financial instrument (cash flow interest rate risk) or its fair value (fair value interest rate risk) will fluctuate because of changes in market interest rates.

The Group's loans payable to local banks subject to floating interest rates are exposed to cash flow interest rate risk. The re-pricing of these instruments is done on intervals of three months. On the other hand, the Group's other loans payable to local banks and financing institutions subject to fixed interest rate are exposed to fair value interest rate risk.

The Group regularly monitors interest rate movements and on the basis of current and projected economic and monetary data, decides on the best alternative to take. No sensitivity analysis is needed as future interest rate changes are not expected to significantly affect the Group's net income.

# 22. CAPITAL MANAGEMENT OBJECTIVES, POLICIES AND PROCEDURES

The Group's capital management objectives are to ensure the Group's ability to continue as a going concern and to provide an adequate return to shareholders by pricing products and services commensurate with the level of risk.

The Group monitors capital on the basis of the carrying amount of equity as presented in the statements of financial position. Capital for the reporting periods under review is summarized as follows:

	September 2018	December 2017	September 2017
Total liabilities	8,247,455,504	6,183,192,941	6,655,428,876
Total equity	4,981,200,312	5,063,618,825	5,035,918,132
Debt-to-equity ratio	1.66:1	1.22:1	1.32:1

The Group manages the capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, issue new shares or sell assets to reduce debt.

# 23. EARNINGS (LOSS) PER SHARE

Basic and diluted earnings per share are computed as follows:

	September 2018	December 2017	September 2017
Net income attributable to equity holders			
of the Parent Company	75,639,872	191,850,580	148,630,325
Less share of Series "B" Preferred Shares	(105,687,000)	(140,916,000)	(105,687,000)
	(30,047,128)	50,934,580	42,943,325
Divided by weighted average number of			
outstanding common shares	5,318,095,199	5,318,095,199	5,318,095,199
	(0.0056)	0.0096	0.008

Diluted earnings per share equals the basic earnings per share as the Parent Company does not have any dilutive potential common shares at the end of each of the three years presented.

## 24. FINANCIAL RATIOS

	SEPTEMBER 30 2018	DECEMBER 31 2017	SEPTEMBER 30 2017
Current/Liquidity Ratio (Current Assets over Current Liabilities)	1.41:1	1.55:1	3.1:1
Solvency Ratio (Net income before depreciation over total liabilities)	0.012:1	0.024:1	0.13:1
Debt-to-equity Ratio (Total liability over total equity)	1.66:1	1.22:1	1.32:1
Debt-to-equity (interest- bearing) Ratio (Interest-bearing liabilities over total equity)	0.81:1	0.52:1	0.63:1
Asset-to-equity Ratio (Total assets over total equity)	2.66:1	2.22:1	2.32:1
Interest Rate Coverage Ratio (Pretax income before Interest over interest expense)	3.55:1	3.87:1	3.66:1
Profitability Ratio (Net income attributable to equity holders of the Parent Company over total equity)	0.015:1	0.038:1	0.016:1

\* December 2017 ratio is based on full year income while September 2018 and September 2017 ratios are based on nine-month income.

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

#### **FINANCIAL POSITION**

September 2018 vs September 2017

	SEPTEMBER 30 2018	SEPTEMBER 30 2017	% Change
Cash and cash equivalents	P 446,020,248	P 701,276,604	-36%
Financial assets at fair value through			
profit or loss (FVPL)	581,077,572	1,401,141,450	-59%
Trade and other receivables	964,762,263	271,389,314	255%
Real estate for sale	2,958,192,058	2,601,711,416	14%
Investment properties	7,185,167,757	5,961,848,324	21%
Property and equipment	95,611,223	26,836,870	256%
Net deferred tax assets	85,410,477	33,141,424	158%
Creditable withholding tax	296,890,413	247,012,845	20%
Other assets	615,523,805	446,988,761	38%
Total Assets	13,228,655,816	11,691,347,008	13%
Loans payable	5,736,163,729	4,791,693,037	20%
Accounts payable and other liabilities	1,240,070,107	771,627,256	61%
Due to a related party	386,666,690	286,666,689	35%
Retirement liability	50,668,546	54,253,123	-7%
Net deferred tax liabilities	833,886,432	751,188,771	11%
Total Liabilities	8,247,455,504	6,655,428,876	24%
Equity attributable to equity holders			
of the Parent Company			
Capital stock	989,757,136	989,757,136	0%
Additional paid-in capital	2,031,441,541	2,031,441,541	0%
Retained earnings	1,991,534,231	2,077,407,245	-4%
Cumulative remeasurement gains on			
retirement liability - net of tax	7,448,391	3,022,025	146%
Parent Company's shares held by a			
subsidiary	(12,500,000)	(12,500,000)	0%
	5,007,681,299	5,089,127,947	-2%
Non-controlling interests	(26,480,987)	(53,209,815)	50%
Total Equity	4,981,200,312	5,035,918,132	-1%
Total Liabilities and Equity	P 13,228,655,816	P 11,691,347,008	13%

The Company's total resources as of September 30, 2018 increased by 13% to ₱13.2 billion from September 30, 2017 level of ₱11.7 billion due to the following:

# 36% Decrease in Cash and Cash Equivalents

The decrease in cash is attributable to disbursements for operations, debt servicing, acquisition of properties and project related costs, net of inflows from loan availments and revenue collections.

59% Decrease in Financial Assets at Fair Value through Profit or Loss (FVPL)

The reduction was due to termination of money market placements which were subsequently used to fund the operating requirements of the company including its ongoing projects.

### 255% Increase in Trade and Other Receivables

The increase was accounted for by the receivables from sales of CebEx units, ACPT tenants and downpayment made to contractor of Cebu project.

## 14% Increase in Real Estate for Sale

The increase was largely accounted for by property acquisition in Makati and additional construction costs for Laguna and Cebu projects, net of sale of the remaining Arya units.

## 21% Increase in Investment Properties

The increase was due to the additional construction costs of ACPT, reclassification of a portion of the Laguna property from Real Estate for Sale, and gain on change in fair value of properties.

## 256% Increase in Property and Equipment

The increase was largely due to the construction costs of the newly completed CebEx Gallery in Cebu.

### 158% Increase in Net Deferred Tax Assets

The increase represents additional NOLCO recognized from net losses at CLLC.

## 20% Increase in Creditable Withholding Tax

The increase represents the amount withheld from payments by customers in relation to pre-selling of Cebu office units.

#### 38% Increase in Other Assets

The increase was largely due to Input VAT from contractors' billings for ongoing construction.

### 20% Increase in Loans Payable

The increase was largely due to additional loan drawdowns, availed to partly fund the Company's working capital and project financing requirements.

### 61% Increase in Accounts Payable and Other Liabilities

The increase was attributable to payables to contractors / suppliers for ongoing projects and VAT payables.

## 35% Increase in Due to a Related Party

This pertains to additional advances made by a stockholder for the Cebu project.

#### 7% Decrease in Retirement Liability

The decrease was due to adjusted provisions recorded at the end of 2017 to comply with the requirements of PAS 19, as supported by the latest independent third party actuarial valuation report..

## 11% Increase in Net Deferred Tax Liabilities

The increase was due to the deferred tax liabilities attributable to the gain on change in fair value of investment properties.

## 146% Increase in Cumulative Remeasurement Gains on Retirement Liability - Net of Tax

The increase was due to the cumulative re-measurement gains on ALCO's retirement liability for 2017 in compliance with the requirement under PAS 19 using the latest actuarial valuation report.

The increase was due to CLLC's net income recognized for the period.

**FINANCIAL RATIOS** 

June 2018 vs June 2017

	SEPTEMBER 30 2018	SEPTEMBER 30 2017	% Change
Current/Liquidity Ratio (Current Assets over Current Liabilities)	1.41:1	3.1:1	-55%
Solvency Ratio (Net income before depreciation over total liabilities)	0.012:1	0.13:1	-9%
Debt-to-equity Ratio (Total liability over total equity)	1.66:1	1.32:1	26%
Debt-to-equity (interest-bearing) Ratio (Interest-bearing liabilities over total equity)	0.81:1	0.63:1	29%
Asset-to-equity Ratio (Total assets over total equity)	2.66:1	2.32:1	15%
Interest Rate Coverage Ratio (Pretax income before Interest over interest expense)	3.55:1	3.66:1	-3%
Profitability Ratio (Net income attributable to equity holders of the Parent Company over total equity)	0.015:1	0.016:1	-4%

# **FINANCIAL POSITION**

September 2018 vs December 2017

	SEPTEMBER 30 2018	DECEMBER 31 2017	% Change
Cash and cash equivalents	P 446,020,248	P 721,795,236	-38%
Financial assets at fair value through			
profit or loss (FVPL)	581,077,572	387,879,631	50%
Trade and other receivables	964,762,263	186,274,230	418%
Real estate for sale	2,958,192,058	2,646,731,618	12%
Investment properties	7,185,167,757	6,457,315,253	11%
Property and equipment	95,611,223	39,743,166	141%
Net deferred tax assets	85,410,477	61,212,233	40%
Creditable withholding tax	296,890,413	253,188,078	17%
Other Assets	615,523,805	492,672,321	25%
Total Assets	13,228,655,816	11,246,811,766	18%
Liabilities			
Loans payable	5,736,163,729	4,268,892,416	34%
Accounts payable and other liabilities	1,240,070,107	824,456,920	50%
Due to related party	386,666,690	286,666,691	35%

	SEPTEMBER 30 2018	DECEMBER 31 2017	% Change
Retirement liability	50,668,546	50,668,546	0%
Net deferred tax liabilities	833,886,432	752,508,368	11%
Total Liabilities	8,247,455,504	6,183,192,941	33%
Equity attributable to equity holders of the Parent Company			
Capital stock	989,757,136	989,757,136	0%
Additional paid-in capital	2,031,441,541	2,031,441,541	0%
Retained earnings	1,991,534,231	2,085,398,501	-5%
Cumulative remeasurement gains on			
retirement liability - net of tax	7,448,391	7,448,391	0%
Parent Company's shares held by a			
subsidiary	(12,500,000)	(12,500,000)	0%
	5,007,681,299	5,101,545,569	-2%
Non-controlling interests	(26,480,987)	(37,926,744)	30%
Total Equity	4,981,200,312	5,063,618,825	-2%
Total Liabilities and Equity	P 13,228,655,816	P 11,246,811,766	18%

The Company's total resources increased by 13% from ₱11.2 billion in December 31,2017 to ₱13.2 billion as of September 30, 2018, due to the following:

#### 38% Decrease in Cash and Cash Equivalents

The decrease in cash is attributable to normal disbursement for operations, debt servicing, acquisition of properties and project related costs, net of inflows from loan availments and revenue collections.

### 50% Increase in Financial assets at fair value through profit or loss

The increase was due to loan proceeds in which the unspent amount have been invested in money market placement.

## 418% Increase in Trade and Other Receivables

The increase was accounted for by receivables from sale of CebEx units, leasing businesses and deposits paid to project contractors.

#### 12% Increase in Real Estate for Sale

The increase was largely accounted for by the acquisition of properties under Zileya and construction costs for CebEx project.

### 11% Increase in Investment Properties

The increase was due to the additional construction costs of ACPT, reclassification of a portion of the Laguna property from Real Estate for Sale, and valuation gain for 2018.

## 141% Increase in Property and Equipment

The increase was largely due to the construction costs of the newly completed CebEx Gallery in Cebu.

## 40% Increase in Net Deferred Tax Assets

This pertains to the tax effect on the provision of retirement expense of the Parent Company.

## 17% Increase in Creditable Withholding Tax

The increase represents the amount withheld by the Group's customers in relation to the additional sales for the year.

#### 25% Increase in Other Assets

The increase was largely accounted for by Input VAT from the properties acquired and from payments made to various contractors and suppliers.

## 34% Increase in Loans Payable

The increase was largely due to additional loan drawdowns, availed to partly fund the Company's working capital and project financing requirements.

## 50% Increase in Accounts Payable and Other Liabilities

The increase was mainly due to collected construction bonds and security deposits from the Parent company's leasing business and additional payables to contractors/suppliers.

## 35% Increase in Due to a Related Party

This pertains to additional advances made by a stockholder for the Cebu project.

## 11% Increase in Net Deferred Tax Liabilities

The increase was mainly due to gain on change in fair value of investment properties.

## 30% Increase in Non-Controlling Interests

The increase was due to CLLC's net income recognized for the period.

### **FINANCIAL RATIOS**

September 2018 vs December 2017

	<b>SEPTEMBER 30 2018</b>	DECEMBER 31 2017	% Change
Current/Liquidity Ratio (Current Assets over Current Liabilities)	1.41:1	1.55:1	-9%
Solvency Ratio (Net income before depreciation over total liabilities)	0.012:1	0.024:1	-50%
Debt-to-equity Ratio (Total liability over total equity)	1.66:1	1.22:1	36%
Debt-to-equity (interest-bearing) Ratio (Interest-bearing liabilities over total equity)	0.81:1	0.52:1	56%
Asset-to-equity Ratio (Total assets over total equity)	2.66:1	2.22:1	20%
Interest Rate Coverage Ratio (Pretax income before Interest over interest expense)	3.55:1	3.87:1	-8%
Profitability Ratio (Net income attributable to equity holders of the Parent Company over total equity)	0.015:1	0.038:1	-60%

## September 2018 vs September 2017

	SEPTEMBER 30 2018	SEPTEMBER 30 2017	% Change
Revenues	P 593,154,442	P 359,915,029	65%
Cost of sales and services	(393,066,415)	(249,527,798)	58%
Gross Profit	200,088,027	110,387,231	81%
OPERATING EXPENSES			
Administrative expenses	189,774,955	208,919,656	-9%
Selling and marketing expenses	46,996,601	40,602,535	16%
	236,771,557	249,522,191	-5%
OPERATING LOSS	(36,683,530)	(139,134,960)	-74%
OTHER OPERATING EXPENSES (INCOME)			
Finance costs	61,190,988	71,329,733	-14%
Gain on change in FV of investment			
properties	(223,952,494)	(330,794,938)	-32%
Other income – net	(28,143,107)	(69,433,658)	-59%
PROFIT BEFORE TAX	154,221,083	189,763,903	-19%
TAX EXPENSE	67,135,453	109,867,244	-39%
NET PROFIT	P 87,085,630	79,896,659	9%
NET INCOME (LOSS) ATTRIBUTABLE TO:		·	
Equity holders of ArthaLand Corporation	75,639,872	148,630,325	-49%
Non-controlling interest	11,445,757	(68,733,666)	117%
	P 87,085,629	79,896,659	9%

The company reported a ₽87.1 million net income in the nine months of 2018 as against ₽79.9 million net income recognized over the same period in 2017.

# 65% Increase in Revenues

The increase in revenue was mainly due to first time revenue recognition in CLLC under POC method.

## 58% Increase in Cost of Sales and Services

The increase in cost of sales was mainly due to cost recognition of above mentioned sales.

## 9% Decrease in Administrative Expenses

The decrease was due to lesser taxes and fees related to Arya units.

# 16% Increase in Selling and Marketing Expenses

The increase is due to amortization of prepaid sales commissions, travel and advertising expenses for Cebu project.

### 14% Decrease in Finance Costs

The decrease was largely accounted for by the settlement on November 2017 of an interest bearing loan under the Parent company.

## 32% Decrease in Gain on Change in FV of Investment Properties

The decrease is due to less appraisal gain on investment properties recognized for the period.

### 59% Decrease in Other Income - Net

The decrease is due to the reduced level of interest earning placements in 2018 while 2017 figures included both forfeited collections and land premium.

## 39% Decrease in Tax Expense

The decrease was mainly due to less fair value gain recognized in 2018 as compared with the same period last year.

### **RESULTS OF OPERATIONS**

September 2018 vs December 2017

	SEPTEMBER 30 2018	DECEMBER 31 2017	% Change
Revenues	P 593,154,442	P 463,538,594	28%
Cost of sales and services	(393,066,415)	(328,509,674)	20%
Gross Profit	200,088,027	135,028,920	48%
OPERATING EXPENSES			
Administrative expenses	189,774,955	278,065,313	-32%
Selling and marketing expenses	46,996,601	48,493,636	-3%
	236,771,557	326,558,949	-27%
OPERATING LOSS	(36,683,530)	(191,530,029)	-81%
OTHER OPERATING EXPENSES (INCOME)			
Finance costs	61,190,988	80,663,240	-24%
Gain on change in FV of investment			
properties	(223,952,494)	(428,390,699)	-48%
Other income – net	(28,143,107)	(67,443,318)	-58%
PROFIT BEFORE TAX	154,221,083	223,640,748	-31%
TAX EXPENSE	67,135,453	85,240,763	-21%
NET PROFIT	P 87,085,630	P 138,399,985	-95%
NET INCOME (LOSS) ATTRIBUTABLE TO:			
<b>Equity holders of ArthaLand Corporation</b>	75,639,872	P 191,850,580	-82%
Non-controlling interest	11,445,757	(53,450,595)	49%
	P 87,085,629	P 138,399,985	-95%

The Company posted a consolidated net income of ₽87.1 million in the third quarter of 2018 as compared with the 2017 full year net income of ₽138.4 million.

## **RESULTS OF OPERATIONS**

July - September 2018 vs July - September 2017

		Ι	
	July 1 -	July 1 -	% Change
	September 30, 2018	September 30, 2017	
Revenues	P 382,371,642	P 40,081,799	854%
Cost of sales and services	(258,877,959)	(57,711,883)	349%
Gross Profit	123,493,683	(17,630,084)	800%
OPERATING EXPENSES			
Administrative expenses	63,631,087	88,062,374	-28%
Selling and marketing expenses	18,981,843	9,793,076	94%
	82,612,930	97,855,450	-16%
OPERATING INCOME (LOSS)	40,880,753	(115,485,534)	-135%
OTHER OPERATING EXPENSES (INCOME)			
Finance costs	(15,803,553)	(28,564,574)	-45%
Gain on change in FV of investment			
properties	58,978,767	330,794,938	-82%
Other income - net	21,302,538	26,628,158	-20%
PROFIT BEFORE TAX	105,358,505	213,372,988	-51%
TAX EXPENSE	25,379,400	84,220,564	-70%
NET PROFIT	P 79,979,105	P 129,152,424	-38%

From a ₱129.2M reported net loss over the three-month period from July to September 2017, the company recognized a ₱80.0M income for the same period in 2018.

## 854% Increase in Revenues

Increase in revenue pertains to the revenue recognition in CLLC under POC method and rental income from ACPT tenants.

### 349% Increase in Cost of Sales and Services

The increase in cost of sales was directly related to the recognition of revenues from the sale of CebEx units and cost of leasing business for the period.

# 28% Decrease in Administrative Expenses

The decrease was attributable to lesser taxes and fees due to Arya units which were sold out in the second quarter of 2018.

# 94% Increase in Selling and Marketing Expenses

The increase was mainly due to sales commissions from the sales of CebEx units for the period.

### 45% Decrease in Finance Costs

The decrease was due to the lower level of outstanding interest-bearing loan balance for the period.

## 82% Decrease in Gain on change in FV of Investment Properties

The decrease pertains to the fair value gain of MPI commercial units recorded for the third quarter of 2017.

The decrease is largely due to the reduced level of interest earning placements in 2018.

# 70% Decrease in Tax Expense

The decrease was mainly due to less fair value gain recognized in 2018 as compared with the same period last year.