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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)

December 31_		June 30
(Fiscal year ending	g)	(Annual Meetir
(month & day)		
SEC	C FORM 17 – Q QUARTERLY REPORT	
<u>310</u>	(Form Type)	
	Amendment Designation (If applica	ble)
	March 31, 2019	
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## 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>March 31, 2019</i>	
2.	Commission Identification	No. <u>ASO-94-007160</u>	
3.	BIR TIN <u>004-450-721-000</u>	2	(A Securities
4.	Exact name of registrant as	s specified in its character	Commission OFFIC
	ARTHALAND CORPORATIO	אס ;	MAY 1 5 2019 3
5.	Incorporated in Metro Mai	nila, Philippines on <u>August 10, 199</u> 4	RECEIVED SUBJECT TO REVIEW OF FORM AND CONTENTS
6.	Industry Classification Code	e(	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	1634
8.	Registrant's Telephone Nu	mber : <u>403-6910</u>	
9.	Former name, former addr	ess and former fiscal year, if change	ed since last report: Not Applicable
10.	Securities registered pursua	ant to Sections 4 and 8 of the RSA	
Cor Pre	e of Each Class nmon Shares ferred Shares – Series A ferred Shares – Series B	Number of Shares Outstanding 5,318,095,199 (P0.18 par value) 12,500,000 (P1.00 par value) 20,000,000 (P1.00 par value)	Amount of Debt Outstanding None None None

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

Philippine Stock Exchange – ALL Outstanding Common Shares and Preferred Shares Series B ONLY.

- 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**

ltem 1.	Financia	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:

ME C. GONZALEZ

President

Signature and Title

**FERDINAND A. CONSTANTINO** 

**Chief Finance Officer** 

Date

May 8, 2019

#### ITEM 1. Financial Statements Required under SRC RULE 68.1

- 1. Basic and Diluted Earnings per Share (See attached Income Statement).
- 2. 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.
- 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.

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION MARCH 31, 2019 AND DECEMBER 31, 2018

			MARCH 31 2019	DECEMBER 31 2018
	Notes	5	(Unaudited)	(Audited)
ASSETS				
Cash and cash equivalents	4	Р	<b>497,707,913</b> P	326,679,590
Financial assets at fair value through			, , , , ,	,,
profit or loss (FVPL)	5		291,546,784	154,828,061
Trade and other receivables	6		747,069,000	742,932,730
Contract Assets	7		1,130,539,676	785,197,944
Real estate for sale	8		3,691,922,262	3,412,713,425
Investment properties	9		6,273,373,603	5,901,514,575
Property and equipment	10		262,889,982	237,452,955
Net deferred tax assets			1,300,898	16,197,731
Creditable withholding taxes			276,424,197	259,819,891
Other assets	11		596,001,279	499,128,861
			555,552,255	,==,,==
		Р	<b>13,768,775,594</b> P	12,336,465,763
LIABILITIES AND EQUITY				
Liabilities				
Loans payable	12	Р	<b>4,636,773,723</b> P	4,169,976,102
Accounts payable and other liabilities	13		2,270,569,243	1,655,848,013
Contract liabilities	7		1,496,690	20,385,280
Due to a related party	14		458,050,493	386,666,691
Retirement liability	21		68,424,653	66,088,998
Net deferred tax liabilities			878,298,220	779,222,593
Total Liabilities			8,313,613,022	7,078,187,677
Equity Attributable to Equity Holders of the				
Parent Company	4.5		000 757 406	000 757 426
Capital stock	15		989,757,136	989,757,136
Additional paid-in capital			2,031,441,541	2,031,441,541
Retained earnings			2,380,718,703	2,214,144,875
Cumulative remeasurement gains on				
retirement liability - net of tax			18,169,495	18,169,495
Parent Company's shares held by a subsidiary			(12,500,000)	(12,500,000)
			5,407,586,875	5,241,013,047
Non-controlling interests			47,575,697	17,265,039
Total Equity			5,455,162,572	5,258,278,086
		Р	<b>13,768,775,594</b> P	12,336,465,763

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION MARCH 31, 2019 AND 2018

			MARCH 31 2019	MARCH 31 2018
	Notes	5	(Unaudited)	(Unaudited)
ASSETS				
Cash and cash equivalents	4	P	<b>497,707,913</b> P	406,667,941
Financial assets at fair value through				
profit or loss (FVPL)	5		291,546,784	388,305,721
Trade and other receivables	6		747,069,000	161,137,615
Contract Assets	7		1,130,539,676	-
Real estate for sale	8		3,691,922,262	2,635,693,612
Investment properties	9		6,273,373,603	6,728,623,596
Property and equipment	10		262,889,982	47,035,083
Net deferred tax assets			1,300,898	82,522,989
Creditable withholding taxes			276,424,197	258,325,639
Other assets	11		596,001,279	776,801,061
		Р	<b>13,768,775,594</b> P	11,485,113,257
Liabilities  Liabilities				
Loans payable	12	Р	<b>4,636,773,723</b> P	4,448,883,586
Accounts payable and other liabilities	13		2,270,569,243	882,505,222
Contract liabilities	7		1,496,690	
Due to a related party	14		458,050,493	286,666,691
Retirement liability	21		68,424,653	50,668,546
Net deferred tax liabilities			878,298,220	790,241,350
Total Liabilities			8,313,613,022	6,458,965,395
Equity Attributable to Equity Holders of the Parent Company				
Capital stock	15		989,757,136	989,757,136
Additional paid-in capital			2,031,441,541	2,031,441,541
Retained earnings			2,380,718,703	2,060,504,142
Cumulative remeasurement gains on				
retirement liability - net of tax			18,169,495	7,448,391
Parent Company's shares held by a subsidiary			(12,500,000)	(12,500,000
			5,407,586,875	5,076,651,210
Non-controlling interests			47,575,697	(50,503,348
Total Equity			5,455,162,572	5,026,147,862
		Р	<b>13,768,775,594</b> P	11,485,113,257

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FOR THE PERIOD ENDED MARCH 31, 2019 AND FOR THE YEAR ENDED DECEMBER 31, 2018

			MARCH 31 2019		DECEMBER 31 2018
	Notes		(Unaudited)		(Audited)
REVENUES	16	P	466,347,163	Р	1,132,470,086
COST OF SALES AND SERVICES	17		278,813,210		618,799,239
GROSS INCOME			187,533,953		513,670,847
OPERATING EXPENSES	18		108,395,969		397,610,494
INCOME FROM OPERATIONS			79,137,984		116,060,353
GAIN ON CHANGE IN FAIR VALUE OF					
INVESTMENT PROPERTIES			288,795,152		172,819,094
FINANCE COSTS	19		(7,338,941)		(73,647,288)
OTHER INCOME - net	20		4,236,267		339,120,693
INCOME BEFORE INCOME TAX			364,830,462		554,352,852
INCOME TAX EXPENSE			132,716,976		165,735,606
NET INCOME			232,113,486		388,617,246
COMPREHENSIVE INCOME			-		10,721,104
TOTAL COMPREHENSIVE INCOME		Р	232,113,486	Р	399,338,350
NET INCOME ATTRIBUTABLE TO:					
Equity holders of the Parent Company			201,802,828		333,479,516
Non-controlling interest			30,310,658		55,137,730
			232,113,486		388,617,246
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:					
Equity holders of the Parent Company			201,802,828		344,200,620
Non-controlling interest			30,310,658		55,137,730
			232,113,486		399,338,350
EARNINGS PER SHARE - Basic and Diluted	24	P	0.0313	Р	0.0362

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FOR THE PERIOD ENDED MARCH 31, 2019 AND 2018

		MARCH 31 2019	MARCH 31 2018
	Notes	(Unaudited)	(Unaudited)
DEVENUES	1.0	455 247 452	100 021 251
REVENUES	16	466,347,163	106,831,351
COST OF SALES AND SERVICES	17	278,813,210	62,185,605
GROSS INCOME		187,533,953	44,645,746
OPERATING EXPENSES	18	108,395,969	68,444,865
INCOME (LOSS) FROM OPERATIONS		79,137,984	(23,799,119)
GAIN ON CHANGE IN FAIR VALUE OF			
INVESTMENT PROPERTIES		288,795,152	57,660,679
FINANCE COSTS	19	(7,338,941)	(22,302,880)
OTHER INCOME - net	20	4,236,267	5,299,695
INCOME BEFORE INCOME TAX		364,830,462	16,858,375
INCOME TAX EXPENSE		132,716,976	19,100,338
NET INCOME (LOSS)		232,113,486	(2,241,963)
COMPREHENSIVE INCOME		-	
TOTAL COMPREHENSIVE INCOME (LOSS)		P 232,113,486 ( P	2,241,963)
NET INCOME (LOSS) ATTRIBUTABLE TO:			
Equity holders of the Parent Company		201,802,828	10,334,641
Non-controlling interest		30,310,658	(12,576,604)
		232,113,486	(2,241,963)
TOTAL COMPREHENSIVE INCOME (LOSS) ATTRIBUTABLE TO:			
Equity holders of the Parent Company		201,802,828	10,334,641
Non-controlling interest		30,310,658	(12,576,604)
		232,113,486	(2,241,963)
EARNINGS (LOSS) PER SHARE - Basic and Diluted	24	P 0.0313 ( P	0.0047)

## ARTHALAND CORPORATION

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE PERIOD ENDED MARCH 31, 2019 AND 2018

			MARCH 31 2019		MARCH 31 2018
	Note		(Unaudited)		(Unaudited)
CAPITAL STOCK					
Common - P0.18 par value					
Issued and outstanding	15		P 957,257,136		P 957,257,136
issued and outstanding			1 337,237,130		1 337,237,130
Preferred - P1.00 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			2,214,144,875		2,085,398,501
Net income for the period			201,802,828		10,334,641
Dividends declared during the period	15		(35,229,000)		(35,229,000)
Balance at end of period			2,380,718,703		2,060,504,142
ACCURATE ATER LINER AUTER ACTUARIAL CAINS					
ACCUMULATED UNREALIZED ACTUARIAL GAINS			10 100 405		7 440 201
Balance at beginning and end of period			18,169,495		7,448,391
PARENT COMPANY'S PREFFERED SHARES					
HELD BY A SUBSIDIARY - at cost			(12,500,000)		(12,500,000)
					<u> </u>
EQUITY ATTRIBUTABLE TO EQUITY HOLDERS					
OF THE PARENT COMPANY			5,407,586,875		5,076,651,210
NON-CONTROLLING INTERESTS					
Balance at beginning of period			17,265,039		(37,926,744)
Net income (loss) for the period			30,310,658		(12,576,604)
Balance at end of period			47,575,697		(50,503,348)
<u> </u>					, , , ,
TOTAL EQUITY		Р	5,455,162,572	Р	5,026,147,862

## ARTHALAND CORPORATION

## CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE PERIOD ENDED MARCH 31, 2019 AND 2018

		MARCH 31 2019		MARCH 31 2018
	Notes	(Unaudited)		(Unaudited)
CASH FLOWS FROM OPERATING ACTIVITIES				
Income before income tax	Р	364,830,462	Р	16,858,375
Adjustments for:	•	00 1,000, 102	•	10,030,373
Finance Costs	19	7,215,764		22,201,035
Depreciation and amortization	18	5,048,663		2,468,274
Gain on change in FV of investment properties	10	(288,795,152)		(57,660,679)
Retirement expense	21	2,335,655		(37,000,079)
Realized holding gains	20			(1 060 025)
	_	(3,701,708)		(1,868,935)
Unrealized holding gains	20	118,723		(426,090)
Unrealized forex gains	20	75,915		- (4 040 047)
Interest income	20	(69,740)		(1,919,047)
Operating income (loss) before working capital changes		87,058,582		(20,347,067)
Decrease (increase) in:		(4.426.270)		25 426 645
Trade and other receivables		(4,136,270)		25,136,615
Contract assets		(345,341,732)		11 020 000
Real estate for sale Other assets		(279,208,837)		11,038,006
Contract liabilities		(96,872,418)		(284,128,740)
		(18,888,590)		E0 040 202
Accounts payable and other liabilities  Net cash used in operations		614,721,230 (42,668,035)		58,048,302 (210,252,884)
Interest paid		2,094,857		(210,232,864)
Interest received		2,094,837 69,740		1,919,047
Income tax paid		(35,348,822)		(7,815,673)
Net cash used in operating activities		(75,852,260)		(222,593,375)
		(. 0,00=,=00)		(==,==,==,==,=,==,=,==,=,=,=,=,=,=,=,=,
CASH FLOWS FROM INVESTING ACTIVITIES				
Acquisition of Financial assets at FVPL - net		(133,135,738)		1,868,935
Acquisitions of Property and equipment - net		(30,485,690)		(213,067,691)
Increase in Investment properties		(83,063,876)		(10,340,164)
Net cash used in investing activities		(246,685,304)		(221,538,920)
CASH FLOWS FROM FINANCING ACTIVITIES				
Net proceeds from:				
Loans payable		460,487,000		219,234,000
Due to a related party		71,383,802		-
Payment of loans payable		(3,000,000)		(55,000,000)
Payment of dividends		(35,229,000)		(35,229,000)
Net cash generated from financing activities		493,641,802		129,005,000
NET EFFECT OF EXCHANGE RATE CHANGES IN				
CASH AND CASH EQUIVALENTS		(75,915)		-
NET INCREASE (DECREASE) IN CASH & CASH EQUIVALENTS		171,028,323		(315,127,295)
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD		326,679,590		721,795,236
CASH AND CASH EQUIVALENTS AT END OF PERIOD	Р	497,707,913	Р	406,667,941

## 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 of leading food manufacturers 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 \$\mathbb{P}1.00\$ par value a share at the issuance price of \$\mathbb{P}100\$ a share (see Note 15).

The new registered office and principal place of business of the Parent Company is 7/F Arthaland Century Pacific Tower, 5th Avenue corner 30th Street, Bonifacio Global City (BGC), Taguig City, Philippines, upon SEC's approval of the amendment of its Articles of Incorporation on September 4, 2018.

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

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

oneomer, reserved herein as the group ,		Effective % of Ownership			
Subsidiary	Place of Incorporation	2018	2017		
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%	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 Cazneau and MPI which are engaged in leasing of properties.

In 2017, the Parent Company subscribed to 100% shares of SLDC. SLDC was registered with the SEC on February 10, 2017 to engage primarily in real estate development.

#### **Major Projects**

The Parent Company's first major development project is the Arya Residences Towers 1 and 2 (Arya Residences) located in BGC, Taguig City. Arya Residences is the first top-market condominium development in the Philippines to be awarded the US Green Building Council's (USGBC) Leadership in Energy and Environmental Design (LEED) program Gold certification and a 4-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 Parent Company 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. ACPT secured the LEED Platinum and BERDE 5-star certification in 2018. ACPT became the first office building in the Philippines to secure the dual certification of the highest rating from USGBC LEED as Platinum and Phil Green Building Council's BERDE as 5-star rated. ACPT is registered with the Philippine Economic Zone Authority (PEZA) as an Ecozone Facilities Enterprise and was completed in the 1st quarter of 2019.

In 2016, CLLC commenced the development of Cebu Exchange Project (Cebu Exchange), a 38-storey office building that will be developed in Barangay Lahug, Cebu City. Cebu Exchange has been precertified for LEED and is aiming to get the Gold certification. Similarly, the project is also targeting to secure a multiple star certification from the BERDE rating system of the PHILGBC. 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 (sqm), Cebu Exchange boasts of being the largest green building in the country. The construction of Cebu Exchange commenced in the second quarter of 2018 and is expected to be completed in 2021.

In 2018, Cazneau started the construction of the first phase of an integrated community project in an eight-hectare property in Laguna. The initial development called Courtyard Hall is a campus-type or dormitory-type residential community, which is expected to be completed in 2019 (see Note 8). This project will be catering to start-ups, incubators, students, faculty population and starter families within the area. The entire project is expected to be completed in 2023.

In January 2019, SLDC launched the development of Savya Financial Center. This project is composed of two towers with a gross floor area of 59,900 sqm which will be developed in Arca South, Taguig City. The project is expected to be completed in 2021.

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

The interim consolidated financial statements of the Group as at and for the three (3) months ended March 31, 2019 were approved and authorized for issue by the Board of Directors (BOD) on May 8, 2019.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### **Basis of Preparation**

The interim consolidated financial statements as of March 31, 2019 and December 31, 2018 and for the three months ended March 31, 2019 and 2018 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, 2018.

#### **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 and fair value consideration received in exchange for incurring liability.

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 2 Significant Accounting Judgments, Estimates and Assumptions
- Note 5 Financial Assets at FVPL
- Note 9 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.

#### **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 which the Group adopted effective for annual periods beginning on or after 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 assets and 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.

The Group has applied the requirements of PFRS 9 retrospectively.

The Group has performed an assessment and determined the following impact of PFRS 9 on its financial instruments:

Classification and Measurement. Based on the Group's analysis of its business model and the contractual cash flow characteristics of its financial assets and liabilities as of January 1, 2018, the Group has concluded that all of its financial assets and financial liabilities shall continue to be measured on the same basis as under PAS 39 but shall be classified under PFRS 9.

The application of the classification and measurement requirements under PFRS 9 did not materially affect the carrying amounts of the Group's financial instruments.

*Impairment*. The new impairment requirements do not result to additional provision for impairment with respect to trade receivables from sale of real estate because the credit exposure arising from these financial assets was mitigated by the Group's policy that title should transfer only upon full payment by the buyer and the Group can take possession of the subject property in case the buyer fails to pay the outstanding balance.

For trade receivables and contract assets, the Group applies the simplified approach in measuring ECL. This approach does not track changes in credit risk, but instead recognize an allowance for impairment losses based on lifetime ECL.

While cash in banks and cash equivalents, deposits, amounts held in escrow and investment in time deposits are subject to the impairment requirements of PFRS 9, the resulting impairment loss is not significant primarily because the placements are with reputable counterparty banks that possess good credit ratings.

For other financial assets at amortized cost which mainly comprise related party transactions, the PFRS 9 impairment requirements do not result in significant ECL. In performing the assessment, the Group considered the available liquid assets of the related parties.

Hedging. The Group does not have transactions that will require the use of hedge accounting.

There is no material impact on the basic and diluted earnings per share as a result of the Group's adoption of PFRS 9.

• PFRS 15, Revenue from Contract with Customers – The new standard replaced 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.

The following are the related literature issued subsequent to the adoption of PFRS 15:

O Philippine Interpretations Committee (PIC) Q&A No. 2018-12, PFRS 15 Implementation Issues Affecting the Real Estate Industry – The interpretation addresses some implementation issues affecting real estate industry due to changes brought about by the adoption of PFRS 15.

O SEC Memorandum Circular No. 14, Series of 2018, PIC Q&A 2018-12 Implementation Issues Affecting the Real Estate Industry — The circular provides relief to the real estate industry by deferring the application of the provisions of the PIC Q&A 2018-12 with respect to the accounting for significant financing component, uninstalled materials and the exclusion of land in the calculation of percentage of completion (POC), for a period of three (3) years. This deferral will only be applicable for real estate transactions. Effective January 1, 2021, real estate companies will adopt PIC Q&A 2018-12 and any subsequent amendments thereof retrospectively or as the SEC will later prescribe.

O Amendments to PFRS 15, Revenue from Contract with Customers - Clarification to PFRS 15 – The amendments provide clarifications on: (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.

The Group adopted PFRS 15 using the retrospective approach but deferred the application of the provisions of PIC Q&A No. 2018-12.

PFRS 15 did not have a significant impact on the Group's other revenue streams.

• 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.

Effective for annual periods beginning on or after January 1, 2019:

PFRS 16, Leases – This standard replaces PAS 17, Leases, and its related interpretations. The
most significant change introduced by the new standard is that almost all leases will be
brought onto lessees' statement of financial position 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.

For the Group's non-cancellable operating lease commitments as at March 31, 2019, a preliminary assessment indicates that these arrangements will continue to meet the definition of a lease under PFRS 16. However, the Group's non-cancellable operating lease, in which the Group acted as a lessee, has ceased in 2018. Thus, the Group does not have to recognize right-of-use asset (ROU) and a corresponding liability in respect of this lease. Moreover, the Group will opt not to apply the requirements to recognize ROU and finance liability for leases with terms of one year or less and leases for which the underlying asset is of low value. The Group acts as a lessor in other non-cancellable operating leases as at March 31, 2019. Accordingly, PFRS 16 will not have a significant impact on the Group's consolidated financial statements.

Amendments to PFRS 9, Financial Instruments - Prepayment Features with Negative Compensation – The amendments allow entities to measure particular financial assets with negative compensation at amortized cost or at fair value through other comprehensive income (instead of at fair value through profit or loss) if a specified condition is met. It also clarifies the requirements in PFRS 9, Financial Instruments for adjusting the amortized cost of a financial liability when a modification or exchange does not result in its derecognition (as opposed to adjusting the effective interest rate).

Under prevailing circumstances, the adoption of the foregoing new and amended PFRS does not have any material effect on the consolidated financial statements of the Group. Additional disclosures will be included in the notes to consolidated financial statements, as applicable.

## **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 loss 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.

#### Cost to Obtain a Contract with a Customer

The Group recognizes an asset for the incremental cost of obtaining a contract with a customer if the Group expects to recover those costs. Otherwise, those costs are recognized as expense when incurred. The incremental costs of obtaining a contract are those costs that the Group incurs to obtain a contract such as, but not limited to, sales commissions paid to sales agents and nonrefundable direct taxes incurred in obtaining a contract.

#### **Contract Balances**

Contract Assets. A contract asset represents the Group's right to consideration in exchange for goods or services that the Group has transferred to a customer when that right is conditioned on something other than a passage of time. If the Group transferred goods or services to a customer before the customer pays consideration or before payment is due, a contract asset is recognized for that earned consideration that is conditional. Contract assets are reclassified to receivables from sale of real estate upon completion of the performance obligation. Contract assets pertain to unbilled receivables from sale of office units which is computed based on POC.

Receivable from Sale of Real Estate. A receivable from real estate represents the Group's right to consideration that is unconditional. A right to consideration is unconditional if only the passage of time is required before payment of that consideration is due.

Contract Liabilities. A contract liability represents the Group's obligation to transfer goods to a customer for which the Group has received consideration from the customer. If a customer pays consideration before the Group transfers goods to the customer, a contract liability is recognized when the payment is made or the payment is due, whichever is earlier. Contract liabilities are recognized as revenue when the Group performs under the contract.

#### **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.

The Group uses fair value model for the 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. Cost comprises the purchase price and any directly attributable costs in developing and improving the properties. Cost also includes the cost of replacing part of an existing investment property at the time that cost is incurred if the recognition criteria are met. The fair value of investment properties is determined using market data approach and income approach by an 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 consolidated 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
Leasehold improvements	3 to 5 or lease term, whichever is shorter
Transportation equipment	3 to 5
Building and building improvements	5 to 50

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 from contract with customers is recognized when the performance obligation in the contract has been satisfied, either at a point in time or over time. Revenue is recognized over time if one of the following criteria is met: (a) the customer simultaneously receives and consumes the benefits as the Group perform its obligations; (b) the Group's performance creates or enhances an asset that the customer controls as the asset is created or enhanced; or (c) the Group's performance does not create an asset with an alternative use to the Group and the Group has an enforceable right to payment for performance completed to date. Otherwise, revenue is recognized at a point in time.

Revenue from contracts with customers is recognized when control of the goods and services is transferred to the customer in an amount that reflects the consideration to which the Group expected to be entitled in exchange for those goods and services.

The Group also assesses its revenue arrangements to determine if it is acting as a principal or as

an agent. The Group has assessed that it acts as a principal in all of its revenue sources.

The following specific recognition criteria must also be met before revenue is recognized.

Revenue from Real Estate Sales. Revenue from the sale of completed real estate project is accounted for using the full accrual method in which revenue is recognized at a point in time when control is transferred to a customer. The Group transfers control of real estate for sale under pre-completion contracts over time and, therefore, satisfies the performance obligations under the contract and recognizes revenue over time.

The Group considers a contract to sell as a valid revenue contract. The Group also assess the probability that it will collect the consideration under the contract prior to recognizing revenue. This assessment is based on the customer's ability and intention to pay the amount of consideration when it is due. If any of the above criteria is not met, the deposit method is applied until all the conditions for recognizing revenue are met.

The Group recognizes revenue from real estate sales under pre-completion contracts based on POC using the input method in which revenue is recognized on the basis of costs incurred up until the end of the reporting period as a proportion of total costs expected to be incurred.

The Group opted to defer the application guidelines of the provisions of the PIC Q&A No. 2018-12 with respect to the accounting for significant financing component, uninstalled materials and the exclusion of land in the computation of POC for a period of three years.

Accordingly, the consideration is not adjusted for the effects of the time value of money and the total cost incurred and total estimated cost to complete including the cost of land.

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.

Leasing Revenue. Leasing revenue consists of rent income and Common Use Service Area (CUSA) fees. Rent 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. CUSA fees are recognized as income once earned. These are charged monthly and are based on the lessee's proportionate share on the common areas.

Amounts received from tenants to terminate leases or to compensate for dilapidations are recognized in profit or loss when the right to receive those amounts arises.

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

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

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.

Cost of Services. Cost of services, which constitute direct cost incurred in relation to the operation of ACPT and personnel cost in relation to project management and development services, MPI's commercial units, and EPMI's provision of property management 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.

#### Leases

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 Lessor*. Leases where the Group retains substantially all the risks and benefits of ownership of the assets are classified as operating leases. Operating lease payments are recognized as revenue in profit or loss on a straight-line basis overt the lease term. 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 rent income. Contingent rents are recognized as income in the period they are earned.

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.

## **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 a funded, 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 changes in the effect of the asset ceiling (excluding net interest on retirement liability on asset) are recognized immediately in OCI in the period in which they arise. Remeasurements are not reclassified to profit or loss in subsequent periods.

Plan assets are assets that are held in trust and managed by a trustee bank. Plan assets are not available to the creditors of the Group, nor can they be paid directly to the Group. The fair value of the plan assets is based on the market price information. When no market price is available, the fair value of plan assets is estimated by discounting expected future cash flows using a discount rate that reflects both the risk associated with the plan assets and the maturity or expected disposal date of those assets (or, if they have no maturity, the expected period until the settlement of the related obligations). If the fair value of the plan assets is higher than the present value of the retirement liability, the measurement of the resulting defined benefit asset is limited to the present value of economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan.

The net retirement asset (liability) is the aggregate of the present value of the defined benefit obligation and the fair value of plan assets against which the obligations are to be settled directly, adjusted for any effect of asset ceiling. The present value of the retirement obligation 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. The asset ceiling is the present value of future economic benefits available in the form of refunds from the plan or reductions in future contribution to the plan.

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.

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. The Group has determined that by virtue of the Parent Company's majority ownership of voting rights in its subsidiaries as at March 31, 2019 and December 31, 2018, it has the ability to exercise control over these investees.

Recognizing Property of Arcosouth Development Inc. (Arcosouth) under Real Estate for Sale. In March 2018, the Parent Company and the Principal Stockholder of Arcosouth (collectively referred to as the Parties) entered into an agreement (the Agreement) to jointly develop the adjacent lots (the Property) of SLDC and Arcosouth aggregating 5,991 square meters located in Arca South, Taguig City. The Parties agreed, among others, (a) to have a 50:50 sharing between the Parties in the equity of SLDC; (b) to merge SLDC and Arcosouth into a single corporation, with SLDC as the surviving entity; (c) the Parent Company shall be responsible for day-to-day management of SLDC; (d) the Parent Company shall be entitled to appoint three out of five BOD members; (e) the Parent

Company shall nominate the Chairman of SLDC's BOD and the Stockholder of Arcosouth agreed to vote for the person nominated by the Parent Company; and (f) the Parent Company shall be entitled to appoint the President, Chief Finance Officer and Corporate Secretary of SLDC.

The merger of SLDC and Arcosouth were approved on September 19, 2018 by the BOD and the stockholders of SLDC. The approval of the Merger is pending with the SEC. However, SLDC started to develop Savya Financial Center on the Property (see Note 1).

Management assessed that the Group has control over the Property of Arcosouth considering the rights arising from its contractual agreement with the shareholders of Arcosouth and the planned merger. Accordingly, the Group's consolidated financial statements include the Property of Arcosouth as at March 31, 2019 and December 31, 2018.

Determining Revenue and Cost Recognition. Selecting an appropriate revenue recognition method for a particular real estate 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 Group recognizes revenue over time if one of the following criteria is met:

- The customer simultaneously receives and consumes the benefits provided by the Group performance as the entity performs.
- The Group's performance creates or enhances an asset that the customer controls as the asset is created or enhanced.
- The Group's performance does not create an asset with an alternative use to the Group and the Group has an enforceable right to payment for performance completed to date.

The Group concluded that real estate for sale of office units of Cebu Exchange is recognized over time. The Group also determined that the input method is the appropriate method in measuring the POC of Cebu Exchange. Under POC, the Group satisfies its performance obligation to deliver a portion of the property to the customer over time. The input method is based on the costs incurred up until the end of the reporting period as a proportion of total costs expected to be incurred. Changes in estimates may affect the reported amounts of revenue, cost of real estate sales, contract assets and contract liabilities. On the other hand, revenue from sale of condominium units of Arya Residences is recognized at a point in time when control is transferred.

Classifying Real Estate for Sale, Investment Properties and Property and Equipment. The Group determines whether a property qualifies as a real estate for sale, an investment property or an item of property and equipment. In making its judgment, the Group considers whether the property is held for sale in the ordinary course of business, held primarily to earn rentals or capital appreciation or both or used for operations and administrative purposes by 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.

#### **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:

Recognizing Revenue and Cost of Real Estate Sales. The Group's revenue and cost recognition policies require management to make use of estimates and assumptions that may affect the reported amounts of revenue and cost. Revenue and cost of sale of real estate of Cebu Exchange recognized based on POC are measured principally based on the costs incurred up until the end of the reporting period at a proportion of total costs expected to be incurred.

Estimating Fair Value of Investment Properties. Investment properties are measured at fair values. The Group works closely with external qualified valuers who performed the valuation using appropriate valuation techniques. The Group estimates expected future cash flows yields, occupancy rates and discount rates. The valuation techniques and inputs used in the fair value measurement of investment properties are disclosed in Note 9 to the consolidated financial statements.

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.

Determining NRV of Real Estate for Sale. Real estate for sale is stated at lower of cost or NRV. 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.

Assessing ECL on Trade Receivables and Contract Assets. The Group initially uses a provision matrix based on historical default rates for trade receivables. The provision matrix specifies provision rates depending on the number of days that a receivable is past due. The Group then calibrates the provision matrix to adjust historical credit loss experience with forward-looking information on the basis of current observable data to reflect the effects of current and forecasted economic conditions.

The Group adjusts historical default rates if forecasted economic conditions such as gross domestic product are expected to deteriorate which can lead to increased number of defaults in the real estate industry. The Group regularly reviews the methodology and assumptions used for estimating ECL to reduce any differences between estimates and actual credit loss experience.

The determination of the correlation between historical default rates and forecasted economic conditions is a significant estimate. Accordingly, the provision for ECL of receivable from real estate sales is sensitive to changes in assumptions about forecasted economic conditions.

Assessing ECL on Other Financial Assets at Amortized Cost. The Group determines the allowance for ECL based on the probability-weighted estimate of the present value of all cash shortfalls over

the expected life of financial assets at amortized cost. ECL are provided for credit losses that result from possible default events within the next 12-months unless there has been a significant increase in credit risk since initial recognition in which case ECL are provided based on lifetime ECL.

The Group also considers financial assets that are more than 30 days past due to be the latest point at which lifetime ECL should be recognized unless it can demonstrate that this does not represent a significant risk in credit risk such as when non-payment was an administrative oversight rather than resulting from financial difficulty of the borrower.

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. 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.

Value in use is 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.

Recoverable amounts are estimated for individual assets or, if it is not possible, for the CGU to which the asset belongs.

No provision for 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 21 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 net 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.

Assessing Provisions and Contingencies. The Group evaluates legal and administrative proceedings to which it is involved based on analysis of potential results. Management and its legal counsels do not believe that any current proceedings will have material adverse effects on its consolidated financial position and results of operations. It is possible, however, that future results of operations could be materially affected by changes in estimates or in the effectiveness of strategies relating to these proceedings.

## 4. CASH AND CASH EQUIVALENTS

This account consists of:

	March 2019	December 2018	March 2018
Cash on hand	80,000	80,000	50,000
Cash in bank	235,305,465	46,526,688	71,689,753
Short-term placements	262,322,448	280,072,902	334,928,188
	497,707,913	326,679,590	406,667,941

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 £291.5 million and £154.8 million as at March 31, 2019 and December 31, 2018, 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 £0.12 million and £0.43 million for the three months ended March 31, 2019 and 2018, respectively, and included as part of "Other income" account in the interim consolidated statements of comprehensive income. Realized gain on sale of financial assets at FVPL amounted to £3.70 million and £1.87 million for the three months ended March 31, 2019 and 2018, respectively (see Note 20).

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:

	March 2019	December 2018	March 2018
Trade receivables from sale of real			
estate/ leasing	78,544,360	112,016,831	7,340,082
Advances for project development	460,860,277	506,468,951	98,256,285
Accrued rent receivables	80,108,710	51,961,813	-
Advances to employees	5,610,685	5,067,899	7,035,987
Other receivables	122,313,260	67,785,528	48,873,553

	March 2019	December 2018	March 2018
	747,437,292	743,301,022	161,505,907
Allowance for impairment losses	(368,292)	(368,292)	(368,292)
	747,069,000	742,932,730	161,137,615

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

	March 2019	December 2018	March 2018
Current	746,700,708	742,564,438	160,769,323
Past due			
Within 6 months	-	-	-
7 months to 1 year	-	-	-
More than 1 year	368,292	368,292	368,292
	747,069,000	742,932,730	161,137,615

Trade receivables from leasing operations are noninterest-bearing, unsecured and collectible within seven (7) days while trade receivables from sale of real estate pertain to receivables from sale of condominium units and office units of Cebu Exchange that were already billed. 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 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.

Accrued rent receivable pertains to the difference between rental income recognized using straight-line method of accounting and rental payments based on the terms of the lease contracts.

Advances to employees represent salary and other loans granted to employees which are noninterest-bearing in nature and collectible through salary deductions.

Other receivables mainly include accrued project management fees which will be billed and collected within 30 days.

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 March 31, 2019, and December 31, 2018, no receivables were found to be impaired. Thus, management believes that the entire carrying amount of the receivable portfolio is fully recoverable.

### 7. CONTRACT ASSETS AND CONTRACT LIABILITIES

The Group's contract assets and contract liabilities are as follows:

	March 2019	December 2018	March 2018
Contract assets	1,130,539,676	785,197,944	-
Contract liabilities	1,496,690	20,385,280	
Net contract assets (liabilities)	1,129,042,986	764,812,664	-

Contract assets pertain to receivables from the sale of office units of Cebu Exchange representing the excess of cumulative revenues from real estate sales over total collections received from buyers as at March 31, 2019. These amounts will be billed and collected in accordance with the agreed payment terms with the buyers which is normally over five (5) to 10 years.

Contract liabilities pertain to downpayments received from buyers of Cebu Exchange at the inception of the contracts in which the related revenue is not yet recognized as at March 31, 2019. The decrease in contract liabilities pertains to downpayments received that were subsequently recognized as revenues from real estate sales.

#### 8. REAL ESTATE FOR SALE

This account consists of:

	March 2019	December 2018	March 2018
Raw land	1,656,023,008	1,656,023,008	1,334,546,051
Assets under construction	1,695,328,044	1,420,142,094	1,248,775,313
Condominium units for development	340,571,210	336,548,323	-
Condominium units for sale	-	-	52,372,248
	3,691,922,262	3,412,713,425	2,635,693,612

#### **Raw Land**

Raw land pertains to parcels of land acquired by the Group for future development projects that are intended for sale. Raw land also includes the property of Arcosouth located in Arca South, Taguig City, on which SLDC launched the development of Savya Financial Center (see Notes 1 and 3). This property has a carrying amount of \$\mathbb{P}491.0\$ million as at March 31, 2019.

In 2018, the Group transferred Cazneau's raw land and Courtyard Hall from "Real estate for sale" account to "Investment properties" account aggregating \$\mathbb{2}16.9\$ million because the Group has yet to determine the strategic use of the raw land while the Courtyard Hall is already used for leasing operations (see Note 1). Accordingly, raw land and Courtyard Hall were recognized as investment properties at their fair values amounting to \$\mathbb{2}211.7\$ million and \$\mathbb{2}158.7\$ million, respectively, as at March 31, 2019 (see Note 9).

#### **Assets under Construction**

Assets under construction consist of land and development costs of ongoing real estate projects of the Group. As at March 31, 2019, this account includes the land and development costs of Cebu Exchange and Cazneau's project in Laguna (see Note 1).

### **Condominium Units for Development**

Condominium units for development pertain to condominium units acquired in San Lorenzo Village, Makati City. These units are intended for future development and sale.

## **Condominium Units for Sale**

Condominium units for sale as of March 31, 2018 pertain to unsold and completed units of Arya Residences. These condominium units were already sold in 2018.

#### 9. INVESTMENT PROPERTIES

This account consists of:

	March 2019	December 2018	March 2018
ACPT	3,804,378,449	3,438,420,267	4,792,886,033
Arya Residences:			
Commercial units	1,194,379,000	1,194,379,000	1,110,864,000
Parking slots	184,984,000	184,984,000	206,653,884

	March 2019	December 2018	March 2018
Raw Land:			
UPHI's property	577,277,508	577,277,508	497,653,479
Batangas and Tagaytay property	141,898,400	141,898,400	120,566,200
Cazneau's property	211,713,162	211,713,162	-
Courtyard Hall	158,743,083	152,842,238	-
	6,273,373,603	5,901,514,575	6,728,623,596

#### **ACPT**

ACPT is an office building that is used for leasing operations (see Note 1).

In 2018, the Parent Company transferred its office to ACPT (see Note 1). Accordingly, investment properties with a carrying amount of ₱176.9 million, ₱131.9 million original cost, was reclassified to "Property and equipment" (see Note 10).

### **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 used for leasing operations.

In 2018, the Parent Company and MPI sold parking slots with carrying amount of P28.8 million (P17.8 million cost) for a total consideration of P20.5 million. This resulted to loss sale of investment properties amounting to P8.3 million (see Note 20).

### **Raw Land and Courtyard Hall**

UPHI's raw land, with fair value amounting to ₱577.3 million as at March 31, 2019 and December 31, 2018, 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 March 31, 2019 and December 31, 2018, management assessed that the potential effect of these cases on the Group's consolidated financial statements is not significant.

In 2018, the Group transferred Cazneau's raw land and Courtyard Hall from "Real estate for sale" account to "Investment properties" account aggregating \$\textstyle{2}16.9 million because the Group has yet to determine the strategic use of the raw land while the Courtyard Hall is already used for leasing operations. Accordingly, raw land and Courtyard Hall were recognized as investment properties at fair value amounting to ₽211.7 million and ₽158.7 million, respectively, as at March 31, 2019 (see Note 8).

Raw land of the Parent Company has a total area of 10.3 hectares located in Batangas and Tagaytay with fair value aggregating ₱141.9 million as at March 31, 2019 and December 31, 2018.

## **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	2019	2018
ACPT:				_
Office units	Discounted cash flow	Rental rate per square meter		
	approach (DCF)	(sq.m.)	₽1,350	-
		Rent escalation rate per annum		
		(p.a.)	5%	-
		Discount rate	8.33%	-
		Vacancy rate	10%	-
Parking slots	Discounted cash flow	Rental rate per slot	₽6,500	-
	approach	Rent escalation rate p.a.	5%	-
		Discount rate	8.33%	-
		Vacancy rate	5%	-
ACPT	Land development			
	approach	Discount rate	-	8.74%
		Proposed rental rates (per sq.m.)	-	₽1,350
		Calculated no. of net leasable area	-	20, 923 sq.m
		Rental rates for parking per sq. m.	-	₽6,000
		Vacancy rate	-	5% - 10%
Arya Residences:				
Commercial units	Discounted cash flow	Rental rate per square meter		
	approach	(sq.m.)	₽3,000	₽3,000
		Rent escalation rate per annum		
		(p.a.)	7%	7%
		Discount rate	8.74%	8.74%
		Vacancy rate	2%	2%
Parking slots	Discounted cash flow	Rental rate per slot	₽6,500	₽6,500
	approach	Rent escalation rate p.a.	7%	7%
		Discount rate	8.74%	8.74%
		Vacancy rate	2%	2%
Raw Land: UPHI's Laguna and				
Tagaytay properties Cazneau's Laguna	Market data approach	Price per sq. m.	₽1,740	₽1,740
Properties ALCO's Batangas and	Market data approach	Price per sq. m.	₽10,200	₽10,200
Tagaytay properties	Market data approach	Price per sq. m.	₽1,300	₽1,300

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.

### <u>Discounted Cash Flow Approach</u>

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.

### 10. PROPERTY AND EQUIPMENT

The balances and movements of this account as of March 31, 2019, December 31, 2018, and March 31, 2018 consist of:

,		Accumulated	Net Carrying
	Cost	Depreciation	Amount
March 2019			
Office equipment	52,480,692	(40,678,745)	11,801,947
Furniture and fixture	13,494,395	(7,767,660)	5,726,736
Building and building improvements	224,518,433	(5,741,791)	218,776,642
Transportation equipment	53,858,158	(27,273,501)	26,584,657
	344,351,678	(81,461,697)	262,889,982
December 2018			
Office equipment	49,932,812	(39,820,930)	10,111,882
Furniture and fixture	8,790,764	(7,882,114)	908,650
Leasehold improvements	78,500	(2,181)	76,319
Building and building improvements	26,917,349	(4,256,821)	22,660,528
Construction in progress	177,062,444	-	177,062,444
Transportation equipment	54,833,018	(28,199,886)	26,633,132
	317,614,887	(80,161,932)	237,452,955
March 2018			
Office equipment	44,161,218	(38,269,814)	5,891,404
Furniture and fixture	8,697,639	(7,692,733)	1,004,906
Leasehold improvements	70,215,195	(48,367,055)	21,848,140
Transportation equipment	39,357,009	(21,066,376)	18,290,633
	162,431,061	(115,395,978)	47,035,083

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

#### 11. OTHER ASSETS

This account consists of:

	March 2019	December 2018	March 2018
Input VAT	281,173,242	242,016,373	326,659,635

	March 2019	December 2018	March 2018
Prepayments	88,322,552	95,143,649	69,881,605
Deposits	89,384,673	59,239,173	267,532,170
Deferred input VAT	58,054,607	23,663,461	19,722,122
Amounts held in escrow	56,514,398	56,514,398	20,096,757
Investment in time deposits	21,032,000	21,032,000	71,322,000
Others	1,519,807	1,519,807	1,586,772
	596,001,279	499,128,861	776,801,061

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

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

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

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 P1,801.9 million and P1,779.8 million as at March 31, 2019 and December 31, 2018, respectively. The outstanding loan balance of MTL amounted to P684.9 million as at March 31, 2019 and December 31, 2018 (see Note 12).

Investment in time deposits pertains to US Dollar-denominated time deposits with a term of two (2) years and a fixed interest rates ranging from 1.75% to 2.5% per annum (p.a). 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.

### 12. LOANS PAYABLE

This account consists of:

	March 2019	December 2018	March 2018
Local creditor banks	4,552,049,753	4,082,252,132	2,692,864,087
Private funders	84,723,970	87,723,970	1,756,019,499
	4,636,773,723	4,169,976,102	4,448,883,586

#### 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 7.15% per annum (p.a.) in 2019 and in 2018.

In 2015, the Parent Company entered into an OLSA with credit line of ₱2,000.0 million, to partially finance the cost of the construction and development of the ACPT. The loan is supported by 21 promissory notes. The Parent Company incurred debt issue cost amounting to ₱34.5 million in 2015. In addition, this 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 ₱1,801.9 million and ₱1,779.8 million as at March 31, 2019 and December 31, 2018, respectively.

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

	March 2019	December 2018	March 2018
Total interest-bearing liabilities	2,453,792,633	2,197,482,011	2,036,901,057
Total equity	4,618,738,863	4,404,224,615	4,520,731,132
	0.53:1.00	0.50:1.00	0.45:1.00

The Parent Company is compliant with the required debt to equity ratio as at March 31, 2019, December 31, 2018, and March 31, 2018.

In 2017, CLLC entered into an OLSA for a credit line of \$\mathbb{P}2,350.0\$ million with a local bank, to partially finance the development and construction of Cebu Exchange. Loan proceeds will be received in several drawdowns within a period of three (3) years after initial drawdown.

The outstanding balance of this loan amounted to ₱1,498.1 and ₱1,287.6 million as at March 31, 2019 and December 31, 2018, respectively.

In 2018, SLDC entered into MTL for a credit line of ₱1,440.0 million with a local bank, to partially finance the acquisition and development of its land in Taguig City to repay advances from shareholders.

The outstanding balance of this loan amounted to ₱684.9 million as at March 31, 2019 and December 31, 2018.

## 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 2019 and 2018.

The Parent Company entered into non-interest bearing loan agreements for ₱1,650.6 million with Centrobless Corporation (Centrobless) in 2015 and for ₱207.1 million with Signature Office Property, Inc. (SOPI) in 2017. Both are related parties under common management with the Parent Company.

In 2018, loans payable to Centrobless and SOPI with carrying amounts aggregating ₱1,847.5 million were settled in exchange for ACPT office units and parking slots with cost aggregating ₱1,330.0 million.

#### 13. ACCOUNTS PAYABLE AND OTHER LIABILITIES

This account consists of:

	March 2019	December 2018	March 2018
Accounts payable	519,027,016	178,485,778	217,865,330
Due to Arcosouth's stockholders	495,919,597	495,919,597	-
Deferred output VAT	445,195,975	361,197,971	19,485,099
Retention payable	343,749,279	333,284,476	331,682,202
Accrued expenses	223,039,892	93,875,743	86,412,328
Security deposits	100,261,738	95,633,593	46,796,815
Advance rent	57,657,854	53,279,878	12,941,273
Dividends payable	37,785,591	5,056,961	37,330,695
Income tax payable	19,451,852	1,696,980	1,836,120
Withholding taxes payable	9,026,503	13,645,930	4,934,713
Payable to buyers	5,934,562	13,459,550	121,196,086
Others	13,519,384	10,311,556	2,024,561
	2,270,569,243	1,655,848,013	882,505,222

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

Due to Arcosouth's stockholders represents the liability related to the property of Arcosouth in Arca South, Taguig City recognized under "Real estate for sale" account. Due to Arcosouth's stockholders is non-interest bearing and payable on demand.

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 are expected to be settled within the next 12 months. Other accrued expenses pertain to management and professional fees, utilities, commissions, advertising and other expenses.

Security deposits pertain to the deposits made by the lessees of the ACPT, Arya commercial units, and dormitory units which are refundable upon termination of the lease less any unsettled balances.

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 lessees, which are and to be applied as security deposits upon execution of lease contracts.

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

#### 14. 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.

### <u>Advances for Project Development</u>

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 were fully settled 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:

	March 2019	December 2018	March 2018
	(Three Months)	(Twelve Months)	(Three Months)
Salaries and other employee benefits	26,519,550	77,960,692	14,391,759
Retirement benefits expense	-	24,095,262	-
	26,519,550	102,055,954	14,391,759

### 15. EQUITY

The account consists of:

		Shares	
	March 2019	December 2018	March 2018
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		
	March 2019	December 2018	March 2018
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
<b>Preferred Shares</b>				
February 21, 2019	March 1, 2019	March 6, 2019	₱35,229,000	₱1.76
October 25, 2018	November 12, 2018	December 6, 2018	₱35,229,000	<b>₽</b> 1.76
August 1, 2018	August 16, 2018	September 6, 2018	₱35,229,000	₱1.76
May 9, 2018	May 23, 2018	June 6, 2018	₱35,229,000	₱1.76
January 10, 2018	February 9, 2018	March 6, 2018	₱35,229,000	<b>₽</b> 1.76
<b>Common Shares</b>				
March 21, 2018	April 6, 2018	May 2, 2018	<del>₱</del> 63,817,142	₱0.012

### 16. REVENUES

The account consists of:

	March 2019 (Three Months)	December 2018 (Twelve Months)	March 2018 (Three Months)
Real estate sales of:			
Cebu Exchange	392,573,028	844,954,726	-
Arya Residences	-	147,639,118	85,139,118
Leasing revenue	71,934,012	132,436,268	20,020,612
Project Management fees	1,840,123	7,439,974	1,671,621
	466,347,163	1,132,470,086	106,831,351

Leasing revenue pertains to rent income and CUSA earned from various lease contracts of the Parent Company in ACPT and from retail units of MPI in Arya Residences, in which rent income is recognized on a straight-line basis under PAS 17, *Leases*.

Project management fees pertain to services rendered by EPMI to the Arya Residences Condominium Corporation. 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.

## 17. COST OF SALES AND SERVICES

The account consists of:

	March 2019	December 2018	March 2018
	(Three Months)	(Twelve Months)	(Three Months)
Cost of real estate sales	256,998,135	599,734,444	60,569,103
Cost of services	21,815,075	19,064,795	1,616,502
	278,813,210	618,799,239	62,185,605

## 18. OPERATING EXPENSES

Details of operating expenses by nature are as follows:

	March 2019	December 2018	March 2018
	(Three Months)	(Twelve Months)	(Three Months)
Personnel costs	32,766,928	176,647,311	26,310,345
Advertising	24,782,258	45,266,318	7,881,891
Brokers' commissions	12,279,953	27,157,093	5,931,552
Management and professional fees	9,310,483	31,867,665	4,189,810
Taxes and licenses	7,324,563	17,671,357	6,944,139
Communication and office expenses	5,147,417	20,057,547	5,684,875
Depreciation and amortization	5,048,663	15,449,610	2,468,274
Insurance	3,737,218	12,886,192	1,565,535
Transportation and travel	3,575,813	18,787,861	1,222,920
Utilities	1,822,013	8,315,942	1,117,110
Repairs and maintenance	560,611	2,792,489	657,867
Rental	373,531	14,498,091	3,826,848
Representation	173,702	672,727	100,231
Others	1,492,816	5,540,291	543,468
	108,395,969	397,610,494	68,444,865

## 19. FINANCE COSTS

Finance costs relate to the following:

	March 2019	December 2018	March 2018
	(Three Months)	(Twelve Months)	(Three Months)
Interest expense	7,215,764	72,872,660	22,201,035
Bank charges	123,177	774,628	101,845
	7,338,941	73,647,288	22,302,880

# 20. OTHER INCOME – NET

This account consists of:

	March 2019	December 2018	March 2018
	(Three Months)	(Twelve Months)	(Three Months)
Realized gain on disposals of financial			
assets at FVPL	3,701,708	14,190,431	1,868,935
Foreign exchange gains/(losses)	75,915	906,754	-

	March 2019	December 2018	March 2018
	(Three Months)	(Twelve Months)	(Three Months)
Interest income	69,740	6,088,906	1,919,047
Unrealized holding gains on financial			
assets at FVPL	118,723	(6,385,529)	426,090
Gain on settlement of loans payable	-	319,553,431	-
Loss on sale of investment properties	-	(8,334,033)	-
Others	270,181	13,100,733	1,085,623
	4,236,267	339,120,693	5,299,695

#### 21. 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 new retirement plan provides a retirement benefit ranging from 100% to 150% of salary for every year of credit service. Accordingly, this plan amendment changed the benefits payable under the plan, which resulted in the recognition of past service cost for the year.

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

	<b>March 2019</b>	December 2018	March 2018
Balance at beginning of period	66,088,998	50,668,546	50,668,546
Retirement expense:			
Current service cost	2,335,655	7,879,934	-
Interest cost	-	2,033,107	-
Past service cost	-	25,823,274	-
Remeasurement gain	-	(15,315,863)	-
Contribution to retirement plan assets	-	(5,000,000)	-
Balance at end of period	68,424,653	66,088,998	50,668,546

## 22. 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 March 31,2019, and December 31, 2018, 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 March 31, 2019, December 31, 2018 and March 31, 2018. 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 March 31, 2019, December 31, 2018 and March 31, 2018.

### **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.

# 23. 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:

	March 2019	December 2018	March 2018
Total liabilities	8,313,613,022	7,078,187,677	6,458,965,395
Total equity	5,455,162,572	5,258,278,086	5,026,147,862
Debt-to-equity ratio	1.52:1	1.35:1	1.29:1

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.

## 24. EARNINGS (LOSS) PER SHARE

Basic and diluted earnings per share are computed as follows:

	<b>March 2019</b>	December 2018	March 2018
Net income attributable to equity holders			
of the Parent Company	201,802,828	333,479,516	10,334,641
Less share of Series "B" Preferred Shares	(35,229,000)	(140,916,000)	(35,229,000)
	166,573,828	192,563,516	(24,894,359)
Divided by weighted average number of			
outstanding common shares	5,318,095,199	5,318,095,199	5,318,095,199
	0.0313	0.0362	(0.0047)

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.

## 25. FINANCIAL RATIOS

	MARCH 31 2019	DECEMBER 31 2018	MARCH 31 2018
Current/Liquidity Ratio (Current Assets over Current Liabilities)	1.59:1	2.45:1	1.56:1
Solvency Ratio (Net income before depreciation over total liabilities)	0.029:1	0.06:1	0.00:1
Debt-to-equity Ratio (Total liability over total equity)	1.52:1	1.35:1	1.29:1
Debt-to-equity (interest-bearing) Ratio (Interest-bearing liabilities over total equity)	0.85:1	0.79:1	0.55:1
Asset-to-equity Ratio (Total assets over total equity)	2.52:1	2.35:1	2.29:1
Interest Rate Coverage Ratio (Pretax income before Interest over interest expense)	51.56:1	8.61:1	1.76:1
Profitability Ratio (Net income attributable to equity holders of the Parent Company over total equity)	0.037:1	0.074:1	0.002:1

<sup>\*</sup> December 2018 ratio is based on full year income while March 2019 and March 2018 ratios are based on three-month income.

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

# **FINANCIAL POSITION**

March 2019 vs March 2018

	MARCH 31 2019	MARCH 31 2018	% Change
Cash and cash equivalents	P 497,707,913	P 406,667,941	22%
Financial assets at fair value through			
profit or loss (FVPL)	291,546,784	388,305,721	-25%
Trade and other receivables	747,069,000	161,137,615	364%
Contract assets	1,130,539,676		100%
Real estate for sale	3,691,922,262	2,635,693,612	40%
Investment properties	6,273,373,603	6,728,623,596	-7%
Property and equipment	262,889,982	47,035,083	459%
Net deferred tax assets	1,300,898	82,522,989	-98%
Creditable withholding tax	276,424,197	258,325,639	7%
Other assets	596,001,279	776,801,061	-23%
Total Assets	13,768,775,594	11,485,113,257	20%
Loans payable	4,636,773,723	4,448,883,586	4%
Accounts payable and other liabilities	2,270,569,243	882,505,222	157%

	MARCH 31 2019	MARCH 31 2018	% Change
Contract liabilities	1,496,690	-	100%
Due to a related party	458,050,493	286,666,691	60%
Retirement liability	68,424,653	50,668,546	35%
Net deferred tax liabilities	878,298,220	790,241,350	11%
Total Liabilities	8,313,613,022	6,458,965,395	29%
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	2,380,718,703	2,060,504,142	16%
Cumulative remeasurement gains on retirement liability - net of tax	18,169,495	7,448,391	144%
Parent Company's shares held by a			
subsidiary	(12,500,000)	(12,500,000)	0%
	5,407,586,875	5,076,651,210	7%
Non-controlling interests	47,575,697	(50,503,348)	194%
Total Equity	5,455,162,572	5,026,147,862	9%
Total Liabilities and Equity	P 13,768,775,594	P 11,485,113,257	20%

The Company's total resources as of March 31, 2019 increased by 20% to ₱13.8 billion from March 31, 2018 level of ₱11.5 billion due to the following:

### 22% Increase in Cash and Cash Equivalents

The increase was accounted for by inflows from sales collections and loan proceeds, net of outflows from operational and construction related expenses.

## 25% 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.

## 364% Increase in Trade and Other Receivables

The increase was accounted for by the sales of Cebu Exchange offices, receivables from the ACPT leasing operations and downpayments made to contractors for the ongoing construction of the Group's real estate projects.

### 100% Increase in Contract Assets

This pertains to receivables from the sale of Cebu Exchange offices representing the excess of cumulative revenues from real estate sales over total collections received from buyers which were previously recognized as liability.

## 40% Increase in Real Estate for Sale

The increase was due to the additional construction costs for ongoing projects particularly Cebu Exchange, Savya Financial Center, and Sevina Park.

## 7% Decrease in Investment Properties

The decrease was mainly due to the settlement of loans through dacion en pago of certain ACPT floors and reclassification of ALCO's corporate office to Property and Equipment account.

## 459% Increase in Property and Equipment

The increase was due to the reclassification from investment properties of the ACPT floor used as ALCO's principal office, as mentioned above.

## 98% Decrease in Net Deferred Tax Assets

The decrease was due to realization of net income in CLLC.

#### 7% Increase in Creditable Withholding Tax

The increase was brought about by the collection of additional sales attributable to the Cebu Exchange project.

#### 23% Decrease in Other Assets

The decrease was attributed to the cost of condominium transferred to Real estate for sale upon completion of sale contract.

#### 157% Increase in Accounts Payable and Other Liabilities

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

### 100% Increase in Contract liabilities

This pertains to downpayments received from buyers of Cebu Exchange at the inception of the contracts in which the related revenue is not yet recognized as of end of the period.

### 60% Increase in Due to a Related Party

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

#### 35% Increase in Retirement Liability

The increase was due to the new amended retirement plan in December 2018 which changed the benefits payable, resulting in the recognition of past service cost.

#### 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.

### 16% Increase in Retained Earnings

The increase was due to net income for the period, net of dividends declared.

## 144% Increase in Cumulative Remeasurement Gains on Retirement Liability - Net of Tax

The difference was due to the change in financial assumptions and experience adjustments based on the amended retirement plan as mentioned above.

### 194% Increase in Non-Controlling Interests

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

#### **FINANCIAL RATIOS**

March 2019 vs March 2018

	MARCH 31 2019	MARCH 31 2018	% Change
Current/Liquidity Ratio (Current Assets over Current Liabilities)	1.59:1	1.56:1	2%
	0.029:1	0:1	81317%

	MARCH 31 2019	MARCH 31 2018	% Change
Solvency Ratio (Net income before depreciation over total liabilities)			
Debt-to-equity Ratio (Total liability over total equity)	1.52:1	1.29:1	18%
Debt-to-equity (interest-bearing) Ratio (Interest-bearing liabilities over total equity)	0.85:1	0.55:1	55%
Asset-to-equity Ratio (Total assets over total equity)	2.52:1	2.29:1	10%
Interest Rate Coverage Ratio (Pretax income before Interest over interest expense)	51.56:1	1.76:1	2830%
Profitability Ratio (Net income attributable to equity holders of the Parent Company over total equity)	0.037:1	0.002:1	1699%

## **FINANCIAL POSITION**

March 2019 vs December 2018

	MARCH 31 2019	DECEMBER 2018	% Change
Cash and cash equivalents	P 497,707,913	P 326,679,590	52%
Financial assets at fair value through			
profit or loss (FVPL)	291,546,784	154,828,061	88%
Trade and other receivables	747,069,000	742,932,730	1%
Contract Assets	1,130,539,676	785,197,944	44%
Real estate for sale	3,691,922,262	3,412,713,425	8%
Investment properties	6,273,373,603	5,901,514,575	6%
Property and equipment	262,889,982	237,452,955	11%
Net deferred tax assets	1,300,898	16,197,731	-92%
Creditable withholding tax	276,424,197	259,819,891	6%
Other Assets	596,001,279	499,128,861	19%
Total Assets	13,768,775,594	12,336,465,763	12%
Liabilities			
Loans payable	4,636,773,723	4,169,976,102	11%
Accounts payable and other liabilities	2,270,569,243	1,655,848,013	37%
Contract liabilities	1,496,690	20,385,280	-93%
Due to related party	458,050,493	386,666,691	18%
Retirement liability	68,424,653	66,088,998	4%
Net deferred tax liabilities	878,298,220	779,222,593	13%
Total Liabilities	8,313,613,022	7,078,187,677	17%
Equity attributable to equity holders of the Parent Company			

	MARCH 31 2019	DECEMBER 2018	% Change
Capital stock	989,757,136	989,757,136	0%
Additional paid-in capital	2,031,441,541	2,031,441,541	0%
Retained earnings	2,380,718,703	2,214,144,875	8%
Cumulative remeasurement gains on retirement liability - net of tax	18,169,495	18,169,495	0%
Parent Company's shares held by a			
subsidiary	(12,500,000)	(12,500,000)	0%
	5,407,586,875	5,241,013,047	3%
Non-controlling interests	47,575,697	17,265,039	176%
Total Equity	5,455,162,572	5,258,278,086	4%
Total Liabilities and Equity	P 13,768,775,594	P 12,336,465,763	12%

The Company's total resources increased by 12% from ₱12.3 billion in December 31,2018 to ₱13.8 billion as of March 31, 2019, due to the following:

### 52% Increase in Cash and Cash Equivalents

The increase is accounted for by inflows from loan proceeds and sales collections, net of outflows from operational and construction related disbursements.

## 88% Increase in Financial assets at fair value through profit or loss

The increase was due to investments in money market placements of the additional cash from loan proceeds and sales collections.

#### 44% Increase in Contract Assets

The increase was due to the additional revenue recognized from the sale of Cebu Exchange offices.

#### 8% Increase in Real Estate for Sale

The increase was due to additional construction costs for Cebu Exchange, Savya Financial Center, and Sevina Park.

## 6% Increase in Investment Properties

The increase was due to the fair value gain of ACPT property which was completed in 2019.

#### 11% Increase in Property and Equipment

The increase was largely due to the additional building improvements for the new corporate office in ACPT.

#### 92% Decrease in Net Deferred Tax Assets

The decrease was due to the net income in CLLC recognized for the period.

### 6% Increase in Creditable Withholding Tax

The increase was brought about by the collection of additional sales attributable to the Cebu Exchange project.

## 19% Increase in Other Assets

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

#### 11% Increase in Loans Payable

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

## 37% Increase in Accounts Payable and Other Liabilities

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

#### 93% Decrease in Contract Liabilities

The decrease pertains to downpayments received that were subsequently recognized as revenues from sale of Cebu Exhange offices.

## 18% Increase in Due to a Related Party

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

## 13% Increase in Net Deferred Tax Liabilities

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

### 8% Increase in Retained Earnings

The increase was due to the net income for the period, net of dividends declared.

## 176% Increase in Non-Controlling Interests

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

### **FINANCIAL RATIOS**

### March 2019 vs December 2018

	MARCH 31 2019	DECEMBER 31 2018	% Change
Current/Liquidity Ratio (Current Assets over Current Liabilities)	1.59:1	2.45:1	-35%
Solvency Ratio (Net income before depreciation over total liabilities)	0.029:1	0.06:1	-52%
Debt-to-equity Ratio (Total liability over total equity)	1.52:1	1.35:1	13%
Debt-to-equity (interest-bearing) Ratio (Interest-bearing liabilities over total equity)	0.85:1	0.79:1	8%
Asset-to-equity Ratio (Total assets over total equity)	2.52:1	2.29:1	7%
Interest Rate Coverage Ratio (Pretax income before Interest over interest expense)	51.56:1	8.61:1	499%
Profitability Ratio (Net income attributable to equity holders of the Parent Company over total equity)	0.037:1	0.074:1	-50%

#### **RESULTS OF OPERATIONS**

March 2019 vs March 2018

	MARCH 31 2019	MARCH 31 2018	0/ Chango
<u> </u>	+		% Change
Revenues	P 466,347,163	P 106,831,351	337%
Cost of sales and services	278,813,210	62,185,605	348%
GROSS INCOME	187,533,953	44,645,746	320%
OPERATING EXPENSES			
Administrative expenses	71,333,758	54,631,422	31%
Selling and marketing expenses	37,062,211	13,813,443	168%
	108,395,969	68,444,865	58%
OPERATING INCOME (LOSS)	79,137,984	(23,799,119)	433%
OTHER OPERATING EXPENSES (INCOME)			
Finance costs	7,338,941	22,302,880	-67%
Gain on change in FV of investment			
properties	(288,795,152)	(57,660,679)	401%
Other income – net	(4,236,267)	(5,299,695)	-20%
INCOME BEFORE INCOME TAX	364,830,462	16,858,375	2064%
TAX EXPENSE	132,716,976	19,100,338	595%
NET INCOME (LOSS)	P 232,113,486	(2,241,963)	-10453%
NET INCOME (LOSS) ATTRIBUTABLE TO:			
Equity holders of ArthaLand Corporation	201,802,828	10,334,641	1853%
Non-controlling interest	30,310,658	(12,576,604)	341%
	P 232,113,486	(2,241,963)	-10453%

The company reported a ₱232.1 million net income in the first quarter of 2019 as against ₱2.2 million net loss recognized over the same period in 2018.

#### 337% Increase in Revenues

The increase was mainly attributable to revenue recognized from the sale of Cebu Exchange offices and leasing revenue from ACPT and Courtyard Hall.

## 348% Increase in Cost of Sales and Services

The increase in cost of sales was directly related to the increase in revenues from the sales of Cebu Exchange offices.

## 31% Increase in Administrative Expenses

The increase was due to higher personnel costs, depreciation and travel expenses.

## 168% Increase in Selling and Marketing Expenses

The increase was mainly due to commissions from sales of Cebu Exchange offices as well as marketing related expenses for Cebu Exchange, Savya Financial Center and Sevina Park.

#### 67% Decrease in Finance Costs

The decrease was due to capitalization of borrowing costs from loans payable and advances from shareholders in 2019.

## 401% Increase in Gain on Change in FV of Investment Properties

The increase is due to appraisal gain for the ACPT property which was completed in 2019.

## 20% Decrease in Other Income - Net

The decrease is due to the reduced level of interest earning placements in the first quarter of 2019 as compared with the same period last year.

### 595% Increase in Tax Expense

The increase was mainly due to the higher fair value gain of investment properties.

### **RESULTS OF OPERATIONS**

March 2019 vs December 2018

	March 31 2019	DECEMBER 31 2018	% Change
Revenues	P 466,347,163	P 1,132,470,086	-59%
Cost of sales and services	278,813,210	618,799,239	-55%
GROSS INCOME	187,533,953	513,670,847	-63%
OPERATING EXPENSES			
Administrative expenses	71,333,758	325,187,083	-78%
Selling and marketing expenses	37,062,211	72,423,411	-49%
	108,395,969	397,610,494	-73%
OPERATING INCOME	79,137,984	116,060,353	-32%
OTHER OPERATING EXPENSES (INCOME)			
Finance costs	7,338,941	73,647,288	-90%
Gain on change in FV of investment			
properties	(288,795,152)	(172,819,094)	67%
Other income – net	(4,236,267)	(339,120,693)	-99%
INCOME BEFORE INCOME TAX	364,830,462	554,352,852	-34%
TAX EXPENSE	132,716,976	165,735,606	-20%
NET INCOME	P 232,113,486	P 388,617,246	-40%
NET INCOME ATTRIBUTABLE TO:			
Equity holders of ArthaLand Corporation	201,802,828	333,479,516	-39%
Non-controlling interest	30,310,658	55,137,730	45%
	P 232,113,486	P 388,617,246	-40%

The Company posted a consolidated net income of ₱232.1 million in the first quarter of 2019 as compared with the 2018 full year net income of ₱388.6 million.