### SECURITIES AND EXCHANGE COMMISSION **SEC FORM 17-A, AS AMENDED**

#### ANNUAL REPORT PURSUANT TO SECTION 17 OF THE SECURITIES REGULATION CODE AND SECTION 141 OF THE CORPORATION CODE OF THE PHILIPPINES

1. For the fiscal year ended

Dec 31, 2016

2. SEC Identification Number

AS094-006430

3. BIR Tax Identification No.

003-942-108

4. Exact name of issuer as specified in its charter

EMPIRE EAST LAND HOLDINGS, INC.

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

6. Industry Classification Code(SEC Use Only)

7. Address of principal office

21/F The World Centre 330 Sen. Gil J. Puyat Avenue Makati City, Philippines Postal Code

1227

8. Issuer's telephone number, including area code

(632) 867-8351 to 55

9. Former name or former address, and former fiscal year, if changed since last report N/A

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

Title of Each Class	of Each Class Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding	
Common	14,676,199,167	

11. Are any or all of registrant's securities listed on a Stock Exchange?

Yes

If yes, state the name of such stock exchange and the classes of securities listed therein:

Philippine Stock Exhange

12. Check whether the issuer:

(a) has filed all reports required to be filed by Section 17 of the SRC and SRC Rule 17.1
thereunder or Section 11 of the RSA and RSA Rule 11(a)-1 thereunder, and Sections 26 and 141
of The Corporation Code of the Philippines during the preceding twelve (12) months (or for such
shorter period that the registrant was required to file such reports)

Yes No

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

Yes No

13. State the aggregate market value of the voting stock held by non-affiliates of the registrant. The aggregate market value shall be computed by reference to the price at which the stock was sold, or the average bid and asked prices of such stock, as of a specified date within sixty (60) days prior to the date of filing. If a determination as to whether a particular person or entity is an affiliate cannot be made without involving unreasonable effort and expense, the aggregate market value of the common stock held by non-affiliates may be calculated on the basis of assumptions reasonable under the circumstances, provided the assumptions are set forth in this Form

Aggregate Market Value of Voting Stock held by Non-Affiliates as of March 31, 2017 is 1,719,495,676.

## APPLICABLE ONLY TO ISSUERS INVOLVED IN INSOLVENCY SUSPENSION OF PAYMENTS PROCEEDINGS DURING THE PRECEDING FIVE YEARS

14. Check whether the issuer has filed all documents and reports required to be filed by Section 17 of the Code subsequent to the distribution of securities under a plan confirmed by a court or the Commission.

Yes No

#### DOCUMENTS INCORPORATED BY REFERENCE

- 15. If any of the following documents are incorporated by reference, briefly describe them and identify the part of SEC Form 17-A into which the document is incorporated:
  - (a) Any annual report to security holders N/A
  - (b) Any information statement filed pursuant to SRC Rule 20 N/A
  - (c) Any prospectus filed pursuant to SRC Rule 8.1 N/A

The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.



## Empire East Land Holdings, Inc. ELI

## PSE Disclosure Form 17-1 - Annual Report References: SRC Rule 17 and Sections 17.2 and 17.8 of the Revised Disclosure Rules

For the fiscal year ended	Dec 31, 2016	
Currency (indicate units, if applicable)	PESOS	

#### **Balance Sheet**

	Year Ending	Previous Year Ending
	Dec 31, 2016	Dec 31, 2015
<b>Current Assets</b>	29,560,933,430	28,176,347,515
Total Assets	38,552,758,459	37,270,221,328
Current Liabilities	8,360,063,427	7,567,169,644
Total Liabilities	13,639,147,398	12,586,231,865
Retained Earnings/(Deficit)	4,815,887,029	4,215,917,504
Stockholders' Equity	24,913,611,061	24,683,989,463
Stockholders' Equity - Parent	24,293,189,834	24,064,674,464
Book Value per Share	1.66	1.64

#### **Income Statement**

	Year Ending	Previous Year Ending
	Dec 31, 2016	Dec 31, 2015
Operating Revenue	4,426,539,730	4,330,753,671
Other Revenue	770,720,290	727,910,882
Gross Revenue	5,197,260,020	5,058,664,553
Operating Expense	3,718,656,702	3,715,330,721
Other Expense	633,623,780	560,652,928
Gross Expense	4,352,280,482	4,275,983,649
Net Income/(Loss) Before Tax	844,979,538	782,680,904

Income Tax Expense	243,903,785	232,167,646
Net Income/(Loss) After Tax	601,075,753	550,513,258
Net Income/(Loss) Attributable to Parent Equity Holder	599,969,525	547,275,548
Earnings/(Loss) Per Share (Basic)	0.04	0.03
Earnings/(Loss) Per Share (Diluted)	0.04	0.03

#### **Financial Ratios**

	Formula	Fiscal Year Ended	Previous Fiscal Year
	Formula	Dec 31, 2016	Dec 31, 2015
Liquidity Analysis Ratios:			
Current Ratio or Working Capital Ratio	Current Assets / Current Liabilities	3.54	3.72
Quick Ratio	(Current Assets - Inventory - Prepayments) / Current Liabilities	0.72	0.71
Solvency Ratio	Total Assets / Total Liabilities	2.83	2.96
Financial Leverage Ratios			
Debt Ratio	Total Debt/Total Assets	0.35	0.34
Debt-to-Equity Ratio	Total Debt/Total Stockholders' Equity	0.55	0.51
Interest Coverage	Earnings Before Interest and Taxes (EBIT) / Interest Charges	3.79	5.11
Asset to Equity Ratio	Total Assets / Total Stockholders' Equity	1.55	1.51
Profitability Ratios			
Gross Profit Margin	Sales - Cost of Goods Sold or Cost of Service / Sales	0.36	0.35
Net Profit Margin	Net Profit / Sales	0.15	0.14
Return on Assets	Net Income / Total Assets	0.02	0.01
Return on Equity	Net Income / Total Stockholders' Equity	0.02	0.02
Price/Earnings Ratio	Price Per Share / Earnings Per Common Share	16.83	20.81

#### **Other Relevant Information**

NONE

#### Filed on behalf by:

Name	Dohrie Edangalino
Designation	Authorized User

#### SECURITIES AND EXCHANGE COMMISSION

#### SEC FORM 17-A

## ANNUAL REPORT PURSUANT TO SECTION 17 OF THE SECURITIES REGULATION CODE AND SECTION 141 OF THE CORPORATION CODE

1.	For the fiscal	year ended	<u>31 December 2016</u>

2. SEC Identification Number: AS094-006430

3. BIR Tax Identification No.: 003-942-108

4. EMPIRE EAST LAND HOLDINGS, INC.

Exact name of issuer as specified in its charter

5. Metro Manila

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  Industry Classification Code
- 7. 21/F The World Centre 330 Sen. Gil J. Puyat Avenue Makati City, Philippines 1227

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Issuer's telephone number, including area code

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Title of Each Number of Shares of Common Class Stock Outstanding

Common 14,676,199,167

10. Are any or all of these securities listed on a Stock Exchange?

Yes [x] No [ ]

#### Philippine Stock Exchange

**Common Shares** 

- 11. Check whether the issuer:
  - (a) has filed all reports required to be filed by Section 17 of the SRC and SRC Rule 17 thereunder or Section 11 of the RSA and RSA Rule 11(a)-1 thereunder, and Sections 26 and 141 of The Corporation Code of the Philippines during the preceding twelve (12) months.

Yes [x] No [ ]

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

Yes [x] No [ ]

12. Aggregate Market Value of Voting Stock held by Non-Affiliates as of **March 31**, **2017** is **1,719,495,676.80** based on the closing price of **Php0.69** per share.

#### **PART I - BUSINESS AND GENERAL INFORMATION**

#### Item 1. Business

#### **Business Development**

Empire East Land Holdings, Inc. (the "Company") was incorporated under Philippine law on 15 July 1994. Prior to its incorporation, the Company was a division of Megaworld Corporation (formerly, Megaworld Properties & Holdings, Inc.) and was then known as its Community Housing Division. In 1994, Megaworld Corporation decided to spin off its Community Housing Division into what is now the Company for the purpose of separating its high-end residential and office business from its lower and middle-income housing business. As of December 2016, Megaworld holds 81.73% of the Company.

As of December 31, 2016, the Company holds 100% equity interest in Eastwood Property Holdings, Inc. (EPHI); Valle Verde Properties, Inc. ("VVPI"); Sherman Oak Holdings, Inc. ("SOHI") Empire East Communities, Inc. ("EECI") and 20<sup>th</sup> Century Nylon Shirt Co., Inc. (20<sup>th</sup> Century); 73% in Laguna BelAir Science School, Inc. (LBASSI); 60% in Sonoma Premier Land, Inc. ("SPLI") (formerly, "Galleria Corsini Holdings, Inc."); and 47% in Gilmore Property Marketing Associates, Inc. ("GPMAI") and 20% in Pacific Coast Megacity Inc. (PCMI).

EPHI, which was incorporated on September 5, 1996, serves as the marketing arm of the Company and markets the projects of the Company and those of other related parties.

VVPI was incorporated on October 13, 2006. In 2008, the Company acquired shares of VVPI from another stockholder increasing the Company's ownership in VVPI to 100%.

SPLI was incorporated on February 26, 2007 and started its commercial operations in 2008. In 2008, 200 million shares in SPLI were acquired by the Company, increasing its ownership to 60% from 20%.

EECI was incorporated on October 14, 2008 and is wholly owned by the Company. It acts as a marketing arm of the Company.

SOHI was incorporated on February 2, 2007. In January 2008, the Company acquired 100% ownership in SOHI.

GPMAI was incorporated on September 5, 1996 to acquire, lease and construct or dispose of properties. In 2010, the Company acquired 52% ownership in GPMAI by subscribing to 27M shares by way of conversion of advances into equity. In 2012, GPMAI issued 5M shares of stock to a third party which resulted to the decrease of Company's ownership to 47%.

LBASSI (formerly Laguna BelAir School Inc. or LBASI) is a company incorporated on February 13, 1996 and is presently operating a school for primary and secondary education. The change in name was approved in August 2013. The Company owns 73% of LBASSI.

20<sup>th</sup> Century was incorporated in 1952. In February 2015, the company acquired 100% ownership interest in 20<sup>th</sup> Century,

PCMI was incorporated in 2012. In 2015 the Company acquired 20% ownership interest with a plan of acquiring its 100% interest over a period of five years.

Neither the Company nor its subsidiaries has been the subject of a bankruptcy, receivership or similar proceeding or has been involved in any material reclassification, merger, consolidation, or purchase or sale of a significant amount of assets not in the ordinary course of business except as otherwise stated herein.

#### **Business of Issuer and Subsidiaries**

#### **Principal Products, Services and Markets**

The Company is a real estate developer of residential projects, ranging from horizontal subdivisions and mid-rise up to high-rise condominiums in highly accessible locations in metropolitan and suburban Manila.

The Company spearheaded several development concepts that have become major trends in the real estate industry in the Philippines for the last two decades. Its flagship project is Laguna BelAir, where residents dwell in a fully integrated live-work-play community. It also introduced Loft-Type Units and Cluster-Type Condominiums which have been game-changers in the residential sector.

The launching of Transit-Oriented Developments (TOD) and Urban Resort Communities by the Company opened new lifestyle choices to more Filipino homebuyers and investors. These breakthrough concepts were followed by its major competitors, especially the other developers which are also targeting the middle-income housing market.

#### **Contribution to Sales and Revenues**

In 2016, the income from sales of various condominium units and house-and-lot packages accounted for 79% of total revenues. Finance income, the bulk of which came from in-house financing of units sold to buyers and advances from related parties, accounted for 6%. The commission income of a subsidiary of the Company realized from marketing of real properties of related parties, rentals and other business related sources accounted for the remaining 14% of total revenues. Foreign sales contributed minimally to the Group's consolidated sales and revenues for the year 2016.

The percentage of contribution to revenues of the above products and services differs from their percentage of contribution to net income since certain revenues do not have corresponding expenses and some expenses are not identifiable with projects.

#### **Distribution Methods**

The Company's residential developments, both ready-for-occupancy and pre-selling, are being marketed by its in-house sales groups such Empire East Elite (EEE) and Empire East Premier (EEP). The sales organizations of EEE and EEP are composed of Managing Directors (MD), Associate Managing Directors (AMD), Account Managers (ACM), Senior Account Analysts (SAAN), Account Analysts (AAN), and Account Associates (AAS). These sales agents closely monitor the current conditions of the residential housing segment and they promote the Company's products to its target market through various prospecting strategies including manning in project sites and mall showrooms, exhibit booths, leafleting or flyering, outdoor saturation, online selling, telemarketing, open houses and investors' events, among others.

As part of the Company's extensive efforts to market its products, it has established regional sales teams called Empire East Networks (EEN) to capture a broader clientele beyond Metro Manila. EEN satellite offices have been set up in Baguio for Northern Luzon, Pampanga for Central Luzon, Batangas for Southern Luzon, and Cebu for the Visayas region. The Company also has a Brokers Network which accredits Brokerages or Realty Corporations, licensed Real Estate Brokers, registered Real Estate Salespersons, and other Sales Partners, who sell its products to both local and international markets.

To support the marketing strategies of its sales groups, the Company is highly aggressive with its outdoor advertising campaigns such as billboards in key locations, mini-billboards in bus stops along major thoroughfares, lamp posts, directional signages, and banner ads. Print ads, press releases and advertorials are regularly published in newspaper broadsheets and lifestyle magazines. Cable TV airtime, online advertising, video loops in strategic spots, and event sponsorships capture a wider reach in the target market.

#### **Update on Projects**

KASARA URBAN RESORT RESIDENCES along Eagle Avenue and P. E. Antonio Street near C5 Road in Ugong, Pasig City, features six high-rise towers with world-class resort-type amenities including a lake-inspired pool, infinity pools, waterfalls, bubblers and koi ponds, clubhouse with function hall and bar area, multi-purpose court, fitness gym, playground, jogging paths, and greeneries which are all dedicated to almost 65% of its 1.8-hectare property. The project's proximity to Ortigas CBD, Eastwood City and Bonifacio Global City, makes it a top choice for both investors and end-users. Both sold out, Tower 1 is near completion while Tower 2 is more than halfway finished. Towers 3 and 5 are under pre-selling and in the initial stages of construction. Towers 4 and 6 are set to be launched for pre-selling.

**THE ROCHESTER** located at Elisco Road, San Joaquin, Pasig City, will have -7 Asian Modern towers set to rise on a 3-hectare property. The low-rise Garden Villas 1 and 2 and the mid-rise Breeze Tower have been completed and sold out. The residents of the RFO towers are currently enjoying the clubhouse with function areas, min-bar, fitness gym, 25-meter lap pool, kiddie pool and a multi-purpose court. Parklane, Palmridge and Hillcrest Towers are nearly sold out and halfway completed. Construction for Bridgeview Tower has already started.

**SAN LORENZO PLACE** at EDSA corner Chino Roces Avenue in Makati City, features 4 high-rise towers standing on a podium with an upscale shopping mall directly linked to MRT-3 Magallanes station. The project offers an unparalleled luxurious city lifestyle in the Makati CBD with high-end amenities such as swimming pools, tennis court, fitness gym, jogging paths, gardens, function room, daycare center and clubhouse at the sixth level. Towers 4, 1 and 2 are ready-for-occupancy while Tower 3 is expected to be completed by end of the year. Almost all residential units in the four towers have been sold out.

**PIONEER WOODLANDS** offers a transit-oriented lifestyle to its residents as it is connected directly to MRT-3 Boni station. Located along EDSA corner Pioneer Street in Mandaluyong City, close to Ortigas and Makati CBDs, the project has 6 high-rise towers, recreational amenities at the 5th level, and a two-level retail arcade. Towers 1, 2 and 3 have been sold out and are now ready for occupancy. Towers 4 and 5 are in full-swing construction and both nearly sold out while the final tower, Tower 6, is set to be launched soon.

**LITTLE BAGUIO TERRACES** is a four-tower mid-rise condominium community in San Juan City, with gates along N. Domingo Street and Aurora Boulevard. This transit-oriented development is between Gilmore and J. Ruiz station of LRT-2, offering a quick access to the University Belts in Manila and Quezon City. Amenities at the 3rd level such as lap pool, kiddie pool, jacuzzi, jogging path, playground, fitness gym, daycare center and function area can now all be enjoyed by its residents. Towers 1, 4 and 3 are RFO and sold out, while Tower 2 is nearly sold out and scheduled for turnover by end of this year.

**THE CAMBRIDGE VILLAGE** along East Bank Road in the boundary of Pasig City and Cainta, Rizal, is the Company's largest residential development in scale to date. This 37-tower mid-rise community on an 8-hectare land offers approximately 5,200 units targeted to the broad middle-income market segment. Most towers are RFO and sold out, with the few remaining towers of the Central Park phase nearing turnover and nearly sold out. Residents get a vacation lifestyle with its resort-type amenities and ground-level retail shops.

**THE SONOMA** is a house and lot subdivision development in Santa Rosa City, Laguna that features Asian Modern-style homes. The 50-hectare community is centered by a five-star clubhouse complete with luxurious swimming pools, open courts, function rooms and other recreational facilities. Towards the main gate of the development is 1433 West Row, a retail strip that will feature high-end shops, restaurants and other establishments. The four residential phases—Enclave, Country Club, Pavilion and Esplanade—have all been turned over and are nearly sold out.

**SOUTH SCIENCE PARK** is a 51-hectare property located at Gimalas, Balayan, Batangas which is master-planned to become a mixed-use development.

**MANGO TREE RESIDENCES** is a two-tower condominium located at the junction of M. Paterno and J. Ledesma Streets in San Juan City. Natural mango trees, landscaped gardens, and hotel-type amenities

will all be located at the spacious ground level as the podium parking will be standing on stilts, providing free flow of air and natural sunlight. West Residences is under-preselling and construction has just started while East Residences is set to be launched for pre-selling.

**COVENT GARDEN** is along Santol Street Extension in Santa Mesa, Manila, walking distance to LRT-2 V. Mapa station, offering ultimate accessibility to the University Belts in Manila and Quezon City. Other transportation options such as jeepneys, city buses, and rail transits are also available within the area. The project promises an urban sanctuary and escape from the city through its various recreational amenities at an elevated level. South Residences is almost sold out and in full-swing construction. Preselling is also under way for North Residences.

#### Competition

Empire East remains to be one of the leading players in the Philippine real estate industry, specifically in the residential condominium market for the middle-income segment. With its advantages in terms of accessibility, development concepts, and affordability and flexibility of payment options, the Company has sustained its lead over its major competitors.

All the units of San Lorenzo Place have all been sold out ahead of its other direct competitors within the Makati Central Business District. Most of its competitors from the time it was launched are now ready-for-occupancy as well. But its link to MRT-3 Magallanes station, its own retail mall that is already partially opened, and the flexibility of its RFO payments options compared to competitors such as Ayala Land, Rockwell, Megaworld, Federal Land and GeoEstate, are the primary factors why this TOD project has been a top choice by both end-users and investors.

Filipino homebuyers who are more inclined to enjoying a vacation lifestyle opt for resort-inspired condominiums which are commonly found in suburban areas like Pasig City. Though very close to CBDs such as Ortigas and Eastwood, Pasig City remains a leading choice for people who wish to reside in the quiet side of the metro. More choices for RFO units at The Cambridge Village and pre-selling units at The Rochester remain to be the advantage of the Company over other competitors such as Arrezo Place by Phinma Properties, Kirana by Suntrust and Cerritos by Camella. The more affordable payment terms of Kasara is its competitive advantage over other projects with the same superiority of luxurious resort amenities offered by Bali Oasis by Filinvest and The Grove by Rockwell.

Most of the competitors of Pioneer Woodlands within Mandaluyong City are either ready-for-occupancy or nearing turnover, which include Light Residences by SMDC, Avida Centera by Avida Land, Gateway Regency and Axis Residences by Robinsons Land, Royalton by Ortigas & Co., and Acqua Private Residences by Century Properties. Pioneer has no more inventory for RFO units while others have not yet sold out. For the pre-selling towers of Pioneer Woodlands, its inventory gets a fair share from newer competitors such as the new phase of Axis Residences by Federal Land, Fame Residences by SMDC and The Vantage by Rockwell, which are slated for turnover around 2019 to 2020.

The competition of Mango Tree Residences in the inner side of San Juan City is more into low-density condominium communities such as One Wilson Square by Federal Land, Fortune Hill by Filinvest Premier, 27 Annapolis by Baywater Realty and Barron Tower by Wee Community Developers. The prices of its competitors are higher on a per square meter basis and the payment options of the Company are considerably more affordable. Meanwhile, on the side of San Juan City and New Manila along the LRT-2 corridor where the competitors of Little Baguio Terraces are mostly RFO such as projects of Robinsons Land, DMCI and Federal Land, the Company's low down payment and affordable monthly amortizations with zero interest make the project highly marketable. Though Little Baguio Terraces does not offer smaller or bigger units than its standard 30 sq.m. 2BR unit, the inventory is continuously taken up by endusers especially those families who intend to bring their children closer to topnotch universities via LRT-2.

For the investors' market, the zone of Sta. Mesa, Manila along LRT-2 offers the strongest leasing potential, thus, pre-selling condominium units are satisfactorily taken up by the market. Empire East's Covent Garden directly competes with Mezza II by SMDC, Amaia Skies Sta. Mesa by Amaia Land, Silk Residences by Data Land, and 878 Espana by Vista Land, with a reasonably competitive price and better payment terms.

#### Sources and Availability of Raw Materials/Suppliers

The Company has a broad base of suppliers of materials and services and is not dependent on any one supplier.

#### **Dependence on Certain Customers**

The Company has a broad customer base and is not dependent on a single customer or few customers.

#### Transactions with and/or Dependence on Related Parties

In 2016, total commissions earned by a subsidiary from the sale of its parent company's real estate properties amounted to P126.8 million.

The Company, in the normal course of business, enters into transactions with related companies primarily consisting of lease of properties and advances for real estate transactions, working capital requirements and other business-related purposes. Rental for leased properties and interest on interest-bearing advances are within market rates. The related parties that have entered into transactions with the Company are identified in Schedules C & F of the SEC Supplementary Schedules as of December 31, 2016. Related parties are able to settle their obligations in connection with transactions with the Company and the Company does not foresee risks or contingencies arising from these transactions. Additional information on related party transactions is provided in Item 23 of the Notes to the Audited Consolidated Financial Statements of the Company and its Subsidiaries attached as Exhibit 1 hereof and incorporated herein by reference.

Other than those disclosed in the Company's Financial Statements, the Company has not entered into other related party transactions

#### Patents, Trademarks and Copyrights

The operations of the Company and its subsidiaries (the "Group") are not dependent on any copyright, patent, trademark, license, franchise, concession or royalty agreement.

#### Need for Government Approval of Principal Products and Services//Effect of Existing or Probable Government Regulations

Philippine land use laws regarding subdivisions and condominiums include zoning laws, which regulate land use, laws which specify standards and technical requirements for the development of subdivisions, and laws requiring licenses to be obtained before the sale of real estate property.

The municipal or city authority determines whether the plans of a proposed development comply with the applicable standards and conducts a preliminary inspection of the site. Local authorities are required to monitor the progress of subdivision projects and to inspect projects following their completion to determine whether or not they comply with the approved plans.

There are essentially two different types of residential subdivision developments, which are distinguished by different development standards issued by the HLURB. The first type of subdivision, aimed at low-cost housing, must comply with Batas Pambansa Blg. 220, which allows for a higher density of building and relaxes some of the construction standards. Other subdivisions must comply with Presidential Decree No. 957, which sets out standards for lower density developments. Both types of subdivision must comply with standards regarding the suitability of the site, road access, necessary community facilities, open spaces, water supply, the sewage disposal system, electricity supply, lot sizes, the length of the housing blocks and house construction.

Under Presidential Decree No. 957, which covers subdivision projects for residential, commercial, industrial or recreational purposes and condominium projects for residential or commercial purposes, the HLURB, together with local government units, has jurisdiction to regulate the real estate trade and

business. All subdivision plans are required to be filed with and approved by the local government unit concerned, while condominium project plans are required to be filed with and approved by HLURB. Approval of such plans is conditioned on, among other things, completion of the acquisition of the project site and the developer's financial, technical and administrative capabilities. Alterations of approved plans that affect significant areas of the project, such as infrastructure and public facilities, also require the prior approval of the relevant government unit. Development must comply with standards regarding the suitability of the site, road access, necessary community facilities, open spaces, water supply, the sewage disposal system, electricity supply, lot sizes and house construction.

Owners or dealers of real estate projects are required to obtain licenses to sell before making sales or other disposition of lots or real estate projects.

In general, developers of residential subdivisions are required to submit project descriptions to regional offices of the Department of Environment and Natural Resources ("DENR"). This description sets out the background of the proposed project and identifies any significant environment risks and possible alternative sites. In environmentally critical projects or at the discretion of the regional office of the DENR, a detailed Environmental Impact Assessment may be required and the developer will be required to obtain an Environmental Compliance Certificate to certify that the project will not cause an unacceptable environmental impact.

The Company routinely applies for the required governmental approvals for its projects as provided above and some HLURB approvals such as but not limited to development permits and license to sell are pending for certain projects or project phases.

The Company is not aware of any pending legislation or governmental regulation that is expected to materially affect its business.

#### **Research and Development Costs**

Expenses incurred for research are minimal and do not amount to a significant percentage of revenues.

On the other hand, construction and development costs incurred and their percentage to revenues are as follows:

Year	Amount Spent	% to Revenue
2016	P3.38 billion	65%
2015	P3.31 billion	65%
2014	P3.45 billion	75%

#### **Costs and Effects of Compliance with Environmental Laws**

Expenses incurred by the Group for purposes of complying with environmental laws consist primarily of payments for government regulatory fees that are standard in the industry and are minimal.

#### Manpower

As of December 31, 2016, the Group employed a total of 723 employees. The Group will hire additional employees if and when the present workforce becomes inadequate to handle the growing operations of the Group. The Group has no collective bargaining agreements with its employees due to the absence of organized labor organizations in the Group. Aside from complying with the minimum compensation standards mandated by law, the Group makes available to qualified personnel supplemental benefits such as health insurance, retirement, housing plans and car plans.

The table below shows the breakdown of employees by rank:

	As of December	Projected Hiring
Description	31, 2016	for 2017
Executives	19	0
Managers	61	3
Supervisors	198	11
Rank & File	445	38
Total	723	52

#### **Business Risks**

The real estate industry is highly dependent on the performance of the national economy as the growth of the industry has a direct correlation with the state of the national income and effective disposal income of the people. As disposable income increases, expenditures on housing will increase proportionately. Furthermore, a stable economy brings about liquidity in the financial system, thus increasing the sources of funding for housing.

The growth and profitability of the Company are influenced by the general political and economic situation. Any political instability in the future may have a material effect on the financial results of the Company.

Increase in interest rates and unavailability of affordable financing options affect the demand for housing. The Company caters to the middle income market, a market which primarily considers the affordability of monthly amortizations through long term in-house or bank financing schemes.

The Company is engaged primarily in the development of land and construction of housing /condominium units. Its business is dependent on the availability of large tracts of land with potential for development. As major players and new ones continue to take advantage of the bullish condition of the real estate industry, prime properties may become less available to the Company.

Other risks related to property development are fluctuation in prices and availability of construction materials, changes in government regulations, increase in taxes and fees and intense competition.

The Company remains vigilant to factors affecting its business, such as fluctuations in interest rates on borrowings and end-buyers' financing, increasing costs of construction materials, labor and administrative expenses which may affect overall demand for housing. Fluctuations in foreign exchange have no adverse effect since the Company has very minimal importations of construction-related materials and has no foreign currency denominated loans.

The Company continuously monitors trends in the industry and regularly checks economic indicators. It constantly explores ways and means on how to be more cost effective and implements reasonable price increases to maintain certain profit margins while keeping its products competitive. To maintain the marketability of its products, it provides quality projects in convenient locations, keeps the price affordable, offers a variety of flexible payment terms for in-house financing and continues to maintain strong tie-up arrangements with various banks for the financing requirements of its buyers.

The Company remains prudent in managing its financial resources and has taken measures in controlling its available funds. Generally, the Company utilizes its internally generated funds for its operations and partly uses bank financing for purposes of acquiring properties with strong economic potential and meeting urgent development requirements. By identifying the risk areas and employing appropriate risk management tools, the Company believes that the related business risks could be managed properly.

#### Item 2. Properties

#### **Description of Principal Properties**

The principal properties of the Group are as follows:

Property	Location	Limitations on Ownership
Completed Projects:		
Little Baguio Gardens	San Juan, Metro Manila	Owned
Laguna BelAir 1 and 2	Don Jose, Sta. Rosa, Laguna	Joint Venture
Governors Place	Mandaluyong City	Joint Venture
Kingswood Tower	Makati City	Joint Venture
Gilmore Heights	Gilmore Ave. cor. N. Domingo Sts., Quezon City	Joint Venture
San Francisco Gardens	Mandaluyong City	Joint Venture
Greenhills Garden Square	Santolan Road, Quezon City	Owned
Central Business Park	Manggahan, Pasig City	Owned
Xavier Hills	Quezon City	Joint Venture
California Garden Square	Libertad St., Mandaluyong City	Owned
Laguna BelAir 3	Biñan, Laguna	Owned
Laguna BelAir 4	Sta. Rosa City	Owned
The Sonoma	Sta. Rosa City	Joint Venture
On-Going Projects:		
The Cambridge Village	Cainta, Rizal	Owned
Little Baguio Terraces	San Juan, Metro Manila	Joint Venture
Pioneer Woodlands	Mandaluyong City	Joint Venture
San Lorenzo Place	Makati City	Joint Venture
The Rochester	Pasig City	Owned
Kasara Urban Resort	Eagle St., Pasig City	Owned
Residences Manga Tree Posidences	Son Juan City	Owned
Mango Tree Residences Covent Garden	San Juan City Sta. Mesa Manila	Owned
		Owned
Southpoint Science Park	Gimalas Balayan Batangas	Owned

Most projects are for sale with the exception of Central Business Park, which is an office-warehouse complex for lease. It has a total of 9,870 square meters of leasable area, with lease rate of P176 per square meter subject to yearly escalation. Lease term is up to 5 years.

There is no mortgage, lien or encumbrance over the properties of the Company. The limitations on ownership and usage are disclosed in the table above and in the Notes of the Company's Audited Financial Statements.

Certain assets of the Company with a total carrying value of P188.4 million are used as collateral to secure the payment of loans obtained from creditors. These are various units of California Garden Square and The Cambridge Village and lots of Laguna BelAir, which serve as a security for the CTS financing/Receivable Purchase Facility granted by creditor banks. This facility does not require annotation on individual titles.

The Company cannot identify the particular properties it intends to acquire in the next twelve (12) months as the opportunities, offers or prospects may come unexpectedly. It aims to continuously acquire properties in strategic/prime locations with good market potential. It may acquire interest on the land through either outright acquisition or joint venture arrangement with landowners. Depending on the value

of the property, it may utilize its internal funds to finance the acquisition; it may partially borrow or raise funds through equity financing.

#### Item 3. Legal Proceedings

#### **Description of Material Pending Legal Proceedings**

There are no material pending legal proceedings to which the Company or any of its subsidiaries and affiliates is a party or of which any of their property is the subject.

#### Item 4. Submission of Matters to a Vote of Security Holders

No matter was submitted during the fourth quarter of 2016 to a vote of security holders.

#### PART II - OPERATIONAL AND FINANCIAL INFORMATION

#### Item 5. Market for Issuer's Common Equity and Related Stockholder Matters

#### **Market Information**

The Company's common shares are traded on the Philippine Stock Exchange ("PSE"). The following table sets out, for the periods indicated, the high and low sales price for the Company's common shares as reported on the PSE:

Y	ear	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
2015	High	0.96	0.90	0.91	1.02
	Low	0.88	0.83	0.73	0.74
2016	High	0.91	0.90	0.85	0.77
	Low	0.67	0.75	0.75	0.66
2017	High	0.78			
	Low				
3/31/1	7 Close	0.69			

#### Holders

As of 31 March 2017, there were 12,559 holders of the Company's common shares. The following table sets forth the twenty largest shareholders of the Company as of March 31, 2017.

Rank	Name of Holder	Number of	Percentage of
		Shares	Ownership
1.	Megaworld Corporation	11,994,426,438	81.7271%
2.	PCD Nominee Corporation	1,551,094,348 <sup>1</sup>	10.5688%
	(Filipino)		
3.	PCD Nominee Corporation	720,789,029	4.9113%
	(Non-Filipino		
4.	The Andresons Group, Inc.	138,133,820	0.9412%
5.	Andrew L. Tan	24,277,777	0.1654%
6.	Simon Lee Sui Hee	16,685,206	0.1137%
7.	Ramon Uy Ong	14,950,000	0.1019%
8.	Lucio W. Yan	10,350,000	0.0705%
9.	Alberto Mendoza and/or	4,444,106	0.0303%
	Jeanie C. Mendoza		
10.	Evangeline R. Abdullah	4,324,000	0.0295%

<sup>&</sup>lt;sup>1</sup> This includes 1,000,000 shares beneficially owned by Megaworld Corporation.

11.	George T. Yang	3,675,400	0.0250%
12.	Zheng Chang Hua	3,220,000	0.0219%
13.	Tiong C. Rosario	3,138,791	0.0214%
14.	Maximino S. Uy &/or Lim	3,105,000	0.0212%
	Hue Hua		
15.	Trans-Asia Securities, Inc.	3,000,000	0.0204%
16.	Luisa Co Li	2,902,908	0.0198%
17.	Edward N. Cheok	2,875,000	0.0196%
18.	Aboitiz Equity Ventures, Inc.	2,813,843	0.0192%
19.	Maximino S. Uy	2,357,500	0.0159%
20.	Aboitiz & Company	2,314,421	0.0158%

The information provided above is not being presented in connection with securities to be issued pursuant to an acquisition, business combination or other reorganization initiated by or involving the Company.

#### **Dividends**

The payment of dividends, either in the form of cash or stock, will depend upon the Company's earnings, cash flow and financial condition, among other factors. The Company may declare dividends only out of its unrestricted retained earnings. These represent the net accumulated earnings of the Company, with its capital unimpaired, that are not appropriated for any other purpose.

The Company may pay dividends in cash, by the distribution of property, or by the issue of shares of stock. Dividends paid in cash are subject to the approval by the Board of Directors. Dividends paid in the form of additional shares are subject to approval by both the Board of Directors and at least two-thirds (2/3) of the outstanding capital stock of the shareholders at a shareholders' meeting called for such purpose.

No stock dividends were declared on the Company's common shares for 2007 to 2016. The Company declared a 15% stock dividend on March 15, 2006, which was paid on August 8, 2006 to all shares of common stock outstanding as of July 13, 2006.

The Corporation Code prohibits stock corporations from retaining surplus profits in excess of one hundred per cent (100%) of their paid-in capital stock, except when justified by definite corporate expansion projects or programs approved by the Board of Directors, or when the corporation is prohibited under any loan agreement with any financial institution or creditor from declaring dividends without its consent, and such consent has not yet been secured, or when it can be clearly shown that such retention is necessary under special circumstances obtaining in the corporation.

#### **Recent Sales of Unregistered or Exempt Securities**

On 26 June 2013, One Billion Two Hundred Million (1,200,000,000) common shares of the capital stock of the Company were issued to Megaworld Corporation, at the price of One Peso & 05/100 centavos per share for an aggregate subscription price of One Billion Two Hundred Sixty Million (Php1,260,000,000.00).

Relative to the subscription of Megaworld Corporation, the Company filed on 05 July 2013 with the Philippine Securities and Exchange Commission ("SEC") a Notice of Exempt Transaction under Section 10.1(e) of the Securities Regulation Code.

Item 6. Management's Discussion and Analysis of Financial Condition and Results of Operations

#### For 2016, the following are top key performance indicators of the Group:

		2016	2015
Sales		P4.12 Billion	P4.02 Billion
Net Profit		P600.3 Million	P550.5 Million
Current Ratio	*1	3.54:1	3.72:1
Quick Ratio	*2	.72:1	.71:1

<sup>\*1-</sup> Current Assets/Current Liabilities

#### 1) Increase in Real Estate Sales

The Group's marketing concepts and sales strategies, project location, flexible payment scheme and aggressive selling have contributed to the increase in sales. The Group's new projects are connected to mass transit system and are conveniently located in business districts of Metro Manila

#### 2) Other Revenues

Other income derived from various sources contributed to the Group's revenue.

#### 3) Ability to repay loan obligations

The loan obligations were promptly settled. The Group maintains a good credit standing with creditor banks and has considerable standby credit facilities, which can be utilized for urgent capital requirements.

#### 4) Continuous development of projects

The Group aggressively undertakes construction and development activities and has been exerting efforts to deliver its projects within the commitment timetable.

#### 5) Landbanking

The Group has been continuously acquiring interests in properties through either outright acquisitions or joint venture arrangements with landowners. It intends to have sufficient properties for development within the next 5 to 7 years.

#### **RESULTS OF OPERATIONS**

#### Review of December 31, 2016 versus December 31, 2015

During the twelve-month period, the consolidated net profit amounted to P601.1 million, 9% higher than the previous year's net income of P550.5 million. Consolidated revenues, composed of real estate sales, realized gross profit, finance income, earnings of associates, commissions and other revenues posted an increase of 3% from P5.1 billion to P5.2 billion.

#### Real Estate Sales

The Group registered Real Estate Sales of P4.1 billion for twelve months ended December 31, 2016 compared with P4.0 billion in 2015. The sales generated were derived from various projects including, San Lorenzo Place, Pioneer Woodlands, The Sonoma, The Rochester, The Cambridge Village, California

<sup>\*2-</sup> Cash and cash equivalents+Trade and other receivables/ Total Current Liabilities

Garden Square, Kasara Urban Resort Residences, Little Baguio Terraces, Greenhills Garden Square and Laguna Bel Air Projects.

The Cost of Real Estate Sales amounting to P2.7 billion in 2016 and P2.6 billion in 2015, as a percentage of Real Estate Sales was 64% and 65% in 2016 and 2015 respectively. The change was primarily due to the different composition of products sold for each year.

Gross Profit was P1.5 billion during the twelve months of 2016 and P1.4 billion in 2015, or 36% and 35% of Real Estate Sales in 2016 and 2015 respectively. The gross profit margin varies depending on the product mix and the competitiveness of prices of each product. Realized Gross Profit amounting to P1.4 billion for 2016 and 2015, represents 35% of Real Estate Sales in both years.

#### Other Revenues

The finance income amounting to P323.6 million and P324.1 million in 2016 and 2015 respectively, were derived mostly from in-house financing and various advances from related parties which accounts for 6% of total revenues for both years. Additional sources of revenue were commissions of a subsidiary, rentals of investment properties and those obtained from other sources. Commission and other income totaling P678.4 million in 2016 and P662.0 million in 2015, represents 13% of total revenues in 2016 and 2015.

#### Operating Expenses

Operating Expenses for 2016 and 2015 amounted to P1.4 billion. Other charges/expenses include Finance Cost of P199.6 million and P177.4 million in 2016 and 2015, respectively.

#### **FINANCIAL CONDITION**

#### Review of December 31, 2016 versus December 31, 2015

Total resources of the Group as of December 31, 2016 and December 31, 2015 amounted to P38.6 billion and P37.3 billion respectively. Cash and Cash Equivalents decreased from P1.4 billion to P1.0 billion. The Group remained liquid with Total Current Assets of P29.6 billion in 2016 and P28.2 billion in 2015, which accounted for 77% in 2016 and 76% in 2015 of the Total Assets, while its Total Current Liabilities amounted to P8.4 billion in December 31, 2016 as compared with P7.6 billion in December 31, 2015.

The Equity increased from P24.7 billion in the previous year to P24.9 billion as of December 31, 2016 due to Group's profit for the 12-month period net of revaluation of equity investments held by a subsidiary.

For the twelve months of 2016 and in the year 2015, the Group sourced its major cash requirements from internally generated funds, and partly from borrowings.

The Group utilized its funds for construction and development of projects, purchase of properties, loan repayments, settlement of various payables and other operating expenses.

Material Changes in the 2016 Financial Statements (Increase or decrease of 5% or more versus December 31, 2015)

#### Statements of Financial Position

- 28% decrease in Cash and cash equivalents Mainly due to construction related payments
- 26% increase in Trade and other receivables Due to increase in real estate sales
- 8% increase in Advances to related parties Primarily due to interest on advances

- 17% decrease in Prepayments and other current assets Pertains to input vat offset against vat payable
- 21% decrease in Available for sale financial assets
   Primarily due to decrease in fair market value of investment in securities held by a subsidiary
- 49% decrease in Advances to landowners and joint venture Mainly due to collection from landowner/joint venture
- 11% decrease in Investment property Primarily due to depreciation charges
- 30% increase in Interest-bearing loans and borrowings Mainly due to loan availment
- 35% increase in Trade and other payables
   Various payables to contractors and suppliers due to increasing construction activities
- 19% increase in Deferred Gross Profit on Real Estate Sales Mainly due to sales of projects with ongoing development
- 5% decrease in Customers' deposits Mainly due to recognition of sales
- 6% increase in Advances from related parties
   Due to project related advances
- 10% increase in Retirement benefit obligation
   Due to accrual of retirement obligation for the year
- 9% increase in Deferred Tax Liabilities
   Mainly due to increase in income tax expense

Statements of Comprehensive Income (Increase or decrease of 5% or more versus December 31, 2015)

- 9% increase in Realized gross profit on prior years' sale Due to construction accomplishment of certain projects
- 109% increase in Equity in net earnings of associates
   Primarily due to increase in earnings of associate
- 79% increase in Deferred gross profit on current year's sales
   Due to construction accomplishment of on-going projects
- 5% increase in Finance costs
   Mainly due to interest on additional loans
- 5% increase in Tax expense
   Mainly due to increase in taxable income

For the year 2017, the projected capital expenditures of roughly P5.0 billion is expected to be funded by collections, borrowings and other sources.

Fluctuations in foreign exchange rate had no adverse effect on the Group's financial conditions since the Group has very minimal importations of construction-related materials and have no foreign denominated loans

There are no other material changes in the Group's financial position and condition (5% or more) that will warrant a more detailed discussion. Likewise, there are no material events and uncertainties known to the management that would have material impact on reported financial information and normal operations of the Group.

The nature of all revenues and expenses disclosed in the statements of comprehensive income are business related transactions and arose from the Group's continuing operations. Also, no prior period adjustment was made during any period covered by the statements of financial position.

There are no material off-statements of financial condition transactions, arrangements, obligations (including contingent obligations), and other relationships of the Group with unconsolidated entities or other persons created during the reporting period.

There are no events that will trigger direct or contingent financial obligation that is material to the Group, including any default or acceleration of an obligation.

The Group is aggressively marketing its products specially the new projects. It continuously offers competitive prices, more lenient payment schemes under in-house financing and has strong tie-ups with reputable banks for the financing requirements of its buyers.

#### For 2015, the following are top key performance indicators of the Group:

		2015	2014
Sales		P4.02 Billion	P3.48 Billion
Net Profit		P550.5 Million	P484.5 Million
Current Ratio	*1	3.72:1	3.65:1
Quick Ratio	*2	.71:1	.66:1

<sup>\*1-</sup> Current Assets/Current Liabilities

#### Continuous development of projects

The Group continuously undertakes construction and development activities and has been exerting efforts to deliver its projects within the commitment timetable. The Group's Project Development team works closely with outside contractors particularly in monitoring and supervising the progress of construction.

#### Ability to repay loan obligations

All loan obligations were promptly settled. The Group maintains good credit standing with creditor banks and has considerable standby credit facilities which can be utilized for urgent capital requirements.

#### **RESULTS OF OPERATION**

#### Review of 2015 versus 2014

During the twelve-month period, the consolidated net profit amounted to P550.51 million, 14% higher than the previous year's net profit of P484.52 million. Consolidated revenues, composed of real estate sales,

<sup>\*2-</sup> Cash and cash equivalents+Trade and other receivables/ Total Current Liabilities

interest income, commissions and other revenues which posted an increase of 11% from P4.58 billion to P5.06 billion. The increase in revenue is mainly due to increase in sales from various projects.

#### Real Estate Sales

The Group registered Real Estate Sales of P4.02 billion for twelve months ended December 31, 2015 compared with P3.48 billion in 2014. The sales generated were derived from various projects namely, San Lorenzo Place, Pioneer Woodlands, Little Baguio Terraces, The Rochester Gardens, Kasara Urban Resort Residences, The Sonoma, The Cambridge Village, California Garden Square, Greenhills Garden Square, Xavier Hills, Southpoint Science Park and Laguna Bel-Air Projects.

The Cost of Real Estate Sales amounting to P2.6 billion in 2015 and P2.3 billion in 2014, as a percentage of Real Estate Sales, was 65% and 66%, respectively. The change was primarily due to the type of products sold for each year.

Gross Profit was P1.40 billion during the twelve months of 2015 and P1.18 billion in 2014, or 35% and 34% of Real Estate Sales, respectively. The gross profit margin varies depending on the product mix and the competitiveness of prices of each product. Realized Gross Profit as a percentage of Real Estate Sales was recorded at 35% both in 2015 and 2014 amounting to P1.4 billion and P1.2 billion respectively.

#### Other Revenues

The Finance income amounting to P324.16 million and P381.19 million in 2015 and 2014 respectively, were derived mostly from in-house financing and accounts for 6% and 8% of total revenues. Commission and other income totaling P653.01 million in 2015 and P600.51 million in 2014, represents 13% of total revenues in both years. The other income includes rentals of investment property and residential/commercial spaces in various projects, equity in net earnings from associates and those obtained from other sources.

#### **Operating Expenses**

Operating Expenses posted an increase from P1.31 billion in 2014 to P1.43 billion in 2015. Other charges/expenses include Finance Cost of P177.38 million and P127.86 million in 2015 and 2014, respectively.

#### **FINANCIAL CONDITION**

#### Review of December 31, 2015 versus December 31, 2014

Total resources of the Group as of December 31, 2015 and December 31, 2014 amounted to P37.27 billion and P35.30 billion respectively. Cash and Cash Equivalents increased from P821.51 million to P1.40 billion. The Group remained liquid with Total Current Assets of P28.18 billion in 2015 and P26.65 billion in 2014, which accounted for 76% of the Total Assets in 2015 and 2014, while its Total Current Liabilities amounted to P7.57 billion in December 31, 2015 as compared with P7.30 billion in December 31, 2014.

The Equity decreased from P24.84 billion in the previous year to P24.68 billion as of December 31, 2015 due to revaluation reserves applicable to equity investments.

For the year 2015, the Group sourced its major cash requirements from internally generated funds, collection of advances and borrowings.

The Group utilized its funds for construction and development of projects, land acquisition, investment in shares, settlement of loans and expenses for operations.

### Material Changes in the 2015 Financial Statements (Increase or decrease of 5% or more versus December 31, 2014)

#### Statements of Financial Position

70% increase in Cash and cash equivalents

Due to increase in collections and receipt of proceeds from bank loan

22% decrease in Property development cost Due to reclassification of accounts

9% increase in Residential Condominium Units for Sale Due to ongoing construction and development activities

10% increase in Advances to related parties Primarily due to interest on advances

30% decrease in Prepayments and other current assets Pertains to input vat offset against vat payable

29% decrease in Available-for-sale financial assets
Primarily due to decrease in fair market value of investment in securities held by a subsidiary

22% decrease in Advances to Land Owners and Joint Ventures
Reclassification of account from Advances to Joint Ventures to Residential and Condominium Unit for
Sale

32% increase in Land held for future development Mainly due to purchase of properties

296% increase in Investment in associates Mainly due to investment in new associate

10% decrease in Investment property Primarily due to depreciation charges

1005% increase in Interest-bearing loans and borrowings Due to availment of loan

51% increase in Trade and other payables Various payables to contractors and suppliers due to increasing construction activities

7% decrease in Deferred Gross Profit on Real Estate Sales Primarily due to increase in construction accomplishment

28% decrease in Customers' deposits Mainly due to recognition of sales

31% increase in Advances from related parties Due to construction related advances

31% increase in Reserve for property development Represents estimated cost to complete the construction/development of sold units

26% increase in Other current liabilities

Pertains to amounts withheld from contractors' billings to guarantee timely and satisfactory completion of works

11% increase in Retirement benefit obligation

Due to accrual of retirement obligation for the year

10% increase in Deferred tax liabilities Mainly due to increase in deferred taxable income

### Statements of Comprehensive Income (Increase or decrease of 5% or more versus December 31, 2014)

15% increase in Real estate sales Due to aggressive selling of projects

44% decrease in Realized gross profit on prior years' sale Due to construction accomplishment of certain projects

15% decrease in Finance income Primarily due to varying payment terms of interest bearing accounts under in-house financing

10994% decrease in Equity in net earnings of associates Primarily due to decrease in earnings of associate

10% increase in Commission and other income Mainly due to increase in revenues derived from other related sources

14% increase in Cost of real estate sales Mainly attributed to increase in sales

41% increase in Deferred gross profit on current year's sales Due to pre-selling of projects which are in various stages of construction

39% increase in Finance cost
Mainly due to construction related advances

9% increase in Operating expenses Due to additional manpower and increase in marketing and administrative expenses

12% decrease in Tax expense Mainly due to deferred tax adjustment

For the year 2016, the projected capital expenditures (construction and development) of roughly P5 billion is expected to be funded by collections, borrowings and other sources.

Fluctuations in foreign exchange rate had no adverse effect on the Group's financial conditions since the Group has very minimal importations of construction-related materials and have no foreign denominated loans.

There are no other material changes in the Group's financial position and condition (5% or more) that will warrant a more detailed discussion. Likewise, there are no material events and uncertainties known to the management that would have material impact on reported financial information and normal operations of the Group.

The nature of all revenues and expenses disclosed in the statements of comprehensive income are business related transactions and arose from the Group's continuing operations. Also, no prior period adjustment was made during any period covered by the statements of financial position.

There are no material off-statements of financial condition transactions, arrangements, obligations (including contingent obligations), and other relationships of the Group with unconsolidated entities or other persons created during the reporting period.

There are no events that will trigger direct or contingent financial obligation that is material to the Group, including any default or acceleration of an obligation.

The Group is aggressively marketing its products specially the new projects. It continuously offers competitive prices, more lenient payment schemes under in-house financing and has strong tie-ups with reputable banks for the financing requirements of its buyers.

#### Item 7. Information on Independent Accountant and other Related Matters

#### **External Audit Fees and Services**

The Company's external auditor, Punongbayan & Araullo, billed the amounts of Php1,740,000 in 2016 and Php1,670,000 in 2015 exclusive of VAT respectively, in professional fees for services rendered by it for the audit of the Company's annual financial statements and services that are normally provided by the external auditor in connection with statutory and regulatory filings or engagements for 2016 and 2015.

Apart from the foregoing, no other services were rendered or fees billed by the Company's external auditors for 2016 and 2015.

The engagement of Punongbayan & Araullo and the handling partner is approved by the Board of Directors in consultation with its Audit Committee and by the stockholders of the Company. The selection of external auditors is made on the basis of credibility, professional reputation, accreditation with the Philippine Securities and Exchange Commission, and affiliation with a reputable foreign partner. The professional fees of the external auditors of the Company are approved by the Company's Audit Committee after approval by the stockholders of the engagement and prior to the commencement of each audit season.

#### Item 8. Financial Statements

Financial Statements meeting the requirements of SRC Rule 68, as amended, are attached hereto as Exhibit 1 and incorporated herein by reference.

### Item 9. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

The Company complied with SRC Rule 68(3)(b)(iv) and the Company's Manual on Corporate Governance, which requires that the Company's external auditor be rotated or the signing partner changed after five (5) years of engagement. A two-year cooling off period shall be observed in the reengagement of the same signing partner. In this regard, starting the year ending 31 December 2016, Mr. Renan A. Piamonte, one of the Audit and Assurance Partners of Punongbayan and Araullo (P&A), was designated as the signing partner for the audit of the Company's financial statements. Mr. Nelson Dinio, also one of the Audit and Assurance Partners of P&A, handled the audit of the Company's financial statements for the past five years from 2011 to 2015.

There are no disagreements with the auditors on any matter of accounting principles or practices, financial statement disclosure, or auditing scope or procedure, which, if not resolved to their satisfaction, would have caused the auditors to make reference thereto in their reports on the financial statements of the Company and its subsidiaries.

#### PART III - CONTROL AND COMPENSATION INFORMATION

#### Item 10. Directors and Executive Officers of the Issuer

There are seven (7) members of the Company's Board of Directors, two of whom are independent directors. All directors were elected during the annual meeting of stockholders held on 14 June 2016 for a term of one year and until their successors are elected and qualified.

The table sets forth each member of the Company's Board and Officers as of 31 March 2017.

#### Name

#### **Present Position**

Andrew L. Tan..... Chairman of the Board

Gerardo C. Garcia...... Vice Chairman/Independent Director

Anthony Charlemagne C. Yu..... Director/President
Alejo L. Villanueva, Jr..... Independent Director

Evelyn G. Cacho...... Director/Senior Vice President

Enrique Santos L. Sy..... Director Kevin Andrew L. Tan..... Director

Ricky S. Libago..... Executive Vice President

Ricardo B. Gregorio..... First Vice President for Human Resources and General and Administration Services

Jhoanna Lyndelou T. Llaga...... First Vice President for Marketing Kim Camille B. Manansala Assistant Vice President for Audit

Giovanni C. Ng...... Treasurer

Dennis E. Edaño...... Corporate Secretary

Celeste Z. Sioson...... Assistant Corporate Secretary

Following is a brief profile of the incumbent directors and executive officers of the Company, indicating their respective business or professional experience for the past five (5) years.

#### Andrew L. Tan

Chairman of the Board

Mr. Tan, Filipino, 67 years old, Filipino, has served as Chairman of the Company's Board of Directors since its incorporation in July 1994. He was also Treasurer of the Company from July 1994 to May 1998. He is the Chairman of the Board and President of Megaworld Corporation, a publicly listed corporation and the parent of the Company, and Chairman of other publicly listed companies Alliance Global Group, Inc., Emperador Inc. and Global-Estate Resorts, Inc.. He pioneered the live-work-play-learn model in real estate development through Megaworld's integrated township communities, thus fueling the growth of the business process outsourcing (BPO) industry. He chairs publicly-listed Alliance Global Group, Inc. which holds interests in property development through Megaworld, integrated tourism estates development through Global-Estate Resorts, Inc. and Travellers International Hotel Group, Inc. which owns Resorts World Manila, and food and beverage manufacturing and distribution through Emperador Inc., which owns Emperador Distillers, Inc., the leading brandy manufacturer and distributor in the Philippines, and Golden Arches Development Corporation, which operates and franchises guick service restaurants under the McDonald's brand. Mr. Tan also serves in the boards of various companies: Eastwood Cyber One Corporation, Megaworld Land, Inc., Megaworld Central Properties, Inc., Gilmore Property Marketing Associates, Inc., Sherman Oak Holdings, Inc., Sonoma Premier Land, Inc., Valle Verde Properties, Inc., Townsquare Development, Inc. and Richmonde Hotel Group International Limited. Mr. Tan is also the Chairman of Megaworld Foundation, Megaworld's corporate social responsibility arm, which primarily focuses on the promotion of education through scholarship programs for financially handicapped but deserving students, and supports causes that promote poverty alleviation, people empowerment, social justice, good governance and environmental conservation.

#### Anthony Charlemagne C. Yu

Director/President

Mr. Yu, 54 years old, Filipino, has been a member of the Company's Board of Directors since January 1998 and has served as President of the Company for the same period. He joined Megaworld Land, Inc. in September 1996 and served as its Vice President until December 1997. Mr. Yu obtained his Bachelor of Arts degree major in Political Science from the Ateneo de Manila University and his Bachelor of Laws degree from the University of the Philippines. He holds a Master's Degree from the University of London. Mr. Yu previously worked for Ten Knots Development Corporation where he served as Vice President for Corporate and Legal Affairs and was a member of both its Executive and Management Committees. He also worked as a legal associate at the Ponce Enrile Cayetano Reyes & Manalastas Law Offices and

served as Special Legal Counsel to the Secretary of Health, Dr. Juan Flavier. He also served as a Consultant in the Senate of the Philippines. He was a member of the University Faculty of the Ateneo de Manila University for eight (8) years, from 1985 to 1993 and sat on the board of the Institute of the Philippine Culture of the Ateneo de Manila University. Mr. Yu has also served as a Law Professor in the College of Law of the University of the Philippines. He was Philippine Delegate to the Integrated Environmental Management Forum held in Israel in 1995. Mr. Yu was a member of the United Nations Development Program's Regional Network of Legal Experts on Marine Pollution and the Board of Trustees of Management Advancement Systems, Association, Inc. He is currently the Chairman of the Board and President of the Philippine Science-assisted school, Laguna BelAir School, Inc. He is the President of the El Nido Foundation, an NGO that promotes sustainable development and environmental protection in northern Palawan. He is a Trustee of Culion Foundation, a social development organization that primarily supports undertakings on the prevention and control of selected communicable and infectious diseases, reproductive health, and micro-enterprise development. He is the Chairman of the ERDA Group of Foundations, which promotes educational assistance to the marginalized sectors of society, including street children. He is also a member of the Board of Trustees of IBON Foundation, a non-profit research and education development institution that provides socio-economic research and analysis on people's issues to various sectors. Mr. Yu is also President and/or Director of Empire East Communities, Inc., Megaworld Central Properties, Inc., Sherman Oak Holdings, Inc., Sonoma Premier Land, Inc., Valle Verde Properties, Inc. and Megaworld Newport Property Holdings, Inc.

#### Gerardo C. Garcia

Vice Chairman/Independent Director

Mr. Garcia, 75 years old, Filipino, is an independent director of the Company. He has been a member of the Company's Board of Directors since October 1994 and has served as Vice Chairman of the Board since December 1997. He also served as President of the Company from October 1994 until December 1997. He concurrently serves as independent director in the boards of Megaworld Corporation, Global-Estate Resorts, Inc., Suntrust Properties, Inc. and Megaworld Land, Inc., Prior to joining the Company, Mr. Garcia was Executive Vice President of UBP Capital Corporation. He holds a bachelor's degree in Chemical Engineering and a Master's Degree in Business Administration from the University of the Philippines.

#### **Enrique Santos L. Sy**

Director

Mr. Sy, 67 years old, Filipino, was elected to the Board on 9 June 2009. Previously, he served as director of the Company from April 1996 to April 1998 and from June 1999 to December 23, 2008. Mr. Sy was Corporate Secretary of the Company from July 1994 until 31 March 2011. Mr. Sy concurrently serves in the boards of publicly-listed Megaworld Corporation. He is a Director of Eastin Holdings and First Oceanic Property Management, Inc. He is also a Director and the Corporate Secretary of Asia Finest Cuisine, Inc. and the Corporate Secretary of Empire East Communities, Inc. Mr. Sy previously worked as Advertising Manager of Consolidated Distillers of the Far East, Inc., Creative Director of AdCentrum Advertising, Inc., Copy Chief of Admakers, Inc. and Peace Advertising Corporation and Creative Associate of Adformatix, Inc. Mr. Sy graduated with honors from the Ateneo de Manila University with the degree of Bachelor of Arts in Communication Arts.

#### Evelyn G. Cacho

Director/Senior Vice President

Ms. Cacho, 55 years old, Filipino, has served as director of the Company since February 20, 2009. Ms. Cacho joined the Company in February 1995. She currently serves as director of the Company's subsidiaries, Empire East Communities, Inc., Laguna BelAir School, Inc., Sonoma Premier Land, Inc., Valle Verde Properties, Inc. and Sherman Oak Holdings, Inc. She concurrently serves as Director in publicly-listed Suntrust Home Developers, Inc. She also holds the position of Treasurer of Megaworld Central Properties, Inc. and Megaworld Newport Property Holdings, Inc. She is the Assistant Corporate Secretary of Gilmore Property Marketing Associates, Inc. Prior to joining the Company, she had extensive experience in the fields of financial/operations audit, treasury and general accounting from

banks, manufacturing and trading companies. Ms. Cacho has a bachelor's degree in Business Administration major in Accounting and is a certified public accountant by profession.

#### Alejo L. Villanueva, Jr.

Independent Director

Mr. Villanueva, 75 years old, Filipino, is an independent director of the Company since June 2007. He is concurrently an independent director of Alliance Global Group, Inc., Suntrust Home Developers, Inc., and Emperador Inc. and a Director of First Capital Condominium Corporation, a non-stock, non-profit corporation. He is a professional consultant who has more than twenty years of experience in the fields of training and development, public relations, community relations, institutional communication, and policy advocacy, among others. He has done consulting work with the Office of the Vice President, the Office of the Senate President, the Commission on Appointments, the Securities and Exchange Commission, the Home Development Mutual Fund, the Home Insurance Guaranty Corporation, Department of Agriculture, Philippine National Railways, International Rice Research Institute, Rustan's Supermarkets, Louis Berger International (USAID-funded projects on Mindanao growth), World Bank (Subic Conversion Program), Ernst & Young (an agricultural productivity project), Chemonics (an agribusiness project of USAID), Price Waterhouse (BOT program, a USAID project), Andersen Consulting (Mindanao 2000, a USAID project), Renardet S.A. (a project on the Privatization of MWSS, with World Bank funding support), Western Mining Corporation, Phelps Dodge Exploration, and Marubeni Corporation. Mr. Villanueva obtained his bachelor's degree in Philosophy from San Beda College, summa cum laude. He has a master's degree in Philosophy from the University of Hawaii under an East-West Center Fellowship. He also took up special studies in the Humanities at Harvard University. He studied Organizational Behavior at INSEAD in Fontainebleau, France. He taught at the Ateneo Graduate School of Business, the UST Graduate School, and the Asian Institute of Journalism.

#### Kevin Andrew L. Tan

Director

Mr. Tan, 37 years old, Filipino, has served as Director last June 2015. He is the Senior Vice President of the Commercial Division of Megaworld Corporation which markets and operates the Megaworld Lifestyle Malls including Eastwood Mall and The Clubhouse at Corinthian Hills in Quezon City, Venice Piazza at McKinley Hill and Burgos Circle at Forbestown Center, both in Fort Bonifacio, California Garden Square in Mandaluyong City, Newport Mall at Resorts World Manila in Pasay City, and Lucky Chinatown Mall in Binondo, Manila. He is concurrently a Director of publicly listed companies Alliance Global Group, Inc. and Global-Estate Resorts, Inc. and of Eastwood Cyber One Corporation, Uptown Cinemas, Inc., Megaworld Central Properties, Inc., Twin Lakes Corporation, Megaworld Land, Inc., Townsquare Development, Inc., Empire East Communities, Inc., Emperador Distillers, Inc., Alliance Global Brands, Inc., Anglo Watsons Glass, Inc., Yorkshire Holdings, Inc., The Bar Beverage, Inc., Emperador Brandy, Inc., and New Town Land Partners, Inc. He is also a trustee and a Treasurer of Megaworld Foundation, Inc. He has over 11 years of experience in retail leasing, marketing and operations. Mr. Tan obtained his bachelor's degree in Business Administration major in Management from the University of Asia and the Pacific.

#### Ricky S. Libago

**Executive Vice President** 

Mr. Libago, 52 years old, Filipino, has been with the Company since July 2008. He served as Senior Vice President for Project Development, the position he held prior to his appointment as Executive Vice President in July 2016. Prior to joining the Company, he worked with Citibank Japan for 3 years and Citibank Philippines/Citibank Asia Pacific for 5 years with the Corporate Realty Services Group. He also previously worked with Universal Rightfield Holdings, Inc. (a real estate joint venture company with DMCI), Megaworld Land, Inc. (a subsidiary of Megaworld), Ayala Property Management Corporation (a subsidiary of Ayala Land, Inc.) and Makati Development Corporation (the construction arm of Ayala Land, Inc.). Mr. Libago is a licensed Civil Engineer and a Sanitary Engineer. He obtained his Civil Engineering degree from Ateneo de Cagayan (Xavier University) and his Sanitary Engineering degree from the National University.

#### Ricardo B. Gregorio

First Vice President for Human Resources and General and Administration Services

Mr. Gregorio, 54 years old, Filipino, has been with the Company since August 1997. Prior to his appointment as First Vice President in Human Resources General Administration Services in July 2015, he occupied the position of Vice President for Human Resources General and Administration Services in June 2003 and as Assistant Vice President for HRAD, Purchasing and Warehouse Department in January 1999. He joined the Company as Purchasing Manager and served as such until October 1997. From November 1997 to December 1998, he served as HRAD and Purchasing Senior Manager of the Company. Mr. Gregorio is a certified public accountant by profession. He graduated cum laude from the Araullo University in 1988 with a bachelor's degree in Commerce major in accounting. In 2000, he obtained his Master's Degree in Business Administration from the University of the Philippines and in 2002, a diploma in Human Resource Management from the University of Santo Tomas.

#### Jhoanna Lyndelou T. Llaga

First Vice President for Marketing

Ms. Llaga, 45 years old, Filipino, currently serves as director of Empire East Communities, Inc, the Company's subsidiary and as an SVP of Megaworld Central Properties, Inc., an affiliate. She joined the company in April 1996 and held various marketing positions. She was appointed as Marketing Head in June 2003, Assistant Vice President in July 2009, Vice President in March 2011 and First Vice President in July 2015. Ms. Llaga graduated from the University of the Philippines in March 1994 with the degree of Bachelor of Arts in English Language Studies.

#### Kim Camille B. Manansala

Assistant Vice President for Audit

Ms. Manansala, 26 years old, Filipino, currently serves as Assistant Vice President for Audit. She joined the company in May 2016 as Senior Audit Manager, appointed as AMS Head in July 2016 and AVP for AMS in January 2017. Prior to joining the company, she worked with SyCip Gorres Velayo & Co. (SGV & Co.) as Senior Assurance Associate where she gained extensive exposure in financial/operations audit for insurance, service, finance and holding companies, advertising and non-profit institutions. She also worked with QBE Group Shared Services Centre as Quality Assurance Analyst Level 4 and AMA Group of Companies as Senior Audit Manager. Ms. Manansala graduated Magna Cum Laude from the Polytechnic University of the Philippines in 2011 with the degree of Bachelor of Science in Accountancy and is a certified public accountant by profession.

#### Giovanni C. Ng

Treasurer

Mr. Ng, 43 years old, Filipino, has served as Treasurer of the Company since January 6, 2002. He is also the Senior Vice President and Finance Director of Megaworld Corporation and Treasurer of Adams Properties, Inc. and Townsquare Development, Inc. He serves as director in Eastwood Property Holdings, Inc., Oceantown Properties, Inc., Empire East Communities, Inc., Gilmore Property Marketing Associates, Inc., First Centro, Inc., Valle Verde Properties, Inc., Lucky Chinatown Cinemas, Inc. and New Town Land Partners, Inc. and Megaworld Land, Inc. Previously, he worked as Analyst Associate in Keppel IVI Investments. Mr. Ng obtained his bachelor's degree in Quantitative Economics from the University of Asia and the Pacific, graduating summa cum laude in 1995.

#### Dennis E. Edaño

Corporate Secretary

Mr. Edaño, 40 years old, Filipino, is the Corporate Secretary of the Company. He has been with the Company since September 2003 and currently heads the Legal & Corporate Affairs Department. Prior to his appointment as Corporate Secretary, Mr. Edaño was Assistant Corporate Secretary of the Company. Mr. Edaño has extensive experience in civil, criminal, administrative, labor and local taxation litigation, labor relations and real estate law. Prior to joining the Company, he was employed with the Yats

International Ltd. as Legal Manager. Mr. Edaño obtained his bachelor's degree in Law in 1999 from the University of the Philippines and his bachelor's degree in Liberal Arts major in Philosophy from the same institution in 1995.

#### Celeste Z. Sioson

**Assistant Corporate Secretary** 

Ms. Sioson, 40 years old, Filipino, is the Assistant Corporate Secretary of the Company. She joined the Company in October 2006 and is currently Senior Assistant Vice President of the Legal and Corporate Affairs Department of the Company. Ms. Sioson obtained her bachelor's degree in Law from the University of the Philippines in 2002 and her bachelor's degree in Science major in Biology in 1998 from the same institution. She has extensive experience in civil, criminal, administrative, labor litigation, labor relations and real estate law. Prior to joining the Company, she was a Senior Associate at the Andres Marcelo Padernal Guerrero and Paras Law Offices and an Associate at the Ponce Enrile Reyes & Manalastas Law Offices.

#### Significant Employees

The business of the Company is not highly dependent on the services of personnel outside of Senior Management.

#### **Family Relationships**

Chairman Andrew L. Tan and Mr. Kevin Andrew L. Tan, both directors of the Company, are father and son.

#### **Involvement in Certain Legal Proceedings**

The Company is not aware of the occurrence, as of the date hereof and during the past five (5) years preceding this date, of any of the following events which it believes to be material to the evaluation of the ability or integrity of any of its directors, nominees for election as director, or executive officers:

- 1. Any bankruptcy petition filed by or against any business of a director, nominee for election as director, or executive officer who was a general partner or executive officer either at the time of the bankruptcy or within two years prior to that time;
- 2. Any director, nominee for election as director, or executive officer being convicted by final judgment in a criminal proceeding, domestic or foreign, or being subject in his personal capacity to a pending criminal proceeding, domestic or foreign, excluding traffic violations and other minor offenses;
- 3. Any director, nominee for election as director, or executive officer being subject to any order, judgment, or decree, not subsequently reversed, suspended or vacated, of any court of competent jurisdiction, domestic or foreign, permanently or temporarily enjoining, barring, suspending or otherwise limiting his involvement in any type of business, securities, commodities or banking activities; and
- 4. Any director, nominee for election as director, or executive officer being found by a domestic or foreign court of competent jurisdiction (in a civil action), the Commission or comparable foreign body, or a domestic or foreign exchange or other organized trading market or self-regulatory organization, to have violated a securities or commodities law or regulation, and the judgment has not been reversed, suspended, or vacated.

#### **Item 11. Executive Compensation**

#### **Compensation of Certain Executive Officers**

The total annual compensation paid to the President/CEO and four most highly compensated executive officers of the Company amounted to Php20,670,344 in 2016 and Php16,313,817 in 2015. The projected total annual compensation of the named executive officers for the current year is Php23,707,663.

#### **Compensation of Directors**

The members of the Board of Directors of the Company receive a standard per diem for attendance in board meetings. In 2016, the Company paid a total of Php700,000 for directors' per diem and has allocated the same amount for 2017.

Apart from directors' per diem, there are no other arrangements, such as consulting contracts, pursuant to which any director of the Company was compensated, or is to be compensated, directly or indirectly, during the Company's last completed fiscal year, and the ensuing year, for any service provided as a director.

#### **SUMMARY COMPENSATION TABLE**

The following table identifies the President and the four most highly compensated officers of the Company and summarizes their aggregate compensation in 2015 and 2016 and estimated aggregate compensation for 2017:

Name and Principal Position	Year	Salary	Others Variable Pay	Total Annual Compensation
Anthony Charlemagne C. Yu, President & CEO				
Ricky S. Libago Executive Vice President				
Evelyn G. Cacho Senior Vice President				
Ricardo B. Gregorio FVP for HR, General and Administrative Services				
Jhoanna Lyndelou T. Llaga FVP for Marketing				
President and 4 Most Highly Compensated Officers	2015	13,204,104	3,109,713	16,313,817
	2016	16,831,840	3,838,504	20,670,344
	2017	19,356,616	4,351,047	23,707,663
All Other Officers and Directors as a Group	2015	23,623,852	4,784,634	28,408,486
	2016	29,276,744	5,933,822	35,210,566
	2017	33,668,255	6,736,275	40,404,530

#### **Employment Contracts and Change-in-Control Arrangements**

Executive officers are appointed by the Board of Directors to their respective offices. Certain executive officers are employees of the Company and are entitled to standard employee benefits extended by the Company to the employees.

Other than benefits available under the Company's retirement plan, there is no compensatory plan or arrangement with respect to an executive officer which results or will result from the resignation, retirement or any other termination of such executive officer's employment with the Company and its subsidiaries, or from a change-in-control of the Company, or a change in an executive officer's responsibilities following a change-in-control of the Company.

#### **Outstanding Warrants and Options**

There are no outstanding warrants and options in respect of the Company's shares that are held by the Company's CEO, or any director or executive officer of the Company.

Item 12. Security Ownership of Certain Beneficial Owners and Management

### Security Ownership of Record and Beneficial Owners of more than 5% of the Company's Shares of Common Stock as of March 31, 2017

Title of Class	Name, Address of Record Owner and Relationship with Issuer	Name of Beneficial Owner and Relationship with Record Owner	Citizenship	Number of Shares Held	Percent of Class
Common	Megaworld Corporation 28/F The World Centre 330 Sen. Gil Puyat Avenue, Makati City	Megaworld Corporation	Filipino	11,994,426,438	81.7271%
Common	PCD Nominee Corporation (Filipino) G/F Makati Stock Exchange Bldg., 6767 Ayala Avenue, Makati City	The shares registered in the name of PCD Nominee Corporation (Filipino) are either beneficially owned by the participants of the PCD composed of custodian banks and brokers or held by them in trust for their clients.	Filipino	1,514,810,9971	10.3215%

<sup>&</sup>lt;sup>1</sup> This includes 1,000,000 shares beneficially owned by Megaworld Corporation.

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Common	PCD Nominee Corporation (Non-Filipino) G/F Makati Stock Exchange Bldg., 6767 Ayala Avenue, Makati City	The shares registered in the name of PCD Nominee Corporation (Non-Filipino) are either beneficially owned by the participants of the PCD composed of custodian banks and brokers or held by them in trust for their	Non- Filipino	752,276,449	5.1258%
		held by them in trust for their clients.			

Other than the persons identified above, there are no other beneficial owners of more than 5% of the Company's outstanding capital stock that are known to the Company.

#### Security Ownership of Management as of March 31, 2017

Title of Clas	_	Amount/Nature of	Citizenship	Percent of
	neficial Owner	Beneficial Ownership		Class
Directors	T		<u> </u>	T
Common	Andrew L. Tan	24,277,777 (direct)	Filipino	0.165422%
		11,994,426,438 <sup>1</sup> (indirect)	Filipino	81.727062%
		138,133,820 <sup>2</sup> (indirect)	Filipino	0.941210%
Common	Gerardo C. Garcia	636,277 (direct)	Filipino	0.004335%
Common	Anthony Charlemagne C. Yu	1 (direct)	Filipino	0.000000%
Common	Kevin Andrew L. Tan	1 (direct)	Filipino	0.000000%
Common	Enrique Santos L. Sy	11,892 (direct)	Filipino	0.000081%
Common	Evelyn G. Cacho	35,240 (direct)	Filipino	0.000240%
Common	Alejo L. Villanueva,	1 (direct)	Filipino	0.000000%
	Jr.			
	nd Four Most Highly Co	mpensated Officers		
Common	Anthony			Same as above
	Charlemagne C. Yu			
Common	Ricky S. Libago	0	Filipino	n/a
Common	Evelyn G. Cacho			Same as above
Common	Ricardo B. Gregorio	0	Filipino	n/a
Common	Jhoanna Lyndelou	0	Filipino	n/a
	T. Llaga			
Other Execu	tive Officers			
Common	Giovanni C. Ng	0	Filipino	n/a
Common	Dennis E. Edaño	0	Filipino	n/a
Common	Celeste Z. Sioson-	0	Filipino	n/a

<sup>&</sup>lt;sup>1</sup> The shares are held by Megaworld Corporation had authorized Andrew L. Tan, in his capacity as Chairman of the Board and President, or in his absence the Chairman of the Meeting, to vote Megaworld's common shares in the Company.

<sup>2</sup> The shares are held by The Andresons Group, Inc. of which Andrew L. Tan is a controlling shareholder.

	Bumatay			
Common	All directors and executive officers as a group	25,053,721 (direct)	Filipino	0.170708%

#### **Voting Trust Holders of 5% or More**

The Company has no knowledge of any person holding more than five percent (5%) of the Company's shares of common stock under a voting trust or similar agreement.

#### **Changes in Control**

No change in control of the Company has occurred since the beginning of its last fiscal year. The Company has no knowledge of any existing arrangements that may result in a change in control of the Company.

#### Item 13. Certain Relationships and Related Transactions

Please refer to the discussion under Transactions with and/or dependence on Related Parties on page 7.

The Group's policy on related party transactions is disclosed in Note 2.21 (page 24) of its Audited Financial Statements.

Also, Note 23 (pages 54 to 57) of the Group's Audited Financial Statements cite the\_conditions, purpose, and types of transactions (i.e., advances given to and received from related parties for construction-related activities, recognition of rental income, recognition of commission income and the grant by a stockholder of security under the Group's commercial/term loan) which give rise to the due to/from related parties and advances to/from stockholders, associates and other related parties.

In accordance with PAS 24.18, the Group disclosed the amounts of the transactions with its related parties, including the amount of outstanding balances as of the reporting dates.

The Company has no transaction for the covered period with parties that fall outside the definition of "related parties" under SFAS/IAS No. 24 but with whom the Company or its related parties has a relationship that enables the parties to negotiate terms of material transactions that may not be available from other, more clearly independent parties on an arm's length basis.

#### **PART V - EXHIBITS AND SCHEDULES**

#### Item 15. Exhibits and Reports on SEC Form 17-C

Exhibit No.	Description of Exhibit
1	Audited Consolidated Financial Statements as of December 31, 2016 and
	2015

The Company filed the following reports on SEC Form 17-C during the last six-month period covered by this report.

Date	Disclosures
14 June 2016	Results of Annual Stockholder's Meeting
14 June 2016	Results of Organizational Meeting of the Board of Directors

#### **SIGNATURES**

Pursuant to the requirements of Section 17 of the Securities Regulation Code and Section 141 of the Corporation Code, this report is signed on behalf of the Issuer by the undersigned, thereunto duly authorized, in the City of Makati, Philippines on		
By:  ANTHONY CHARLEMAGNE C. YU,  President (Principal Executive Officer and Principal Operating Officer)	EVELYN G. CACHO Senior Vice President (Principal Financial Officer, Comptroller and Principal Accounting Officer)	
DENNISE. EDAÑO		
Corporate Secretary	APR 2 6 2017	
SUBSCRIBED AND SWORN to before me this day of, affiants exhibiting to me their Tax Identification Numbers and Community Tax Certificates, as follows:		
NAMES	TIN NOS.	
Anthony Charlemagne C. Yu Evelyn G. Cacho Dennis E. Edaño	132-173-451 127-326-686 207-906-709	
Doc. No. Page No. Book No. 22 Series of 2017.	ATTY. VIRGIZIO R. BATALLA NOTARY PUBLIC FOR MAKATI CITY APPT. NO. M-88 UNTIL DEC. 31, 2018 FOLL OF ATTY. NO. 48348 MCLE COMPLIANCE NO. IV-0016333-4/10/13 1.B.P O.R No. 706762, LIFETIME MEMBER JAN. 29,2007 PTR No. 590-90-82 JAN.3, 2017 EXECUTIVE BLDG. CENTER MAKATI AVE. COR., JUPITER ST. MAKATI CITY	



## CERTIFICATE ON THE COMPILATION SERVICES FOR THE PREPARATION OF THE FINANCIAL STATEMENTS AND NOTES TO THE FINANCIAL STATEMENTS

I hereby certify that I am the Certified Public Accountant (CPA) who performed the compilation services related to the preparation and presentation of financial information of an entity in accordance with an applicable financial reporting framework and reports as required by accounting and auditing standards for <a href="EMPIRE EAST LAND HOLDINGS">EMPIRE EAST LAND HOLDINGS</a>, <a href="INC.">INC.</a> for the period ending <a href="December 31">December 31</a>, <a href="2016">2016</a>.

	In discharging this responsibility, I here	eby declare that:
		esident - Controller for Finance of EMPIRE EAST LAND
	I, am the (position) of to perform this service	(name of organization/person) and was contracted
	the Financial Statements. I was not assisted	the preparation of the Financial Statements and Notes to by or did not avail of the services of PUNONGBAYAN & ditor who rendered the audit opinion for the said Financial ents.
	I hereby declare, under penalties of perjury a are true and correct.	nd violation of Republic Act No. 9298, that my statements
	SIGNATURE OVER PRINTED NAME PROFESSIONAL IDENTIFICATION CARD NO. VALID UNTIL ACCREDITATION NUMBER VALID UNTIL	: JULIETA J. BARRERA : 63974 : DECEMBER 11, 2020 : 278 : JULY 4, 2019
	SUBSCRIBED AND SWORN to me before Tax Identification Number (TIN) 127-352-295	ore this $\frac{APR}{C}$ 19 2017 of 2017 affiant exhibiting to me her
21/F	Doc. No. 472 Page No. 995 Book No. X NOTARY Series of 2017 Price East Land Holdings, Inc. The World Centre, 330 Sen. Gil Puyat Avenue Extension, ati City 1200, Philippines • Tels: (632) 867-8351 to 39	Amiel Victor A. Asuncion Notary Vullic for Makati City Appointment No. M-194 Until Dec. 31, 2018 Roll of Atty. No. 59612 MCLE Compliance No. V-0016478 Mar. 14, 2016 IBP OR No. 1054509 Dec. 27, 2016 PTR No. 5916017 Jan. 6, 2017 Makati City 24/F The World Centre Suilding 330 Sen. Gil. Puyat Ave., Makati City PHILLER



## STATEMENT OF MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL STATEMENTS

The management of Empire East Land Holdings, Inc. and subsidiaries (the Group), is responsible for the preparation and fair presentation of the financial statements, including the schedules attached therein, for the years ended December 31, 2016 and 2015, in accordance with the prescribed financial reporting framework indicated therein, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative to do so.

The Board of Directors is responsible for overseeing the Group's financial reporting process.

The Board of Directors reviews and approves the financial statements, including the schedules attached therein, and submits the same to the stockholders.

**Punongbayan & Araullo**, the independent auditors appointed by the stockholders, has audited the financial statements of the Group in accordance with Philippine Standards on Auditing, and in their report to the stockholders, has expressed their opinion on the fairness of presentation upon completion of such audit.

ANDREW L. TAN
Chairman of the Board

ANTHONY CHARLEMAGNE C. YU
Chief Executive Officer

EVELYN G. CACHO Chief Financial Officer

31 aucs

# SUBSCRIBED AND SWORN to me before this APR 1 7 2017 of 2017 affiant exhibiting to me their Tax Identification Number (TIN) as follows:

 Andrew L. Tan
 125-960-003

 Anthony Charlemagne C. Yu
 132-173-451

 Evelyn G. Cacho
 127-326-686

Doc. No. 475
Page No. 990
NOTARY PUBLIC E
Book No. 61
\*\*ROLL NO. 59612
\*\*
CITY, PHILIP

Amiel Vintor A. Asuncion
Notary Pyblic for Makati City
Appointment No. M-194
Until Dec. 31, 2018
Roll of Atty. No. 59612
MCLE Compliance No. V-0016478 Mar. 14, 2016
BP OR No. 1054509 Dec. 27, 2016
PTR No. 5916017 Jan. 6, 2017 Makati City
24/F. The World Centre Building
330 Sen. Gil. Puyat Ave., Makati City



## Report of Independent Auditors

Punongbayan & Araullo 20th Floor, Tower 1 The Enterprise Center 6766 Ayala Avenue 1200 Makati City Philippines

T +63 2 988 2288 F +63 2 886 5506 grantthornton.com.ph

The Board of Directors and Stockholders
Empire East Land Holdings, Inc. and Subsidiaries
(A Subsidiary of Megaworld Corporation)
21st Floor, The World Centre Building
330 Sen. Gil Puyat Avenue, Makati City

### Opinion

We have audited the consolidated financial statements of Empire East Land Holdings, Inc. and Subsidiaries (the Group), which comprise the consolidated statements of financial position as at December 31, 2016 and 2015, and the consolidated statements of comprehensive income, consolidated statements of changes in equity and consolidated statements of cash flows for each of the three years in the period ended December 31, 2016, and notes to the consolidated financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at December 31, 2016 and 2015, and its consolidated financial performance and its consolidated cash flows for each of the three years in the period ended December 31, 2016 in accordance with Philippine Financial Reporting Standards (PFR\$) ate

### Basis for Opinion

We conducted our audits in accordance with Philippine Standards on Auditing (PSA). Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Group in accordance with the Code of Ethics for Professional Accountants in the Philippines (Code of Ethics) together with the ethical requirements that are relevant to our audits of the consolidated financial statements in the Philippines, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.



### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

## (a) Revenue Recognition for Sale of Pre-Completed Properties

Description of the Matter

The Group recognizes revenue from sale of pre-completed properties using the percentage-of-completion method after establishing that collection of the total contract price is reasonably assured, which is determined when a certain percentage of the total contract price has already been collected. Further, under the percentage-of-completion method, the Group recognizes gross profit based on the stage of completion as estimated by management with the assistance of project engineers.

Revenue recognition from sale of pre-completed properties was significant to our audit as it comprises majority of total revenues of the Group. Further, revenue recognition involves significant management judgments and estimates. Management applies judgment in ascertaining the collectability of the contract price, and estimating the stage of completion and contract costs of the real estate project. An error in application of judgment and estimate could cause a material misstatement in the consolidated financial statements.

The Group's policy for revenue recognition is more fully described in Note 2 to the consolidated financial statements.

| Superior fully described in Note 2 to the Consolidated financial statements. | Superior fully described in Note 2 to the Consolidated financial statements.

LARGE TAXPAYERS ASSISTANCE DIVISION

How the Matter was Addressed in the Audit

We tested, on a sample basis, the application of the percentage of collection threshold on sales contracts entered during the year. We also tested the reasonableness of the collection threshold as basis of determining revenue recognition criterion on the collectability of contract price.

In testing the application of percentage-of-completion method, we ascertained the qualification of project engineers who certified the stage of completion of projects. Further, we evaluated the reasonableness of estimated contract costs with reference to contractors' and suppliers' quotes and historical costs of similar and recently completed projects.



#### (b) Net Realizable Values of Real Estate Inventories

Description of the Matter

Real estate inventories principally comprise of residential and condominium units for sale, land held for future development and property development costs amounting to P18.9 billion, P2.9 billion and P1.9 billion, respectively, as of December 31, 2016. Future realization of inventories is affected by price changes in the costs incurred necessary to complete and make a sale. Due to the significant carrying amount of inventories, and the high level of judgment in estimating its lower of cost or net realizable value (NRV), we considered the valuation of inventories as significant to our audit.

The Group's disclosures on accounting policy, estimation uncertainty and Real Estate Inventories account are presented in Notes 2, 3, 7 and 10, respectively, to the consolidated financial statements.

How the Matter was Addressed in the Audit

We updated our understanding of the method of inventory costing and accounting policy on the lower of cost or NRV. We also performed a price test, on a sample basis, of inventory items by examining supporting documents such as, but not limited to, construction contracts for real estate inventories, purchase contracts and invoices and we determined whether the application of the lower of cost or NRV is appropriate and consistent with prior periods.

LARGE TAXPAYERS SERVICE LARGE TAXPAYERS ASSISTANCE DIVISION

APR 21 2017

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#### (c) Consolidation Process

Description of the Matter

The Group's consolidated financial statements comprise the financial statements of Empire East Land Holdings, Inc. and its subsidiaries, Jass enumerated in Note 1 to the consolidated financial statements, after the elimination of material intercompany transactions. The Group's consolidation process is significant to our audit because of the complexity of the process. It involves identifying and eliminating voluminous intercompany transactions to properly reflect realization of profits and measurement of controlling and non-controlling interests.

Date

The Group's policy on consolidation process is more fully described in Note 2 to the consolidated financial statements.

#### How the Matter was Addressed in the Audit

We obtained understanding of the Group structure and its consolidation process including the procedures for identifying intercompany transactions and reconciling intercompany balances. We tested significant consolidation adjustments which include elimination of intercompany revenues, expenses and investments, reversal of unrealized fair value adjustments on intercompany investments, and recognition of equity transactions to measure non-controlling interest.



#### Other Information

Management is responsible for the other information. The other information comprises the information included in the Group's Securities and Exchange Commission (SEC) Form 20-IS (Definitive Information Statement), SEC Form 17-A and Annual Report for the year ended December 31, 2016, but does not include the consolidated financial statements and our auditors' report thereon. The SEC Form 20-IS, SEC Form 17-A and Annual Report for the year ended December 31, 2016 are expected to be made available to us after the date of this auditors' report.

Our opinion on the consolidated financial statements does not cover the other information and we will not express any form of assurance conclusion thereon.

In connection with our audits of the consolidated financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audits, or otherwise appears to be materially misstated.

# Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with PFRS, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

BUREAU OF INTERM SERVICE

Those charged with governance are responsible for overseeing the Group's financial reporting process.

Date APR 21 2017

JOSSABELLE D. OFRECIO

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## Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with PSA will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with PSA, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design
  audit procedures that are appropriate in the circumstances, but not for the purpose of
  expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Group to cease to continue as a going concern. APR 2 1 2017
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the
  entities or business activities within the Group to express an opinion on the
  consolidated financial statements. We are responsible for the direction, supervision
  and performance of the group audit. We remain solely responsible for our audit
  opinion.



We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence and, where applicable, related safeguards.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner in the 2016 audit resulting in this independent auditors' report is Renan A. Piamonte.

PUNONGBAYAN & ARAULLO

By: Renan . Piamonte Partner

CPA Reg. No. 0107805 TIN 221-843-037

PTR No. 5908630, January 3, 2017, Makati City SEC Group A Accreditation

Partner - No. 1363-AR-1 (until Mar. 1, 2020)

Firm - No. 0002-FR-4 (until Apr. 30, 2018) ABELLE D. OFRECIO

Date

BUREAU OF INTEN

LARGE TAXPAYERS SERVICE

LARGE TAXPAYERS ASSISTANCE DIVISION

ENENUE

TSIS

BIR AN 08-002511-37-2016 (until Oct. 3, 2019)

Firm's BOA/PRC Cert. of Reg. No. 0002 (until Dec. 31, 2018)

March 28, 2017

#### EMPIRE EAST LAND HOLDINGS, INC. AND SUBSIDIARIES

## (A Subsidiary of Megaworld Corporation) CONSOLIDATED STATEMENTS OF FINANCIAL POSITION **DECEMBER 31, 2016 AND 2015**

(Amounts in Philippine Pesos)

	Notes	2016	2015
ASSETS			
CURRENT ASSETS			
Cash and cash equivalents	5	P 1,008,997,919	P 1,398,235,836
Trade and other receivables - net	6	5,021,310,911	4,010,737,757
Advances to related parties	23	2,311,257,801	2,146,804,221
Residential and condominium units for sale	7	18,933,860,565	18,269,742,532
Property development costs	7	1,903,775,929	1,889,462,729
Prepayments and other current assets	2	381,730,305	461,364,440
Total Current Assets		29,560,933,430	28,176,347,515
NON-CURRENT ASSETS			
Trade and other receivables	6	2,782,264,393	2,200,848,056
Available-for-sale financial assets	8	1,439,028,000	1,812,860,000
Advances to landowners and joint ventures	9	306,871,395	605,381,608
Land held for future development	10	2,925,390,962	2,925,390,962
Investments in associates	11	1,162,873,746	1,162,060,445
Property and equipment - net	12	155,444,595	150,777,539
Investment property - net	13	135,249,248	151,942,870
Other non-current assets	1	84,702,690	84,612,333
Total Non-current Assets		8,991,825,029	9,093,873,813
TOTAL ASSETS		P 38,552,758,459	P 37,270,221,328

	Notes	2016			2015
LIABILITIES AND EQUITY					
CURRENT LIABILITIES					
Interest-bearing loans and borrowings	14	P	355,115,433	P	86,896,890
Trade and other payables	15		1,451,139,792		1,072,574,728
Deferred gross profit on real estate sales	2		53,574,516		33,878,967
Customers' deposits	16		2,494,778,962		2,612,905,347
Advances from related parties	23		3,012,266,199		2,832,787,394
Reserve for property development	2		387,962,962		337,613,720
Income tax payable			20,510,077		20,750,928
Other current liabilities	17		584,715,486		569,761,670
Total Current Liabilities			8,360,063,427	_	7,567,169,644
NON-CURRENT LIABILITIES					
Interest-bearing loans and borrowings	14		1,603,434,043		1,422,105,714
Deferred gross profit on real estate sales	2		116,609,460		109,268,330
Reserve for property development	2		1,425,945,593		1,536,370,047
Retirement benefit obligation	21		528,514,895		479,298,630
Deferred tax liabilities - net	22		1,604,579,980	_	1,472,019,500
Total Non-current Liabilities			5,279,083,971		5,019,062,221
Total Liabilities			13,639,147,398		12,586,231,865
EQUITY					
Attributable to the Parent Company's stockholde	ers				
Capital stock	24		14,803,455,238		14,803,455,238
Additional paid-in capital	24		4,307,887,996		4,307,887,996
Treasury stock - at cost	24	(	102,106,658)	(	102,106,658)
Revaluation reserves	8, 21	(	468,066,229	(	839,520,384
Retained earnings	24		4,815,887,029		4,215,917,504
Total equity attributable to the					
Parent Company's stockholders			24,293,189,834		24,064,674,464
Non-controlling interests			620,421,227		619,314,999
Total Equity			24,913,611,061		24,683,989,463
TOTAL LIABILITIES AND EQUITY		<u>P</u>	38,552,758,459	P	37,270,221,328

See Notes to Consolidated Financial Statements.

# EMPIRE EAST LAND HOLDINGS, INC. AND SUBSIDIARIES (A Subsidiary of Megaworld Corporation) CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FOR THE YEARS ENDED DECEMBER 31, 2016, 2015 AND 2014 (Amounts in Philippine Pesos)

	Notes		2016		2015		2014
REVENUES AND INCOME							
Real estate sales	2	P	4,124,838,936	Р	4,017,372,548	Р	3,480,191,566
Finance income	20	_	323,606,513	_	324,162,386	-	381,185,394
Commissions	23		126,759,525		143,273,471		134,923,506
Rental income	13		105,345,526		106,051,918		111,812,748
Realized gross profit on prior years' sales	2		69,595,743		64,055,734		113,810,909
Equity share in net earnings (losses) of associates	11		813,301	(	9,006,812)	(	81,725)
Other income	19		446,300,476	`	412,755,308	`	353,854,913
			5,197,260,020		5,058,664,553		4,575,697,311
COSTS AND EXPENSES							
Cost of real estate sales	18		2,652,093,167		2,615,303,158		2,300,438,219
Salaries and employee benefits	21		427,968,009		411,242,638		302,327,535
Finance costs	20		199,569,995		177,380,882		127,855,308
Commissions	40.44		182,654,092		248,760,584		193,938,329
Taxes and licenses	10, 13		115,735,507		37,285,107		268,431,334
Travel and transportation			109,370,580		164,333,838		106,764,956
Advertising and promotion	2		100,375,951		150,278,865		98,878,593
Deferred gross profit on current year's sales	2		96,632,422		53,908,791		92,115,417
Depreciation and amortization	12, 13		33,826,974		34,217,740		37,777,025
Income taxes	22		243,903,785		232,167,646		264,418,347
Other expenses	19		434,053,785		383,272,046	_	298,231,868
			4,596,184,267		4,508,151,295		4,091,176,931
NET PROFIT			601,075,753		550,513,258		484,520,380
OTHER COMPREHENSIVE INCOME (LOSS)  Item that will not be reclassified subsequently through profit or loss:  Remeasurements on retirement benefit					27.240.742		0.4.020, 400.
obligation Tax income (expense) on remeasurement	21 22	(	3,396,922 1,019,077)	(	25,260,742 7,454,228)	(	94,939,688 ) 28,355,076
			2,377,845		17,806,514	(	66,584,612)
Item that will be reclassified subsequently							
through profit or loss:	0	(	373,832,000)	(	726,270,000)	(	365,950,000)
Fair value losses on available-for-sale financial assets	8	(	373,832,000	(	720,270,000	(	303,930,000
Total Other Comprehensive Loss - net of tax		(	371,454,155)	(	708,463,486)	(	432,534,612)
TOTAL COMPREHENSIVE INCOME (LOSS)		P	229,621,598	( <u>P</u>	157,950,228)	P	51,985,768
Net profit attributable to:							
Parent company's shareholders		P	599,969,525	Р	547,278,548	Р	481,845,568
Non-controlling interest		1	1,106,228	1	3,234,710	1	2,674,812
Tron controlling interest							
		<u>P</u>	601,075,753	P	550,513,258	P	484,520,380
Total comprehensive income (loss) attributable to:							
Parent company's shareholders		P	228,515,370	( P	161,298,600)	P	49,427,217
Non-controlling interest			1,106,228	_	3,348,372	_	2,558,551
		P	229,621,598	( <u>P</u>	157,950,228)	Р	51,985,768
EARNINGS PER SHARE - Basic and Diluted	25	P	0.041	P	0.037	P	0.033

# EMPIRE EAST LAND HOLDINGS, INC. AND SUBSIDIARIES (A Subsidiary of Megaworld Corporation) CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE YEARS ENDED DECEMBER 31, 2016, 2015, AND 2014 (Amounts in Philippine Pesos)

					Attri	ibutable to Parent C	Company	y's Shareholders								
	St	pital tock Note 24)	Pa	Additional aid-in-Capital (See Note 24)		Treasury Stock (See Note 24)		Revaluation Reserves ee Notes 8, 21)		Retained Earnings (See Note 24)		Total	No	on-controlling Interests		Total
Balance at January 1, 2016	P 14	,803,455,238	P	4,307,887,996	( P	102,106,658)	P	839,520,384	P	4,215,917,504	P	24,064,674,464	P	619,314,999	P	24,683,989,463
Total comprehensive income for the year																
Net profit for the year		-		-		-		-		599,969,525		599,969,525		1,106,228		601,075,753
Fair value losses on available-for-sale financial assets		-		-		-	(	373,832,000)		-	(	373,832,000)		-	(	373,832,000)
Remeasurements on retirement benefit obligation		-		-		-		3,396,922		-		3,396,922		-		3,396,922
Tax expense on remeasurement				-		-	(	1,019,077)		-	(	1,019,077)		-	(	1,019,077)
Balance at December 31, 2016	<u>P 14,</u>	,803,455,238	P	4,307,887,996	( <u>P</u>	102,106,658)	P	468,066,229	P	4,815,887,029	P	24,293,189,834	P	620,421,227	P	24,913,611,061
Balance at January 1, 2015	P 14	,803,455,238	P	4,307,887,996	( P	102,106,658)	P	1,548,097,532	P	3,668,638,956	P	24,225,973,064	P	615,966,627	P	24,841,939,691
Total comprehensive loss for the year																
Net profit for the year		-		-		-		Ī		547,278,548		547,278,548		3,234,710		550,513,258
Fair value losses on available-for-sale financial assets Remeasurements on retirement benefit obligation		-		-		-	(	726,270,000 ) 25,147,080		-	(	726,270,000 ) 25,147,080		113,662	(	726,270,000 ) 25,260,742
Tax expense on remeasurement		-		-		-	,	7,454,228)			,	7,454,228)		- 113,002	(	7,454,228)
rax expense on remeasurement		<u> </u>			_		(	7,434,220			(				\	1,434,220)
Balance at December 31, 2015	<u>P</u> 14.	,803,455,238	P	4,307,887,996	( <u>P</u>	102,106,658)	P	839,520,384	P	4,215,917,504	P	24,064,674,464	Р	619,314,999	P	24,683,989,463
Balance at January 1, 2014	P 14	,803,455,238	P	4,307,887,996	( P	102,106,658)	P	1,980,515,883	P	3,186,793,388	P	24,176,545,847	P	613,408,076	P	24,789,953,923
Total comprehensive income for the year										101 015 540		404.045.540		2 (74 042		404 520 200
Net profit for the year		-		-		-	,	245.050.0003		481,845,568	,	481,845,568		2,674,812	,	484,520,380
Fair value losses on available-for-sale financial assets		-		-		-	(	365,950,000)		-	(	365,950,000)	,	- 444.044.	(	365,950,000)
Remeasurements on retirement benefit obligation		-		-		-	(	94,823,427)		-	(	94,823,427 )	(	116,261 )	(	94,939,688)
Tax income on remeasurement	-			-	_	-		28,355,076			_	28,355,076		-	_	28,355,076
Balance at December 31, 2014	P 14	,803,455,238	P	4,307,887,996	( P	102,106,658)	P	1,548,097,532	P	3,668,638,956	P	24,225,973,064	P	615,966,627	P	24,841,939,691

See Notes to Consolidated Financial Statements

## EMPIRE EAST LAND HOLDINGS, INC. AND SUBSIDIARIES (A Subsidiary of Megaworld Corporation) CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE YEARS ENDED DECEMBER 31, 2016, 2015 AND 2014 (Amounts in Philippine Pesos)

	Notes <b>2016</b>				2015		2014
CASH FLOWS FROM OPERATING ACTIVITIES							
Profit before tax		P	844,979,538	P	782,680,904	P	748,938,727
Adjustments for:		•	044,777,330		702,000,704	•	140,230,121
Finance income	20	(	288,700,513)	(	289,256,386)	(	338,397,394)
Finance costs	20	,	199,569,995	(	177,380,882	(	127,855,309
Dividend income	20	(	34,906,000)	(	34,906,000)	(	42,788,000)
Depreciation and amortization	12, 13	(	33,826,974	(	34,217,740	(	37,777,025
Impairment loss on receivable	6		233,152		94,375		62,244
Equity share in net losses (earnings) of associates	11	(	813,301)		9,006,812		81,725
Operating profit before working capital changes		`	754,189,845		679,218,327	-	533,529,636
Decrease (increase) in trade and other receivables		(	1,540,416,065)		230,526,025	(	885,019,119)
Decrease (increase) in advances to related parties		(	17,022,753)	(	58,118,389)	(	97,431,225
Increase in residential and condominium units for sale		,	570,936,279)	(	1,478,407,262)	(	3,924,472,242)
Decrease (increase) in property development costs		,	14,313,200)	(	538,549,070	(	474,631,107
		(					
Decrease in prepayments and other current assets			79,634,135		196,774,448		102,089,591
Decrease in advances to landowners and joint ventures			298,510,213	,	170,453,857		11,239,780
Decrease (increase) in land held for future development		,	- 00.355.	(	706,728,979)	,	1,869,638,135
Decrease (increase) in other non-current assets		(	90,357)		627	(	154,430)
Increase in trade and other payables			378,605,619	,	367,625,402	,	164,193,169
Increase (decrease) in deferred gross profit on real estate sales			27,036,679	(	10,146,942)	(	21,695,493)
Increase (decrease) in customers' deposits		(	118,126,385)	(	995,610,078)		651,146,670
Increase (decrease) in reserve for property development		(	60,075,212)		444,727,657		480,875,103
Increase in other current liabilities			14,953,816		119,089,459		144,971,919
Increase in retirement benefit obligation			28,972,341		51,773,782		34,125,993
Cash used in operations		(	739,077,603)	(	450,272,996)	(	267,468,956)
Interest received			79,545,277		141,922,390		185,446,993
Cash paid for income taxes		(	112,603,233)	(	110,579,086)	(	57,082,990)
Net Cash Used in Operating Activities		(	772,135,559)	(	418,929,692)	(	139,104,953)
CASH FLOWS FROM INVESTING ACTIVITIES							
Dividends received	20		34,906,000		34,906,000		42,788,000
Acquisitions of property and equipment	12	(	21,981,613)	(	14,796,377)	(	14,227,073)
Interest received		`	9,917,831		6,822,758		5,145,818
Proceeds from sale of property and equipment	12		181,205		- ' '		208,585
Additional investment in associates	11		-	(	877,776,747)		-
Net Cash From (Used in) Investing Activities			23,023,423	(	850,844,366)		33,915,330
			, ,				, ,
CASH FLOWS FROM FINANCING ACTIVITIES							
Proceeds from interest-bearing loans and borrowings	14		560,000,000		2,310,000,000		-
Payments of interest-bearing loans and borrowings	14	(	110,453,128)	(	937,518,949)	(	83,209,598)
Interest paid		(	93,222,309)	(	30,643,843 )	(	22,345,797)
Proceeds from additional advances from related parties	23		5,566,893		538,840,568		556,226,387
Repayments of advances from related parties	23	(	2,017,237)	(	34,181,534)	(	28,439,048)
Net Cash From Financing Activities			359,874,219		1,846,496,242		422,231,944
NET INCREASE (DECREASE) IN							
CASH AND CASH EQUIVALENTS		(	389,237,917)		576,722,184		317,042,321
CASH AND CASH EQUIVALENTS AT							
BEGINNING OF YEAR			1,398,235,836		821,513,652		504,471,331
CASH AND CASH EQUIVALENTS AT							
END OF YEAR		P	1,008,997,919	P	1,398,235,836	P	821,513,652

#### Supplemental Information on Non-cash Investing and Financing Activities:

- In the normal course of business, the Company enters into non-cash transactions which include the following:

   Capitalization of interest expense as part of Residential and Condominium Units for Sale account (see Notes 7 and 14); and,

   Repayments of the Advances to Landowners through receipt of certain parcel of land and reclassifications to real estate assets upon full payment (see Note 9).

#### EMPIRE EAST LAND HOLDINGS, INC. AND SUBSIDIARIES

(A Subsidiary of Megaworld Corporation)

#### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS DECEMBER 31, 2016, 2015 AND 2014

(Amounts in Philippine Pesos)

#### 1. CORPORATE INFORMATION

Empire East Land Holdings, Inc. (the Company) was incorporated and registered with the Philippine Securities and Exchange Commission (SEC) on July 15, 1994. The Company is presently engaged in the development and marketing of mid-cost housing projects in the form of condominium communities, subdivision lots and house and lot packages, and commercial units to a limited extent. The Company also leases out commercial and industrial properties.

The shares of common stock of the Company are listed at the Philippine Stock Exchange (PSE).

As of December 31, the Company holds ownership interests in the following entities:

]	Explanatory	Perce	entage of Own	vnership			
Subsidiaries/ Associates	Notes	2016	2015	2014			
Subsidiaries:							
Eastwood Property Holdings, Inc. (EPHI)	(a)	100%	100%	100%			
Valle Verde Properties, Inc. (VVPI)	(b)	100%	100%	100%			
Sherman Oak Holdings, Inc. (SOHI)	(b)	100%	100%	100%			
Empire East Communities, Inc. (EECI)	(c)	100%	100%	100%			
Laguna BelAir Science School, Inc. (LBASSI)	(d)	73%	73%	73%			
Sonoma Premier Land, Inc. (SPLI)	(b)	60%	60%	60%			
20th Century Nylon Shirt Co., Inc. (20th Century)	(e)	100%	100%	-			
Associates:							
Gilmore Property Marketing Associate, Inc. (GPM	AI) (b)	47%	47%	47%			
Pacific Coast Megacity Inc. (PCMI)	(f)	20%	20%	-			

#### Explanatory Notes:

- (a) Subsidiary incorporated to market real estate properties of the Group and other related parties.
- (b) Subsidiaries/associate incorporated in prior years but have not yet started commercial operations as of December 31, 2016.
- (c) Subsidiary incorporated in prior year but ceased its operations as a marketing arm of real estate properties in 2014.
- (d) Subsidiary primarily engaged in operating a school for primary and secondary education.
- (e) Subsidiary acquired in 2015 which is yet to resume its operations.
- (f) Associate acquired in 2015. The Company plans to acquire 100% ownership interest over a period of five years.

The registered office, which is also the place of operations of the Company's subsidiaries and associates, is located at 21st Floor, The World Centre Building, 330 Sen. Gil Puyat Avenue, Makati City, except for EPHI, LBASSI, 20th Century and PCMI. The registered office, which is also the place of operations, of EPHI, LBASSI, 20th Century and PCMI are summarized below.

- (a) EPHI 28th Floor, The World Centre Building, 330 Sen. Gil Puyat Avenue, Makati City
- (b) LBASSI Brgy. Don Jose, Sta. Rosa, Laguna
- (c) 20th Century 632 Shaw Blvd. Highway Hills, Mandaluyong City
- (d) PCMI 7th Floor 1880 Building Eastwood City E. Rodriguez Jr. Ave. Bagumbayan, Quezon City

In prior years, the Company increased its ownership interest in VVPI and LBASSI resulting to 100% and 73% ownership control over the respective subsidiaries. This resulted in the recognition of goodwill which amounted to P78.3 million as of December 31, 2016 and 2015, and shown as part of Other Non-current assets account in the consolidated statements of financial position.

In February 2015, the Company acquired 100% ownership interest in 20th Century.

Also, in 2015, the Company invested in PCMI amounting to P877.8 million in exchange for 750,000,000 shares representing 20% ownership interest in the said company. The Company exercises significant influence over PCMI; hence, the investment is accounted as an Investment in Associate.

The Company is a subsidiary of Megaworld Corporation (Megaworld or parent company). Megaworld is engaged in the development of large scale mixed-use planned communities or townships that integrate residential, commercial, leisure and entertainment components. The parent company is presently engaged in property-related activities, such as, project design, construction and property management. Megaworld is 67.25% owned by Alliance Global Group, Inc. (AGI), the Company's ultimate parent company. AGI is a holding company with diversified investments in food and beverage, real estate, tourism-entertainment and gaming and quick service restaurant businesses. The shares of common stock of both Megaworld and AGI are listed at the PSE.

The Company's registered office is located at 21st Floor, The World Centre Building, 330 Sen. Gil Puyat Avenue, Makati City. Megaworld's registered office is at 28th Floor of the same building as that of the Company. On the other hand, AGI's registered office is located at the 7th Floor, 1880 Eastwood Avenue, Eastwood City CyberPark, 188 E. Rodriquez Jr. Avenue, Bagumbayan, Quezon City. These entities' registered offices are also their respective principal places of business.

The consolidated financial statements of Empire East Land Holdings, Inc. and Subsidiaries (the Group) as of and for the year ended December 31, 2016 (including the comparative consolidated financial statements as of December 31, 2015 and for the years ended December 31, 2015 and 2014) were authorized for issue by the Company's Board of Directors (BOD) on March 28, 2017.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies that have been used in the preparation of these consolidated financial statements are summarized below and in the succeeding pages. The policies have been consistently applied to all the years presented, unless otherwise stated.

#### 2.1 Basis of Preparation of Consolidated Financial Statements

#### (a) Statement of Compliance with Philippine Financial Reporting Standards

The consolidated financial statements of the Group have been prepared in accordance with Philippine Financial Reporting Standards (PFRS). PFRS are adopted by the Financial Reporting Standards Council (FRSC) from the pronouncements issued by the International Accounting Standards Board, and approved by the Philippine Board of Accountancy.

The consolidated financial statements have been prepared using the measurement bases specified by PFRS for each type of asset, liability, income and expense. The measurement bases are more fully described in the accounting policies that follow.

#### (b) Presentation of Financial Statements

The consolidated financial statements are presented in accordance with Philippine Accounting Standard (PAS) 1, *Presentation of Financial Statements*. The Group presents all items of income and expenses in a single statement of comprehensive income.

The Group presents a third consolidated statement of financial position as at the beginning of the preceding period when it applies an accounting policy retrospectively, or makes a retrospective restatement or reclassification of items that has a material effect on the information in the consolidated statement of financial position at the beginning of the preceding period. The related notes to the third consolidated statement of financial position are not required to be disclosed.

#### (c) Functional and Presentation Currency

These consolidated financial statements are presented in Philippine pesos, the functional and presentation currency of the Group, and all values represent absolute amounts except when otherwise indicated.

Items included in the consolidated financial statements of the Group are measured using the Group's functional currency. Functional currency is the currency of the primary economic environment in which the Group operates.

#### 2.2 Adoption of New and Amended PFRS

(a) Effective in 2016 that are Relevant to the Group

The Group adopted for the first time the following amendments and annual improvements to PFRS, which are mandatorily effective for annual periods beginning on or after January 1, 2016:

PAS 1 (Amendments) : Presentation of Financial Statements –

Disclosure Initiative

PAS 16 and PAS 38

(Amendments) : Property, Plant and Equipment and

Intangible Assets – Clarification of Acceptable Methods of Depreciation

and Amortization

PAS 16 and PAS 41

(Amendments) : Property, Plant and Equipment, and

Agriculture – Bearer Plants

PAS 28, PFRS 10 and

PFRS 12 (Amendments): Investment in Associates

And Joint Ventures – Investment Entities – Applying the Consolidation Exception, Consolidated Financial Statements, Disclosure of Interests in

Other Entities

PFRS 11 (Amendments) : Joint Arrangements – Accounting for

Acquisitions of Interests in Joint

Operations

Annual Improvements : Annual improvements to

PFRS (2012-2014 Cycle)

Discussed below and in the succeeding pages are the relevant information about these amendments and improvements.

(i) PAS 1 (Amendments), Presentation of Financial Statements — Disclosure Initiative. The amendments encourage entities to apply professional judgment in presenting and disclosing information in the financial statements. Accordingly, they clarify that materiality applies to the whole financial statements and an entity shall not reduce the understandability of the financial statements by obscuring material information with immaterial information or by aggregating material items that have different natures or functions. Moreover, the amendments clarify that an entity's share in other comprehensive income of associates and joint ventures accounted for using equity method should be presented based on whether or not such other comprehensive income item will subsequently be reclassified to profit or loss. They further clarify that in determining the order of presenting the notes and disclosures, an entity shall consider the understandability and comparability of the financial statements.

- (ii) PAS 16 (Amendments), Property, Plant and Equipment, and PAS 38 (Amendments), Intangible Assets Clarification of Acceptable Methods of Depreciation and Amortization. The amendments in PAS 16 clarify that a depreciation method that is based on revenue that is generated by an activity that includes the use of an asset is not appropriate for property, plant and equipment. In addition, amendments to PAS 38 introduce a rebuttable presumption that an amortization method that is based on the revenue generated by an activity that includes the use of an intangible asset is not appropriate, which can only be overcome in limited circumstances where the intangible asset is expressed as a measure of revenue, or when it can be demonstrated that revenue and the consumption of the economic benefits of an intangible asset are highly correlated. The amendments also provide guidance that the expected future reductions in the selling price of an item that was produced using the asset could indicate an expectation of technological or commercial obsolescence of an asset, which may reflect a reduction of the future economic benefits embodied in the asset.
- (iii) PAS 16 (Amendments), *Property, Plant and Equipment*, and PAS 41 (Amendments), *Agriculture Bearer Plants*. The amendments define a bearer plant as a living plant that is used in the production or supply of agricultural produce, is expected to bear produce for more than one period and has a remote likelihood of being sold as agricultural produce, except for incidental scrap sales. On this basis, bearer plant is now included within the scope of PAS 16 rather than PAS 41, allowing such assets to be accounted for as property, plant and equipment and to be measured after initial recognition at cost or revaluation basis in accordance with PAS 16. The amendments further clarify that produce growing on bearer plants remains within the scope of PAS 41.
- (iv) PFRS 10 (Amendments), Consolidated Financial Statements, PFRS 12 (Amendments), Disclosure of Interests in Other Entities, and PAS 28 (Amendments), Investments in Associates and Joint Ventures Investment Entities Applying the Consolidation Exception. These amendments address the concerns that have arisen in the context of applying the consolidation exception for investment entities. They clarify which subsidiaries of an investment entity are consolidated in accordance with paragraph 32 of PFRS 10 and clarify whether the exemption to present consolidated financial statements, set out in paragraph 4 of PFRS 10, is available to a parent entity that is a subsidiary of an investment entity. These amendments also permit a non-investment entity investor, when applying the equity method of accounting for an associate or joint venture that is an investment entity, to retain the fair value measurement applied by that investment entity associate or joint venture to its interests in subsidiaries.
- (v) PFRS 11 (Amendments), Joint Agreements Accounting for Acquisitions of Interests in Joint Operations (effective from January 1, 2016). These amendments require the acquirer of an interest in a joint operation in which the activity constitutes a business as defined in PFRS 3, Business Combinations, to apply all accounting principles and disclosure requirements on business combinations under PFRS 3 and other PFRSs, except for those principles that conflict with the guidance in PFRS 11.

- (vi) Annual Improvements to PFRS (2012-2014 Cycle). Among the improvements, the following amendments are relevant to the Group but had no material impact on the Group's financial statements as these amendments merely clarify the existing requirements:
  - PAS 19 (Amendments), Employee Benefits Discount Rate: Regional Market Issue. The amendments clarify that the currency and term of the high quality corporate bonds which were used to determine the discount rate for post-employment benefit obligations shall be made consistent with the currency and estimated term of the post-employment benefit obligations.
  - PFRS 7 (Amendments), Financial Instruments: Disclosures Servicing Contracts. The amendments provide additional guidance to help entities identify the circumstances under which a contract to "service" financial assets is considered to be a continuing involvement in those assets for the purposes of applying the disclosure requirements of PFRS 7. Such circumstances commonly arise when, for example, the servicing is dependent on the amount or timing of cash flows collected from the transferred asset or when a fixed fee is not paid in full due to non-performance of that asset.
- (b) Effective in 2016 but are not Relevant to the Group

The following new PFRS, amendments and annual improvements to existing standards are mandatorily effective for annual periods beginning on or after January 1, 2016 but are not relevant to the Group's consolidated financial statements:

PAS 27 (Amendments) : Separate Financial Statements – Equity

Method in Separate Financial

Statements

PFRS 14 : Regulatory Deferral Accounts

Annual Improvements to PFRS (2012-2014 Cycle)

PAS 34 (Amendments) : Interim Financial Reporting – Disclosure

of Information "Elsewhere in the

Interim Financial Report"

PFRS 5 (Amendments) : Non-current Assets Held for Sale and

Discontinued Operations – Changes in

Methods of Disposal

PFRS 7 (Amendments) : Applicability of Amendments to PFRS 7 to

Condensed Interim Financial

Statements

(c) Effective Subsequent to 2016 but not Adopted Early

There are new PFRS and amendments to existing standards effective for annual periods subsequent to 2016 which are adopted by the FRSC. Management will adopt the relevant pronouncements as discussed below and in the succeeding pages in accordance with their transitional provisions; and, unless otherwise stated, none of these are expected to have significant impact on the Group's consolidated financial statements.

- January 1, 2017). The amendments are designed to improve the quality of information provided to users of financial statements about changes in an entity's debt and related cash flows (and non-cash changes). They require an entity to provide disclosures that enable users to evaluate changes in liabilities arising from financing activities. An entity applies its judgment when determining the exact form and content of the disclosures needed to satisfy this requirement. Moreover, they suggest a number of specific disclosures that may be necessary in order to satisfy the above requirement, including: (a) changes in liabilities arising from financing activities caused by changes in financing cash flows, foreign exchange rates or fair values, or obtaining or losing control of subsidiaries or other businesses; and, (b) a reconciliation of the opening and closing balances of liabilities arising from financing activities in the statement of financial position including those changes identified immediately above.
- (ii) PAS 12 (Amendments), *Income Taxes Recognition of Deferred Tax Assets for* Unrealized *Losses* (effective from January 1, 2017). The focus of the amendments is to clarify how to account for deferred tax assets related to debt instruments measured at fair value, particularly where changes in the market interest rate decrease the fair value of a debt instrument below cost. The amendments provide guidance in the following areas where diversity in practice previously existed: (a) existence of a deductible temporary difference; (b) recovering an asset for more than its carrying amount; (c) probable future taxable profit against which deductible temporary differences are assessed for utilization; and, (d) combined versus separate assessment of deferred tax asset recognition for each deductible temporary difference.
- (iii) PFRS 9 (2014), Financial Instruments (effective from January 1, 2018). This new standard on financial instruments will eventually replace PAS 39, Financial Instruments: Recognition and Measurement, and PFRS 9 (2009, 2010 and 2013 versions). This standard contains, among others, the following:
  - three principal classification categories for financial assets based on the business model on how an entity is managing its financial instruments;
  - an expected loss model in determining impairment of all financial assets that
    are not measured at fair value through profit or loss (FVTPL), which generally
    depends on whether there has been a significant increase in credit risk since
    initial recognition of a financial asset; and,
  - a new model on hedge accounting that provides significant improvements
    principally by aligning hedge accounting more closely with the risk
    management activities undertaken by entities when hedging their financial and
    non-financial risk exposures.

In accordance with the financial asset classification principle of PFRS 9 (2014), a financial asset is classified and measured at amortized cost if the asset is held within a business model whose objective is to hold financial assets in order to collect the contractual cash flows that represent solely payments of principal and interest (SPPI) on the principal outstanding. Moreover, a financial asset is classified and subsequently measured at fair value through other comprehensive income if it meets the SPPI criterion and is held in a business model whose objective is achieved by both collecting contractual cash flows and selling the financial assets. All other financial assets are measured at FVTPL.

In addition, PFRS 9 (2014) allows entities to make an irrevocable election to present subsequent changes in the fair value of an equity instrument that is not held for trading in other comprehensive income.

The accounting for embedded derivatives in host contracts that are financial assets is simplified by removing the requirement to consider whether or not they are closely related, and, in most arrangements, does not require separation from the host contract.

For liabilities, the standard retains most of the PAS 39 requirements which include amortized cost accounting for most financial liabilities, with bifurcation of embedded derivatives. The amendment also requires changes in the fair value of an entity's own debt instruments caused by changes in its own credit quality to be recognized in other comprehensive income rather than in profit or loss.

Management is currently assessing the impact of PFRS 9 (2014) on the consolidated financial statements of the Group and it will conduct a comprehensive study of the potential impact of this standard prior to its mandatory adoption date to assess the impact of all changes.

(iv) PFRS 15, Revenue from Contracts with Customers (effective from January 1, 2018). This standard will replace PAS 18, Revenue, and PAS 11, Construction Contracts, the related Interpretations on revenue recognition: International Financial Reporting Interpretations Committee (IFRIC) 13, Customer Loyalty Programmes, IFRIC 15, Agreement for the Construction of Real Estate, IFRIC 18, Transfers of Assets from Customers, and Standing Interpretations Committee 31, Revenue – Barter Transactions Involving Advertising Services. This new standard establishes a comprehensive framework for determining when to recognize revenue and how much revenue to recognize. The core principle in the said framework is for an entity to recognize revenue to depict the transfer of promised goods or services to the customer in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.

Relative to the adoption of PFRS 15 in the Philippines, the FRSC also approved the issuance of Philippine Interpretations Committee Question & Answer No. 2016-04, Application of PFRS 15, "Revenue from Contracts with Customers," on Sale of Residential Properties under Pre-completion Contracts, which provides that sales of residential properties under pre-completion stage can be recognized over time until completion of construction.

Management is currently assessing the impact of this standard on the Group's consolidated financial statements.

(v) PFRS 16, *Leases* (effective from January 1, 2019). The new standard will eventually replace PAS 17, *Leases*.

For lessees, it requires to account for leases "on-balance sheet" by recognizing a "right of use" asset and a lease liability. The lease liability is initially measured as the present value of future lease payments. For this purpose, lease payments include fixed, non-cancellable payments for lease elements, amounts due under residual value guarantees, certain types of contingent payments and amounts due during optional periods to the extent that extension is reasonably certain. In subsequent periods, the "right-of-use" asset is accounted for similarly to a purchased asset and depreciated or amortized. The lease liability is accounted for similar to a financial liability using the effective interest method. However, the new standard provides important reliefs or exemptions for short-term leases and leases of low value assets. If these exemptions are used, the accounting is similar to operating lease accounting under PAS 17 where lease payments are recognized as expenses on a straight-line basis over the lease term or another systematic basis (if more representative of the pattern of the lessee's benefit).

For lessors, lease accounting is similar to PAS 17's. In particular, the distinction between finance and operating leases is retained. The definitions of each type of lease, and the supporting indicators of a finance lease, are substantially the same as PAS 17's. The basic accounting mechanics are also similar, but with some different or more explicit guidance in few areas. These include variable payments, sub-leases, lease modifications, the treatment of initial direct costs and lessor disclosures.

Management is currently assessing the impact of this new standard in its consolidated financial statements.

(vi) PFRS 10 (Amendments), Consolidated Financial Statements, and PAS 28 (Amendments), Investments in Associates and Joint Ventures – Sale or Contribution of Assets between an Investor and its Associates or Joint Venture (effective date deferred indefinitely). The amendments to PFRS 10 require full recognition in the investor's financial statements of gains or losses arising on the sale or contribution of assets that constitute a business as defined in PFRS 3, Business Combinations, between an investor and its associate or joint venture. Accordingly, the partial recognition of gains or losses (i.e., to the extent of the unrelated investor's interests in an associate or joint venture) only applies to those sale of contribution of assets that do not constitute a business. Corresponding amendments have been made to PAS 28 to reflect these changes. In addition, PAS 28 has been amended to clarify that when determining whether assets that are sold or contributed constitute a business, an entity shall consider whether the sale or contribution of those assets is part of multiple arrangements that should be accounted for as a single transaction.

#### 2.3 Basis of Consolidation and Interests in Joint Ventures

The Group's consolidated financial statements comprise the accounts of the Company and its subsidiaries as enumerated in Note 1, after the elimination of material intercompany transactions. All intercompany assets and liabilities, equity, income, expenses and cash flows relating to transactions between entities under the Group, are eliminated in full on consolidation. Unrealized profits and losses from intercompany transactions that are recognized in assets are also eliminated in full. Intercompany losses that indicate impairment are recognized in the consolidated financial statements.

The financial statements of subsidiaries are prepared for the same reporting period as the Company, using consistent accounting principles.

The Company accounts for its investments in subsidiaries, associates, non-controlling interests and interests in joint ventures as follows:

#### (a) Investments in Subsidiaries

Subsidiaries are entities (including structured entities) over which the Company has control. The Company controls an entity when (a) it has power over the entity, (b) it is exposed, or has rights to, variable returns from its involvement with the entity, and (c) it has the ability to affect those returns through its power over the entity. Subsidiaries are consolidated from the date the Company obtains control.

The Company reassesses whether or not it controls an entity if facts and circumstances indicate that there are changes to one or more of the three elements of controls indicated above. Accordingly, entities are deconsolidated from the date that control ceases.

The acquisition method is applied to account for acquired subsidiaries. This requires recognizing and measuring the identifiable assets acquired, the liabilities assumed and any non-controlling interest in the acquiree. The consideration transferred for the acquisition of a subsidiary is the fair values of the assets transferred, the liabilities incurred to the former owners of the acquiree and the equity interests issued by the Group, if any. The consideration transferred also includes the fair value of any asset or liability resulting from a contingent consideration arrangement. Acquisition-related costs are expensed as incurred and subsequent change in the fair value of contingent consideration is recognized directly in profit or loss.

Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date. On an acquisition-by-acquisition basis, the Group recognizes any non-controlling interest in the acquiree, either at fair value or at the non-controlling interest's proportionate share of the acquiree's identifiable net assets.

The excess of the consideration transferred, the amount of any non-controlling interest in the acquiree and the acquisition-date fair value of any existing equity interest in the acquiree over the acquisition-date fair value of identifiable net assets acquired is recognized as goodwill. If the consideration transferred is less than the fair value of the net assets of the subsidiary acquired in the case of a bargain purchase, the difference is recognized directly as gain in profit or loss (see also Note 2.9).

#### (b) Investments in Associates

Associates are those entities over which the Company is able to exert significant influence but not control and which are neither subsidiaries nor interests in a joint venture. Investments in associates are initially recognized at cost and subsequently accounted for using the equity method.

Acquired investment in an associate is subject to the purchase method. The purchase method involves the recognition of the acquiree's identifiable assets and liabilities, including contingent liabilities, regardless of whether they were recorded in the financial statements prior to acquisition. Goodwill represents the excess of acquisition cost over the fair value of the Company's share of the identifiable net assets of the acquiree at the date of acquisition. Any goodwill or fair value adjustment attributable to the Company's share in the associate is included in the amount recognized as investment in associates.

All subsequent changes to the ownership interest in the equity of the associate are recognized in the Company's carrying amount of the investments. Changes resulting from the profit or loss generated by the associates are credited or charged against the Equity Share in Net Earnings (Losses) of Associates in the Group's consolidated statement of comprehensive income.

Impairment loss is provided when there is objective evidence that the investments in associates will not be recovered (see Note 2.17).

Changes resulting from other comprehensive income of the associates or items recognized directly in the associates' equity are recognized in other comprehensive income or equity of the Group, as applicable. However, when the Group's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Group does not recognize further losses, unless it has incurred obligations or made payments on behalf of the associate. If the associate subsequently reports profits, the investor resumes recognizing its share of those profits only after its share of the profits exceeds the accumulated share of losses that has previously not been recognized.

Distributions received from the associates are accounted for as a reduction of the carrying value of the investment.

Unrealized gains on transactions between the Group and its associates are eliminated to the extent of the Company's interest in the associates. Unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred. Accounting policies of associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

#### (c) Transactions with Non-controlling Interests

The Group's transactions with non-controlling interests that do not result in loss of control are accounted for as equity transactions – that is, as transaction with the owners of the Group in their capacity as owners. The difference between the fair value of any consideration paid and the relevant share acquired of the carrying value of the net assets of the subsidiary is recognized in equity. Disposals of equity investments to non-controlling interests result in gains and losses for the Group that are also recognized in equity.

When the Group ceases to have control over a subsidiary, any retained interest in the entity is remeasured to its fair value at the date when control is lost, with the change in carrying amount recognized in profit or loss. The fair value is the initial carrying amount for the purposes of subsequently accounting for the retained interest as an associate, joint venture or financial asset. In addition, any amounts previously recognized in other comprehensive income in respect of that entity are accounted for as if the Group had directly disposed of the related assets or liabilities. This may mean that amounts previously recognized in other comprehensive income are reclassified to profit or loss.

#### (d) Interests in Joint Ventures

For interests in jointly controlled operations, the Group recognizes in its consolidated financial statements its share of the jointly controlled assets, any liabilities that it has incurred, its share of any liabilities incurred jointly with the other venturers in relation to the joint venture, any income from the sale or use of its share of the output of the joint venture, and any expenses that it has incurred in respect of its interest in the joint venture. No adjustment or other consolidation procedures are required for the assets, liabilities, income and expenses of the joint venture that are recognized in the separate financial statements of the venturers.

The Company holds interests in various subsidiaries and associates as presented in Note 1.

#### 2.4 Financial Assets

Financial assets are recognized when the Group becomes a party to the contractual terms of the financial instrument. For purposes of classifying financial assets, an instrument is considered as an equity instrument if it is non-derivative and meets the definition of equity for the issuer in accordance with the criteria of PAS 32, *Financial Instruments: Presentation*. All other non-derivative financial instruments are treated as debt instruments.

#### (a) Classification and Measurement of Financial Assets

Financial assets other than those designated and effective as hedging instruments are classified into the following categories: financial assets at FVTPL, loans and receivables, held-to-maturity investments and available-for-sale (AFS) financial assets. Financial assets are assigned to the different categories by management on initial recognition, depending on the purpose for which the investments were acquired.

Regular purchases and sales of financial assets are recognized on their trade date. All financial assets that are not classified as at FVTPL are initially recognized at fair value plus any directly attributable transaction costs. Financial assets carried at FVTPL are initially recorded at fair value and the related transaction costs are recognized in profit or loss. A more detailed description of the categories of financial assets currently relevant to the Group are discussed on the succeeding pages.

#### (i) Loans and Receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They arise when the Group provides money, goods or services directly to a debtor with no intention of trading the receivables. They are included in current assets, except for those with maturities greater than 12 months after the end of each reporting period, which are classified as non-current assets.

The Group's financial assets categorized as loans and receivables are presented as Cash and Cash Equivalents, Trade and Other Receivables (excluding Advances to suppliers and contractors), and Advances to Related Parties accounts in the consolidated statements of financial position. Cash and cash equivalents include cash on hand, demand deposits and short-term, highly liquid investments with original maturities of three months or less readily convertible to known amounts of cash and which are subject to insignificant risk of changes in value.

Loans and receivables are subsequently measured at amortized cost using the effective interest method, less impairment loss, if any.

#### (ii) AFS Financial Assets

This category includes non-derivative financial assets that are either designated to this category or do not qualify for inclusion in any of the other categories of financial assets. They are included in non-current assets in the statement of financial position unless management intends to dispose of the investment within 12 months from the reporting period.

All financial assets within this category are subsequently measured at fair value, except for equity instruments that do not have a quoted market price in an active market and whose fair value cannot be reliably measured which are measured at cost, less impairment loss, if any. Gains and losses are recognized in other comprehensive income, net of any income tax effects, and are reported as part of the Revaluation Reserves account in equity, except for interest and dividend income, impairment losses and foreign exchange differences on monetary assets, which are recognized in profit or loss.

When the financial asset is disposed of or is determined to be impaired, that is, when there is a significant or prolonged decline in the fair value of the security below its cost, the cumulative fair value gains or losses recognized in other comprehensive income is reclassified from equity to profit or loss and is presented as reclassification adjustment within other comprehensive income even though the financial asset has not been derecognized.

#### (b) Impairment of Financial Assets

The Group assesses at the end of each of the reporting period whether there is objective evidence that a financial asset or group of financial assets is impaired. The Group recognizes impairment loss based on the category of financial assets as follows:

#### (i) Carried at Amortized Cost – Loans and Receivables

If there is objective evidence that an impairment loss on loans and receivables carried at cost has been incurred, the amount of the impairment loss is determined as the difference between the assets' carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred), discounted at the financial asset's original effective interest rate or current effective interest rate determined under the contract if the loan has a variable interest rate.

The carrying amount of the asset shall be reduced either directly or through the use of an allowance account. The amount of the loss shall be recognized in profit or loss.

If in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized (such as an improvement in the debtor's credit rating), the previously recognized impairment loss is reversed by adjusting the allowance account. The reversal shall not result in a carrying amount of the financial asset that exceeds what the amortized cost would have been had the impairment not been recognized at the date the impairment is reversed. The amount of the reversal is recognized in the profit or loss.

#### (ii) Carried at Fair Value – AFS Financial Assets

When a decline in the fair value of an AFS financial asset has been recognized in other comprehensive income and there is objective evidence that the asset is impaired, the cumulative loss – measured as the difference between the acquisition cost (net of any principal repayment and amortization) and current fair value, less any impairment loss on that financial asset previously recognized in profit or loss is reclassified from Revaluation Reserves to profit or loss as a reclassification adjustment even though the financial asset has not been derecognized.

Impairment losses recognized in profit or loss on equity instruments are not reversed through profit or loss. Reversal of impairment losses are recognized in other comprehensive income, except for financial assets that are debt securities which are recognized in profit or loss only if the reversal can be objectively related to an event occurring after the impairment loss was recognized.

#### (c) Items of Income and Expense Related to Financial Assets

All income and expenses, including impairment losses, relating to financial assets that are recognized in profit or loss are presented as part of Finance Income or Finance Costs accounts in the consolidated statement of comprehensive income.

Non-compounding interest, dividend income and other cash flows resulting from holding financial assets are recognized in profit or loss when earned, regardless of how the related carrying amount of financial assets is measured.

#### (d) Derecognition of Financial Assets

The financial assets (or where applicable, a part of a financial asset or part of a group of financial assets) are derecognized when the contractual rights to receive cash flows from the financial instruments expire, or when the financial assets and all substantial risks and rewards of ownership have been transferred to another party. If the Group neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Group recognizes its retained interest in the asset and an associated liability for amounts it may have to pay. If the Group retains substantially all the risks and rewards of ownership of a transferred financial asset, the Group continues to recognize the financial asset and also recognizes a collateralized borrowing for the proceeds received.

#### 2.5 Prepayments and Other Assets

Prepayments and other assets pertain to other resources controlled by the Group as a result of past events. They are recognized in the consolidated financial statements when it is probable that the future economic benefits will flow to the Group and the asset has a cost or value that can be measured reliably.

Other recognized assets of similar nature, where future economic benefits are expected to flow to the Group beyond one year after the end of the reporting period or in the normal operating cycle of the business, if longer, are classified as other non-current assets.

#### 2.6 Property and Equipment

Property and equipment are stated cost less accumulated depreciation, amortization and any impairment in value. The cost of an asset comprises its purchase price and directly attributable costs of bringing the asset to working condition for its intended use. Expenditures for additions, major improvements and renewals are capitalized while expenditures for repairs and maintenance are charged to expense as incurred.

Depreciation and amortization is computed on the straight-line basis over the estimated useful lives of the assets as follows:

Building and other improvements	5-25 years
Transportation equipment	5 years
Office furniture and equipment	3-5 years

Leasehold improvements are amortized over the term of the lease or the useful lives of the improvements, whichever is shorter.

Fully depreciated and amortized assets are retained in the accounts until they are no longer in use and no further charge for depreciation is made in respect of those assets.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (see Note 2.17).

The residual values, estimated useful lives and method of depreciation and amortization of property and equipment are reviewed, and adjusted if appropriate, at the end of each reporting period.

An item of property and equipment, including the related accumulated depreciation, amortization and any impairment losses, is derecognized upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. 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 item) is included in the profit or loss in the year the item is derecognized.

#### 2.7 Investment Property

Investment property consists of building and office/commercial units held for lease and a parcel of land held for capital appreciation. Land held for capital appreciation is measured at cost less any impairment while building and office/commercial units held for lease are stated at cost less accumulated depreciation and any impairment in value.

The cost of an asset comprises its purchase price and directly attributable costs of bringing the asset to working condition for its intended use. Expenditures for additions, major improvements and renewals are capitalized while expenditures for repairs and maintenance are charged to expense as incurred.

Depreciation for building and office/commercial units classified as investment property is computed on the straight-line basis over the estimated useful life of 20 years.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (see Note 2.17).

Investment property is derecognized upon disposal or when permanently withdrawn from use and no future economic benefit is expected from its disposal.

#### 2.8 Financial Liabilities

Financial liabilities, which include interest-bearing loans and borrowings, trade and other payables (except tax-related liabilities), advances from related parties and other current liabilities, are recognized when the Group becomes a party to the contractual terms of the instrument. All interest-related charges, except capitalized borrowing costs, incurred on a financial liability are recognized as an expense in profit or loss under the caption Finance Costs in the consolidated statement of comprehensive income.

Interest-bearing loans and borrowings are raised for support of long-term funding of operations. Finance charges, including premiums payable on settlement or redemption and direct issue costs, are charged to profit or loss on an accrual basis using the effective interest method and are added to the carrying amount of the instrument to the extent that these are not settled in the period in which they arise.

Trade and other payables, advances from related parties and other current liabilities are recognized initially at their fair values and subsequently measured at amortized cost, using effective interest method for maturities beyond one year, less settlement payments.

Dividend distributions to shareholders are recognized as financial liabilities when dividends are approved by the BOD.

Financial liabilities are classified as current liabilities if payment is due to be settled within one year or less after the end of the reporting period (or in the normal operating cycle of the business, if longer), or the Group does not have an unconditional right to defer settlement of the liability for at least 12 months after the end of the reporting period. Otherwise, these are presented as non-current liabilities.

Financial liabilities are derecognized from the consolidated statement of financial position only when the obligations are extinguished either through discharge, cancellation or expiration. The difference between the carrying amount of the financial liability derecognized and the consideration paid or payable is recognized in profit or loss.

#### 2.9 Business Combinations

Business acquisitions are accounted for using the acquisition method of accounting.

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary at the date of acquisition. Subsequent to initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is tested annually for impairment and carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed (see Note 2.17).

Negative goodwill which is the excess of the Group's interest in the net fair value of net identifiable assets acquired over acquisition cost is charged directly to income.

For the purpose of impairment testing, goodwill is allocated to cash-generating units or groups of cash-generating units that are expected to benefit from the business combination in which the goodwill arose. The cash-generating units or groups of cash-generating units are identified according to operating segment.

Gains and losses on the disposal of an interest in a subsidiary include the carrying amount of goodwill relating to it.

If the business combination is achieved in stages, the acquirer is required to remeasure its previously held equity interest in the acquiree at its acquisition-date fair value and recognize the resulting gain or loss, if any, in profit or loss or other comprehensive income, as appropriate.

Any contingent consideration to be transferred by the Group is recognized at fair value at the acquisition date. Subsequent changes to the fair value of the contingent consideration that is deemed to be an asset or liability is recognized in accordance with PAS 37, *Provisions, Contingent Liabilities and Contingent Assets*, either in profit or loss or as a change to other comprehensive income. Contingent consideration that is classified as equity is not remeasured, and its subsequent settlement is accounted for within equity.

#### 2.10 Offsetting of Financial Instruments

Financial assets and financial liabilities are offset and the resulting net amount, considered as a single financial asset or financial liability, is reported in the consolidated statement of financial position when the Group currently has legally enforceable right to set off the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously. The right of set-off must be available at the end of the reporting period, that is, it is not contingent on a future event. It must also be enforceable in the normal course of business, in the event of default, and in the event of insolvency or bankruptcy; and must be legally enforceable for both entity and all counterparties to the financial instruments.

#### 2.11 Provisions and Contingencies

Provisions are recognized when present obligations will probably lead to an outflow of economic resources and they can be estimated reliably even if the timing or amount of the outflow may still be uncertain. A present obligation arises from the presence of a legal or constructive obligation that has resulted from past events.

Provisions are measured at the estimated expenditure required to settle the present obligation, based on the most reliable evidence available at the end of the reporting period, including the risks and uncertainties associated with the present obligation. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. When time value of money is material, long-term provisions are discounted to their present values using a pre-tax rate that reflects market assessments and the risks specific to the obligation. The increase in the provision due to passage of time is recognized as interest expense. Provisions are reviewed at the end of each reporting period and adjusted to reflect the current best estimate.

In those cases where the possible outflow of economic resource as a result of present obligations is considered improbable or remote, or the amount to be provided for cannot be measured reliably, no liability is recognized in the consolidated financial statements. Similarly, possible inflows of economic benefits to the Group that do not yet meet the recognition criteria of an asset are considered contingent assets; hence, are not recognized in the consolidated financial statements. On the other hand, any reimbursement that the Group can be virtually certain to collect from a third party with respect to the obligation is recognized as a separate asset not exceeding the amount of the related provision.

#### 2.12 Real Estate Transactions and Revenue and Expense Recognition

Acquisition costs of raw land intended for future development, including other costs and expenses incurred to effect the transfer of title to the property to the Group, are charged to the Land Held for Future Development account. These costs are reclassified to the Property Development Costs account as soon as the Group starts the development of the property. Related property development costs are then accumulated in this account. A reclassification from Property Development Costs account to Residential and Condominium Units for Sale account is made once the project has been made available for sale to market. Interest on certain loans incurred during the development of the real estate properties are also capitalized as part of the Property Development Costs or Residential and Condominium Units for Sale accounts (see Note 2.19). Revenues, on the other hand, are recognized when certain percentage of total contract price is collected.

Costs of properties and projects accounted for as Land Held for Future Development, Property Development Costs and Residential and Condominium Units for Sale are assigned using specific identification of their individual costs. These properties and projects are valued at the lower of cost and net realizable value. Net realizable value is the estimated selling price in the ordinary course of business, less estimated costs to complete and the estimated costs necessary to make the sale.

For financial reporting purposes, revenues on sales of residential and condominium units are recognized using the percentage-of-completion method. Under this method, revenue is recognized by reference to the stage of development of the properties, i.e., revenue is recognized in the period in which the work is performed. Uncompleted portion of gross profit in condominium and residential units sold are recognized in the Deferred Gross Profit on Real Estate Sales in the consolidated statement of financial position. Completed portion during the year from Deferred Gross Profit on Real Estate Sales of prior year is recognized as income under Realized Gross Profit on Prior Years' Sales in the consolidated statement of comprehensive income. Collections, which have not yet met the threshold (determined as a certain percentage of the net contract price) before a sale is recognized, are initially recorded as Advances from customers under the Customers' Deposits account in the consolidated statement of financial position.

Revenue and cost relating to forfeited or backed-out sales are reversed in the current year as they occur. Any collections received from customers which will not be refunded are recognized as Forfeited collections and deposits, included as part of Other Income in the consolidated statement of comprehensive income.

For tax purposes, revenue on sales of condominium units is recognized in full in the year of sale when a certain percentage of the net contract price has been received. However, the taxable income for the year is computed based on collections from the sales.

Cost of real estate property sold before completion of the development is determined based on the actual costs incurred to date plus estimated costs to complete the development of the property. The estimated expenditures for the development of real estate property sold, as determined by the entities' project engineers, are charged to the cost of residential and condominium units sold with a corresponding credit to the Reserve for Property Development account, which pertains to the remaining costs that will be incurred relative to the development/construction of the sold units.

The Group recognizes the effect of revisions in the total project cost estimates in the year in which these changes become known. Any impairment loss from a real estate project is charged to operations in the period in which the loss is determined.

Revenues, other than those originating from real estate transactions, are recognized to the extent that it is probable that future economic benefits will flow to the Group; revenue can be measured reliably; and, the costs incurred or to be incurred can be measured reliably. The following specific recognition criteria must also be met before revenue is recognized:

- (a) Rental income Lease income from operating lease is recognized on a straight-line basis over the lease term [see Note 2.14(b)].
- (b) Forfeited collections and deposits Revenue is recognized in the year the contract was cancelled.

- (i) Marketing and management fees Revenue is recognized when the performance of contractually agreed services have been substantially rendered.
- (d) Tuition and miscellaneous fees Revenue is recognized over the corresponding school term.
- (e) Interest income Revenue is recognized as the interest accrues taking into account the effective yield on the asset.
- (f) Dividends Revenue is recognized when the stockholders' right to receive the payment is established.

Other costs and expenses are recognized in profit or loss upon utilization of the services, receipt of goods or at the date they are incurred. All finance costs are reported in profit or loss on an accrual basis, except capitalized borrowing costs which are included as part of the cost of the related qualifying asset (see Note 2.19).

#### 2.13 Commissions

Commissions represent a certain percentage of contract price given to the real estate brokers and/or agents who handle the sales and marketing of the Group's residential and high-rise projects. Commissions are recognized as expense in the period in which they are incurred.

#### 2.14 Leases

The Group accounts for its leases as follows:

#### (a) Group as Lessee

Leases which do not transfer to the Group substantially all the risks and benefits of ownership of the asset are classified as operating leases. Operating lease payments (net of any incentive received from the lessor) are recognized as expense in the consolidated profit or loss on a straight-line basis over the lease term. Associated costs, such as repairs and maintenance and insurance, are expensed as incurred.

#### (b) Group as Lessor

Leases which do not transfer to the lessee substantially all the risks and benefits of ownership of the asset are classified as operating leases. Lease income from operating leases is recognized as income in the consolidated profit or loss on a straight-line basis over the lease term.

The Group determines whether an arrangement is, or contains, a lease based on the substance of the arrangement. It makes an assessment of whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset.

#### 2.15 Segment Reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the Group's chief operating decision-maker who is responsible for allocating resources and assessing performance of the operating segments.

In identifying its operating segments, management generally follows the Group's products and service lines as disclosed in Note 4, which represent the main products and services provided by the Group.

Each of these operating segments is managed separately as each of these service lines requires different resources as well as marketing approaches. All inter-segment transfers are carried out at arm's length prices.

The measurement policies the Group uses for segment reporting under PFRS 8, *Operating Segments*, are the same as those used in its consolidated financial statements, except that post-employment benefit expense is not included in arriving at the operating profit of the operating segments.

In addition, corporate assets which are not directly attributable to the business activities of any operating segment are not allocated to a segment.

There have been no changes from prior periods in the measurement methods used to determine reported segment profit or loss.

#### 2.16 Foreign Currency Transactions and Translation

The accounting records of the Group are maintained in Philippine pesos. Foreign currency transactions during the year are translated into the functional currency at exchange rates which approximate those prevailing on transaction dates.

Foreign currency gains and losses resulting from the settlement of such transactions and from the translation at year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognized in profit or loss in the consolidated statement of comprehensive income.

#### 2.17 Impairment of Non-financial Assets

The Group's advances to landowners and joint ventures, investment in associates, investment property, property and equipment, goodwill and other non-financial assets are tested for impairment. Goodwill is tested for impairment at least annually. All other individual assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

For purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). As a result, some assets are tested for impairment either individually or at cash-generating unit level.

Impairment loss is recognized in profit or loss for the amount by which the asset's or cash-generating unit's carrying amount exceeds its recoverable amounts which is the higher of its fair value less costs to sell and its value in use. In determining value in use, management estimates the expected future cash flows from each cash-generating unit and determines the suitable interest rate in order to calculate the present value of those cash flows. The data used for impairment testing procedures are directly linked to the Group's latest approved budget, adjusted as necessary to exclude the effects of asset enhancements. Discount factors are determined individually for each cash-generating unit and reflect management's assessment of respective risk profiles, such as market and asset-specific risk factors.

All assets are subsequently reassessed for indications that an impairment loss previously recognized may no longer exist. An impairment loss is reversed if the asset's or cash generating unit's recoverable amount exceeds its carrying amount.

#### 2.18 Employee Benefits

The Group provides post-employment benefits to employees through a defined benefit plan and defined contribution plans, and other employee benefits which are recognized as follows:

#### (a) Post-employment Defined Benefit Plan

A defined benefit plan is a post-employment plan that defines an amount of post-employment benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and salary. The legal obligation for any benefits from this kind of post-employment plan remains with the Group, even if plan assets for funding the defined benefit plan have been acquired. Plan assets may include assets specifically designated to a long-term benefit fund, as well as qualifying insurance policies. The Group's defined benefit post-employment plan covers all regular full-time employees. The pension plan is tax-qualified, non-contributory and administered by a trustee.

The liability recognized in the consolidated statement of financial position for a defined benefit plan is the present value of the defined benefit obligation (DBO) at the end of the reporting period less the fair value of plan assets. The DBO is calculated regularly by an independent actuary using the projected unit credit method. The present value of the DBO is determined by discounting the estimated future cash outflows for expected benefit payments using a discount rate derived from the interest rates of a zero coupon government bond as published by Philippine Dealing & Exchange (PDEx) Corp., that are denominated in the currency in which the benefits will be paid and that have terms to maturity approximating to the terms of the related post-employment liability.

Remeasurements, comprising of actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions and the return on plan assets (excluding amount included in interest) are reflected immediately in the consolidated statement of financial position with a charge or credit recognized in other comprehensive income in the period in which they arise. Net interest is calculated by applying the discount rate at the beginning of the period, taking account of any changes in the net defined benefit liability or asset during the period as a result of contributions and benefit payments. Net interest is reported as part of Finance Costs or Finance Income account in the consolidated statement of comprehensive income.

Past-service costs are recognized immediately in profit or loss in the period of a plan amendment and curtailment.

#### (b) Post-employment Defined Contribution Plans

A defined contribution plan is a post-employment plan under which the Group pays fixed contributions into an independent entity. The Group has no legal or constructive obligations to pay further contributions after payment of the fixed contribution. The contributions recognized in respect of defined contribution plans are expensed as they fall due. Liabilities and assets may be recognized if underpayment or prepayment has occurred and are included in current liabilities or current assets as they are normally of a short-term nature.

#### (c) Compensated Absences

Compensated absences are recognized for the number of paid leave days (including holiday entitlement) remaining at the end of each reporting period. They are included in Trade and Other Payables account in the consolidated statement of financial position at the undiscounted amount that the Group expects to pay as a result of the unused entitlement.

#### 2.19 Borrowing Costs

Borrowing costs are recognized as expenses in the period in which they are incurred, except to the extent that they are capitalized. For financial reporting purposes, interest and other costs on certain borrowings that are attributable to the acquisition, construction or development of a qualifying asset (i.e., an asset that takes a substantial period of time to get ready for its intended use or sale) are capitalized as part of Property Development Costs and Residential and Condominium Units for Sale accounts in the consolidated statement of financial position (see Note 2.12). The capitalization of borrowing costs commences when expenditures for the asset are being incurred and activities that are necessary to prepare the asset for its intended use or sale are in progress. Capitalization ceases when substantially all such activities are complete.

Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalization.

For income tax purposes, interest and other borrowing costs are charged to expense when incurred.

#### 2.20 Income Taxes

Tax expense recognized in profit or loss comprises the sum of deferred tax and current tax not recognized in other comprehensive income or directly in equity, if any.

Current tax assets or liabilities comprise those claims from, or obligations to, fiscal authorities relating to the current or prior reporting period, that are uncollected or unpaid at the end of each reporting period. They are calculated according to the tax rates and tax laws applicable to the fiscal periods to which they relate, based on the taxable profit for the year. All changes to current tax assets or liabilities are recognized as a component of tax expense in profit or loss.

Deferred tax is accounted for using the liability method, on temporary differences at the end of each reporting period between the tax base of assets and liabilities and their carrying amounts for financial reporting purposes. Under the liability method, with certain exceptions, deferred tax liabilities are recognized for all taxable temporary differences and deferred tax assets are recognized for all deductible temporary differences and the carryforward of unused tax losses and unused tax credits to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized. Unrecognized deferred tax assets are reassessed at the end of each reporting period and are recognized to the extent that it has become probable that future taxable profit will be available to allow such deferred tax assets to be recovered.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the period when the asset is realized or the liability is settled provided such tax rates have been enacted or substantively enacted at the end of the reporting period.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is probable that sufficient taxable profit will be available to allow all or part of the deferred income tax asset to be utilized.

The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Group expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Most changes in deferred tax assets or liabilities are recognized as a component of tax expense in profit or loss, except to the extent that it relates to items recognized in other comprehensive income or directly in equity. In this case, the tax is also recognized in other comprehensive income or directly in equity, respectively.

Deferred tax assets and deferred tax liabilities are offset if the Group has a legally enforceable right to set off current tax assets against current tax liabilities and the deferred taxes relate to the same entity and the same taxation authority.

#### 2.21 Related Party Transactions and Relationships

Related party transactions are transfers of resources, services or obligations between the Group 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 parties include: (a) individuals owning, directly or indirectly through one or more intermediaries, control or are controlled by, or under common control with the Company; (b) associates; (c) individuals owning, directly or indirectly, an interest in the voting power of the Group that gives them significant influence over the Group and close members of the family of any such individual; and, (d) the Group's funded retirement plan.

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

#### 2.22 Earnings Per Share

Basic earnings per share (EPS) is computed by dividing net profit attributable to equity holders of the Company by the weighted average number of shares issued and outstanding, adjusted retroactively for any stock dividend, stock split or reverse stock split declared during the current period.

Diluted EPS is computed by adjusting the weighted average number of ordinary shares outstanding to assume conversion of dilutive potential shares. For the years ended December 31, 2016, 2015 and 2014, the Group does not have potentially dilutive shares outstanding; hence, the diluted earnings per share is equal to the basic earnings per share.

#### 2.23 *Equity*

Capital stock represents the nominal value of shares that have been issued.

Additional paid-in capital includes any premiums received on the issuance of capital stock. Any transaction costs associated with the issuance of shares are deducted from additional paid-in capital, net of any related income tax benefits.

Treasury stock are stated at the cost of reacquiring such shares and are deducted from equity attributable to the Company's equity holders until the shares are cancelled, reissued or disposed of.

Revaluation reserves arise from remeasurements on retirement benefit obligation, net of applicable taxes, and unrealized gains and losses arising from fair value changes of AFS financial assets.

Retained earnings represent all current and prior period results of operations as reported in the profit or loss section of the consolidated statement of comprehensive income.

#### 2.24 Events After the End of the Reporting Period

Any post-year-end event that provides additional information about the Group's consolidated 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, if any, are disclosed when material to the consolidated financial statements.

#### 3. SIGNIFICANT ACCOUNTING JUDGMENTS AND ESTIMATES

The preparation of the Group's consolidated financial statements in accordance with PFRS requires management to make judgments and estimates that affect amounts reported in the consolidated financial statements and related notes. Judgments and estimates are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results may ultimately vary from these estimates.

## 3.1 Critical Judgments in Applying Accounting Policies

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:

### (a) Revenue Recognition

The Group uses judgment in evaluating the probability of collection of contract price on real estate sales as a criterion for revenue recognition. The Group uses historical payment pattern of customers in establishing a percentage of collection threshold over which the Group determines that collection of total contract price is reasonably assured.

## (b) Impairment of AFS Financial Assets

The determination when an investment is other-than-temporarily impaired requires significant judgment. In making this judgment, the Group evaluates, among other factors, the duration and extent to which the fair value of an investment is less than its cost, and the financial health of and near-term business outlook for the investee, including factors such as industry and sector performance, changes in technology and operational and financing cash flows.

Based on the recent evaluation of information and circumstances affecting the Group's AFS financial assets, no impairment losses was recognized in the Group's AFS financial assets in 2016, 2015 and 2014. Future changes in those information and circumstances might significantly affect the carrying amount of the assets.

# (c) Distinction Among Investment Property, Owner-managed Properties and Land Held for Future Development

The Group determines whether a property qualifies as investment property. In making its judgment, the Group considers whether the property generates cash flows largely independent of the other assets held by an entity. Owner-occupied properties generate cash flows that are attributable not only to the property but also to other assets used in the production or supply process while land held for future development are properties intended solely for future development.

Some properties comprise a portion that is held to earn rental or for capital appreciation and another portion that is held for administrative purposes. If these portions can be sold separately (or leased out separately under finance lease), the Group accounts for the portions separately. If the portions cannot be sold separately, the property is accounted for as investment property only if an insignificant portion is held for administrative purposes. Judgment is applied in determining whether ancillary services are so significant that a property does not qualify as investment property. The Group considers each property separately in making its judgment.

Based on management's assessment, properties held for lease and for capital appreciation qualifies as investment property.

## (d) Distinction Between Residential and Condominium Units for Sale and Investment Properties

Residential and condominium units for sale comprise properties that are held for sale in the ordinary course of business. Meanwhile, investment properties comprise of land and buildings which are not occupied substantially for use by, or in the operations of, the Group, nor for sale in the ordinary course of business, but are held primarily to earn rental income and capital appreciation. The Group considers management's intention over these assets in making its judgment.

## (e) Distinction Between Operating and Finance Leases

The Group has entered into various lease agreements as either a lessor or lessee. Critical judgment was exercised by management to distinguish each lease agreement as either an operating or finance lease by looking at the transfer or retention of significant risk and rewards of ownership of the properties covered by the agreements. Failure to make the right judgment will result in either overstatement or understatement of assets and liabilities.

Based on management's assessment, all of the Group's current lease agreements are classified as operating leases.

### (f) Distinction Between Asset Acquisition and Business Combinations

The Company acquires subsidiaries that own real estate properties. At the time of acquisition, the Company considers whether the acquisition represents the acquisition of a business. The Company accounts for an acquisition as a business combination where an integrated set of activities is acquired in addition to the property. More specifically, consideration is made with regard to the extent to which significant processes are acquired and, in particular, the extent of ancillary services provided by the Group (e.g., maintenance, cleaning, security, bookkeeping, hotel services, etc.). The significance of any process is judged with reference to the guidance in PAS 40, *Investment Property*, on ancillary services.

In 2015, the Company acquired 100% ownership interest in 20<sup>th</sup> Century as described in Note 1.

## (g) Recognition of Provisions and Contingencies

Judgment is exercised by management to distinguish between provisions and contingencies. Policies on recognition of provisions and contingencies are discussed in Note 2.11 and disclosures on relevant contingencies are presented in Note 26.

## 3.2 Key Sources of Estimation Uncertainty

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

(a) Impairment of Trade and Other Receivables and Advances to Related Parties

Adequate amount of allowance for impairment is provided for specific and groups of accounts, where objective evidence of impairment exists. The Group evaluates the amount of allowance for impairment based on available facts and circumstances affecting the collectability of the accounts, including, but not limited to, the length of the Group's relationship with the counterparties, their current credit status, average age of accounts, collection experience and historical loss experience. The methodology and assumptions used in estimating future cash flows are reviewed regularly by the Group to reduce any differences between loss estimates and actual loss experience.

The carrying values of trade and other receivables and advances to related parties are shown in Notes 6 and 23. Based on management's assessments, no provision for impairment losses on Trade and Other Receivables and Advances to Related Parties needed to be recognized in 2016, 2015 and 2014.

(b) Determination of Net Realizable Value of Residential and Condominium Units for Sale, Property Development Costs and Land Held for Future Development

In determining the net realizable value of residential and condominium units for sale, property development costs and land held for future development, management takes into account the most reliable evidence available at the times the estimates are made. The future realization of the carrying amounts of these assets is affected by price changes in the different market segments as well as the trends in the real estate industry. These are considered key sources of estimation uncertainty and may cause significant adjustments to the Group's Residential and Condominium Units for Sale, Property Development Costs and Land Held for Future Development accounts within the next reporting period.

Considering the Group's pricing policy, the net realizable values of real estate, residential and condominium units for sale, property development costs and land held for future development are higher than their related carrying values as of the end of the reporting periods.

(c) Estimation of Useful Lives of Property and Equipment and Investment Property

The Group estimates the useful lives of property and equipment and investment property based on the period over which the assets are expected to be available for use. The estimated useful lives of property and equipment and investment property are reviewed periodically and are updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limits on the use of the assets.

The carrying amounts of property and equipment and investment property are analysed in Notes 12 and 13, respectively. Based on management's assessment as at December 31, 2016 and 2015, there is no change in estimated useful lives of property and equipment and investment property during those years. Actual results, however, may vary due to changes in estimates brought about by changes in factors mentioned above.

## (d) Determination of Realizable Amount of Deferred Tax Assets

The Group reviews its deferred tax assets at the end of each reporting period and reduces the carrying amount to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized.

The carrying values of the Group's deferred tax assets as of December 31, 2016 and 2015 are disclosed in Note 22.2.

## (e) Impairment of Goodwill and Other Non-financial Assets

Goodwill is reviewed annually for impairment while other non-financial assets are tested whenever certain impairment indicators become present. In assessing impairment, the management estimates the recoverable amount of each asset or a cash-generating unit based on expected future cash flows and uses an interest rate to calculate the present value of those cash flows. Estimation uncertainty relates to assumptions about future operating results and the determination of a suitable discount rate. Also, the Group's policy on estimating the impairment of goodwill and other non-financial assets is discussed in detail in Note 2.17. Though the Group believes that the assumptions used in the estimation of fair values reflected in the consolidated financial statements are appropriate and reasonable, significant changes in those assumptions may materially affect the assessment of recoverable values and any resulting impairment loss could have a material adverse effect on the results of operations.

No impairment losses were recognized on goodwill, advances to landowners and joint ventures, investments in associates, property and equipment, investment property, and other non-financial assets in 2016, 2015 and 2014 (see Notes 1, 9, 11, 12 and 13).

### (f) Valuation of Post-employment Defined Benefit

The determination of the Group's obligation and cost of post-employment benefit is dependent on the selection of certain assumptions used by an actuary in calculating such amounts. Those assumptions include, among others, discount rates and salary increase rate. A significant change in any of these actuarial assumptions may generally affect the recognized expense, other comprehensive income or losses and the carrying amount of the retirement benefit obligation in the next reporting period.

The amounts of retirement benefit obligation and expense and an analysis of the movements in the estimated present value of post-employment benefit, as well as the significant assumptions used in estimating such obligation are presented in Note 21.2.

## (g) Revenue Recognition Using the Percentage-of-Completion Method

The Group uses the percentage-of-completion method in accounting for its realized gross profit on real estate sales. The use of this method requires the Group to estimate the portion completed using relevant information such as costs incurred to date as a proportion of the total budgeted cost of the project and estimates by engineers and other experts. There were no changes in the assumptions or basis for estimation during the year.

## (h) Determination of Fair Value of Investment Property

Investment property is measured using the cost model. The fair value disclosed in Note 29.4 to the consolidated financial statements is determined by the Group using the market comparable approach that reflects the recent transaction prices for similar properties in nearby locations.

The fair values of the properties were derived using the observable recent prices of the reference properties and were adjusted for differences in key attributes such as property size, zoning, and accessibility. The most significant input into this valuation approach is the price per square meter; hence, the higher the price per square meter, the higher the fair value of the properties.

The Group uses assumptions that are mainly based on market conditions existing at the end of each reporting periods. A significant change in these elements may affect prices and the value of the assets.

## (i) Business Combinations

On initial recognition, the assets and liabilities of the acquired business and the consideration paid for them are included in the consolidated financial statements at their fair values. In measuring fair value, management uses estimates of future cash flows and discount rates. Any subsequent change in these estimates would affect the amount of goodwill if the change qualifies as a measurement period adjustment. Any other change would be recognized in the consolidated statement of comprehensive income in the subsequent period.

### 4. SEGMENT REPORTING

### 4.1 Business Segments

The Group's operating businesses are organized and managed separately according to the products and services provided, with each segment representing a strategic business unit that offers different products and serves different markets. The Group is engaged in the development and marketing of mid-cost housing projects in the form of condominium communities, subdivision lots and house and lot packages, and commercial units to a limited extent. It classifies and monitors its projects into high-rise and horizontal. High-rise projects refer to condominiums and other medium scale properties while the horizontal projects refer to house and lot packages and subdivision lots. Both are intended for middle income market.

## 4.2 Segment Assets and Liabilities

Segment assets include all operating assets used by a segment and consist principally of operating receivables, property development costs and residential and condominium units for sale. Segment liabilities include all operating liabilities incurred by management in each particular segment.

## 4.3 Intersegment Transactions

There are no intersegment transactions. In case of inter-segment sales and transfers, the Group generally accounts for them as if the sales or transfers were made to third parties at current market prices. Intersegment sales and transfers, if any, are eliminated in the preparation of the consolidated financial statements.

## 4.4 Analysis of Segment Information

Segment information for the years ended December 31, 2016, 2015 and 2014 is analyzed in the succeeding pages.

	High Rise Projects				Horizontal Projec	ets	Total			
	2016	2015	2014	2016	2015	2014	2016	2015	2014	
REVENUES										
Real estate sales	P 3,473,749,329	2 1,989,641,166	P 2,606,331,123	P 651,089,607	P 2,027,731,382	P 873,860,443	P 4,124,838,936	P 4,017,372,548	P 3,480,191,566	
Finance income	113,231,003	138,358,950	216,913,253	16,390,003	6,407,363	( 5,855,810)		144,766,313	211,057,443	
Rental income	81,534,364	84,969,766	91,652,776	18,502,697	17,648,547	17,133,640	100,037,061	102,618,313	108,786,416	
Realized gross profit on										
prior years' sale	69,595,743	64,055,734	62,338,430		-	51,472,479	69,595,743	64,055,734	113,810,909	
Others	192,345,196	191,457,440	214,791,657	33,362,882	12,210,078	42,144,945	225,708,078	203,667,518	256,936,602	
	3,930,455,635	2,468,483,056	3,192,027,239	719,345,189	2,063,997,370	978,755,697	4,649,800,824	4,532,480,426	4,170,782,936	
COSTS AND OTHER										
OPERATING EXPENSES										
Cost of real estate sales	2,402,537,567	1,354,772,805	1,822,392,339	249,555,600	1,260,530,353	478,045,880	2,652,093,167	2,615,303,158	2,300,438,219	
Rentals	163,148,680	177,547,914	103,940,256	1,364,193	2,003,751	10,112,477	164,512,873	179,551,665	114,052,733	
Commissions	119,923,652	184,616,757	125,878,411	11,585,302	23,037,529	31,038,978	131,508,954	207,654,286	156,917,389	
Deferred gross profit										
on current year's sales	96,603,442	53,657,526	91,662,975	28,980	251,265	452,442	96,632,422	53,908,791	92,115,417	
Advertising and promotion	69,862,095	110,747,939	62,287,965	11,021,550	20,230,020	16,321,735	80,883,645	130,977,959	78,609,700	
Taxes and licenses	35,775,392	19,188,727	16,858,491	9,978,173	14,113,029	10,437,720	45,753,565	33,301,756	27,296,211	
Association dues	18,498,036	21,469,983	24,323,939	5,396,444	-	-	23,894,480	21,469,983	24,323,939	
Salaries and employee benefits	702,535	-	4,856	383,775	470,281	473,242	1,086,310	470,281	478,098	
Others	25,802,963	38,295,591	20,179,055	12,426,729	12,056,949	9,686,452	38,229,692	50,352,540	29,865,507	
Cost and other operating expenses excluding depreciation										
and amortization	2,932,854,362	1,960,297,242	2,267,528,287	301,740,746	1,332,693,177	556,568,926	3,234,595,108	3,292,990,419	2,824,097,213	
Depreciation and amortization	3,351,288	3,376,678	3,360,116	13,766,082	14,009,866	13,990,685	17,117,370	17,386,544	17,350,801	
	2,936,205,650	1,963,673,920	2,270,888,403	315,506,828	1,346,703,043	570,559,611	3,251,712,478	3,310,376,963	2,841,448,014	
SEGMENT OPERATING										
PROFIT	P 994,249,985	504,809,136	P 921,138,836	P 403,838,361	<u>P 717,294,327</u>	<u>P 408,196,086</u>	P 1,398,088,346	P 1,222,103,463	P 1,329,334,922	
SEGMENT ASSETS										
AND LIABILITIES										
Segment assets	P 19,960,825,206	2 18,022,176,206	P 16,657,976,354	P 5,883,290,460	P 5,866,248,749	P6,611,226,516	P25,844,115,666	P 23,888,424,955	P 23,269,202,870	
Segment liabilities	1,798,242,997	1,831,267,195	1,397,195,150	185,849,534	185,863,869	185,355,199	1,984,092,531	2,017,131,064	1,582,550,349	

# 4.5 Reconciliations

Presented below is a reconciliation of the Group's segment information to the key financial information presented in its consolidated financial statements.

	2016	2015	2014
Revenues			
Total segment revenues	P 4,649,800,824	P 4,532,480,426	P 4,170,782,936
Unallocated revenues:			· · · · · ·
Finance income	193,985,507	179,396,073	170,127,951
Commissions	126,759,525	143,273,471	134,923,506
Rental income from	# 200 46#	2 422 405	2 02 ( 222
investment property	5,308,465	3,433,605	3,026,332
Equity share in net earnings (losses) of associates	813,301	( 9,006,812)	( 81,725)
Other income	220,592,398	209,087,790	96,918,311
S 4-1-0-1			
	<u>547,459,196</u>	526,184,127	404,914,375
Revenues as reported			
in the consolidated statements	D = 40= 240 020	D 5 050 444 550	D 4 575 (07 244
of comprehensive income	P 5,197,260,020	P 5.058,664,553	P 4.575,697,311
Profit or loss			
Segment operating			
profit	P 1,398,088,346	P 1,222,103,463	P 1,329,334,922
Other unallocated income	547,459,196	526,184,127	404,914,375
Other unallocated expenses	( <u>1,344,471,789</u> )	(1,197,774,332)	(1,249,728,917)
Net profit as reported			
in the consolidated statements			
of comprehensive income	P 601,075,753	P 550,513,258	P 484,520,380
•			
Assets			
Segment assets	P25,844,115,666	P23,888,424,955	
Unallocated assets:	1,008,997,919	1,398,235,836	
Cash and cash equivalents Trade and other receivables	2,797,096,132	2,482,366,119	
Advances to related parties	2,311,257,801	2,146,804,221	
Prepayments and	, , ,	, , ,	
other current assets	381,730,305	461,364,440	
Available-for-sale financial assets	1,439,028,000	1,812,860,000	
Advances to landowners	206.054.205	60 <b>5 2</b> 04 600	
and joint ventures	306,871,395	605,381,608	
Land held for future development Investment in associates	2,925,390,962 1,162,873,746	2,925,390,962 1,162,060,445	
Property and equipment - net	155,444,595	150,777,539	
Investment property - net	135,249,248	151,942,870	
Other non-current assets	84,702,690	84,612,333	
		•	
	12,708,642,793	13,381,796,373	
Total assets as reported in consolidated			
statements of financial position	P38,552,758,459	P37,270,221,328	

	2016	2015
Liabilities		
Segment liabilities	P 1,984,092,531	P 2,017,131,064
Unallocated liabilities:		
Interest-bearing loans		
and borrowings	1,958,549,476	1,509,002,604
Trade and other payables	1,451,139,792	1,072,574,728
Customers' deposits	2,494,778,962	2,612,905,347
Advances from related parties	3,012,266,199	2,832,787,394
Income tax payable	20,510,077	20,750,928
Other current liabilities	584,715,486	569,761,670
Retirement benefit obligation	528,514,895	479,298,630
Deferred tax liabilities - net	1,604,579,980	1,472,019,500
	11,655,054,867	10,569,100,801
Total liabilities as reported in consolidated	[	
statements of financial position	P13,639,147,398	P12,586,231,865

## 5. CASH AND CASH EQUIVALENTS

Cash and cash equivalents include the following components as of December 31:

	2016	2015
Cash on hand and in banks Short-term placements	P 743,801,125 265,196,794	P 505,847,642 892,388,194
	P1,008,997,919	P1,398,235,836

Cash in banks generally earn interest based on the daily bank deposit rates.

Peso-denominated short-term placements are made for varying periods of up to 60 days in 2016, 2015 and 2014 and earn annual effective interest ranging from 0.2% to 2.3% in 2016, 0.1% to 2.5% in 2015 and 0.2% to 3.6% in 2014. Dollar-denominated short-term placements are made for varying periods of up to 38 days in 2016, 78 days in 2015 and 91 days in 2014 and earn annual effective interest ranging from 0.4% to 0.8% in 2016, 0.4% to 1.5% in 2015 and 0.3% to 1.5% in 2014 (see Note 20.1).

## 6. TRADE AND OTHER RECEIVABLES

This account is composed of the following:

	Note	2016	2015
Current:			
Trade receivables	23.2	P2,955,976,103	P2,291,500,689
Advances to suppliers			
and contractors		1,214,267,596	1,035,936,136
Interest receivable	23.4	255,382,279	279,553,577
Rent receivable	23.2	226,108,133	175,745,272
Management fee receivable	23.2	135,720,045	-
Others		234,319,157	<u>228,503,315</u>
		5,021,773,313	4,011,238,989
Allowance for impairment		( <u>462,402</u> )	(501,232)
		5,021,310,911	4,010,737,757
Non-current:			
Trade receivables		2,626,277,146	2,048,798,849
Refundable security deposits		92,166,896	88,228,856
Others		63,820,351	63,820,351
		2,782,264,393	2,200,848,056
		P7,803,575,304	<u>P6,211,585,813</u>

The Group's trade and other receivables have been reviewed for indications of impairment. Certain trade receivables were found to be impaired; hence, adequate amounts of allowance for impairment have been recognized.

A reconciliation of the allowance for impairment on current trade and other receivables at the beginning and end of 2016 and 2015 is shown below.

		2016	2015		
Balance at beginning of year	P	501,232	P	571,590	
Write-off during the year	(	235,421)	(	144,733)	
Impairment losses during the year	•	233,152	`	94,375	
Recovery of accounts previously provided with allowance	(	<u>36,561</u> )	(	20,000)	
Balance at end of year	<u>P</u>	462,402	<u>P</u>	501,232	

Trade receivables of the Group are either interest-bearing or noninterest-bearing. The installment period of interest-bearing sales contracts ranges from 2 to 15 years. Interest-bearing receivables bear interest rates comparable to market rates. The related interest earned on these sales contracts amounting to P54.2 million in 2016, P89.5 million in 2015 and P145.4 million in 2014 are reported as part of Finance Income in the consolidated statements of comprehensive income (see Note 20.1).

The installment period of noninterest-bearing sales contracts ranges from three to five years. Noninterest-bearing trade receivables are measured at amortized cost using the effective interest method based on the interest rate of comparable financial instruments in the market. Amortization of day-one loss amounting to P75.4 million in 2016, P55.3 million in 2015 and P65.7 million in 2014 are presented as part of Finance Income in the consolidated statements of comprehensive income (see Note 20.1).

All trade receivables are subject to credit risk exposure. The Group, however, does not identify specific concentrations of credit risk with regard to trade and other receivables, as the amounts recognized resemble a large number of receivables from various customers. In addition, certain accounts receivable from trade customers are covered by post-dated checks. The Group also retains the titles to the property until such time that the trade receivables are fully collected. Repossessed properties are offered for sale to other customers.

The Group partially finances its real estate projects and other business undertakings through assignment of its trade receivables on a with recourse basis with certain local banks (see Note 14).

Advances to suppliers and contractors represent downpayments made by the Group to the suppliers and contractors based on a certain percentage of the contract price, construction materials purchased by the Group that are used by the contractors, and utility consumption that are chargeable to contractors. The initial payment will eventually be recouped or deducted from the amount payable of the Group either in a pro-rated basis or in full once billed by the suppliers and contractors.

Refundable deposits include various deposits to third parties for electrical, internet subscription, exhibits and other utilities, and equipment needed in the development of the projects. All deposits, except for deposits to an electric company, do not earn interest. Such deposits are only refundable upon completion of the projects or upon return of the equipment used. However, the exact date or period of completion of projects or return of equipment is indeterminable. Accordingly, refundable deposits are accounted for at cost.

Other receivables, both current and non-current, include association dues, advances to joint ventures for processing of business permits and licenses, and unliquidated advances from employees and real estate consultants.

### 7. REAL ESTATE INVENTORIES

#### 7.1 Residential and Condominium Units for Sale

This account represents the accumulated costs incurred, net of recognized cost of real estate sales in the consolidated statements of comprehensive income (see Note 18), on house and lots and condominium units available for sale. The subdivision houses include houses that are ready for occupancy, house models and units under construction.

Total borrowing costs capitalized to this account amounted to P93.2 million, P26.3 million and P15.8 million in 2016, 2015 and 2014, respectively (see Note 14).

Certain properties presented as part of Residential and Condominium Units for Sale with total estimated carrying value of P188.4 million and P312.1 million as of December 31, 2016 and 2015, respectively, are used as security for the Group's interest-bearing loans and borrowings (see Note 14).

## 7.2 Property Development Costs

This account pertains to accumulated costs incurred on projects which are not yet offered for sale as of the end of the reporting periods.

#### 7.3 Net Realizable Value

Management believes that the net carrying amounts of these assets are lower than their net realizable values considering present market rates; hence, no provisions for write-down of real estate inventories have been recognized in the consolidated financial statements.

## 8. AVAILABLE-FOR-SALE FINANCIAL ASSETS

The movement of the carrying amounts of AFS financial assets is as follows:

	<b>2016</b> 2015
Balance at beginning of year Fair value losses	<b>P 1,812,860,000</b> P 2,539,130,000 ( 373,832,000) ( 726,270,000)
Balance at end of year	<b>P 1,439,028,000</b> P 1,812,860,000

AFS financial assets pertains to investments held by EPHI in equity securities of the ultimate parent company, whose shares are listed in the PSE. The fair value of these securities has been determined directly by reference to published prices in an active market. The fair value of these investments as of December 31, 2016 and 2015, is categorized as Level 1 in the fair value hierarchy (see Note 29.2).

The net accumulated fair value gains or losses in AFS financial assets is shown as part of Revaluation Reserves in the equity section of the consolidated statements of financial position (see Note 24.3).

Dividends earned amounted to P34.9 million both in 2016 and 2015, and P42.8 million in 2014 and are presented as Dividend income under Finance Income in the consolidated statements of comprehensive income (see Note 20.1).

### 9. ADVANCES TO LANDOWNERS AND JOINT VENTURES

The cash advances made by the Group relate to a number of joint venture agreements entered into with landowners covering the development of certain parcels of land. The joint venture agreements stipulate that the Group's joint venture partners shall contribute parcels of land and the Group shall be responsible for the planning, conceptualization, design, demolition of existing improvements, construction, financing and marketing of condominium units to be constructed on the properties. Costs incurred by the Group for these projects are recorded under the Residential and Condominium Units for Sale and Property Development Costs accounts in the consolidated statements of financial position (see Note 7). In addition to providing specified portion of the total project development costs, the Group also commits to advance mutually agreed-upon amounts to the landowners which will then be used for purposes such as reconsolidation/separation/subdivision of mother titles and relocation of existing occupants. Repayments of these advances may be made upon completion of the project development either in the form of residential condominium, commercial units or developed lots corresponding to the landowners' share in the projects or in the form of cash to be derived from the sales of the landowners' share in the saleable lots and residential condominium units.

The reconciliation of advances to landowners and joint ventures as of December 31, 2016 and 2015 are as follows:

	2016	2015
Advances to landowners: Balance at beginning of year Reclassifications	P 25,000,029	P 91,143,779 ( <u>66,143,750</u> )
Balance at end of year	25,000,029	25,000,029
Advances to joint ventures: Balance at beginning of year Collections	580,381,579 ( <u>298,510,213</u> )	684,691,686 ( <u>104,310,107</u> )
Balance at end of year	281,871,366	<u>580,381,579</u>
	P 306,871,395	<u>P 605,381,608</u>

In 2015, the Group reclassified an amount of P16.1 million to Property Development Costs account presented as current asset in the consolidated statement of financial position upon full payment of the Group's purchase of a property located in Batangas.

In 2014, the Group advanced an amount of P50.0 million as down payment to acquire a property owned by 20th Century located in Mandaluyong City. However, in 2015, the Group decided to acquire instead the entire shares of 20th Century. Hence, advance payment made in 2014 was reclassified to the Investments in Subsidiaries and Associates account in the 2015 statement of financial position (see Note 1).

The Group commits to develop the properties based on the terms agreed with the joint venture partners. The Group has no existing commitment for cash advances under the joint venture agreements as this commitment has been fully complied with by the Group as of December 31, 2016 and 2015.

The net commitment for construction expenditures amounts to:

	2016	2015
Total commitment for		
construction expenditures	P 9,560,904,389	P9,560,904,389
Total expenditures incurred	( <u>6,594,669,603</u> )	( <u>5,246,924,674</u> )
Net commitment	<u>P 2,966,234,786</u>	P 4,313,979,715

The Group's interest in jointly controlled operations and projects ranges from 55% to 82% in 2016 and 2015. The Group's jointly controlled projects are as follows:

- Pioneer Woodlands
- San Lorenzo Place
- Various Metro Manila and Calabarzon projects

As of December 31, 2016 and 2015, the Group has no other material contingent liabilities with regard to these joint ventures.

### 10. LAND HELD FOR FUTURE DEVELOPMENT

This account includes cost of several parcels of land acquired by the Group and other costs incurred to effect the transfer of the title of the properties to the Group. Most of these properties are located in Metro Manila and Calabarzon areas and are intended for future development. Real estate taxes paid relating to these properties amounted to P2.3 million, P2.5 million and P2.0 million in 2016, 2015 and 2014, respectively, and is presented as part of Taxes and Licenses in the consolidated statements of comprehensive income. Considering the Group's pricing policy, management believes that the net realizable value of land held for future development is higher than its related carrying value as of the end of the reporting periods.

## 11. INVESTMENTS IN ASSOCIATES

The components of investments in associates as of December 31, 2016 and 2015 are as follows:

		20	016	2015			
	% Interes Held	t	Amount	% Interest Held	Amount		
Investments in associates – at equity Acquisition costs:							
PCMI GPMAI	20% 47%	P 	877,776,747 293,960,618	20% 47%	P 877,776,747 293,960,618		
Accumulated equity in net earnings:			<u>1,171,737,365</u>		1,171,737,365		
Balance at beginning of year Equity share in net earnings		(	9,676,920)		( 670,108)		
(losses) for the year		_	813,301		(9,006,812)		
Balance at end of year		(	8,863,619)		(9,676,920)		
		<u>P</u>	1,162,873,746		<u>P 1,162,060,445</u>		

### 11.1 Purchase of PCMI

In 2015, the Company acquired 20% ownership interest in PCMI amounting to P877.8 million. The Company exercises significant influence but not control over PCMI; hence, the investment is accounted as an Investment in Associate.

## 11.2 Summarized Financial Information

The aggregated amounts of assets, liabilities and net loss of the associates are as follows:

	Assets	Liabilities	Revenues	Net Loss		
<b>2016:</b> PCMI GPMAI	P 2,451,853,311 597,262,846	P 8,432,960 11,989,282	P 3,065 3,093,679	(P 6,422,005) ( <u>1,728,757</u> )		
	<u>P 3,049,116,157</u>	<u>P 20,422,242</u>	P 3,096,744	( <u>P 8,150,762</u> )		
2015: PCMI GPMAI	P 2,458,015,617 598,975,335	P 8,172,960 11,973,014	P 8,123 3,349,927	(P 9,234,061) ( <u>7,955,482</u> )		
	<u>P 3,056,990,952</u>	<u>P 20,145,974</u>	<u>P</u> 3,358,050	( <u>P 17,189,543</u> )		

As of December 31, 2016 and 2015, there are no available fair values for these investments in associates as they are not listed in stock markets. The related book values of these investments amounted to P1,171.7 million as of December 31, 2016 and 2015.

## 11.3 Contingent Liabilities

As of December 31, 2016 and 2015, the Company has no contingent liabilities for subsidiaries and associates which were incurred jointly with other investors and the Company is not severally liable for all or part of the contingent liabilities of the subsidiaries and associates.

Based on management's assessment, the Group's investments in associates are not impaired due to the active efforts of the Company to fund their respective operations.

## 12. PROPERTY AND EQUIPMENT

As of December 31, 2016 and 2015, this account includes land amounting to P81.1 million which is used as LBASSI's school site. The gross carrying amounts and accumulated depreciation and amortization of other items of property and equipment at the beginning and end of 2016 and 2015 are shown below.

	a	Building nd Other provements		Leasehold provements		ansportation Equipment		fice Furniture and Equipment		Total
December 31, 2016 Cost Accumulated	P	78,030,609	P	67,449,835	P	66,887,071	P	133,561,593	P	345,929,108
depreciation and amortization	(	34,064,531)	(	63,845,726)		52,196,761)		121,472,495)	(	271,579,513)
Net carrying amount	<u>P</u>	43,966,078	P	3,604,109	<u>P</u>	14,690,310	<u>P</u>	12,089,098	<u>P</u>	74,349,595
December 31, 2015 Cost Accumulated	P	74,353,446	P	66,933,359	P	55,313,073	P	127,261,868	P	323,861,746
depreciation and amortization	(	31,059,484)	(	60,885,483)	(	48,790,111)	(	113,444,129)	(	254,179,207)
Net carrying amount	<u>P</u>	43,293,962	<u>P</u>	6,047,876	P	6,522,962	P	13,817,739	<u>P</u>	69,682,539
January 1, 2015 Cost Accumulated	P	74,190,122	Р	61,489,310	P	51,703,111	P	121,858,719	Р	309,241,262
depreciation and amortization	(	28,094,085)	(	57,402,832)	(	45,738,945)	(	105,570,906)	(	236,806,768)
Net carrying amount	<u>P</u>	46,096,037	P	4,086,478	P	5,964,166	P	16,287,813	<u>P</u>	72,434,494

A reconciliation of the carrying amounts at the beginning and end of 2016 and 2015 is shown below and in the succeeding page.

	a	Building and Other provements	<u>Iı</u>	Leasehold mprovements		ansportation Equipment	-	fice Furniture and Equipment		Total
Balance at January 1, 2016, net of accumulated depreciation and										
amortization	P	43,293,962	P	6,047,876	P	6,522,962	Ρ	13,817,739	Ρ	69,682,539
Additions		3,669,807		516,476		11,903,461		5,891,870		21,981,613
Disposal		-		-	(	181,205)		- (		181,205)
Depreciation and amortization charges for the year	(	2.997.691)	(	2,960,243)	(	3,554,908)	(	7.620.511) (	,	17,133,352)
charges for the year	(	<u></u> ,	(	<u> </u>	(		(	7,020,011)		
Balance at December 31, 2016, net of accumulated depreciation and										
amortization	P	43,966,078	P	3,604,109	P	14,690,310	P	12,089,098	P	74,349,595

	a	Building nd Other provements	_	easehold provements	T	ransportation Equipment		fice Furniture and Equipment		Total
Balance at January 1, 2015, net of accumulated depreciation and										
amortization	P	46,096,037	P	4,086,478	Ρ	5,964,166	P	16,287,813	P	72,434,494
Additions		163,324		5,444,049		3,609,962		5,579,042		14,796,377
Depreciation and amortization										
charges for the year	(	2,965,399)	(	3,482,651)	(	3,051,166)	(	7,913,701)	(	17,412,917)
Reclassification					_		(	135,415)	(	135,415)
Balance at December 31, 2015, net of accumulated depreciation and										
amortization	P	43,293,962	P	6,047,876	Р	6,522,962	P	13,817,739	P	69,682,539

The amount of depreciation and amortization of property and equipment is presented as part of Depreciation and Amortization under Costs and Expenses in the consolidated statements of comprehensive income.

The cost of fully depreciated assets still used in business amounted to P180.6 million and P179.2 million as of December 31, 2016 and 2015, respectively.

#### 13. INVESTMENT PROPERTY

The Group's investment property pertains to building and office/commercial units held for lease and a parcel of land held for capital appreciation. Rental revenues recognized for the years ended December 31, 2016, 2015 and 2014 amounted to P105.3 million, P106.1 million and P111.8 million, respectively, and are presented as Rental Income in the consolidated statements of comprehensive income. Real estate taxes and depreciation substantially represent direct costs incurred related to these properties. Real estate tax amounting to P1.4 million in 2016, 2015 and 2014 was recognized as a related expense and presented as part of Taxes and Licenses in the consolidated statements of comprehensive income.

The gross carrying amounts and accumulated depreciation of investment property at the beginning and end of 2016 and 2015 is shown below.

	<b>2016</b> 2015
Cost Accumulated depreciation	<b>P</b> 337,136,458 P 337,136,458 ( 201,887,210) ( 185,193,588)
Net carrying amount	<b>P</b> 135,249,248 P 151,942,870

A reconciliation of the carrying amount of investment property at the beginning and end of 2016, 2015 and 2014 is as follows:

	<b>2016</b> 2015 2014
Balance at January 1, net of accumulated depreciation Depreciation charges for the year	<b>P151,942,870</b> P168,747,693 P 185,552,516 (16,693,622) (16,804,823) (16,804,823)
Balance at December 31, net of accumulated depreciation	<b>P135,249,248</b> P151,942,870 P 168,747,693

The amount of depreciation on investment property is presented as part of Depreciation and Amortization under Costs and Expenses in the consolidated statements of comprehensive income.

Other information relating to fair value measurements and disclosures of investment property are disclosed in Note 29.4.

## 14. INTEREST-BEARING LOANS AND BORROWINGS

Philippine Peso, unsecured seven-year loan due in 2022

In 2015, the Group obtained an interest-bearing seven-year P2.0 billion loan from a local bank. The loan was released in three tranches from 2015 to 2016 and bears fixed interest of 5.4% for the first and second tranches, and floating rate ranging from 3.2% to 3.5% subject to quarterly re-pricing for the third tranche. The proceeds of the loan were used to fund the development of the Group's various real estate projects. The outstanding balance pertaining to this loan amounted to P1,916.6 million and P1,440.0 million as at December 31, 2016 and 2015, respectively.

### Philippine Peso, loans through assignment of receivables

In prior years, the Group obtained loans from local banks by assigning certain trade receivables on a with recourse basis (see Note 6). The loans bear fixed interest rates ranging from 7.0% to 9.0% and are being paid as the related receivables are collected. The loans are secured by certain properties presented as part of Residential and Condominium Units for Sale with total estimated carrying value of P188.4 million and P312.1 million as of December 31, 2016 and 2015, respectively (see Note 7.1). The outstanding balance pertaining to these loans amounted to P41.9 million and P69.0 million as of December 31, 2016 and 2015, respectively.

Certain bank loans require the Group to maintain a debt-to-equity ratio of not more than 1:1 and a current ratio of not less than 2:1. As of December 31, 2016 and 2015, the Group is in compliance with such financial covenant obligation.

Total interest on these interest-bearing loans and borrowings in 2016, 2015 and 2014 amounted to P93.2 million, P26.3 million and P15.8 million, respectively, and are directly attributable to the construction of the Group's projects; hence, capitalized as part of Residential and Condominium Units for Sale account in the consolidated statements of financial position (see Note 7.1). Unpaid interest as of December 31, 2016 and 2015 amounted to P0.4 million in both years and is presented as Interest payable under the Trade and Other Payables account in the consolidated statements of financial position (see Note 15).

### 15. TRADE AND OTHER PAYABLES

This account consists of:

	<u>Notes</u>	2016	2015
Trade payables		P 1,278,406,615	P 945,343,753
Taxes payable		88,223,804	75,781,966
Accrued expenses	23.5	75,765,287	40,928,665
Commissions		7,759,017	9,759,017
Interest payable	14	396,773	437,328
Miscellaneous		<u>588,296</u>	323,999
		P 1,451,139,792	P 1,072,574,728

Accrued expenses include the Group's obligations to its suppliers that are expected to be settled within 12 months from the end of the reporting period. These liabilities arise mainly from accrual of construction expenditures incurred during the year.

## 16. CUSTOMERS' DEPOSITS

Presented below are the details of this account.

	2016	2015
Advances from customers Other deposits	P 1,959,018,127 535,760,835	P 2,171,548,063 441,357,284
	P 2,494,778,962	P 2,612,905,347

Advances from customers represent cash received from customers for real estate property purchases which have not yet reached the sales recognition threshold of the Group. The advances are deducted from the contract price once the related real estate sales are recognized by the Group.

Other deposits mainly pertain to cash received from customers for miscellaneous fees and other related expenses to process the transfer of title to customers.

## 17. OTHER CURRENT LIABILITIES

As of December 31, other current liabilities include the following:

		2016		2015
Retention payable	P	528,112,954	P	521,984,871
Refundable deposits		35,709,449		26,077,394
Deferred income		10,140,383		9,802,389
Miscellaneous		10,752,700		11,897,016
	<u>P</u>	584,715,486	<u>P</u>	569,761,670

Retention payable pertains to amounts withheld from payments made to contractors to ensure compliance and completion of contracted projects, which ranges from 5% to 10% of every billing made by the contractor. Upon completion of the contracted projects, submission of required bonds and final acceptance of works, the amounts are returned to contractors.

Deferred income represents unearned tuition, miscellaneous and other fees relating to the portion of the school year applicable to the succeeding financial year.

## 18. COST OF REAL ESTATE SALES

The total cost of real estate sales for the years ended December 31, are as follows:

		<b>2016</b> 2015			2014			
Actual costs Estimated costs	P	2,071,307,001 580,786,166	P	2,219,237,029 396,066,129	P	1,635,161,064 665,277,155		
	<u>P</u>	2,652,093,167	P	2,615,303,158	P	2,300,438,219		

The breakdown of the cost of real estate sales are as follows (see Note 7):

		2016		2015		2014
Contracted services	P	2,256,933,387	Р	2,029,736,881	P	1,810,033,099
Land cost		331,041,576		531,119,337		426,583,937
Borrowing costs		48,767,216		33,842,962		41,019,614
Others		15,350,988		20,603,978		22,801,569
	<u>P</u>	2,652,093,167	P	2,615,303,158	P	2,300,438,219

## 19. OTHER INCOME AND EXPENSES

#### 19.1 Other Income

The details of this account are shown below.

	Note		2016	2015	_	2014
Forfeited collections and deposits		P	225,708,078	P 203,546,999	P	258,958,962
Marketing and management fees Tuition and	23.2		170,503,780	152,337,451		45,266,136
miscellaneous fees Miscellaneous		_	46,783,056 3,305,562	52,700,885 4,169,973		46,424,880 3,204,935
		<u>P</u>	446,300,476	<u>P 412,755,308</u>	<u>P</u>	353,854,913

Forfeited collections and deposits include reservation fees and all payments made by delinquent buyers. This also includes portion of payments received by the Group upon approval of buyer's request to transfer to other units.

Miscellaneous fees include registration fees, medical and dental fees, laboratory fees, energy fees, and other fees charged to students upon enrolment.

# 19.2 Other Expenses

The breakdown of other expenses is shown below.

	Notes		2016	2015	_	2014
Rentals	23.5, 26.2	P	251,902,195	P 228,121,389	Р	157,719,595
Professional fees	23.5		39,892,869	5,993,530		9,596,697
Utilities			32,175,318	34,475,744		26,856,166
Association dues			28,756,496	26,308,296		28,714,377
Security services			17,355,405	18,058,398		17,650,157
Documentation			8,594,225	15,071,126		4,544,472
Office supplies			8,352,182	5,860,351		6,715,505
Repairs and maintenance			7,427,998	7,332,404		5,648,126
Janitorial services			5,953,310	4,700,195		3,740,024
Outside services			5,245,283	3,793,845		3,628,675
Insurance			4,655,325	4,273,836		3,385,706
Representation			1,143,838	8,879,768		4,654,045
Marketing events and awards			340,852	579,456		2,320,101
Miscellaneous	6		22,258,489	19,823,708		23,058,222
		P	434,053,785	P 383,272,046	Р	298,231,868

Miscellaneous expenses include impairment loss on receivable, bank charges, donations and contributions, trainings and seminars, motor vehicle registration and others.

## 20. FINANCE INCOME AND FINANCE COSTS

## 20.1 Finance Income

The details of this account are shown below.

	Notes	2016		2015			2014
Interest income:							
Advances to related parties	23.1	P	147,430,827	Р	132,325,283	Р	122,027,646
Trade and other receivables	6		54,248,875		89,481,544		145,397,708
Cash and cash equivalents	5		9,917,831		6,822,758		2,889,125
Tuition fees			1,125,104		1,125,565		2,423,180
			212,722,637		229,755,150		272,737,659
Amortization of day-one loss on noninterest-bearing							
financial instruments	6		75,372,131		55,284,769		65,659,735
Dividend income	8		34,906,000		34,906,000		42,788,000
Foreign currency gains - net		_	605,745	_	4,216,467	_	
		P	323,606,513	P	324,162,386	P	381,185,394

#### 20.2 Finance Costs

The breakdown of Finance costs is shown below.

	Notes	_	2016	_	2015	_	2014
Interest expense on advances from related parties	23.1	P	175,929,149	Р	157,768,766	Р	112,101,093
Net interest expense on post-employment defined							
benefit obligation	21.2		23,640,846		19,612,116		15,227,357
Foreign currency losses - net						_	526,858
		P	199,569,995	P	177,380,882	P	127,855,308

## 21. SALARIES AND EMPLOYEE BENEFITS

### 21.1 Salaries and Employee Benefits Expense

Expenses recognized for salaries and employee benefits are presented below.

	Note	2016	2015	2014
Short-term benefits Post-employment benefits	21.2	P 364,254,168 63,713,841	352,460,844 58,781,794	, ,
		P 427,968,009	<u>P 411,242,638</u>	P 302,327,535

## 21.2 Post-employment Benefits

## (a) Characteristics of the Defined Benefit Plan

The Group maintains a partially-funded, tax-qualified, non-contributory, post-employment defined benefit plan that is being administered by a trustee bank that is legally separated from the Group. The post-employment defined benefit plan covers all regular full-time employees.

The normal retirement age is 60 with a minimum of five years of credited service. The post-employment defined benefit plan provides for retirement ranging from 60% to 200% of final monthly salary for every year of credited service, but shall not be less than the regulatory benefit under the Republic Act 7641, *The Retirement Pay Law*, or the applicable retirement law at the time of the member's retirement.

# (b) Explanation of the Amounts Presented in the Consolidated Financial Statements

Actuarial valuations are made regularly to update the retirement benefit costs and the amount of contributions. All amounts presented in the succeeding page are based on the latest actuarial valuation reports obtained from an independent actuary.

The amounts of post-employment DBO recognized in the consolidated statements of financial position are determined as follow:

	2016	2015
Present value of the obligation Fair value of the assets	P 579,336,959 ( <u>50,822,064</u> )	P 496,923,682 ( <u>17,625,052</u> )
	P 528,514,895	<u>P 479,298,630</u>

The movements in the present value of the post-employment DBO recognized in the books are as follows:

	2016	2015
Balance at beginning of year Current service cost Interest expense	P 496,923,682 63,713,841 24,587,968	P 447,721,635 58,781,794 20,318,368
Remeasurements:		
Actuarial losses (gains) arising from:		
- changes in financial		
assumptions	( 4,630,870)	( 41,480,767)
<ul> <li>experience adjustments</li> </ul>	483,838	15,189,844
- demographic assumption	-	400,820
Benefits paid	( <u>1,741,500</u> )	(4,008,012)
Balance at end of year	P 579,336,959	<u>P 496,923,682</u>

The movements in the fair value of plan assets are presented below.

		2016		2015
Balance at beginning of year Interest income	P	17,625,052 947,122	P	14,548,161 706,252
Loss on plan assets (excluding amounts included in net interest) Actual contribution Benefits paid	(	750,110) 34,741,500 1,741,500)	(	629,361) 3,000,000
Balance at end of year	P	50,822,064	P	17,625,052

The Group's plan assets only consist of cash and cash equivalents as of December 31, 2016 and 2015 and do not comprise any of the Group's financial instruments or any of its assets occupied and/or used in its operations.

The plan assets earned a return of P197,012 in 2016 and P76,891 in 2015.

The components of amounts recognized in the consolidated statements of comprehensive income in respect of the post-employment defined benefit plan are as follows:

	Notes		2016		2015		2014
Reported in profit or loss: Current service cost Net interest expense	21.1 20.2	P 	63,713,841 23,640,846 87,354,687	Р 	58,781,794 19,612,116 78,393,910	Р 	37,125,992 15,227,357 52,353,349
Reported in other comprehensive income (loss): Actuarial gains (losses) arising from: - changes in financial assumptions - experience adjustments - demographic assumption Return on plan assets (excluding amounts		P (	4,630,870 483,838) -	P (	41,480,767 15,189,844) 400,820)	`	69,607,504) 24,840,661)
included in net interest)		(	750,110)	(	629,361)	(	491,523)
		<u>P</u>	3,396,922	<u>P</u>	25,260,742	( <u>P</u>	94,939,688)

Current service cost is presented as part of Salaries and Employee Benefits under Costs and Expenses in the consolidated statements of comprehensive income (see Note 21.1) while the amounts of net interest expense is included as part of Finance Costs under Costs and Expenses in the consolidated statements of comprehensive income (see Note 20.2).

The amounts recognized in other comprehensive income were included within items that will not be reclassified subsequently to profit or loss.

In determining the amounts of the defined benefit post-employment obligation, the following significant actuarial assumptions were used:

	2016	2015	2014
Company:			
Discount rates	4.89%	4.89%	4.49%
Expected rate of salary increases	10.00%	10.00%	10.00%
EPHI:			
Discount rates	5.38%	5.40%	4.88%
Expected rate of salary increases	7.16%	7.80%	8.20%
LBASSI:			
Discount rate	5.16%	5.16%	4.73%
Expected rate of salary increases	5.00%	5.00%	6.00%

The other subsidiaries currently do not have employees and their accounting and other administrative functions are being handled by the Company; hence, there was no cost of retirement benefits recognized.

Assumptions regarding future mortality experience are based on published statistics and mortality tables. The average remaining working life of an individual retiring at the age of 60 for both males and females are on the succeeding page.

	Retirement	Average Remaining
	Age	Working Life
Company	60	31
LBASSI	60	25
EPHI	65	21

These assumptions were developed by management with the assistance of an independent actuary. Discount factors are determined close to the end of each reporting period by reference to the interest rates of a zero coupon government bond with terms to maturity approximating to the terms of the retirement obligation. Other assumptions are based on current actuarial benchmarks and management's historical experience.

## (c) Risks Associated with the Retirement Plan

The plan exposes the Group to actuarial risks such as interest rate risk, longevity risk and salary risk.

## (i) Interest Risks

The present value of the DBO is calculated using a discount rate determined by reference to market yields of government bonds. Generally, a decrease in the interest rate of reference government bonds will increase the plan obligation.

## (ii) Longevity and Salary Risks

The present value of the DBO is calculated by reference to the best estimate of the mortality of the plan participants both during and after their employment, and to their future salaries. Consequently, increases in the life expectancy and salary of the plan participants will result in an increase in the plan obligation.

## (d) Other Information

The information on the sensitivity analysis for certain significant actuarial assumptions, the Group's asset-liability matching strategy, and the timing and uncertainty of future cash flows related to the retirement plan are described in the succeeding pages.

## (i) Sensitivity Analysis

The following table summarizes the effects of changes in the significant actuarial assumptions used in the determination of the DBO as of December 31, 2016 and 2015:

	Impact on Post-employment Benefit Obligation				
	Change in Increase in			Decrease in	
	Assumption		Assumption A	ssumption	
<u>2016</u>					
Company					
Discount rate	+0.50%/-1.00%	(P	70,809,422) P	88,898,169	
Salary increase rate	+0.75%/-1.25%		79,007,454 (	65,224,032)	
LBASSI					
Discount rate	+/-1.00%	(	689,243)	815,771	
Salary increase rate	+/-1.00%	`	756,175 (	657,192)	
EPHI					
Discount rate	+/-0.50%	(	3,535,867)	3,894,558	
Salary increase rate	+/-1.00%		7,734,210 (	6,537,004)	
<u>2015</u>					
Company					
Discount rate	+0.50%/-1.00%	(P	70,809,422) P	88,898,169	
Salary increase rate	+0.75%/-1.25%		79,007,454 (	65,224,032 )	
LBASSI					
Discount rate	+/-1.00%	(	689,243)	815,771	
Salary increase rate	+/-1.00%	(	756,175 (	657,192)	
ЕРНІ					
Discount rate	+/-0.50%	(	3,484,835)	3,848,810	
Salary increase rate	+/-1.00%	(	7,618,560 (	6,412,140 )	
Salary increase race	1, 1.00,0		,,010,500 (	0,112,110)	

The above sensitivity analysis is based on a change in an assumption while holding all other assumptions constant. This analysis may not be representative of the actual change in the DBO as it is unlikely that the change in assumptions would occur in isolation of one another as some of the assumptions may be correlated. Furthermore, in presenting the above sensitivity analysis, the present value of the DBO has been calculated using the projected unit credit method at the end of the reporting period, which is the same as that applied in calculating the DBO recognized in the consolidated statements of financial position.

The methods and types of assumptions used in preparing the sensitivity analysis did not change compared to the previous years.

### (ii) Asset-liability Matching Strategies

To efficiently manage the retirement plan, the Group through its BOD, ensures that the investment positions are managed in accordance with its asset-liability matching strategy to achieve that long-term investments are in line with the obligations under the retirement scheme. This strategy aims to match the plan assets to the retirement obligations by investing in cash and cash equivalents with maturities that match the benefit payments as they fall due and in the appropriate currency. The Group actively monitors how the duration and the expected yield of the investments are matching the expected cash outflows arising from the retirement obligations.

There has been no change in the Group's strategies to manage its risks from previous periods.

## (iii) Funding Arrangements and Expected Contributions

The plan is currently underfunded by P528.5 million based on the latest actuarial valuation. While there are no minimum funding requirements in the country, the size of the underfunding may pose a cash flow risk in about ten years' time when a significant number of employees is expected to retire.

The company expect to make contribution of at least P23.0 million to the plan during the next financial year.

The maturity profile of undiscounted expected benefit payments from the plan for the next 10 years follows:

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		2016		2015
Within one year More than one year to five years	P	8,750,818 12,735,531	Р	8,391,869 12,822,543
More than five years to 10 years	<u>P</u>	204,041,461 225,527,810	<u>Р</u>	187,757,237 208,971,649

The weighted average duration of the DBO at the end of the reporting period is 18 to 22 years.

### 22. TAXES

# 22.1 Registration with the Board of Investments (BOI)

On April 11, 2014, the BOI approved the Company's application for registration as a New Developer of Low Cost Mass Housing Project on a Non-pioneer Status relative to its various units of Kasara Urban Resort Residences (Tower 1 and Tower 2) project. Under the registration, the applicable rights and privileges provided in the Omnibus Investment Code of 1987 shall equally apply and benefit the Company with certain incentives including income tax holiday (ITH) for a period of three years from the date of registration.

## 22.2 Current and Deferred Taxes

The components of tax expense (income) reported in the consolidated statements of comprehensive income for the years ended December 31 are as follows:

	2016			2015		2014
Reported in profit or loss:  Current tax expense:  Regular corporate income  tax (RCIT) at 30% and 10%  Final tax at 20% and 7.5%	P	110,430,527 1,931,855 112,362,382	P	109,427,206 1,260,838 110,688,044	P	69,997,949 459,898 70,457,847
Deferred tax expense relating to origination and reversal of temporary differences	<u>Р</u>	131,541,403 243,903,785	<u>P</u>	121,479,602 232,167,646	<u>Р</u>	193,960,500 264,418,347
Reported in other comprehensive income (loss) — Deferred tax expense (income) at 30% and 10% relating to origination and reversal of temporary differences	<u>P</u>	1,019,077	<u>P</u>	7,454,228	( <u>P</u>	28,355,076)

LBASSI, as an educational institution, is subject to 10% tax on its taxable income as defined under the tax regulations of the National Internal Revenue Code Section 27(B).

The reconciliation of tax on pretax profit computed at the applicable statutory rates to tax expense as reported in the profit or loss section of the consolidated statements of comprehensive income is as follows:

		2016	2015	2014
Tax on pretax profit at 30% and 10% Adjustment for income subjected	P	<b>252,330,806</b> P	234,947,391 I	222,836,225
to lower income tax rates	(	<b>921,063)</b> (	649,053) (	298,891)
Taxeffects of: Income subject to ITH-ERO	(	18,888,058) (	2,184,724)	-
Nondeductible taxes and licenses Nontaxable income	(	15,400,427 10,473,975) (	- 10,484,596) (	49,627,001 12,871,440)
Nondeductible interest expense Unrecognized deferred tax assets		936,743 329,437	623,059 520,731	232,058 4,945,348
Nondeductible expenses		-	3,368,629	3,060,536
Nondeductible loss on discounting Others - net		- 5,189,468	6,026,209	3,112,490)
	<u>P</u>	<b>243,903,785</b> P	232,167,646 I	264,418,347

The net deferred tax liabilities as of December 31 relate to the following:

	Consolidated Statements of Financial Position	Consolidated Statements of Profit or Loss
	<b>2016</b> 2015	<b>2016</b> 2015 2014
Deferred tax assets: Retirement benefit obligation MCIT	<b>P</b> 156,703,213 P 142,307,744 785,647 -	(P 15,414,546) (P 21,191,281) (P 14,621,787)
Accrued rent	<b>525,356</b> ( 181,203)	( <b>706,559</b> ) 195,649 63,698
Unamortized past service cost Unrealized foreign currency	<b>194,385</b> 3,264,000	<b>3,069,615</b> ( 387,000) ( 477,000)
losses - net		<u>- 158,058</u> ( <u>158,058</u> )
	<b>158,208,601</b> 145,390,541	( <u>13,837,137</u> ) ( <u>21,224,574</u> ) ( <u>15,193,147</u> )
Deferred tax liabilities:		
Uncollected realized gross profit	<b>( 1,572,373,939)</b> ( 1,406,450,852)	
Capitalized borrowing cost Unrealized foreign exchange	( <b>190,232,919</b> ) ( 209,694,249)	<b>19,461,330)</b> ( 19,177,228) ( 7,981,649)
gains - net	( <u>181,723</u> ) ( <u>1,264,940</u> )	(1,083,217)
	( <u>1,762,788,581</u> ) ( <u>1,617,410,041</u> )	<b>145,378,540</b>
Deferred Tax Expense Net Deferred Tax Liabilities - net	(P 1,604,579,980) (P 1,472,019,500)	<u>P 131,541,403</u> <u>P 121,479,602</u> <u>P 193,960,500</u>

The deferred tax expense recognized in other comprehensive income amounting to P1.0 million in 2016 and P7.5 million in 2015, and deferred tax income amounting to P28.4 million in 2014, pertains to the tax effect of remeasurements of retirement benefit obligation.

The Group is subject to the MCIT which is computed at 2% of gross income as defined under the tax regulations, or RCIT, whichever is higher.

The details of net operating loss carry over (NOLCO) incurred by certain subsidiaries, which can be claimed as deduction from their respective future taxable income within three years from the year the loss was incurred, are shown below.

<u>Subsidiary</u>	Year Incurred	Amount	Valid <u>Until</u>
DD 07	-0.4		
EECI	2016	P 144,624	2019
	2015	1,454,879	2018
	2014	16,275,621	2017
SPLI	2016	172,118	2019
01 23	2015	166,247	2018
	2014	166,158	2017
SOHI	2016	145,407	2019
	2015	140,228	2018
	2014	909,343	2017
VVPI	2016	147,803	2019
V VII	2015	142,675	2018
	2013	142,908	2017
20 <sup>th</sup> Century	2016	235,000	2019

EECI, SPLI, SOHI, VVPI and 20th did not recognize deferred tax assets on their respective NOLCO as management believes that the related deferred tax assets may not be recovered within the prescriptive period. The amount of NOLCO for the year ended 2016 for which the related deferred tax asset has not been recognized amounted to a total of P0.8 million with a total tax effect of P0.3 million.

The aggregated amounts of assets, deficit, revenues and net loss of the subsidiaries which incurred NOLCO are as follows:

		Assets		Deficit	R	evenues		Net Loss
<u>2016</u>								
EECI	P	25,187,953	P	207,165,907	P	302	P	144,382
SPLI		511,977,306		9,830,960		-		172,118
SOHI		16,739,614		8,477,253		-		145,407
VVPI		90,929,289		3,708,464		-		147,803
20th Century		1,257,759		60,477,241		-		235,000
	<u>P</u>	646,091,921	<u>P</u>	289,659,825	<u>P</u>	302	<u>P</u>	844,710
<u>2015</u>								
EECI	P	25,329,850	P	207,021,525	P	1,093	P	12,682,768
SPLI		511,988,624		9,658,842		-		166,247
SOHI		16,874,821		8,331,846		_		140,228
VVPI		90,915,892		3,560,661				142,675
	<u>P</u>	645,109,187	<u>P</u>	228,572,874	<u>P</u>	1,093	P	13,131,918

In 2016, 2015 and 2014, the Group opted to claim itemized deductions in computing for its income tax due.

## 23. RELATED PARTY TRANSACTIONS

The Group's related parties include its ultimate parent company, parent company, associates, stockholders, related parties under common ownership, key management personnel, and the Group's retirement plan as described below and in the succeeding pages.

The summary of the Group's significant transactions and outstanding balances with its related parties are follows:

Related Party		Amounts of Transaction			Outstanding Balance		
Category	Notes	2016	2015	2014	2016	2015	
Ultimate Parent:							
AFS financial assets	8	<b>(P 373,832,000)</b> (P	726,270,000) (P	365,950,000)	P1,439,028,000	P1,812,860,000	
Dividend income	8, 20.1	34,906,000	34,906,000	42,788,000	-	-	
Parent:							
Availment of advances	23.1	( 180,005,353) (	374,117,857) (	549,741,786)	( 2,294,310,273)	( 2,114,304,921)	
Rendering of services	23.2	177,122,386	195,232,327	191,732,801	628,878,101	568,065,438	
Associates:							
Availment of advances	23.1	<b>526,548</b> (	282,202,270) (	2,775,769)	( 672,147,197)	( 672,673,745)	
Under common ownership:							
Granting of advances	23.1	164,453,580	190,443,672 (	97,431,225)	2,311,257,801	2,146,804,221	
Availment of advances	23.1	- (	6,107,671)	25,511,944	( 45,808,729)	( 45,808,728)	
Rendering of services	23.2	135,720,045	-	-	135,720,045	-	
Sale of property	23.3	-	999,082,400	-	-	-	
Sale of land	23.4	-	-	-	40,643,067	40,643,067	
Obtaining of services	23.5	48,301,904	14,327,438	15,821,271	33,721,207	2,360,121	

The Group's outstanding receivables from and payables to related parties arising from interest-bearing loans, joint venture agreements, lease of property and cash advances to related party are unsecured and are generally settled in cash or through offsetting arrangements with the related parties.

There were no impairment losses recognized on the outstanding receivables from related parties in 2016, 2015 and 2014 based on management's assessment.

## 23.1 Advances to and from Related Parties

The Group grants to and obtains unsecured advances from its parent company, stockholders, associates and other related parties for working capital purposes.

The Advances to Related Parties account represents the outstanding balances arising from cash advances granted by the Group to certain related parties under common ownership. The change in the Advances to Related Parties account are shown below.

	Note	2016	2015
Balance at beginning of year Interest income Additional advances Reclassification	20.1	P 2,146,804,221 147,430,827 17,022,753	P 1,956,360,549 132,325,283 58,147,088 (
Balance at end of year		P 2,311,257,801	<u>P 2,146,804,221</u>
The details of Advances from R	elated Part	ies are as follows:	
		2016	2015
Parent Associates Other related parties		P 2,294,310,273 672,147,197 45,808,729	P 2,114,304,921 672,673,745 45,808,728
		P 3,012,266,199	<u>P 2,832,787,394</u>

The movement in the Advances from Related Parties account are shown below.

	Note	2016	2015
Balance at beginning of year Interest expense Additions Repayments	20.2	P 2,832,787,394 175,929,149 5,566,893 (	P 2,170,359,594 157,768,766 538,840,568 ( <u>34,181,534</u> )
Balance at end of year		P 3,012,266,199	<u>P 2,832,787,394</u>

These advances to/from stockholders, associate and other related parties are generally unsecured. Some of these are interest-bearing (see Notes 20.1 and 20.2). The amounts are generally collectible/payable in cash on demand or through offsetting arrangements with the related parties (see Note 28.2).

## 23.2 Rendering of Services

The summary of services offered by the Group is presented below.

		Amount of Transactions					
Management services		<b>2016</b> 203			015 2014		
	P	135,720,045	P	-	P	-	
Commission income		126,759,525		143,273,471		134,923,506	
Lease of property		50,362,861		51,958,856		56,809,295	
	<u>P</u>	312,842,431	P	195,232,327	<u>P</u>	191,732,801	

In 2016, the Group handled the administrative functions of certain related parties under common ownership. The amount of revenue earned from such transaction is recorded as part of Marketing and management fees under Other Income in the 2016 consolidated statement of comprehensive income (see Note 19.1) while the outstanding balances are presented as Management fee receivable under Trade and Other Receivables account in the 2016 consolidated statement of financial position (see Note 6).

The Group earns marketing fees from the sale of Megaworld's real estate properties. The marketing fee recognized is presented as Commissions under Revenues and Income in the consolidated statements of comprehensive income. The outstanding receivables related to these transactions are presented as part of Trade receivables under the Trade and Other Receivables account in the consolidated statements of financial position (see Note 6).

The Company leases certain investment property to its parent company. The revenues earned from the lease are included as part of Rental Income in the consolidated statements of comprehensive income. The related outstanding receivables from these transactions are presented as part of Rent receivable under the Trade and Other Receivables account in the consolidated statements of financial position (see Note 6).

## 23.3 Sale of Property

In 2015, the Group sold a property in Balayan, Batangas to a related party under common ownership with an area of 169,336 square meters for a total consideration of P999.1 million, net of VAT, under the normal course of the Group's business. The transaction is presented as part of the Group's Real Estate Sales under Revenues in the 2015 consolidated statement of comprehensive income. This was paid in full in 2015.

### 23.4 Sale of Land

The Group sold, on account, to a related party under common ownership, a parcel of land which was used as site of the related party's project. The outstanding receivable, which pertains to the remaining unpaid interest, from this sale is presented as part of Interest receivable under Trade and Other Receivables account in the consolidated statements of financial position (see Note 6).

### 23.5 Obtaining of Services

The summary of services obtained by the Group is presented below.

	Amount of Transactions						
Management fee		2016		2015		2014	
	P	31,689,881	P	-	P	-	
Lease of showroom and parking space		16,612,023		14,327,438		15,821,271	
pariming opace		10,012,020		11,021,100		10,021,271	
	<u>P</u>	48,301,904	P	14,327,438	P	15,821,271	

In 2016, the Group incurred management fees for accounting and marketing services obtained from related parties under common ownership, and is presented as part of Professional fee under Other Expenses in the 2016 consolidated statement of comprehensive income (see Note 19.2). The related payable is shown as part of Accrued expenses under the Trade and Other Payables account in the 2016 consolidated statement of financial position (see Note 15).

The Group's showroom and parking space is being leased from its related parties under common ownership. The related rental expenses are shown as part of Rentals under Other Expenses in the consolidated statements of comprehensive income (see Note 19.2).

## 23.6 Deed of Assignment

In June 2011, Fil-Estate Properties, Inc. (FEPI), a related party under common ownership, has agreed to assign the right to develop a certain property. In consideration of the assignment, the Group shall pay FEPI a non-refundable cash consideration totaling P60.0 million. The consideration was presented as part of Property Development Costs in the consolidated statements of financial position (see Note 7.2). In 2015, the Company paid in full the balance amounting to P5.6 million.

### 23.7 Key Management Personnel Compensation

The compensation of the Group's key management personnel are as follows:

		2016	-	2015		2014
Short-term benefits Post-employment benefits	P	34,395,718 13,708,157	P	30,199,457 12,290,634	P	27,578,218 10,981,129
	<u>P</u>	48,103,875	<u>P</u>	42,490,091	<u>P</u>	38,559,347

These are presented as part of Salaries and Employee Benefits account under Cost and Expenses in the consolidated statements of comprehensive income for the years ended December 31, 2016, 2015 and 2014 (see Note 21.1).

### 23.8 Retirement Plan

The Group's retirement fund for its post-employment defined benefit plan is administered and managed by a trustee bank. The plan assets consist only of cash and cash equivalents amounting to P50.8 million and P17.6 million as of December 31, 2016 and 2015, respectively (see Note 21.2).

The retirement fund neither provides any guarantees or surety for any obligation of the Group nor its investments covered by any restrictions or liens.

The details of the contributions of the Group and benefits paid out by the plan are presented in Note 21.2.

## 24. EQUITY

### 24.1 Capital Stock

Capital stock as of December 31, 2016 and 2015 consists of:

	Shares	Amount
Common shares – P1 par value		
Authorized	31,495,200,000	<u>P31,495,200,000</u>
Issued	14,803,455,238	P14,803,455,238
Treasury shares – at cost		( 102,106,658)
Total outstanding	14,676,199,167	<u>P14,701,348,580</u>
Preferred shares – P1 par value		
Authorized	<u>2,000,000,000</u>	P 2,000,000,000

Megaworld has 81.73% ownership interest in the Company as of December 31, 2016 and 2015 while 81.72% ownership interest in the Company as of December 31, 2014.

The Series B preferred shares are nonredeemable, convertible into common shares and are nonvoting. The shares have zero coupon rate and shall not be entitled to dividends. The Series B preferred shares shall be convertible to common shares anytime after the end of the 18 months from the implementation date, May 29, 1998, as defined in the subscription agreements.

On April 24, 1996, the SEC approved the listing of the Company's shares totalling 425,000,000. The shares were issued at an offer price of P12.90 per share. As of December 31, 2016, 2015 and 2014, there are 12,591, 12,667 and 12,775 holders of the listed shares, respectively. The shares were listed and closed at a price of P0.69, P0.77 and P0.92 per share as of December 28, 2016, December 29, 2015, and December 27, 2014, respectively.

### 24.2 Treasury Stock

On March 23, 2006, the Company's BOD authorized the buy-back of up to P1.0 billion worth of Company's shares of common stock within a 24-month period under certain terms and conditions as the Company's senior management may deem beneficial to the Company and its stockholders.

As of December 31, 2016 and 2015, the Company's treasury shares amounted to P102.1 million, representing the cost of 127,256,071 shares reacquired by the Company.

#### 24.3 Revaluation Reserves

Revaluation reserves of the Group is composed of remeasurements on its retirement benefit obligation and fair value movements of the Group's available-for-sale financial assets (see Notes 8 and 21.2).

## 24.4 Retained Earnings

Retained earnings is restricted in the amount of P102.1 million representing the cost of 127,256,071 shares held in treasury as of the end of the reporting periods.

## 25. EARNINGS PER SHARE

Basic and diluted earnings per share amounts were computed as follows:

	2016	2014		
Net profit attributable to parent company's shareholders Divided by the weighted average number of issued and	P 599,969,525	P 547,278,548	P 481,845,568	
outstanding common shares	14,676,199,167	14,676,199,167	14,676,199,167	
Basic and diluted earnings per share	<u>P 0.041</u>	<u>P 0.037</u>	<u>P 0.033</u>	

### 26. COMMITMENTS AND CONTINGENCIES

The following are the significant commitments and contingencies involving the Group:

## 26.1 Operating Lease Commitments – Group as Lessor

The Group is a lessor under various non-cancellable operating lease agreements covering real estate properties for commercial use. The leases have terms ranging from one to three years, with renewal options, and include annual escalation rates of 3% to 10%. The average annual rental covering these agreements amounts to about P105.3 million in 2016, P106.1 million in 2015 and P111.8 million in 2014 which are recognized as Rental Income under Revenues and Income in the consolidated statements of comprehensive income.

The future minimum rental receivable under these non-cancellable operating leases are as follows as of December 31:

		2016		2015		2014
Within one year After one year but not	P	77,057,328	P	49,079,317	Р	53,607,989
more than five years More than five years		114,134,834 53,729,333		128,812,674 40,904,125		136,543,782 52,572,700
	<u>P</u>	244,921,495	<u>P</u>	218,796,116	<u>P</u>	242,724,471

## 26.2 Operating Lease Commitments - Group as Lessee

The Group is a lessee under non-cancellable operating leases covering certain offices, showroom and parking slots. The leases have terms ranging from one to four years, with renewal options and include annual escalation rate of 5% to 10%. The future minimum rental payable under these non-cancellable operating leases are as follows as of December 31:

	2016	2015	2014
Within one year After one year but not more than five years	P 52,404,114	P 44,818,370	P 43,193,006
	68,054,109	42,648,823	3,844,014
	P 120,458,223	P 87,467,193	P 47,037,020

Total rentals from these operating leases which was charged to Rentals under Other Expenses in the consolidated statements of comprehensive income amounted to P251.9 million, P228.1 million and P157.7 million in 2016, 2015 and 2014, respectively (see Note 19.2).

### 26.3 Legal Claims

As of December 31, 2016 and 2015, the Group does not have any litigations within and outside the normal course of its business.

### 26.4 Credit Lines

The Group has existing credit lines with local banks for a maximum amount of P4,670.0 million as of December 31, 2016 and 2015. The Group has unused lines of credit amounting to P670.0 million and P1,230.0 million as of December 31, 2016 and 2015, respectively.

### 26.5 Capital Commitments

As of December 31, 2016, the Group has fully utilized the balance of its stock rights offering; hence, no capital commitments pertaining to landbanking, project development and general corporate purposes were outstanding as of the end of the period.

## 26.6 Others

There are other commitments and contingent liabilities that may arise in the normal course of operations of the Group which are not reflected in the consolidated financial statements. The management of the Group is of the opinion that losses, if any, from these items will not have any material effect on its consolidated financial statements, taken as a whole.

## 27. RISK MANAGEMENT OBJECTIVES AND POLICIES

The Group is exposed to a variety of financial risks which result from both its operating, investing, and financing activities. Risk management is carried out by a central treasury department under policies approved by the BOD, and focuses on actively securing the Group's short to medium-term cash flows by minimizing the exposure to financial markets. Long-term financial investments are managed to generate lasting returns.

The Group does not engage in the trading of financial assets for speculative purposes nor does it write options. The most significant financial risks to which the Group is exposed to are described below and in the succeeding pages.

#### 27.1 Market Risk

The Group is exposed to market risk through its use of financial instruments and specifically to foreign currency risk, and interest rate risk which result from both its operating, investing and financing activities.

## (a) Foreign Currency Risk

Most of the Group's transactions are carried out in Philippine pesos, its functional currency. Foreign exchange risk arises from the Group's United States (U.S.) dollar-denominated cash and cash equivalents (see Note 5).

The Group's U.S. dollar-denominated financial assets, translated into Philippine pesos at the closing rate, amounted to P3.2 million, P53.3 million and P55.3 million as of December 31, 2016, 2015 and 2014, respectively. There were no U.S. dollar-denominated financial liabilities as of December 31, 2016, 2015 and 2014.

At December 31, 2016, 2015 and 2014, if the Philippine peso had strengthened by 12.91%, 10.42% and 11.56% against the U.S. dollar with all other variables held constant, profit before tax for the year would have been lower by P0.4 million, P5.6 million and P6.4 million, respectively, mainly as a result of foreign currency loss on translation of U.S. dollar-denominated cash and cash equivalents.

On the other hand, if the peso had weakened by the same percentage, with all other variables held constant, profit before tax would have been higher by the same amount in each of those years.

The percentage changes in rates have been determined based on the average market volatility in exchange rates, using standard deviation, in the previous 12 months, estimated at 99.00% level of confidence. The sensitivity analysis is based on the Group's foreign currency financial instruments held at the end of each reporting period.

Exposures to foreign exchange rates vary during the year depending on the volume of transactions. Nonetheless, the analysis above is considered to be representative of the Group's foreign currency risk.

## (b) Interest Rate Risk

The Group's policy is to minimize interest rate cash flow risk exposures on long-term financing. The Group's interest rate risk largely arises from cash and cash equivalents and interest-bearing loans and borrowings, which are subject to variable interest rates. All other financial assets and liabilities have fixed rates.

The following paragraph presents the sensitivity of the Group's profit before tax for the year to a reasonably possible change in interest rate of +/-0.60% and +/-1.33% for cash and cash equivalents and interest-bearing loans and borrowings, respectively, in 2016, +/-0.87% and +/-2.03% for cash and cash equivalents and interest-bearing loans and borrowings, respectively, in 2015 and +/-1.42% and +/-1.71% for cash and cash equivalents and interest-bearing loans and borrowings, respectively, in 2014. These changes are considered to be reasonably possible based on observation of current market conditions. The calculations are based on changes in the average market interest rates for each period, and the financial instruments held at the end of each reporting period that are sensitive to changes in interest rates. All other variables are held constant.

If the interest rates were to increase, profit before tax in 2016 and 2015 would have decreased by P20.7 million and P17.1 million, respectively, and profit before tax in 2014 would have increased by P6.4 million. If interest rates were to decrease, profit before tax in 2016 and 2015 would have been higher and profit before tax in 2014 would have been lower by the same amounts.

The movements in interest rates used in the sensitivity analysis are considered reasonably possible and are based on observation of interest rate fluctuations for the past 12 months using a 99.00%-confidence level. The calculations are based on the Group's financial instruments held at the end of each reporting period, with effect estimated from the beginning of the year.

## (c) Other Price Risk

The Group's market price risk arises from its investments carried at fair value (classified as AFS financial assets). It manages its risk arising from changes in market price by monitoring the changes in the market price of the investments.

For equity securities listed in the Philippines, an average volatility of 19.98% and 14.33% has been observed during 2016 and 2015, respectively. If quoted price for these securities increased or decreased by that percentage, the equity would have increased or decreased by P287.5 million in 2016 and P259.8 million in 2015.

The investments in listed equity securities are considered long-term strategic investments. In accordance with the Group's policies, no specific hedging activities are undertaken in relation to these investments. The investments are continuously monitored and voting rights arising from these equity instruments are utilized in the Group's favor.

The Group is not subject to commodity price risk.

#### 27.2 Credit Risk

The maximum credit risk exposure of financial assets is the carrying amount of the financial assets as shown on the face of the consolidated statements of financial position (or in the detailed analysis provided in the notes to the consolidated financial statements), as summarized below.

	<u>Notes</u>	2016	2015
Cash and cash equivalents Trade and other receivables - net (excluding advances to supplie)		P1,008,997,919	P1,398,235,836
and contractors) Advances to related parties	6 23.1	6,589,307,708 2,311,257,801	5,175,649,677 2,146,804,221
		P9,909,563,428	P8,720,689,734

None of the Group's financial assets are secured by collateral or other credit enhancements, except for cash and cash equivalents and trade receivables under Trade and Other Receivables, as described below.

## (a) Cash and Cash Equivalents

The credit risk for cash and cash equivalents is considered negligible, since the counterparties are reputable banks with high quality external credit ratings. Included in the cash and cash equivalents are cash in banks and short-term placements which are insured by the Philippine Deposit Insurance Corporation up to a maximum coverage of P0.5 million for every depositor per banking institution.

#### (b) Trade and Other Receivables

In respect of trade and other receivables, the Group is not exposed to any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. Trade receivables consist of a large number of customers in various industries and geographical areas. Majority of the trade receivables are secured by postdated checks. Also, titles to residential units sold to buyers are retained to the Group until such time that the outstanding balance is collected in full. Based on historical information about customer default rates, management consider the credit quality of trade receivables that are not past due or impaired to be good.

Some of the unimpaired trade receivables are past due as at the end of the reporting period. The trade receivables that are past due but not impaired are as follows:

	2016	2015
Not more than three months	P 42,624,811	P 54,332,663
More than three months but not more than six months More than six months but	177,536,007	154,571,158
not more than one year  More than one year	171,672,446 56,702,717	165,208,318 57,443,297
	P 448,535,981	<u>P 431,555,436</u>

## (c) Advances to Related Parties

The Group is not exposed to significant credit risk as advances are made to reputable entities.

The table below shows the credit quality by class of financial assets as of December 31, 2016.

		Neither Past I	Due	e nor Specific	ally	Impaired	F	Past Due or	
				Standard	Su	bstandard		ndividually	
	_	High Grade	_	Grade	_	Grade		Impaired	<u>Total</u>
Cash and cash equivalents	Р	1,008,997,919	Р	-	P	-	P	-	P 1,008,997,919
Trade and other receivables - net		3,358,507,334	- 1	2,782,264,393		-		-	6,140,771,727
Advances to related parties	_	2,311,257,801	_	-		-		-	2,311,257,801
	_		_		_		_		
	ľ	<u>6,678,763,054</u>	12	2 <b>,</b> /82,264,393	<u>r_</u>	-	ľ		P 9,461,027,447

This compares with the credit quality by class of financial assets as of December 31, 2015.

		Neither Past	Du	e nor Specifica	lly In	npaired	P	ast Due or	
				Standard	Sul	ostandard	Iı	ndividually	
	_	High Grade	_	Grade		Grade		Impaired	Total
Cash and cash equivalents	P	1,398,235,836	P	-	P	-	P	-	P 1,398,235,836
Trade and other receivables - net		2,543,246,186	2	2,200,848,056		-		-	4,744,094,242
Advances to related parties	_	2,146,804,221	_					-	2,146,804,221
	Р	6,088,286,243	<u>P2</u>	2,200,848,056	P		P	-	P 8,289,134,299

The Group continuously monitors defaults of customers and other counterparties, identified either individually or by group, and incorporate this information into its credit risk controls. The Group's policy is to deal only with creditworthy counterparties. In addition, for a significant proportion of sales, advance payments are received to mitigate credit risk.

The Group's management considers that all the above financial assets that are not impaired for each of the reporting dates are of good credit quality, including those that are past due.

#### 27.3 Liquidity Risk

The Group manages its liquidity needs by carefully monitoring scheduled debt servicing payments for long-term financial liabilities as well as cash outflows due in a day-to-day business. Liquidity needs are monitored in various time bands, on a day-to-day and week-to-week basis, as well as on the basis of a rolling 30-day projection. Long-term liquidity needs for 6-month and one-year periods are identified monthly.

The Group maintains cash to meet its liquidity requirements for up to 60-day periods. Excess cash is invested in time deposits. Funding for long-term liquidity needs is additionally secured by an adequate amount of committed credit facilities and the ability to sell long-term financial assets.

As at December 31, 2016, the Group's financial liabilities have contractual maturities which are presented below.

	Within One Year	One to Five Years	More than Five Years
Interest-bearing loans and borrowings	P 443,479,080	P 1,786,311,643	P 5,963,400
Trade and other payables	1,362,915,988	-	-
Advances from related parties	3,012,266,199	-	-
Other current liabilities	<u>584,715,486</u>		
	P 5,403,376,753	P 1,786,311,643	P 5,963,400

This compares to the contractual maturities of the Group's financial liabilities as of December 31, 2015.

	Within One Year	One to Five Years	More than Five Years
Interest-bearing loans and borrowings	P 109,456,357	P 1,683,131,151	P 22,684,200
Trade and other payables	996,792,762	-	-
Advances from related parties	2,832,787,394	-	-
Other current liabilities	<u>569,761,670</u>		
	<u>P 4,508,798,183</u>	<u>P 1,683,131,151</u>	<u>P 22,684,200</u>

The above contractual maturities reflect the gross cash flows, which may differ from the carrying values of the liabilities at the end of each reporting period.

## 28. CATEGORIES AND OFFSETTING OF FINANCIAL ASSETS AND FINANCIAL LIABILITIES

## 28.1 Carrying Amounts and Fair Values by Category

The carrying amounts and fair values of the categories of financial assets and financial liabilities presented in the consolidated statements of financial position are shown below.

			2016	6		2015			
	Notes	Ca	rrying Amounts		Fair Values	Ca	rrying Amounts	Fair Values	
Financial assets Loans and Receivables:									
Cash and cash equivalents	5	P	1,008,997,919		1,008,997,919	Р	1,398,235,836 P	1,398,235,836	
Trade and other receivables - net	6		6,589,307,708		6,589,307,708		5,175,649,677	5,175,649,677	
Advances to related parties	23.1		2,311,257,801		2,311,257,801		2,146,804,221	2,146,804,221	
			9,909,563,428		9,909,563,428		8,720,689,734	8,720,689,734	
AFS financial assets	8		1,439,028,000		1,439,028,000		1,812,860,000	1,812,860,000	
		<u>P</u>	11,348,591,428	<u>P</u> 1	11,348,591,428	<u>P</u>	10,533,549,734 P	10,533,549,734	
Financial Liabilities at amortized cost Interest-bearing									
loans and borrowings	14	P	1,958,549,476	P	1,958,549,476	Ρ	1,509,002,604 P	1,509,002,604	
Trade and other payables	15		1,362,915,988		1,362,915,988		996,792,762	996,792,762	
Advances from related parties	23.1		3,012,266,199		3,012,266,199		2,832,787,394	2,832,787,394	
Other current liabilities	17		584,715,486		584,715,486		569,761,670	569,761,670	
		<u>P</u>	6,918,447,149	P	6,918,447,149	P	5,908,344,430 P	5,908,344,430	

See Notes 2.4 and 2.8 for the description of the accounting policies for each category of financial instruments. A description of the Group's risk management objectives and policies for financial instruments is provided in Note 27.

## 28.2 Offsetting of Financial Assets and Financial Liabilities

The following financial assets with net amounts presented in the consolidated statements of financial position are subject to offsetting, enforceable master netting arrangements and similar agreements:

		recognized in the nancial position Financial liabilities set-off	Net amount presented in the statement of financial position		ts not set-off in the inancial position  Collateral received	Net amount
December 31, 2016						
Advances to related parties	P 2,312,560,545	( <u>P 1,302,744</u> )	P 2,311,257,801	<u>P - </u>	<u>P - </u>	P 2,311,257,801
December 31, 2015						
Advances to related parties	P 2,151,780,620	(P 4,976,399)	P 2,146,804,221	<u>P</u> -	P -	P 2,146,804,221

The following financial liabilities with net amounts presented in the consolidated statements of financial position are subject to offsetting, enforceable master netting arrangements and similar agreements:

		recognized in the inancial position Financial assets set-off	Net amount presented in the statement of financial position		ts not set-off in the inancial position  Collateral received	Net amount
<u>December 31, 2016</u>						
Interest-bearing loans and borrowings Advances from	P 1,958,549,476	Р -	P 1,958,549,476	Р -	(P 1,958,549,476) F	_
related parties	3,012,266,199		3,012,266,199		(614,926)	3,011,651,273
	P 4,970,815,675	<u>P - </u>	P 4,970,815,675	Р -	( <u>P 1,959,164,402</u> ) <u>F</u>	3,011,651,273
<u>December 31, 2015</u>						
Interest-bearing loans and borrowings Advances from	P 1,509,002,604	Р -	P 1,509,002,604	P -	(P 1,509,002,604) F	) <u> </u>
related parties	2,832,787,394		2,832,787,394		(3,484,402)	2,829,302,992
	P 4,341,789,998	<u>P - </u>	P 4,341,789,998	<u>P - </u>	( <u>P 1,512,487,006</u> ) <u>F</u>	2,829,302,992

For financial assets and financial liabilities subject to enforceable master netting agreements or similar arrangements, each agreement between the Group and counterparties (i.e., related parties including subsidiaries and associates) allows for net settlement of the relevant financial assets and financial liabilities when both elect to settle on a net basis. In the absence of such an election, financial assets and financial liabilities will be settled on a gross basis, however, each party to the master netting agreement or similar agreement will have the option to settle all such amounts on a net basis in the event of default of the other party.

#### 29. FAIR VALUE MEASUREMENT AND DISCLOSURES

## 29.1 Fair Value Hierarchy

In accordance with PFRS 13, Fair Value Measurement, the fair value of financial assets and financial liabilities and non-financial assets which are measured at fair value on a recurring or non-recurring basis and those assets and liabilities not measured at fair value but for which fair value is disclosed in accordance with other relevant PFRS, are categorized into three levels based on the significance of inputs used to measure the fair value. The fair value hierarchy has the following levels:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities that an entity can access at the measurement date;
- Level 2: 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); and,
- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The level within which the asset or liability is classified is determined based on the lowest level of significant input to the fair value measurement.

For purposes of determining the market value at Level 1, a market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

For investments which do not have quoted market price, the fair value is determined by using generally acceptable pricing models and valuation techniques or by reference to the current market of another instrument which is substantially the same after taking into account the related credit risk of counterparties, or is calculated based on the expected cash flows of the underlying net asset base of the instrument.

When the Group uses valuation technique, it maximizes the use of observable market data where it is available and relies as little as possible on entity specific estimates. If all significant inputs required to determine the fair value of an instrument are observable, the instrument is included in Level 2. Otherwise, it is included in Level 3.

## 29.2 Financial Instruments Measured at Fair Value

As of December 31, 2016 and 2015, only the equity securities classified as AFS financial assets in the consolidated statements of financial position is classified as Level 1. These securities were valued based on their market prices quoted in the PSE at the end of each reporting period. There were no other financial assets measured at fair value on these dates. Further, the Group has no financial liabilities measured at fair value as of December 31, 2016 and 2015.

There were no transfers between Levels 1 and 2 in both years.

## 29.3 Financial Instruments Measured at Amortized Cost for which Fair Value is Disclosed

The table below summarizes the fair value hierarchy of the Group's financial assets and financial liabilities which are not measured at fair value in the consolidated statements of financial position but for which fair value is disclosed.

	Notes	Level 1	Level 2	Level 3	Total
2016 Financial assets Loans and receivables: Cash and cash equivalents Trade and other receivables Advances to related parties	5 6 23.1	P 1,008,997,919	P	P - 6,589,307,708 - 2,311,257,801	P 1,008,997,919 6,589,307,708 2,311,257,801
		P 1,008,997,919	<u>P -                                   </u>	P 8,900,565,509	P 9,909,563,428
Financial Liabilities at amortized cost Interest-bearing loans and borrowings Trade and other payables Advances from related parties Other current liabilities	14.1 15 23.1 17	P	P	P 1,958,549,476 1,362,915,988 3,012,266,199 584,715,486 P 6,918,447,149	1,362,915,988 3,012,266,199 584,715,486
2015				<del></del>	
2015 Financial assets Loans and receivables: Cash and cash equivalents Trade and other receivables Advances to related parties	5 6 23.1	P 1,398,235,836	P	P - 5,175,649,677 - 2,146,804,221 P 7,322,453,898	P 1,398,235,836 5,175,649,677 2,146,804,221 P 8,720,689,734
Financial Liabilities at amortized cost					
Interest-bearing loans and borrowings Trade and other payables Advances from related parties Other current liabilities	14.1 15 23.1 17	P	P	P 1,509,002,604 996,792,762 2,832,787,394 569,761,670	P 1,509,002,604 996,792,762 2,832,787,394 569,761,670
		<u>P -                                   </u>	<u>P - </u>	P 5,908,344,430	P 5,908,344,430

For financial assets with fair values included in Level 1, management considers that the carrying amounts of these financial instruments approximate their fair values due to their short-term duration.

The fair values of the financial assets and financial liabilities included in Level 3, which are not traded in an active market, are determined based on the expected cash flows of the underlying net asset or liability.

## 29.4 Fair Value Measurement of Non-Financial Assets

The table below and in the succeeding page shows the Levels within the hierarchy of non-financial assets for which fair value is disclosed as of December 31, 2016 and 2015.

		Level 1		Level 2		Level 3		Total
Investment property: Land Buildings and office/commercial units	Р	-	P	- -	P	8,400,000 503,010,840	P	8,400,000 503,010,840
	P		P	_	P	511,410,840	P	511,410,840

The Level 3 fair value of the investment property was derived using the market comparable approach that reflects the recent transaction prices for similar properties in nearby locations. Under this approach, when sales prices of comparable land in close proximity are used in the valuation of the subject property with adjustments on the price for differences in key attributes such as property size, zoning, and accessibility, the fair value is included in Level 3. On the other hand, if the observable recent prices of the reference properties were not adjusted, the fair value is included in Level 2. The most significant input into this valuation approach is the price per square meter; hence, the higher the price per square meter, the higher the fair value.

## 30. CAPITAL MANAGEMENT OBJECTIVES, POLICIES AND PROCEDURES

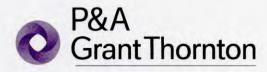
The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to provide returns for shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

Capital components for cost of capital purposes include loans and borrowings, preferred stock, common equity and retained earnings. The Group may issue new shares and may prepay some of its interest-bearing loans. Further, it intends to allocate its earnings and available cash in the acquisition and development of new/existing properties to ensure continuous business activities.

The Group monitors its capital gearing by measuring the ratio of interest-bearing loans and borrowings to total capital. As of December 31, 2016 and 2015, the Group's ratio of interest-bearing loans and borrowings to equity is as follows:

	2016	2015
Interest-bearing loans and borrowings Total equity		P 1,509,002,604 24,683,989,463
Debt-to-equity ratio	0.08:1.00	0.06:1.00

The Group has complied with its covenant obligations, including maintaining the required debt-to-equity ratio for both years (see Note 14).



An instinct for growth

Report of Independent Auditors
to Accompany Supplementary Information
Required by the Securities and Exchange
Commission Filed Separately from the
Basic Financial Statements

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The Board of Directors and Stockholders
Empire East Land Holdings, Inc. and Subsidiaries
(A Subsidiary of Megaworld Corporation)
21st Floor, The World Centre Building
330 Sen. Gil Puyat Avenue, Makati City

We have audited, in accordance with Philippine Standards on Auditing, the consolidated financial statements of Empire East Land Holdings, Inc. and Subsidiaries (the Group) for the year ended December 31, 2016, on which we have rendered our report dated March 28, 2017. Our audit was made for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. The applicable supplementary information (see List of Supplementary Information) is presented for purposes of additional analysis in compliance with the requirements of the Securities Regulation Code Rule 68, as amended, and is not a required part of the basic consolidated financial statements prepared in accordance with Philippine Financial Reporting Standards. Such supplementary information is the responsibility of the Group's management. The supplementary information has been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic consolidated financial statements taken as a whole.

PUNONGBAYAN & ARAULLO

By: Renan A. Piamonte

Partner

CPA Reg. No. 0107805
TIN 221-843-037
PTR No. 5908630, January 3, 2017, Makati City
SEC Group A Accreditation
Partner - No. 1363-AR-1 (until Mar. 1, 2020)
Firm - No. 0002-FR-4 (until Apr. 30, 2018)
BIR AN 08-002511-37-2016 (until Oct. 3, 2019)
Firm's BOA/PRC Cert. of Reg. No. 0002 (until Dec. 31, 2018)

Certified Public Accountants
Punongbayan & Araullo (P&A) is the Philippine member firm of Grant Thornton International Ltd

Offices in Cebu, Davao, Cavite

March 28, 2017

BOA/PRC Cert. of Reg. No. 0002 SEC Accreditation No. 0002-FR-4

## Empire East Land Holdings, Inc. and Subsidiaries List of Supplementary Information December 31, 2016

Schedule	Content	Page No.
Schedules Re	equired under Annex 68-E of the Securities Regulation Code Rule 68	
Α	Available-for-sale Financial Assets	1
В	Amounts Receivable from Directors, Officers, Employees, Related Parties, and Principal Stockholders (Other than Related Parties)	2
С	Amounts Receivable from Related Parties which are Eliminated during the Consolidation of Financial Statements	3
D	Intangible Assets - Other Assets	4
Е	Long-term Debt	5
F	Indebtedness to Related Parties	6
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Н	Capital Stock	7
Others		
	Schedule of Relevant Financial Ratios	8
	Reconciliation of Retained Earnings Available for Dividend Declaration	9
	Summary of Philippine Financial Reporting Standards and Interpretations Adopted by the Securities and Exchange Commission and the Financial Reporting Standards Council as of December 31, 2016	10
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Schedule A - Available-for-sale Financial Assets December 31, 2016

Name of Issuing Entity and Association of Each Issue	Number of Shares or Principal Amount of Bonds and Notes	Amount in Peso	Equity in earnings (losses) of investee for the period	Other	Distibution of earnings by investee	Other	Number of shares or principal amount of bonds and notes	Amount in Peso	Dividends received from investments not accounted for by the equity method
AFS Financial Assets Alliance Global Group, Inc.	112,600,000	P 1,439,028,000						P 1,439,028,000	

# Schedule B- Amounts Receivable from Directors, Officers, Employees, Related Parties and Principal Stockholders (Other than Related Parties) December 31, 2016

						Dedu	ctions			Ending	Balar	nce			
Name and designation of debtor	Begin	ance at nning of eriod	Additions/Trans 2016	fer		Amounts collected	Amo	ounts written off		Current	N	ot curren	t I		ce at end of period
Advances to Officers and Empl	oyees:														
Asuncion, Amiel Victor		369,625				(66,633)				302,992					302,992
Barrera, Julieta		204,607				(76,811)				127,796					127,796
Cabrera, Edna Esperanza		70,167	880,6	000		(70,167)				880,000					880,000
Cacho, Evelyn		185,818				(125,666)				60,152					60,152
Edaño, Dennis		700,160				(86,620)				613,540					613,540
Garilao, Leilani		364,224				(66,966)				297,258					297,258
Gregorio, Ricardo		260,630				(121,051)				139,579					139,579
Jacobe, Joel Ramon A			617,	00		(250,581)				366,919					366,919
Llaga, Jhoanna Lyndelou		170,911	838,0	000		(208,457)				800,454					800,454
Llena, Jose Arnel		502,578				(150,963)				351,615					351,615
Libago, Ricky S.		395,692				(148,619)				247,073					247,073
Manalastas, Gail		223,102				(223,102)				-					-
Manansala, Kim Camille B.			482,0	000		(115,076)				366,924					366,924
Ramos, Franemil		307,236				(82,405)				224,831					224,831
Sioson-Bumatay, Celeste Z.		399,888				(255,052)				144,836					144,836
	P	4,154,638	P 2,817,5	00	( P	2,048,169)	P	-	P	4,923,969	P	-	-	P	4,923,969

Note: Please refer to Schedule C for Amounts Receivable from Related parties.

# Schedule C - Amounts Receivable from Related Parties which are Eliminated during the Consolidation of Financial Statements December 31, 2016

Name and Designation of debtor	Begi	Balance at nning of Period	E	Balance at and of Period
		_		
Eastwood Properties Holdings, Inc.	P	1,060,006,782	P	1,035,006,782
Empire East Communities Inc.		232,219,597		232,221,360
Laguna Bel Air Science School, Inc.		46,333,607		40,458,208
Valle Verde Properties, Inc.		63,111,553		63,267,753
Sherman Oak Holdings Inc.		19,436,667		19,441,867
Sonoma Premier Land Inc.		21,507,066		21,662,266
TOTAL	<u>P</u>	1,442,615,272	<u>P</u>	1,412,058,236

## Schedule D - Intangible Assets - Other Assets December 31, 2016

				Deduction		
Description	Beginning Balance	Additions at Cost	Charged to Cost and Expenses	Charged to Other Accounts	Other Changes Additions (Deductions)	Ending Balance
Goodwill	P 78,326,757					P 78,326,757

Schedule E - Long-Term Debt December 31, 2016

Title of Issue and Type of Obligation	Amount Authorized by Indenture	Amount Shown Under Caption"Current Portion of Long-term Debt" in Related Statement of Financial Position	I ( antion'' Long-term   Jeht'' in
Loans	P 1,958,549,476	P 355,115,433	P 1,603,434,043

Loans are payable up to 2022 and bears fixed interest of 5.4% for the first and second tranches and floating rate ranging from 3.2% to 3.5% subject to quarterly re-pricing for the third tranche.

## EMPIRE EAST LAND HOLDINGS, INC. AND SUBSIDIARIES Schedule F - Indebtedness to Related Parties (Other than Affiliates) December 31, 2016

Name of Related Party	Beg	Balance at ginning of Year		Balance at End of Year
Megaworld Corporation Gilmore Property Marketing Association Pacific Coast Megacity Inc Others	P	2,114,304,921 390,061,679 282,612,066 45,808,728	P	2,294,310,273 389,540,567 282,606,630 45,808,729
	P	2,832,787,394	P	3,012,266,199

## Schedule H - Capital Stock December 31, 2016

				N	umber of Shares Held	by
Title of Issue	Number of Shares Authorized	Number of Shares Issued and Outstanding as Shown Under the Related Statement of Financial Position Caption	Number of Shares Reserved for Options, Warrants, Conversion and Other Rights	Related Parties	Directors, Officers and Employees	Others

Preferred shares 2,000,000,000

Common shares 31,495,200,000 14,676,199,167 \* 11,994,426,438 24,961,189

<sup>\*</sup> Number of shares issued and outstanding net of 127,256,071 Treasury Shares.

## Schedule of Relevant Financial Ratios as Required Under SRC Rule 68, as amended For the years ended December 31, 2016 and 2015

(Amounts in Philippine Pesos)

		2016	2015	2016	2015
I.	Current/liquidity ratios				
	a. Current Ratio				
	Total Current Assets	P 29,560,933,430	P 28,176,347,515	3.54	3.72
	Total Current Liabilities	8,360,063,427	7,567,169,644	3.0 1	3.72
	b. Quick Ratio				
	(Cash and Cash Equivalents + Trade and Other Receivables)	6,030,308,830	5,408,973,593	0.72	0.71
	Total Current Liabilities	8,360,063,427	7,567,169,644		
II.	Solvency ratios				
	a. Solvency Ratio				
	(Earnings Before Interest and Taxes)	1,020,908,687	940,449,670	0.07	0.07
	Total Liabilities	13,639,147,398	12,586,231,865		
	b. Debt-to-Equity Ratio				
	Total Liabilities	13,639,147,398	12,586,231,865	0.55	0.51
	Total Equity	24,913,611,061	24,683,989,463		
III.	. Asset-to-equity ratio				
	Total Assets	38,552,758,459	37,270,221,328	1.55	1.51
	Total Equity	24,913,611,061	24,683,989,463		
IV.	Interest Coverage Ratio				
	(Earnings Before Interest and Taxes)	1,020,908,687	940,449,670	3.79	5.11
	Interest Expense	269,110,903	184,090,465		
v.	Profitability Ratios				
	a. Net Profit Margin				
	Net Profit	601,075,753	550,513,258	15%	14%
	Revenues	4,124,838,936	4,017,372,548		
	b. Return on Equity				
	Net profit	601,075,753	550,513,258	2%	2%
	Average Equity	24,798,800,262	24,762,964,577		
	c. Return on Assets				
	Net profit	601,075,753	550,513,258	2%	2%
	Average Assets	37,911,489,894	36,283,476,368		

(A Subsidiary of Megaworld Corporation)

21st Floor, The World Centre Building, 330 Sen. Gil Puyat Avenue, Makati City

## Reconciliation of Retained Earnings Available for Dividend Declaration For the Year Ended December 31, 2016

Unappropriated Retained Earnings at Beginning of Year	P	4,222,012,897
Prior Years' Outstanding Reconciling Items, net of tax		
Deferred tax income	(	131,142,713)
Unappropriated Retained Earnings Available for		
Dividend Declaration at Beginning of Year, as Adjusted		4,090,870,184
Net Profit Realized during the Year		
Net profit per audited financial statements		556,936,443
Non-actual/unrealized income, net of tax		
Deferred tax income	(	14,189,829)
Retained Earnings Restricted for Treasury Shares	(	102,106,658)
Unappropriated Retained Earnings Available for		
Dividend Declaration at End of Year	<u>P</u>	4,531,510,140

## Empire East Land Holdings, Inc. and Subsidiaries

## (A Subsidiary of Megaworld Corporation) Schedule of Philippine Financial Reporting Standards and Interpretations Adopted by the Securities and Exchange Commission and the Financial Reporting Standards Council as of December 31, 2016

PHILIPPI	NE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS	Adopted	Not Adopted	Not Applicable
Framework	for the Preparation and Presentation of Financial Statements	1		
Conceptual 1	Framework Phase A: Objectives and Qualitative Characteristics	1		
Practice Sta	atement Management Commentary		✓	
Philippine .	Financial Reporting Standards (PFRS)			
	First-time Adoption of Philippine Financial Reporting Standards	1		
	Amendments to PFRS 1: Additional Exemptions for First-time Adopters	1		
PFRS 1 (Revised)	Amendments to PFRS 1: Limited Exemption from Comparative PFRS 7 Disclosures for First-time Adopters	1		
(======	Amendments to PFRS 1: Severe Hyperinflation and Removal of Fixed Date for First-time Adopters	1		
	Amendments to PFRS 1: Government Loans	1		
	Share-based Payment			1
	Amendments to PFRS 2: Vesting Conditions and Cancellations			1
PFRS 2	Amendments to PFRS 2: Group Cash-settled Share-based Payment Transactions			1
	Amendments to PFRS 2: Classification and Measurement of Share-based Payment Transactions* (effective January 1, 2018)			1
PFRS 3 (Revised)	Business Combinations	1		
,	Insurance Contracts			1
PFRS 4	Amendments to PAS 39 and PFRS 4: Financial Guarantee Contracts		Adopted	1
	Amendments to PFRS 4: Applying PFRS 9, Financial Instruments , with PFRS 4, Insurance Contracts* (effective January 1, 2018)			1
PFRS 5	Non-current Assets Held for Sale and Discontinued Operations			1
PFRS 6	Exploration for and Evaluation of Mineral Resources			1
	Financial Instruments: Disclosures	✓		
	Amendments to PFRS 7: Transition	1		
	Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets	/ / /		
	Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets - Effective Date and Transition			
PFRS 7	Amendments to PFRS 7: Improving Disclosures about Financial Instruments	✓		
	Amendments to PFRS 7: Disclosures - Transfers of Financial Assets	✓		
	Amendments to PFRS 7: Disclosures – Offsetting Financial Assets and Financial Liabilities	1		
	Amendments to PFRS 7: Mandatory Effective Date of PFRS 9 and Transition Disclosures* (effective when PFRS 9 is first applied)			1
PFRS 8	Operating Segments	✓		
PFRS 9	Financial Instruments (2014)* (effective January 1, 2018)			✓
	Consolidated Financial Statements	✓		
	Amendments to PFRS 10: Transition Guidance	/ / / / / / / / / / / / / / / / / / /		
PFRS 10	Amendments to PFRS 10: Investment Entities	1	Adopted	
	Amendments to PFRS 10: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture* (effective date deferred indefinitely)			1
	Amendments to PFRS 10: Investment Entities – Applying the Consolidation Exception	✓		
	Joint Arrangements	✓		
PFRS 11	Amendments to PFRS 11: Transition Guidance	✓		
	Amendments to PFRS 11: Accounting for Acquisitions of Interests in Joint Operations	✓		

PHILIPPIN	IE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS	Adopted	Not Adopted	Not Applicable
	Disclosure of Interests in Other Entities	✓		
PFRS 12	Amendments to PFRS 12: Transition Guidance	✓		
111012	Amendments to PFRS 12: Investment Entities	<b>✓</b>		
	Amendments to PFRS 10: Investment Entities – Applying the Consolidation Exception	<b>✓</b>		
PFRS 13	Fair Value Measurement	<b>✓</b>		
PFRS 14	Regulatory Deferral Accounts			1
PFRS 15	Revenues from Contract with Customers* (effective January 1, 2018)			1
PFRS 16	Leases* (effective January 1, 2019)			1
Philippine A	Accounting Standards (PAS)			
	Presentation of Financial Statements	1		
PAS 1	Amendments to PAS 32 and PAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation	1		
(Revised)	Amendments to PAS 1: Presentation of Items of Other Comprehensive Income	✓		
	Amendments to PAS 1: Disclosure Initiative	1		
PAS 2	Inventories	1		
PAS 7	Statement of Cash Flows	1		
PAS /	Amendments to PAS 7: Disclosure Initiative* (effective January 1, 2017)			1
PAS 8	Accounting Policies, Changes in Accounting Estimates and Errors	1		
PAS 10	Events After the Reporting Period	1		
PAS 11	Construction Contracts			1
	Income Taxes	1		
PAS 12	Amendments to PAS 12 - Deferred Tax: Recovery of Underlying Assets	1		
1110 12	Amendments to PAS 12 - Recognition of Deferred Tax Assets for Unrealized Losses* (effective January 1, 2017)			1
	Property, Plant and Equipment	✓		
PAS 16	Amendments to PAS 16: Bearer Plants	✓		
	Amendments to PAS 16: Clarification of Acceptable Methods of Depreciation and Amortization	✓		
PAS 17	Leases	✓		
PAS 18	Revenue	✓		
PAS 19	Employee Benefits	✓		
(Revised)	Amendments to PAS 19: Defined Benefit Plans - Employee Contributions	✓		
PAS 20	Accounting for Government Grants and Disclosure of Government Assistance			1
PAS 21	The Effects of Changes in Foreign Exchange Rates	✓		
1110 21	Amendments: Net Investment in a Foreign Operation	✓		
PAS 23 (Revised)	Borrowing Costs	✓		
PAS 24 (Revised)	Related Party Disclosures	1		
PAS 26	Accounting and Reporting by Retirement Benefit Plans			1
DAC 27	Separate Financial Statements			1
PAS 27 (Revised)	Amendments to PAS 27: Investment Entities			1
` ,	Amendments to PAS 27: Equity Method in Separate Financial Statements			1
	Investments in Associates and Joint Ventures	1		
PAS 28 (Revised)	Amendments to PFRS 10: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture* (effective date deferred indefinitely)			1
<u> </u>	Amendments to PAS 28: Investment Entities - Applying the Consolidation Exception	<b>√</b>		
PAS 29	Financial Reporting in Hyperinflationary Economies			1

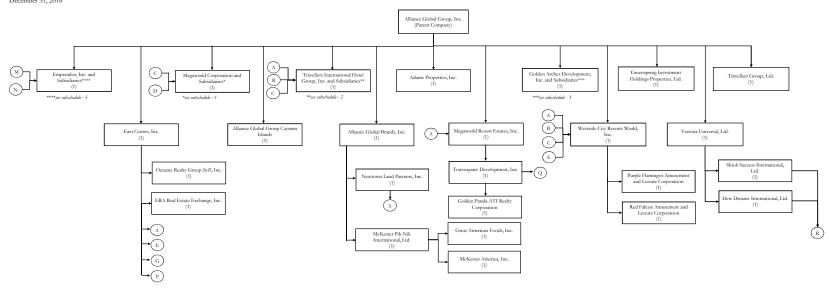
PHILIPPII	NE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS	Adopted	Not Adopted	Not Applicable
PAS 32	Financial Instruments: Presentation	✓		
	Amendments to PAS 32 and PAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation	1		
	Amendments to PAS 32: Classification of Rights Issues	✓		
	Amendments to PAS 32: Offsetting Financial Assets and Financial Liabilities	✓		
PAS 33	Earnings Per Share	1		
PAS 34	Interim Financial Reporting			1
D.1.0.0.0	Impairment of Assets	1		
PAS 36	Amendment to PAS 36: Recoverable Amount Disclosures for Non-financial Assets	1		
PAS 37	Provisions, Contingent Liabilities and Contingent Assets	1		
PAS 38	Intangible Assets	<b>√</b>		
	Amendments to PAS 38: Clarification of Acceptable Methods of Depreciation and Amortization	1		
	Financial Instruments: Recognition and Measurement	<b>√</b>		
	Amendments to PAS 39: Transition and Initial Recognition of Financial Assets and Financial Liabilities	1		
	Amendments to PAS 39: Cash Flow Hedge Accounting of Forecast Intragroup Transactions	1		
	Amendments to PAS 39: The Fair Value Option	✓		
PAS 39	Amendments to PAS 39 and PFRS 4: Financial Guarantee Contracts	✓		
	Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets	1		
	Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets – Effective Date and Transition	1		
	Amendments to Philippine Interpretation IFRIC 9 and PAS 39: Embedded Derivatives	✓		
	Amendments to PAS 39: Eligible Hedged Items	✓		
	Amendments to PAS 39: Novation of Derivatives and Continuation of Hedge Accounting	1		
PAS 40	Investment Property	✓		
D.1.0.44	Agriculture			1
PAS 41	Amendments to PAS 41: Bearer Plants			1
Philippine	Interpretations - International Financial Reporting Interpretations Committee (IFRIC)			
IFRIC 1	Changes in Existing Decommissioning, Restoration and Similar Liabilities**	1		
IFRIC 2	Members' Share in Co-operative Entities and Similar Instruments			1
IFRIC 4	Determining Whether an Arrangement Contains a Lease	1		
IFRIC 5	Rights to Interests Arising from Decommissioning, Restoration and Environmental Rehabilitation Funds**	1		
IFRIC 6	Liabilities Arising from Participating in a Specific Market - Waste Electrical and Electronic Equipment			1
IFRIC 7	Applying the Restatement Approach under PAS 29, Financial Reporting in Hyperinflationary Economies			1
IFRIC 9	Reassessment of Embedded Derivatives**	1		
	Amendments to Philippine Interpretation IFRIC-9 and PAS 39: Embedded Derivatives**	1		
IFRIC 10	Interim Financial Reporting and Impairment			1
IFRIC 12	Service Concession Arrangements			1
IFRIC 13	Customer Loyalty Programmes			1
IFRIC 14	PAS 19 - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction	1		
	Amendments to Philippine Interpretations IFRIC - 14, Prepayments of a Minimum Funding Requirement and their Interaction**	1		
IFRIC 16	Hedges of a Net Investment in a Foreign Operation			1
IFRIC 17	Distributions of Non-cash Assets to Owners**	1		
IFRIC 18	Transfers of Assets from Customers**	✓		
IFRIC 19	Extinguishing Financial Liabilities with Equity Instruments**	✓		

PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS		Adopted	Not Adopted	Not Applicable		
IFRIC 20	Stripping Costs in the Production Phase of a Surface Mine**	1				
IFRIC 21	Levies	1				
Philippine Interpretations - Standing Interpretations Committee (SIC)						
SIC-7	Introduction of the Euro			/		
SIC-10	Government Assistance - No Specific Relation to Operating Activities			1		
SIC-13	Jointly Controlled Entities - Non-Monetary Contributions by Venturers			1		
SIC-15	Operating Leases - Incentives	1				
SIC-25	Income Taxes - Changes in the Tax Status of an Entity or its Shareholders**	1				
SIC-27	Evaluating the Substance of Transactions Involving the Legal Form of a Lease	1				
SIC-29	Service Concession Arrangements: Disclosures			1		
SIC-31	Revenue - Barter Transactions Involving Advertising Services**	1				
SIC-32	Intangible Assets - Web Site Costs**	1				

<sup>\*</sup> These standards will be effective for periods subsequent to 2016 and are not early adopted by the Group.

<sup>\*\*</sup> These standards have been adopted in the preparation of financial statements but the Group has no significant transactions covered in both years presented.

Map Showing the Relationship Between and Among the Company and Its Related Parties December 31, 2016



- Subsidiary
   Associate
   Jointly Controlled Entity
- Megaworld Corporation Adams Properties, Inc.

- First Centro, Inc.
  Newtown Land Partners, Inc.
  Travellers International Hotel Group, Inc.
- Manila Bayshore Property Holdings, Inc. Westside City Resorts World, Inc. Townsquare Development, Inc. Megaworld Resort Estates, Inc.

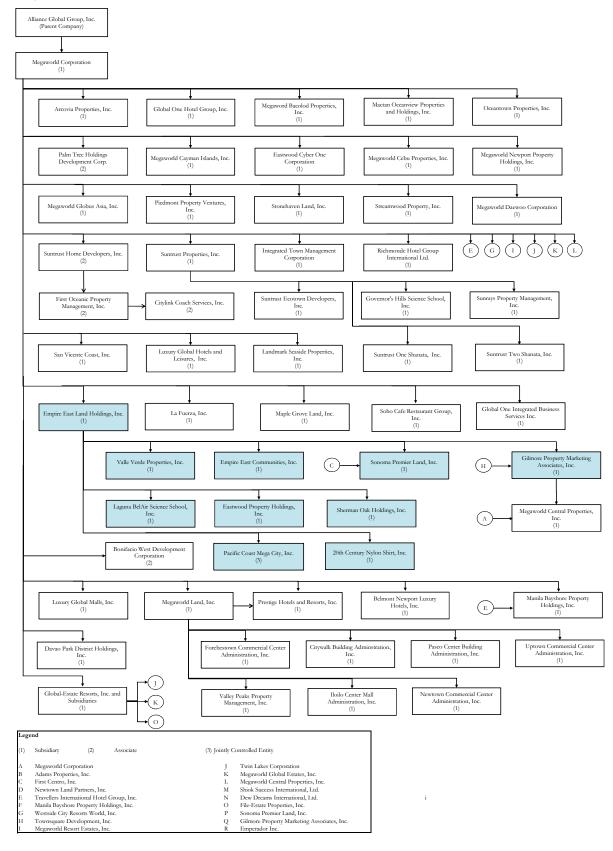
- Twin Lakes Corporation
- Megaworld Global Estates, Inc. Megaworld Central Properties, Inc. Shiok Success International, Ltd. Dew Dreams International, Ltd.
- File-Estate Properties, Inc.

- P Sonoma Premier Land, Inc.
  Q Gilmore Property Marketing Associates, Inc.
  R Emperador Inc.

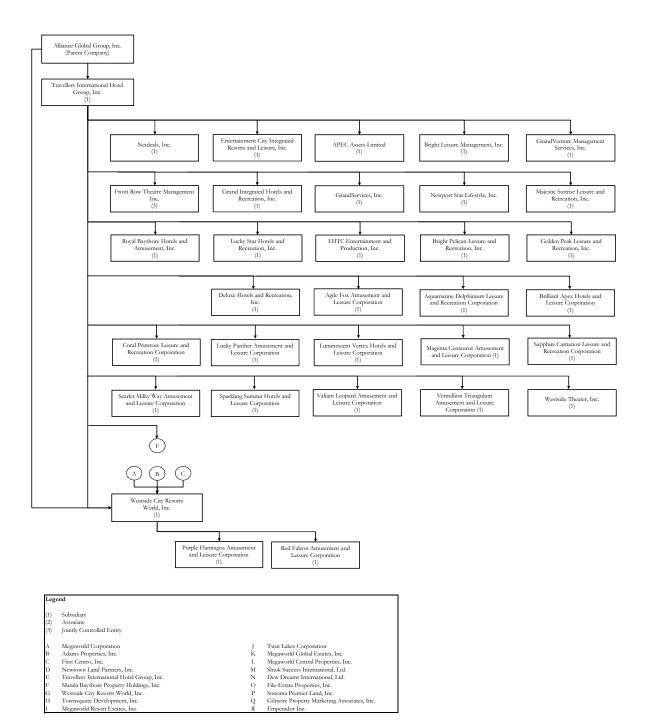
Man Showing the Relationship Between and

Among the Company and Megaworld Corporation Group

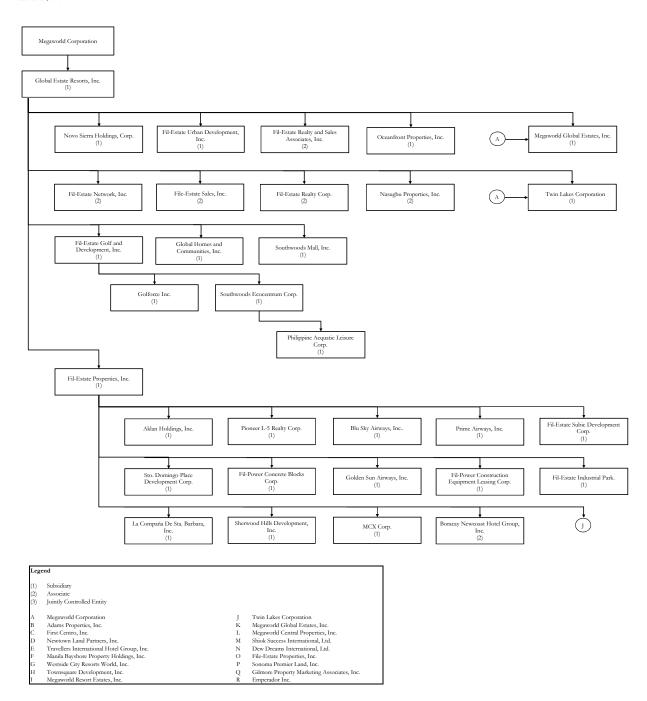
December 31, 2016



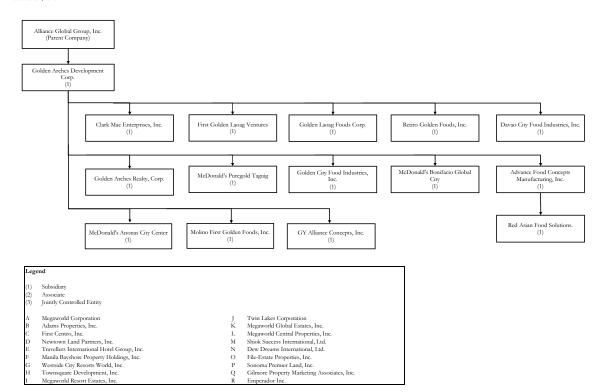
Map Showing the Relationship Between and Among the Company and Travellers Group December 31, 2016



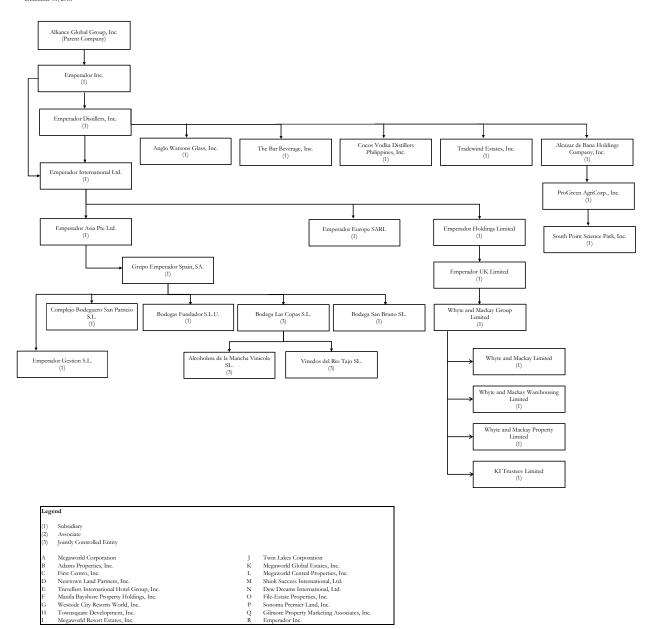
Map Showing the Relationship Between and Among Megaworld and Global Estate Resorts Inc. Group December 31, 2016



Map Showing the Relationship Between and Among the Company and Golden Arches Development Corporation Group December 31, 2016



Map Showing the Relationship Between and Among the Company and Emperador Inc. December 31, 2016



## Summary of Application of SRO Proceeds December 31, 2016

		BASED ON IPO PROSPECTUS		BASED ON ACTUAL	
SRO Proceeds Less: SRO related expenses	P	2,695,239,834 5,239,834	P	2,695,239,834 5,239,834	
Net proceeds		2,690,000,000	2,690,000,0		
Less: Disbursements					
Construction Site Development		1,800,000,000		1,885,000,000	
Pioneer Woodlands		800,000,000		350,000,000	
San Lorenzo Place		700,000,000		532,081,376	
The Rochester		300,000,000		275,267,709	
Kasara		-		140,479,357	
Sonoma		-		70,000,000	
Little Baguio Terraces		-		314,520,643	
South Science Park		-		202,650,915	
Landbanking		890,000,000		805,000,000	
Total Disbursements		2,690,000,000		2,690,000,000	
Remaining Balance of Proceeds, as at Decem	ber 31, 2016			<u>-</u>	

Supplementary information on the Summary of Application of SRO Proceeds

The proceeds were subsequently reallocated and transferred to fund the urgent construction of other projects that have exceeded their respective allocations.