

# COVER SHEET

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SEC Registration Number

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(Company's Full Name)

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(Business Address: No. Street City / Town / Province)

**Atty. Fina Bernadette D.C. Tantuico**

Contact Person

**8927133 • 8927137**

Company Telephone Numbers

1	2
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Month

3	1
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Day

Fiscal Year

0	4
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Month

1	2
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Day

Annual Meeting

**DEFINITIVE  
INFORMATION STATEMENT**

Form Type

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Secondary License Type, If Applicable

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Dept. Requiring this Doc.

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Amended Articles Number/Section

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Total Number of Stockholders

Total Amount of Borrowings

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Domestic

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Foreign

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File Number

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Document I.D.

LCU

Cashier

**STAMPS**

Remarks = pls. use black ink for scanning purposes.

*F & J Prince Holdings Corporation*  
5<sup>th</sup> Floor, Citibank Center, 8741 Paseo de Roxas, Makati City

**ANNUAL STOCKHOLDERS' MEETING**

Thursday, July 26, 2018, 2:30 P.M.

Function Room 7, Top of the Citi

34<sup>th</sup> Floor, Citibank Tower

8741 Paseo de Roxas, Makati City

(DEFINITIVE)

**INFORMATION STATEMENT**

THE CORPORATION UNDERTAKES TO PROVIDE WITHOUT CHARGE TO THE SHAREHOLDERS, UPON THE WRITTEN REQUEST OF ANY SHAREHOLDER, A COPY OF THE ANNUAL REPORT ON SEC FORM 17-A. HOWEVER, THE MANAGEMENT RESERVES THE RIGHT TO CHARGE REASONABLE FEES FOR PROVIDING COPIES OF THE EXHIBITS ATTACHED TO THE REGISTRANT'S SEC FORM 17-A. SAID WRITTEN REQUEST MAY BE DIRECTED TO:

**ATTY. FINA BERNADETTE D.C. TANTUICO**

Corporate Secretary

*F & J Prince Holdings Corporation*

5<sup>th</sup> Floor, Citibank Center

8741 Paseo de Roxas, Makati City 1226

# F & J Prince Holdings Corporation

21 June 2018

## SECURITIES AND EXCHANGE COMMISSION

Secretariat Bldg., Vicente Sotto Street, PICC Complex, Pasay City

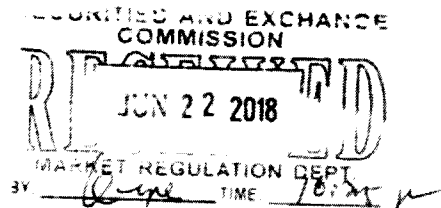
**Attention : MR. VICENTE GRACIANO P. FELIZMENIO, JR.**  
**Director, Markets and Securities Regulation Department**

## THE PHILIPPINE STOCK EXCHANGE, INC.

PSE Plaza, Ayala Triangle, Ayala Avenue, Makati City

**Attention : MS. JANET A. ENCARNACION**  
**Head, Disclosure Department**

**Subject : Definitive Information Statement**



**Gentlemen:**

In accordance with SRC Rule 20, prior to the sending of the Definitive copies to stockholders, we are submitting herewith for your review and approval, drafts of the following:

- 1) Definitive Information Statement.
- 2) Notice of Annual Stockholders' Meeting.
- 3) Proxy Form.
- 4) 2017 Management Report.
- 5) 2017 Audited Financial Statements including 2018 Unaudited First Quarter Report.

The Statement of Management's Responsibility for Financial Statement was under oath and manually signed by the Chairman, Chief Executive Officer and Chief Financial Officer in the final 2017 Management/Annual Report. The Report of Independent Public Accountants was likewise manually signed by the certifying partner in the final printed 2017 Management/Annual Report.

We trust you will find the foregoing in order.

Very truly yours,

**ROBERT Y. COKENG**  
**President**

5/F Citibank Center, 8741 Paseo de Roxas, Makati City 1226  
Tel. Nos.: 8927133 • 8927137 • 8929443 • Fax Nos.: 8927127 • 8927150  
Email Address: fjphco@gmail.com

# *F & J Prince Holdings Corporation*

## NOTICE OF ANNUAL STOCKHOLDERS' MEETING

To: All Stockholders

**NOTICE IS HEREBY GIVEN** that the Annual Stockholders' Meeting of *F & J Prince Holdings Corporation* will be held on **July 26, 2018, Thursday at 2:30 in the afternoon, at Function Room 7, Top of the Citi, Citibank Tower, 8741 Paseo de Roxas, Makati City.**

The following matters will be taken up during the meeting:

- 1. CALL MEETING TO ORDER.** The Chairman will formally open the 2018 Annual Stockholders' Meeting and will call the meeting to order.
- 2. PROOF OF NOTICE AND QUORUM.** The Corporate Secretary will certify on the date when written notice of the time, date, place and purpose of the meeting was sent to all registered stockholders of record as of June 8, 2018. The Corporate Secretary will further certify the presence of a quorum. The holders of record for the time being of majority of the stock of the Company then issued and outstanding and entitled to vote, represented in person or by proxy, shall constitute a quorum for the transaction of business.
- 3. APPROVAL OF THE MINUTES OF THE ANNUAL STOCKHOLDERS' MEETING HELD ON JULY 31, 2017.** Copies of the minutes of the stockholders' meeting held on July 31, 2017 will be distributed to the stockholders before the meeting. Shareholders will vote for the adoption of a resolution approving the Minutes of the July 31, 2017 annual general meeting of the stockholders.
- 4. MANAGEMENT REPORTS.** The Chairman will deliver a report to the stockholders on the highlights of the company's performance for the year 2017 and the outlook for the year 2018.
- 5. PRESENTATION AND APPROVAL OF AUDITED FINANCIAL STATEMENTS AS OF DECEMBER 31, 2017.** The stockholders will be given an opportunity to ask questions prior to submitting the Annual Report and the Audited Financial Statements for approval by the stockholders. Copies of the Annual Report and Audited Financial Statements will be distributed before the meeting.

6. **RATIFICATION OF CORPORATION ACTION TAKEN.** Ratification by the stockholders will be sought for all the acts and resolutions of the Board of Directors, Board Committees and management of the Company taken or adopted since the annual stockholders' meeting on July 31, 2017. The acts and resolutions of the Board and its Committees were reflected in the minutes of meetings including approval of contracts and agreements, projects and investments, treasury matters and acts of resolutions covered by the disclosures to the SEC and PSE.
7. **ELECTION OF DIRECTORS.** The list of names of nominees for the office of the Board of Directors including the Independent Directors for the year 2018-2019 will be announced, for purposes of their election.
8. **ELECTION OF EXTERNAL AUDITOR FOR THE FISCAL YEAR JANUARY TO DECEMBER, 2018.** Upon the endorsement of the Audit Committee, the stockholders shall elect the external auditor for the year 2018 .
9. **OTHER MATTERS.** Shareholders may raise questions or express comments that are relevant to the corporation.
10. **ADJOURNMENT.** Upon determination by the Corporate Secretary that there are no other matters to be considered, and on motion by the stockholders, the Chairman shall declare the meeting adjourned.

For purposes of the meeting, only stockholders of record at the close of business on June 8, 2018 shall be entitled to vote thereat.

Stockholders who cannot attend the meeting in person are requested to accomplish the attached proxy and return the same to the office of the Corporation not later than the close of office hours on July 19, 2018. If the stockholder is a corporation, a Secretary's Certificate quoting the board resolution authorizing the corporate officer to execute the proxy should also be submitted.

Validation of proxies will be held on July 20, 2018 at 11:00 a.m. at the 5th Floor, Citibank Center Building, Paseo de Roxas, Makati City.

Makati City, June 21, 2018.

By Resolution of the Board of Directors:

  
(ATTY.) FINA BERNADETTE D.C. TANTUICO  
Corporate Secretary

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 20- IS

INFORMATION STATEMENT PURSUANT TO SECTION 20  
OF THE SECURITIES REGULATION CODE



- 1. Check the appropriate box:  
 Preliminary Information Statement  
 Definitive Information Statement

*F & J Prince Holdings Corporation*

- 2. Name of Registrant as specified in its charter

**Philippines**

- 3. Province, country or other jurisdiction of incorporation or organization

**43370**

- 4. SEC Identification Number

**000-829-097**

- 5. BIR Tax Identification Number

**5<sup>th</sup> Floor, Citibank Center  
8741 Paseo de Roxas, Makati City**

- 6. Address of principal office

**1226**  
Postal Code

**(632) 8927133 or 8927137**

- 7. Registrant's telephone number, including area code

**July 26, 2018, 2:30 p.m.  
Function Room 7, Top of the Citi  
34<sup>th</sup> Floor, Citibank Tower  
8741 Paseo de Roxas, Makati City**

- 8. Date, time and place of the meeting of security holders

- 9. Approximate date on which the Information Statement is first to be sent or given to security holders.  
**July 5, 2018**

10. In case of Proxy Solicitations:

*F & J Prince Holdings Corporation*

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Name of Person Filing the Statement/Solicitor:

**5<sup>th</sup> Floor, Citibank Center, 8741 Paseo de Roxas, Makati City  
8927133 or 8927137**

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11. Securities registered pursuant to Sections 8 and 12 of the Code or Sections 4 and 8 of the RSA (information on number of shares and amount of debt is applicable only to corporate registrants):

<b>Title of Each Class</b>	<b>Number of Shares of Common Stock Outstanding or Amount of Debt Outstanding (As of May 25, 2018)</b>
<b>Class "A"</b>	<b>292,610,118</b>
<b>Class "B"</b>	<b>189,217,535</b>

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12. Are any or all of registrant's securities listed on the Stock Exchange?

Yes  No

If yes, disclose the name of such Stock Exchange and the class of securities listed therein

**Philippine Stock Exchange, Class "A" and "B"**

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## PART I

### INFORMATION REQUIRED IN INFORMATION STATEMENT

#### A. GENERAL INFORMATION

##### ITEM 1. DATE, TIME AND PLACE OF MEETING OF SECURITY HOLDERS

<b>Date</b>	<b>:</b>	<b>July 26, 2018, Thursday</b>
<b>Time</b>	<b>:</b>	<b>2:30 p.m.</b>
<b>Place</b>	<b>:</b>	<b>Function Room 7, Top of the Citi 34<sup>th</sup> Floor, Citibank Tower 8741 Paseo de Roxas, Makati City</b>
<b>Complete mailing address of principal office</b>	<b>:</b>	<b>5<sup>th</sup> Floor, Citibank Center 8741 Paseo de Roxas, Makati City 1226</b>

The Information Statement and the proxy forms and other solicitation materials will be sent to the shareholders on or before **Thursday, July 5, 2018**.

##### ITEM 2. DISSENTERS' RIGHT OF APPRAISAL

The appraisal right is available in the following instances stated in the Corporation Code, to wit:

- (1) any amendment to the Articles of Incorporation which has the effect of changing or restricting the rights of any stockholders or class of shares, or of authorizing preferences in any respect superior to those of outstanding shares of any class, or of extending or shortening the term of corporate existence (Sec. 81);
- (2) any sale, lease, exchange, transfer, mortgage, pledge or other disposition of all or substantially all of the corporate property and assets (Sec. 81);
- (3) any merger or consolidation of the Corporation with or into another entity (Sec. 81); and



- (4) any investment of corporate funds in any other corporation or business or for any purpose other than the primary purpose for which the Corporation was organized (Sec. 42).

However, the present meeting is being called in order to approve the following matters, namely:

- (1) Approval of the Minutes of the 2017 Annual Stockholders' Meeting;
- (2) Approval of the Audited Financial Statements as of December 31, 2017;
- (3) Ratification of corporate acts of the Board of Directors;
- (4) Election of members of the Board of Directors; and
- (5) Appointment of the external auditor of the Corporation for the fiscal year 2018.

Therefore, the matters to be taken up during the meeting do not call for the availability and the exercise of the shareholder's appraisal right.

### **ITEM 3. INTEREST OF CERTAIN PERSONS IN OR OPPOSITION TO MATTERS TO BE ACTED UPON**

None of the directors and executive officers of the Corporation, nor any associate of said persons, have any substantial interest, direct or indirect, in any matter to be acted upon at the meeting, other than elections to office.

None of the directors of the Corporation has informed the Corporation, whether in writing or otherwise, of any intention to oppose any matter to be taken up at the forthcoming stockholders' meeting.

## **B. CONTROL AND COMPENSATION INFORMATION**

### **ITEM 4. VOTING SECURITIES AND PRINCIPAL HOLDERS THEREOF**

The securities of the Registrant are divided into two (2) classes: Class A which is issued solely to Filipino citizens and Class B which may be issued to Filipino citizens or to aliens alike. As of **May 25, 2018**, One Hundred Forty Million One Hundred Seventy Seven Thousand Nine Hundred Fifty Nine (**140,177,959**) shares are foreign owned.

The following number of shares is outstanding and entitled to vote as of **May 25, 2018**:

<u>Class</u>	<u>No. of Shares Outstanding</u>	<u>No. of Votes to which entitled</u>
Class "A"	292,610,118	292,610,118
Class "B"	<u>189,217,535</u>	<u>189,217,535</u>
<b>Total</b>	<b><u>481,827,653</u></b>	<b><u>481,827,653</u></b>

The record date for shareholders who shall be entitled to vote has been fixed at **June 8, 2018**. All shareholders entitled to vote may vote such number of shares of stock standing in his name on the stock and transfer book of the Corporation as of **June 8, 2018**. Said shareholders may vote such shares for as many persons as there are directors to be elected or he may cumulate said shares and give one (1) candidate as many votes as the number of directors to be elected multiplied by the number of his shares shall equal, or he may distribute them on the same principle among as many candidates as he shall see fit: *provided* that the total number of votes cast by him shall not exceed the number of shares owned by him as shown in the books of the Corporation multiplied by the total number of directors to be elected.

**(1) Security Ownership of Certain Record and Beneficial Owners**

As of **May 25, 2018**, the record or beneficial owners of Five Percent (5%) or more of the outstanding capital stock of the Corporation are as follows:

TITLE OF CLASS	NAME, ADDRESS OF RECORD OWNER AND RELATIONSHIP WITH ISSUER	NAME OF BENEFICIAL OWNER AND RELATIONSHIP WITH RECORD OWNER	CITIZENSHIP	NO. OF SHARES HELD	PERCENTAGE
Common B	Essential Holdings Limited 11/F, Belgian House 77-79 Gloucester Road, Hong Kong  <i>Stockholder</i>	Same as Record Owner  Robert Y. Cokeng Managing Director	Foreign	139,778,670  Record & Beneficial	29.01%
Common A	PCD Nominee Corporation 37 <sup>th</sup> Floor Tower I, The Enterprise, 6766 Ayala Avenue Makati City  <i>Stockholder</i>	None of the beneficial owners own Five (5%) Percent or more of the outstanding capital stock of the Corporation	Filipino	74,741,950	15.51%

Common A & B	Pinamucan Industrial Estates, Inc. 5 <sup>th</sup> Floor, Citibank Center, 8741 Paseo de Roxas, Makati City  <i>A Subsidiary of the Subsidiary of Issuer</i>	Same as Record Owner  Johnson U. Co President	Filipino	49,809,105	10.34%
Common A	Magellan Capital Holdings Corporation 5 <sup>th</sup> Floor, Citibank Center, 8741 Paseo de Roxas, Makati City  <i>94% Subsidiary of Issuer</i>	Same as Record Owner  Robert Y. Cokeng President	Filipino	47,844,022	9.93%
Common A	Consolidated Tobacco Industries of the Philippines, Inc. CTIP Compound, Ortigas Avenue Extension, Rosario, Pasig City  <i>Stockholder</i>	Same as Record Owner  Robert Y. Cokeng President	Filipino	43,052,023	8.93%
Common A	Vructi Holdings Corporation 52 Narra Avenue, Forbes Park, Makati City  <i>Stockholder</i>	Same as Record Owner  Rufino B. Tiangco President	Filipino	34,633,628	7.19%

Mr. Robert Y. Cokeng is the controlling stockholder of Essential Holdings Limited (“EHL”). He is also the President of the Registrant. Mr. Robert Y. Cokeng has the power to vote the shares of EHL in the upcoming Stockholders’ Meeting.

Mr. Robert Y. Cokeng is the Chairman of Pinamucan Industrial Estates, Inc. (“PIEI”). He has voting power over the shares of stock of PIEI. He is also President of the Registrant.

Mr. Robert Y. Cokeng has voting power over the shares of stock of Magellan Capital Holdings Corporation (“MCHC”) in the Registrant.

Consolidated Tobacco Industries of the Philippines, Inc. (“CTIPI”) is principally owned and controlled by the Cokeng and Co families. Mr. Robert Y. Cokeng has voting power over the shares of stock of CTIPI.

Vrukti Holdings Corporation is controlled by Mr. Rufino B. Tiangco, a director of the Registrant. He has the voting power over the shares of Vrukti Holdings Corporation.

## (2) Security Ownership of Management

As of **June 21, 2018**, the Directors, Executive Officers and Nominees of the Corporation are the beneficial owners of the following number of shares:

TITLE OF CLASS	NAME OF BENEFICIAL OWNER	AMOUNT AND NATURE OF BENEFICIAL OWNERSHIP	CITIZENSHIP	PERCENT OF OWNERSHIP	
Common A	Robert Y. Cokeng	13,693,072 2,020,000	Direct Indirect	Filipino	3.26%
Common A	Francisco Y. Cokeng, Jr.	2,160,000	Direct	Filipino	0.45%
Common A	Johnson U. Co	1,100,000	Direct	Filipino	0.23%
Common A	Emeterio L. Barcelon, SJ	304,952	Direct	Filipino	0.06%
Common A	Mark Ryan K. Cokeng	10,000	Indirect	Filipino	0.002%
Common A	Johnson Tan Gui Yee	15,371,747	Direct	Filipino	3.19%
Common A	Mary K. Cokeng	1,000	Indirect	Filipino	0.0002%
Common A	Johnny O. Cobankiat	7,227,076	Indirect	Filipino	1.50%
Common A & B	Rufino B. Tiangco	128,000	Direct	Filipino	0.03%
Common A & B	Robert Y. Ynson	325,667	Direct	Filipino	0.07%
Common A	Francis L. Chua	100,000	Direct	Filipino	0.02%
Common A & B	Josephine V. Barcelon	1,204,952	Indirect	Filipino	0.25%
Common A	Charlie K. Chua	1,000	Indirect	Filipino	.0002%
Common A	Peter L. Kawsek, Jr.	1,000	Indirect	Filipino	.0002%
<b>Total</b>		<b>43,648,466</b>			<b>9.06%</b>

## (3) Voting Trust Holders of 5% or More of the Outstanding Shares

No shareholder holding more than Five Percent (5%) of the outstanding capital stock of the Corporation holds such shares under a voting trust or similar agreement.

## (4) Changes in Control

There has been no change in the voting control of the Registrant nor has there been any arrangement with any party which may result in a change of control since the last fiscal year.

## **ITEM 5. DIRECTORS AND EXECUTIVE OFFICERS**

### **(1) Directors and Nominees**

The following are the incumbent Directors and Executive Officers of the Registrant as well as nominee for Director, and their respective ages, citizenship, business experiences for the last five (5) years, positions and periods of service:

**ROBERT Y. COKENG**, 66 years old, Filipino citizen.

***Chairman, President & Chief Executive Officer***

Re-elected on 31 July 2017 for a one-year term. Director and Officer since 1996.

*President & Chief Executive Officer*, Magellan Capital Holdings Corporation, Magellan Utilities Development Corporation, Pinamucan Power Corporation, Malabrigo Corporation, Consolidated Tobacco Industries of the Philippines, Inc. and Center Industrial and Investment, Inc.; *Independent Director*, Cosco Capital, Inc. (PSE listed company); *Chairman*, Pinamucan Industrial Estates, Inc.; *Managing Director*, Essential Holdings Ltd.; *Chairman*, Pointwest Technologies Corporation and Pointwest Innovations Corporation; *Director and Chairman of the Executive Committee*, Business Process Outsourcing International, Inc.; *Chairman*, Ipads Developers, Inc. Bachelor of Arts, Economics Honoris Program (Magna Cum Laude) Ateneo University; Master in Business Administration (with High Distinction and elected a Baker Scholar), Harvard University.

**FRANCISCO Y. COKENG, JR.**, 64 years old, Filipino citizen.

***Vice-Chairman and Director***

Re-elected on 31 July 2017 to a one-year term. Director since 1996.

Also director from 1980-1991.

*Director*, Consolidated Tobacco Industries of the Philippines, Inc., Magellan Capital Holdings Corporation; *Chairman*, Sunflare Horizon International, Inc. AB Economics, Boston University

**JOHNSON U. CO**, 65 years old, Filipino citizen.

***Vice-President for Administration***

Re-elected on 31 July 2017 for a one-year term. Director since 1996.

*President*, Pinamucan Industrial Estates, Inc., Sunflare Horizon International, Inc.; *Vice-President for Administration and Director*, Magellan Capital Holdings Corporation; *Treasurer*, Magellan

Utilities Development Corporation and Malabrigo Corporation; *Director*, Pinamucan Power Corporation; *Vice Chairman*, Consolidated Tobacco Industries of the Philippines, Inc. B S Mechanical Engineering, University of Sto. Tomas.

**MARK RYAN K. COKENG**, 32 years old, Filipino citizen.  
***Treasurer and Director***

Re-elected on 31 July 2017 to a one-year term. Director and Treasurer since 2013.

*Treasurer and Director*, Magellan Capital Holdings Corporation; *Director and Treasurer*, Magellan Capital Corporation; *Director*, IPADS Developers, Inc.; *Director*, Pointwest Technologies Corporation, *Director*, Pointwest Innovations Corporation, *Director and Treasurer*, Business Process Outsourcing International, Inc. Bachelor of Arts in Economics and Statistics, Boston University.

**MARY K. COKENG**, 65 years old, Filipino citizen.  
***Director***

Re-elected on 31 July 2017 to a one-year term. Director since 2008.

*Director*, Essential Holdings, Limited, *Director*, Magellan Capital Holdings Corporation. Bachelor of Arts, Management, University of Sto. Tomas

**JOHNNY O. COBANKIAT**, 66 years old, Filipino citizen.  
***Director***

Re-elected on 31 July 2017 to a one-year term. Director since 2008.

*President*, Ace Hardware Phils., Cobankiat Hardware, Inc. and Milwaukee Builders Center, Inc.; *Executive Vice President*, Hardware Workshop; *Vice Chairman*, R. Nubla Securities. BS Accounting, De La Salle University

**FRANCIS LEE CHUA**, 66 years old, Filipino citizen.  
***Director***

Re-elected 31 July on 2017 for a one-year term. Director since 2001.

*General Manager*, Sunny Multi Products and Land Management Inc., Midori Carpet; *Corporate Secretary*, Sunflare Horizon International, Inc. BS Management, Ateneo University.

**JOHNSON TAN GUI YEE**, 71 years old, Filipino citizen.

***Director***

Re-elected on 31 July 2017 to a one-year term. Director since 1997.

*Chairman*, Armak Tape Corporation; *President & Chief Executive Officer*, Armak Holdings and Development, Inc.; *President*, Yarnton Traders Corporation; *Director*, Magellan Capital Holdings Corporation. BS Chemical Engineering and BS Mathematics

**RUFINO B. TIANGCO**, 68 years old, Filipino citizen.

***Director***

Re-elected on 31 July 2017 to a one-year term. Director since 1997.

*Chairman of the Board*, R.A.V. Fishing Corporation, Marala Vitas Central Terminal & Shipyard Corp.; *President*, Vructi Holdings Corporation; Trufsons Holdings Corporation, Ruvict Holdings Corporation; *Director*, Magellan Capital Holdings Corporation and Magellan Utilities Development Corporation. BS Mechanical Engineering, University of Sto. Tomas.

**ROBERT Y. YNSON**, 70 years old, Filipino citizen.

***Director***

Re-elected on 31 July 2017 to a one-year term. Director since 1997.

*President*, Phesco, Incorporated, *Director*, Super Industrial Corporation. BS in Industrial Engineering, Master in Business Administration.

**JOSEPHINE V. BARCELON**, 59 years old, Filipino citizen.

***Director***

Elected on 31 July 2017 to a one-year term.

*President/Nominee*, J. M. Barcelon & Co., Inc., Stockbrokers/Dealer in Securities, Certified Securities Representative (Salesman) licensed by SEC; *President*, Ona Real Estate Corporation, Jaybee Real Estate Corporation, Joam Investment Corporation; *Director*, Oriental Petroleum & Minerals Corporation (PSE Listed Company). B.A. (Hons.) M.A. (Oxon), Oxford University.

**CHARLIE K. CHUA**, 55 years old, Filipino citizen.

***Nominee for Independent Director***

Vice President, Highland Tractor Parts Inc.; B.S. Mechanical Engineering, University of the Philippines, Master of Science, Mechanical Engineering, University of California, Berkley.

**PETER L. KAWSEK, JR.**, 60 years old, Filipino citizen.

***Nominee for Independent Director***

*President*, Apo International Marketing Corporation; Bekter Ventures Inc.; Vice President, Kawsek Inc. Bachelor of Science in Business, De La Salle University.

**FINA BERNADETTE D.C. TANTUICO**, 56 years old, Filipino citizen.

***Corporate Secretary***

Re-elected on 31 July 2017 to a one-year term.

*Legal Counsel and Corporate Secretary*, F & Prince Holdings Corporation and its subsidiaries and affiliates (2002 up to the present); Magellan Capital Holdings Corporation and its subsidiaries, Magellan Utilities Development Corporation, Pointwest Technologies Corporation, Pointwest Innovations Corporation, Pinamucan Industrial Estates Inc; *Corporate Secretary*, Philippine Telegraph & Telephone Co. (PT&T), Capitol Wireless Inc. (Capwire), Philippine Wireless Inc. (Pocketbell), Republic Telecommunications Company (Retelcom), U.P. Law Alumni Foundation Inc. (UPLAF), *Former Assistant Vice-President and Corporate Secretary*, United Overseas Bank Philippines (2000-2001). *Former President* of the Philippine Bar Association. Law Degree, University of the Philippines.

**Term of Office.** The directors of the Registrant were elected during the annual stockholders' meeting held on 31 July 2017. The directors have a one (1) year term of office.

**Executive Officers.** The Executive Officers of the Registrant, and their respective ages, citizenship, positions are as follows:

NAME	AGE	CITIZENSHIP	POSITION	PERIOD DURING WHICH THE INDIVIDUAL HAS SERVED AS SUCH
Robert Y. Cokeng	66	Filipino	President and Vice Chairman; Chairman and President	since 1996 - 2007 to present
Francisco Y. Cokeng, Jr.	64	Filipino	Vice Chairman	2007 to present
Emeterio L. Barcelon, SJ	90	Filipino	Senior Vice President	1980 to present
Johnson U. Co	65	Filipino	Vice-President for Administration	2013 to present
Mark Ryan K. Cokeng	32	Filipino	Treasurer and Chief Financial Officer	2013 to present
Fina C. Tantuico	56	Filipino	Corporate Secretary	2009 to present

**Independent Directors**

The incumbent independent directors of the Registrant are as follows:

Johnny O. Cobankiat  
Josephine V. Barcelon



The nominees for Independent Directors are:

- Charlie K. Chua - as recommended by Betty C. Dy.
- Peter L. Kawsek, Jr. - as recommended by Arsenio C. Tang.

Mr. Peter L. Kawsek, Jr. has no relationship with Mr. Arsenio C. Tang, a shareholder of the Registrant with 30,000 common shares and with equivalent percentage of 0.006%. Mr. Charlie K. Chua has no relationship to Betty C. Dy, a shareholder of the Registrant with 1,100,000 shares equivalent to .002% ownership.

During the Annual Stockholders' Meeting held on 12 July 2006, the stockholders, constituting more than 2/3 of the issuer's outstanding capital stock, approved the proposed amendment to the By-Laws adopting the requirements of SRC Rule 38 on the nomination and election of Independent Directors. The aforesaid amendment to the company's By-Laws adopting the requirements of SRC Rule 38 was approved by the SEC on February 2008.

Pursuant to SRC Rule 38 as amended, the Company's Nominations Committee promulgated the following guidelines to govern the conduct of the nomination for independent directors:

1. The Committee shall ascertain that all candidates for nominees meet the qualifications of an independent director pursuant to the Code of Corporate Governance and applicable issuances from the SEC.
2. Each of the Committee members shall choose possible nominees from candidates nominated by shareholders. The nominees must meet the following minimum qualifications:
  - (i) He shall have at least one (1) share of stock of the corporation;
  - (ii) He shall be at least a college graduate or he shall have been engaged or exposed to the business of the corporation for at least five (5) years;
  - (iii) He shall possess integrity/probity; and
  - (iv) He shall be assiduous.

**The members of the Nomination Committee of the Registrant are the following:**

- Robert Y. Cokeng - Chairman
- Johnson U. Co
- Rufino B. Tiangco
- Johnson Tan Gui Yee
- Johnny O. Conbankiat - Independent Director

**Nomination for Directorship.** The nominees for Regular Directors are nine (9) of the eleven (11) incumbent directors namely Robert Y. Cokeng, Francisco Y. Cokeng, Jr., Johnson U. Co, Mark Ryan K. Cokeng, Johnny O. Cobankiat, Mary K. Cokeng, Francis L. Chua, Johnson Tan Gui Yee and Rufino B. Tiangco. Messrs. Charlie K. Chua and Peter L. Kawsek, Jr. are the nominees for Independent Directors. The Nomination committee has determined that they meet the

qualifications for directors as outlined above. The business background of the eleven (11) incumbent directors as well as the nominees Charlie K. Chua and Peter Kawsek, Jr. have been shown above. Messrs. Josephine V. Barcelon and Robert Y. Ynson will not be running for re-election.

## **(2) Significant Employees**

There are no other persons other than the Registrant's executive officers who are expected to make a significant contribution to its business.

## **(3) Family Relationships**

Messrs. Robert Y. Cokeng and Francisco Y. Cokeng, Jr. are brothers. They are first cousins of Mr. Johnson U. Co. Mrs. Mary K. Cokeng is the spouse of Robert Y. Cokeng. Mr. Mark Ryan K. Cokeng is the son of Robert and Mary Cokeng. Josephine V. Barcelon is the niece of Fr. Emeterio Barcelon, SJ. Other than the ones disclosed, there no other family relationships known to the Registrant.

## **(4) Certain Relationship and Related Transaction**

There is no transaction or proposed transaction during the last two (2) years to which the Registrant was or is to be a party in relation to any director, any nominee for election as director, any security holder of certain record beneficial owner or management or any member of the immediate families of such directors. The Registrant's subsidiary, Magellan Capital Holdings Corporation (MCHC), and certain of MCHC's subsidiaries and affiliates as well as Registrant's affiliate, Business Process Outsourcing International (BPOI), have transactions with each other such as rental contracts and intercompany loans. These transactions are on arms-length basis and, in the case of partially owned affiliates, are subject to approval of unrelated shareholders of these affiliates. A summary of receivables and transactions with related parties is found on page 38 of Audited Financial Statements in the 2017 Management Report. In the case of rental contracts, the rental rates charged are similar to those charged to outside parties leasing similar properties.

No director has resigned or declined to stand for re-election to the Board of Directors since July 31, 2017, the date of the last annual stockholders' meeting, because of a disagreement with the Corporation on any matter relating to the Corporation's operations, policies or practices.

As of December 31, 2017, MCHC and its subsidiary, Pinamucan Industrial Estates, Inc. (PIEI) have receivables from Magellan Utilities Development Corporation (MUDC), a minority owned affiliate of MCHC. As of December 31, 2017, the Registrant also had dividend receivables from its outsourcing affiliate, PTC and BPOI. Receivables from MUDC are fully provided for in the Audited Financial Statements.

## ITEM 6. COMPENSATION OF DIRECTORS AND EXECUTIVE OFFICERS

### (1) GENERAL

None of the directors and executive officers of the Registrant are paid any compensation as such. Among its officers, only Messrs. Fina Bernadette D.C. Tantuico, Robert Y. Cokeng, Johnson U. Co, Manuel N. Dy and Mark Ryan K. Cokeng are paid professional fees and compensation by the Registrant or its affiliates, MCHC and PIEI, respectively. Directors are not paid any compensation by the Registrant other than a *per diem* of Five Thousand Pesos (₱5,000.00) per attendance of Board Meeting. Apart from the CEO, there are only three (3) highly compensated executive officers. The next tier is composed of regular staff members.

### (2) SUMMARY COMPENSATION TABLE

**Summary Compensation Table  
Annual Compensation**

NAME & PRINCIPAL POSITION	YEAR	SALARY	BONUS	OTHER ANNUAL COMPENSATION*
Robert Y. Cokeng, President	2018	-	-	} ₱10,600,000.00 <sup>1&gt;</sup>
Johnson U. Co, Vice-President-Administration	2018	-	-	
Mark Ryan K. Cokeng, Treasurer	2018	-	-	
Fina Bernadette D.C. Tantuico, Corporate Sec.	2018	-	-	
All Other Officers & Directors	2018	₱280,000.00	-	

NAME & PRINCIPAL POSITION	YEAR	SALARY	BONUS	OTHER ANNUAL COMPENSATION*
Robert Y. Cokeng, President	2017	-	-	} ₱9,825,500.00
Johnson U. Co, Vice-President-Administration	2017	-	-	
Mark Ryan K. Cokeng, Treasurer	2017	-	-	
Fina Bernadette D.C. Tantuico, Corporate Sec	2017	-	-	
All Other Officers & Directors	2017	₱280,000.00		

NAME & PRINCIPAL POSITION	YEAR	SALARY	BONUS	OTHER ANNUAL COMPENSATION*
Robert Y. Cokeng, President	2016	-	-	} ₱9,778,800.00
Johnson U. Co, Vice-President-Administration	2016	-	-	
Mark Ryan K. Cokeng, Treasurer	2016	-	-	
Fina Bernadette D.C. Tantuico, Corporate Sec	2016	-	-	
All Other Officers & Directors	2016	₱270,000.00		

<sup>1></sup> Estimated compensation for the year 2018.

\* On 12 February 2002, the SEC approved the Amendment to the Registrant's By-Laws, specifically Article III, Section 6 on Compensation of Directors. The cap of Pesos (₱500.00) has been removed. Each director may now receive a reasonable per diem, as may be fixed by the Board of Directors, for attendance at board meetings.

\* Pursuant to the Amended By-Laws, the Securities and Exchange Commission approved the Amendment of By-Laws Registrant's Board of Directors, During a regular meeting held on 28 February 2002 approved and adopted a resolution fixing the per diem at ₱5000 per attendance at Board Meetings.

\* The amount given represents the professional fees and compensation paid by the affiliates of Registrant.

\*\*\* Other directors and executive officers of the Registrant are not paid any compensation as such.

### 3) COMPENSATION OF DIRECTORS

Directors receive a *per diem* of ₱5000 *per* attendance at Board Meetings and no other compensation as such.\*

### (4) Employment Contracts and Termination of Employment and Change-in-Control Arrangements

There are no employment contracts nor any compensatory plan or arrangements with the Executive Officers of the Registrant.

### (5) Warrants and Options Outstanding: Re-pricing

There are no existing warrants outstanding. One detachable Subscription Warrant was issued for each share subscribed under the share offering in 2002. Warrants for 723,727 "A" shares and 71,198 "B" shares were exercised. All the remaining warrants that were not exercised have expired as of May 2008. There are no options or warrants currently outstanding.

## ITEM 7. LEGAL PROCEEDINGS

For the past six (6) years up to the present, there are no proceedings involving, and to the best of knowledge, threatened against the Registrant. As of **21 June 2018**, none of the current directors, or nominees for election as director, executive officer, underwriter or control person of the Registrant has been involved in or in the subject of any bankruptcy petition, conviction by final judgment, or is the subject of any order judgment or decree, or involved in any violation of a securities of commodities law.

However, with respect to its subsidiaries, following is a summary of pending litigation involving them:

- (a) ***"Rolando M. Zosa v. Magellan Capital Holdings Corporation and Magellan Capital Management Corporation"***, Civil Case No. CEB-18619, Regional Trial Court of Cebu City, Branch 58; *Magellan Capital Management Corporation and Magellan Capital Holdings Corporation v. Rolando M. Zosa, et al.*" G.R. No. 129916, Supreme Court; *Ad Hoc Arbitration with an Arbitral Tribunal composed of Justice Florentino P. Feliciano, as Chairman and Attys. Ramon R. Torralba and Enrique I. Quiason as members; Regional Trial Court, Branch 139, SP Proc. No. M-6259 and SP Proc. No. 6264; Court of Appeals, CA GR. SP-144096; CA GR SP NO. 144162.*

This is a case for damages instituted in May 1996, wherein complainant Zosa seeks to enforce his purported rights under his Employment Agreement with defendants and claims entitlement to the following reliefs, to wit:

- (1) actual damages in the amount of ₱10,000,000;

- (2) attorney's fees in the amount of ₱300,000; and
- (3) expenses of litigation in the amount of ₱150,000.

Defendants sought a dismissal of the case, invoking the provision of arbitration in the Employment Contract. In a Decision dated 18 July 1997, the trial court declared invalid the arbitration clause providing for the manner by which the arbitrators will be chosen and substituted the provisions of the Arbitration Law therefore. The Supreme Court, on 26 March 2001 affirmed the trial court's decision which became final and executory. Arbitrators were appointed one by Zosa, on the one hand, and the other jointly appointed by MCHC and MCMC and a third jointly chosen by the two arbitrators.

Sometime in November 2004, the Arbitral Tribunal was finally constituted composed of Justice Florentino P. Feliciano as Chairman and Attys. Ramon R. Torralba and Enrique I. Quiason as members.

On 14 March 2005, the parties submitted to the Tribunal their Confirmation of Agreement to Submit to Arbitration. The Complainant has submitted its Statement of Claims & Memorials. The respondents have submitted their Statement of Defenses and are scheduled to submit their Counter-Memorials on 02 May 2004.

On 02 August 2005, the Memoranda of the parties were submitted and the case was submitted for resolution.

On 06 March 2005, the Tribunal rendered its decision awarding Zosa's claim for severance pay but disallowed his claims for attorney's fees and moral and exemplary damages and costs of suit.

On 12 April 2006, MCHC filed with the Regional Trial Court of Makati City, a verified petition with prayer for the issuance of an Order to Vacate the Arbitral Award, dated 6 March 2006, pursuant to Sections 22 to 29 of Republic Act No. 876 ("The Arbitration Law") and the relevant provisions of Republic Act No. 9825 (the "Alternative Dispute Resolution Act of 2004). Likewise, Zosa filed his Application for Confirmation of Award on 12 April 2006. The two cases were consolidated and are presently pending with Branch 139 of the Regional Trial Court of Makati as Sp. Proc. No. M-6259 and M-6264. The parties are presently awaiting the Court's resolution on the issue of whether the Application for Confirmation of Award was seasonably filed considering the non-payment of docket fees at the time of filing. On 17 March 2009, a hearing was held whereby the Court directed all the parties to submit their respective Memoranda. In compliance with the aforesaid order, MCHC submitted its Memoranda on 17 May 2009. The case was submitted for resolution on 29 January 2013.

On 29 June 2015, the Court rendered its decision confirming the arbitral award directing MCHC solidarily with MCMC to pay Zosa's severance compensation in the amount of ₱14,669,691.43. MCHC filed its Motion for Reconsideration on 23 July 2015 which was denied in an Order dated 7 January 2016. On 9 February 2016, MCHC filed with the Court of Appeals its Petition for Review of the Decision of the Regional Trial Court. MCMC

likewise filed its appeal with the said appellate court. The case is now pending with the Court of Appeals. In a Resolution dated 24 November 2017, the Court of Appeals informed the parties that the pending incidents are submitted for resolution and the petitions submitted for Decision.

**(b) “People of the Philippines vs. Ariel Balatbat”**, Criminal Case No. 115515, Regional Trial Court of Pasig City, Branch 155. MCHC filed a complaint, through its authorized officer, against Ariel Balatbat for qualified theft relating to several unauthorized withdrawals of, and anomalous transactions involving, company funds in the total amount ₱41,021.50 (converted to US\$1,000.00). On 29 October 2004, the Court rendered its decision finding the accused guilty beyond reasonable doubt of the crime of qualified theft under Article 310 of the Revised Penal Code and imposed the corresponding penalty of imprisonment of 10 years minimum to a maximum of 14 years. The Decision of the Regional Trial Court was appealed to the Court of Appeals. In a Decision rendered in February 2018, the Court of Appeals reversed the conviction of the accused. As of this writing, MCHC, decided not to appeal the aforesaid Decision of the Court of Appeals for humanitarian reasons, and because the accused had already spent some time in incarceration.

**“People of the Philippines vs. Ariel Balatbat”**, Criminal Case No. 114955, Regional Trial Court of Pasig City, Branch 151. MUDC, through its authorized officer, has also filed a complaint against Ariel Balatbat for qualified theft relating to several unauthorized withdrawals of, and anomalous transactions involving, company funds in the total amount of ₱121,500.00 (equivalent to US\$3,000.00), US\$4,000.00, and US\$1,020.00. Said amounts were never recovered or accounted for. The case is currently pending before the Regional Trial Court, which also issued a warrant of arrest for the same. The bail was set for ₱40,000.00. The accused was arrested and subsequently arraigned. Three (3) witnesses have been presented - two (2) from the bank and one (1) from MUDC.

On 28 February 2005, the Prosecution filed its “Formal Offer of Evidence”. Defense rested its case on 4 December 2006. On 22 January 2007, the Prosecution presented its rebuttal evidence. The Memorandum for the Prosecution having been filed, the case was submitted for decision. As of this writing or on April 29, 2013 the Court rendered its decision finding the accused guilty of the crime of qualified theft and sentenced the accused to *reclusion perpetua*. It also ordered the restitution to MUDC of the amount of \$4,000.00 or its peso equivalent ₱105,720.00 Pesos. The Court found no liability for the amount of \$3,000.00 withdrawn it appearing that same was credited to private complainant. On appeal, the Court of Appeals, in a Decision dated 28 February 2017, reversed and set aside the Decision of the Regional Trial Court, dated 15 February 2013. As of this writing, MCHC, for humanitarian reasons, and the fact that the accused had already spent some time in incarceration, decided not to appeal the aforesaid Decision of the Court of Appeals.

**c) Magellan Capital Holdings Corporation vs. Spouses Mario and Preciosa Roño, Civil Case No. 066, Regional Trial Court, Taguig City, Branch 153.** This is a case, filed in 2016, for

Injunction, with application for TRO and Writ of Injunction, against Spouses Mario and Preciosa Roño, the Taguig Register of Deeds, the Securities and Exchange Commission, Bureau of Internal Revenue, Taguig District to prevent the use of falsified documents including a fake Deed of Sale, fake General Information Sheet (GIS) and fake certificate of title, to transfer MCHC's property in Fort Bonifacio in favor of the Spouses Roño. This is in relation to the ongoing attempt by certain individuals to cause the transfer of title over MCHC's 985 square meter lot at Bonifacio Global City ("BGC") in their favor using falsified and spurious documents. The Regional Trial Court granted the preliminary injunction on 24 August 2016. The case is pending resolution on the grant of a permanent injunction. In an order dated 3 July 2017, the RTC referred the case for mediation proceedings which are ongoing as of this writing. On 15 March 2018, the Court deemed as submitted for resolution the Motion to declare defendants in default.

- d) Magellan Capital Holdings Corporation represented by Mr. Robert Y. Cokeng vs. Spouses Mario and Preciosa Roño et al, XV-16-INV-16F-00541, Office of the City Prosecutor of Taguig; People of the Philippines vs. Marion S. Roño, Criminal Case No. 17-28768, Metropolitan Trial Court of Taguig City, Branch 115; People of the Philippines vs. Mario S. Roño, Criminal Case No. 17-28769, Metropolitan Trial Court of Taguig City, Branch 115; People of the Philippines vs. Mario S. Roño and Preciosa Roño, Criminal Case No. 17-28771, Metropolitan Trial Court of Taguig City, Branch 115; People of the Philippines vs. Mario Roño and Preciosa Roño, Criminal Case no. 17-28770, Metropolitan Trial Court of Taguig City, Branch 116.** These criminal cases for Falsification under Article 171 in relation to Article 172 of the Revised Penal Code, were filed against the named individuals in connection with Civil Case No. 066. The Prosecutor in XV-16-INV-16F-00541, found probable cause against the respondents and the corresponding Information was filed with the Metropolitan Trial Court. A Warrant of Arrest against the respondents was issued on 10 February 2017 and Arraignment was scheduled last 23 March 2017. On 12 May the RTC dismissed the accused's Omnibus Motion (1) to Quash for failure to state an offense (2) issue Bill of Particulars and (3) suspend proceedings in view of the pendency of accused's Petition for Review with the Department of Justice (DOJ) and (4) Suspend Arraignment. Arraignment was scheduled to be held on 15 May 2017. In an Order dated 22 May 2017, the RTC reset the arraignment to 14 August 2017. On 2 June 2017 the Department of Justice (DOJ) dismissed the petition for Review filed by the accused Spouses Rono. The accused was arraigned on 14 August 2017. As of this writing, the parties are undergoing judicial dispute resolution.
- e) Magellan Capital Holdings Corporation, represented by Mr. Robert Y. Cokeng vs. Spouses Mario and Preciosa Roño, Pedro S. Villafior, John Doe and Jane Doe, IS No. XV-13-INV-16-J-02050, Office of the City Prosecutor of Pasay City, Department of Justice.** In relation to the aforementioned cases, this case was filed against the respondents for violation of Article 172 in relation Article 171 of the revised Penal Code (Use of Falsified documents). The falsified documents were used to open an account in Maybank, Villamor Base branch, Pasay City. In a Resolution dated 5 January 2017, the City Prosecutor dismissed MCHC's complaint. In Resolution dated 29 November 2017, the Motion for Reconsideration filed by MCHC was denied.

- f) Magellan Capital Holdings Corporation vs. Spouses Mario and Preciosa Roño, IS No. XV-03-INV-16J-10508, Office of the City Prosecutor of Quezon City, Department of Justice.** In relation to the aforementioned cases, this case was filed against the respondents for violation of Article 172 in relation to Article 171 (2) of the Revised Penal Code. The falsified documents appear as having been executed and notarized in Quezon City. In a Resolution dated 19 March 2018 which was received on 18 April 2018, the City Prosecutor's office dismissed the complaint against respondents. As of this writing, MCHC is in the process of filing its Motion for Reconsideration of the aforesaid Resolution.
- g) Robert Y. Cokeng (for and in behalf of Magellan Capital Holdings Corporation) vs. Maybank Philippines, Inc. Dato Dr. Tan Tat Wai, Herminio M. Famatigan Jr., Jonathan P. Ong, Jose A. Morales III and Milandro C. Urbano, OSI-AC-No. 2016-032, Bangko Sentral ng Pilipinas, Office of the Special Investigation; Robert Y. Cokeng (for and in behalf of Magellan Capital Holdings Corporation) v. Metropolitan Bank and Trust Company, Fabian S. Dee, Alfredo V. Ty, Arthur Ty, Francis Cua, Trixia C. Tan, Joyce P. Pareno and Grance C. Buenavista, OSI-AC\_No. 2016-029, Bangko Sentral ng Pilipinas, Office of Special Investigation.** These cases were filed with the Bangko Sentral ng Pilipinas against two banks, Maybank and Metro Bank in connection with their participation in the aforementioned cases. In OSI-AC-No.2016-032, the BSP, in a Resolution, dated 21 November 2016, referred the case against Maybank to the Financial Consumer Protection Department (FCPD), Supervision and Examination Sector of the BSP. In a letter dated 02 February 2017, the FCPD informed MCHC that it in turn referred the matter to the attention of BSP departments exercising supervisory authority over banks. The Office of Special Investigation, in the meantime, continued to hear the administrative complaint against the respondents Dato Dr Tan Tat Wai, Herminio Famatigan, Jonathan P. Ong et al. In a Resolution dated 03 October 2017, the BSP Office of Special Investigation dismissed the administrative complaint against the said respondents. In a Resolution dated 09 January 2017, the BSP denied MCHC's Motion for Partial Reconsideration. With respect to OSI-AC No. 2016-029, the Office of Special Investigation, in a Resolution dated 20 March 2018, dismissed the administrative complaint filed by MCHC against Metro Bank and its Board of Directors.

## **ITEM 8. INDEPENDENT PUBLIC ACCOUNTANTS**

Management intends to recommend the re-appointment of Sycip Gorres Velayo & Co. as the external auditor of the Corporation. Said accounting firm was first engaged by the Corporation as its external auditor in 1997 and re-appointed through 1998 to 2005 during the stockholders' meeting of said years. There has been no changes in and disagreements with SGV on its accounting and financial disclosure since their appointment in 1997. Prior to 1997, the external auditor of the Corporation was Velandria Dimagiba & Co. The change in the external auditor was not due to any disagreement between the Corporation and the former auditor on accounting and financial disclosures, or their resignation or dismissal.

In compliance with SRC Rule 68 as amended, Part 3(b)(iv)(ix), requiring that the signing partner of the auditing firm of the regulated entity shall be rotated every five years of engagement, and



that a two-year cooling off period shall be observed in the re-engagement of the same signing partner or individual auditor, the following were the SGV partners assigned to handle the Issuer for the past six years and the partner expected to be assigned for 2016:

2011 – John Nai Peng Ong  
2012 – Leovina Mae V. Chu  
2013 – Leovina Mae V. Chu  
2014 – Jhoanna Feliza C. Go  
2015 – Jhoanna Feliza C. Go  
2016 – Jhoanna Feliza C. Go  
2017 – Jhoanna Feliza C. Go  
2018 - Jhoanna Feliza C. Go

The representatives of the Independent Auditors will be present at the Annual Stockholders' Meeting to answer any questions raised to or to make appropriate statements.

**The members of the Registrant’s Audit Committee are the following:**

Johnny O. Cobankiat - Committee Chairman and Independent Director  
Robert Y. Cokeng  
Johnson U. Co  
Johnson Tan Gui Yee  
Rufino B. Tiangco

**ITEM 9. COMPENSATION PLANS**

There is no action to be taken with respect to any plan pursuant to cash or non-cash compensation to be paid or distributed.

**The members of the Registrant’s Compensation Committee are the following:**

Robert Y. Cokeng - Chairman  
Johnson U. Co  
Johnny O. Cobankiat - Independent Director  
Johnson Tan Gui Yee  
Rufino B. Tiangco

**C. OTHER MATTERS**

**ITEM 10. ACTION WITH RESPECT TO REPORTS**

Action will be required for the approval of the following matters:

- (1) Minutes of the Annual Stockholders’ Meeting held on July 31, 2017 – briefly, directors for the year 2017 were nominated and elected, and the following matters were approved:

- (a) minutes of the 2016 Annual Stockholders' Meeting were approved;
  - (b) 2016 Audited Financial Statements were likewise approved;
  - (c) ratification of corporate actions taken in 2016;
  - (d) re-appointment of SGV & Co. as external auditor;
- (2) Audited Financial Statements as of December 31, 2017; and
- (3) Ratification of corporate actions taken by the Board of Directors for the year 2017.

Actions taken on the above minutes and reports will constitute approval or disapproval of any of the matters referred to in such minutes and reports.

#### **ITEM 11. MATTERS NOT REQUIRED TO BE SUBMITTED**

There is no action to be taken with respect to any matter which is not required to be submitted to a vote of security holders.

#### **ITEM 12. AMENDMENT OF CHARTER, BY-LAWS OR OTHER DOCUMENTS**

No action is required for any amendment of the corporation's charter or By-laws.

#### **ITEM 13. OTHER PROPOSED ACTION**

No other action is to be taken with respect to any matter not specifically referred to above.

#### **ITEM 14. DISAGREEMENTS**

No director of the Registrant has informed the Registrant that he opposes any action intended to be taken or taken by the Registrant.

#### **ITEM 15. VOTING PROCEDURES**

Provided there is present, in person or by proxy, the owners of a majority of the outstanding capital stock of the Corporation:

- (1) matters presented for approval by the shareholders, other than election of directors, will be considered approved upon the affirmative vote of a majority of the shareholders present at the meeting, and
- (2) candidates for the positions of Directors of the Corporation receiving the highest number of votes shall be declared elected.

Each shareholder may vote in person or by proxy the number of shares of stock standing in his name on the books of the Corporation. Each share represents one vote. In accordance with the By-laws of the Corporation, the election of directors and/or approval of any other matters

presented to the shareholders shall be by ballot, and the Corporate Secretary shall count the votes cast.

## **CERTIFICATION**

I, **FINA BERNADETTE D.C. TANTUICO**, the Corporate Secretary of **F & J PRINCE HOLDINGS CORPORATION**, hereby certify that to the best of my knowledge, none of the current Directors or Officers of F & J Prince Holdings Corporation, with principal address at the 5<sup>th</sup> Floor Citibank Center, 8741 Paseo de Roxas, Makati City, are employed by, or holding positions in, or are in any way connected with any government agency or instrumentality of the government. One of the officers, Father Emeterio Barcelon, retired from his position as a professor of the Development Academy of the Philippines in 1999 and has not occupied any government position since his retirement.

This Certification is issued in compliance with the directive of the Securities & Exchange Commission (in compliance with Office of the President Memorandum Circular No. 17, September 4, 1986), in relation to the submission of the Corporation's Preliminary Information Statement.

June 21, 2018.

  
(ATTY.) **FINA BERNADETTE D.C. TANTUICO**  
Corporate Secretary

## SIGNATURE

After reasonable inquiry and to the best of my knowledge and belief, I certify that the information set forth in this report is true, complete and correct.

June 21, 2018, Makati City, Philippines.

*F & J Prince Holdings Corporation*

By:



**ROBERT Y. COKENG**  
President

## PART II

### INFORMATION REQUIRED IN A PROXY FORM

#### ***Item 1. Identification***

The proxy is being solicited by *F & J Prince Holdings Corporation* (the "Corporation") for and in its behalf, in connection with its Annual Stockholders Meeting to be held on **Thursday, July 26, 2018 at 2:30 p.m. at the Function Room 7, Top of the Citi, 34th Floor, Citibank Tower, 8741 Paseo de Roxas, Makati City.**

#### ***Item 2. Instruction***

In order that your securities may be represented at the meeting in case you are not personally present, please complete, sign and date the Proxy Form.

The Corporation shall be pleased to vote your securities in accordance with your wishes if you will execute the Proxy Form and return the same promptly. It is understood that if you sign without otherwise marking the form, the securities will be voted as recommended by the Board of Directors on all matters to be considered at the meeting. The Chairman of the meeting is hereby authorized and empowered to fully exercise all rights as the attorney and proxy at such meeting.

#### ***Item 3. Revocability of Proxy***

The shareholder may revoke the proxy issued by him at any time prior to its use by the party who is thereby authorized to exercise the same. The By-laws do not provide any formal procedure by which revocation shall be done. However, the By-laws provide that no proxy bearing a signature that is not legally acknowledge, shall be recognized at any meeting unless such signature is known and recognized by the secretary of the meeting. Furthermore, proxies for meetings must be filed with and received at the offices of the Corporation at least five (5) days prior to the date of the meeting.

#### ***Item 4. Persons Making the Solicitation***

The solicitation of proxies is being undertaken by the Corporation in order to obtain the required quorum and the required vote to approve the subject matter of the annual meeting. No director has informed the Corporation of any intention to oppose the matters to be taken up in the annual meeting. No director or executive officer of the Registrant has any substantial interest, direct or indirect, by security holdings or otherwise, in any matter to be acted upon, other than election to office.

In addition to ordinary mail, the Corporation, in coordination with its stock and transfer agent, intends to utilize the usual couriers and messengers to undertake the personal delivery of the proxy forms. No special contracts for courier or delivery services have been entered into. Costs will be limited to the normal costs of such services.

The costs of distributing this Information Statement and of soliciting the relevant proxies, which will be approximately Thirty Thousand Pesos (₱30,000.00) shall be borne by the Corporation.

## **PROXY**

This proxy is being solicited by *F & J Prince Holdings Corporation* (the "Corporation") for and in its behalf, in connection with its Annual Stockholders' Meeting to be held on Thursday, **July 26, 2018, at 2:30 p.m. at the Function Room 7, Top of the Citi, 34<sup>th</sup> Floor, Citibank Tower, 8741 Paseo de Roxas, Makati City.**

In order that your securities may be represented at the meeting in case you are not personally present, please complete, sign and date this Proxy Form.

The Corporation shall be pleased to vote your securities in accordance with your wishes if you will execute this Proxy Form and return the same promptly. It is understood that if you sign without otherwise marking the form, the securities will be voted as recommended by the Board of Directors on all matters to be considered at the meeting. The Chairman of the meeting is hereby authorized and empowered to fully exercise all rights as the attorney and proxy at such meeting.

Hereunder are the matters to be taken up during the meeting, please indicate your proposal selection by firmly placing an "X" in the appropriate box:

**1. Approval of the Minutes of the July 31, 2017 Annual Stockholders' Meeting.**

Voting Instruction

For                       Against                       Abstain

**2. Approval of the Audited Financial Statements as of December 31, 2017.**

Voting Instruction

For                       Against                       Abstain

**3. Ratification of Corporate Acts.**

Voting Instruction

For                       Against                       Abstain

**4. Election of Directors.**

Nominees	Authority to Vote Granted	Authority to Vote Withheld
1. Francis L. Chua	<input type="checkbox"/>	<input type="checkbox"/>
2. Johnson U. Co	<input type="checkbox"/>	<input type="checkbox"/>
3. Johnny O. Cobankiat	<input type="checkbox"/>	<input type="checkbox"/>
4. Francisco Y. Cokeng, Jr.	<input type="checkbox"/>	<input type="checkbox"/>
5. Mark Ryan K. Cokeng	<input type="checkbox"/>	<input type="checkbox"/>
6. Mary K. Cokeng	<input type="checkbox"/>	<input type="checkbox"/>
7. Robert Y. Cokeng	<input type="checkbox"/>	<input type="checkbox"/>
8. Rufino B. Tiangco	<input type="checkbox"/>	<input type="checkbox"/>
9. Johnson Tan Gui Yee	<input type="checkbox"/>	<input type="checkbox"/>
<b>Independent Directors:</b>		
10. Charlie K. Chua	<input type="checkbox"/>	<input type="checkbox"/>
11. Peter L. Kawsek, Jr.	<input type="checkbox"/>	<input type="checkbox"/>

**5. Appointment of Sycip Gorres Velayo & Company as External Auditor of the Corporation for the Fiscal Year January to December 2018.**

Voting Instruction

For                                       Against                                       Abstain

This Proxy shall confer discretionary authority to vote with respect to any of the following matters:

1. Matters which the Corporation does not know a reasonable time before this solicitation, are to be presented at the meeting; and
2. Matters incident to the conduct of the meeting.

No director of the Registrant has informed the Registrant that he opposes any action intended to be taken or taken by the Registrant.

IN WITNESS WHEREOF, the undersigned stockholder has executed this proxy this \_\_\_\_\_ day of \_\_\_\_\_ 2018, at \_\_\_\_\_.

\_\_\_\_\_  
Usual Signature

\_\_\_\_\_  
Print Name Here

\_\_\_\_\_  
Address



*F & J Prince Holdings Corporation*

*2017*

*Management  
Report*

## STOCK TRADING PRICE INFORMATION

The shares of the Registrant are listed with the Philippine Stock Exchange.

The high and low prices for each quarter within the last two (2) fiscal years and 1st quarter of 2017 are as follows:

QUARTER; YEAR	CLASS "A"		CLASS "B"	
	High	Low	High	Low
1 <sup>st</sup> Quarter, 2016	5.97	4.30	6.46	4.36
2 <sup>nd</sup> Quarter, 2016	5.69	4.82	6.60	4.82
3 <sup>rd</sup> Quarter, 2016	7.35	5.28	7.60	5.70
4 <sup>th</sup> Quarter, 2016	6.52	4.75	7.50	5.21
1 <sup>st</sup> Quarter, 2017	6.55	5.20	7.48	6.50
2 <sup>nd</sup> Quarter, 2017	6.20	5.39	6.15	6.00
3 <sup>rd</sup> Quarter, 2017	6.50	5.00	6.11	5.01
4 <sup>th</sup> Quarter, 2017	5.60	4.01	5.70	5.00
1 <sup>st</sup> Quarter, 2018	6.90	4.50	6.38	5.00

Note 1: Dividends amounting to ₱0.20 per share were declared and paid out in 2017. Dividends of ₱0.20 per share were declared and paid by the company in 2016.

Note 2: Class "A" shares may be owned only by Filipino citizens while Class "B" shares may be owned by Filipino citizens as well as foreigners.

Note 3: Latest market price traded was ₱4.97 per share for Class "A" shares transacted on May 2, 2018; and ₱ 5.99 per share for Class "B" shares transacted on May 18, 2018.

### Number of Shareholders

As of **May 25, 2018**, the Registrant had Four Hundred Sixty (460) stockholders of record, as follows: Class "A" shares – Four Hundred Twenty Five (425) shareholders; Class "B" shares – Forty Two (42) shareholders; and shareholders owning both Class "A" and "B" – Seven (7) shareholders.

### Dividends

Dividends amounting to ₱0.20 per share were declared and paid in 2017. Dividends of ₱0.20 per share were declared and paid in 2015.

Under the Registrant's By-laws, there are no restrictions in the declaration of dividends other than what is prescribed in the Corporation Code, namely that these shall be declared only from surplus profit and no stock dividend shall be issued without the approval of stockholders representing not less than two-thirds of all stock outstanding and entitled to vote at a general or special meeting called for the purpose. The amount of unrestricted retained earnings available for distribution as of December 31, 2017 was ₱281,247,262.00.

# *F & J Prince Holdings Corporation*

## **Management Report**

### **Annual Stockholders' Meeting**

**July 26, 2018**

## **Contents**

- Report of the Chairman and President
- Business and General Information
- Financial and Other Information
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## REPORT OF THE CHAIRMAN AND PRESIDENT

The Registrant's consolidated revenue in 2017 decreased to ₱130.8 million from ₱177.3 million in 2016. Equity in net earnings of associates decreased from ₱72.9 million in 2016 to ₱40.9 million in 2017 as Pointwest experienced lower earnings as operating margins dropped at some major accounts. Interest income slightly decreased from ₱40.1 million in 2016 to ₱37.4 million in 2017 as interest levels have stabilized. A net foreign exchange gain of ₱7.9 million was recorded in 2017 as the Peso continued to decline against foreign currencies which benefitted the foreign exchange denominated bonds and other securities held by the Registrant and its subsidiary, but this was lower than the ₱32.8 Million net foreign exchange gain in 2016. Rent increased from ₱14.0 million in 2016 to ₱20.8 million in 2017 due to escalation of rental rates and the leasing out of additional condominium office units acquired in 2016. Gain on disposal of AFS, HTM and FVPL Financial Assets of ₱3.8 million was recorded in 2017 against ₱5.4 million in 2016. Dividend income increased from ₱1.9 million in 2016 to ₱2.4 million in 2017.

Total consolidated expenses of the Registrant increased to ₱40.0 million in 2017 compared to ₱33.2 million in 2016 due to higher depreciation allowance from the increased property investment and due to higher taxes and licenses related to the acquisition of additional investment property..

As a result of the above, total consolidated income before tax in 2017 totaled ₱90.8 million compared to ₱144.1 million in 2016. After provision for income tax, total consolidated net income after tax totaled ₱79.4 million in 2017 compared to ₱136.5 million in 2016.

Net income attributable to non-controlling interest, namely minority shareholders of Magellan Capital Holdings Corporation, totaled ₱1.7 million in 2017 compared to ₱2.6 million in 2016.

The Registrant's financial position is very strong as it has substantial cash resources available to undertake its planned projects. As of December 31, 2017, the Registrant's consolidated cash and cash equivalent totaled over ₱753.6 million which was lower than the level of ₱954.6 million as of December 31, 2016 due to additional investment in properties and additional investment in financial assets. The Registrant and its subsidiary is planning to undertake development of MCHC's land in Fort Bonifacio into an office building as well as to acquire income producing properties as well as additional land for development. The Registrant and its subsidiary are debt free with total consolidated liabilities of ₱56.4 million at year-end 2017 compared to ₱35.1 million at year-end 2016. Total equity amounted to ₱2.0 billion as of the end of 2017 compared to ₱1.9 billion at year-end 2016.

The Registrant and its subsidiary and affiliates are substantially debt free except for MUDC which has loans and advances from its principal shareholders. The Registrant and its subsidiaries have more than enough cash resources to meet any expected requirements in the next twelve months. Consolidated cash and cash equivalents at the end of 2017 totaled ₱753.6 million compared to ₱954.6 million at the end of 2016 while total current assets totalled ₱986.4 million at year-end 2017 compared to ₱1.2 billion at year-end 2016. Other than the normal fluctuation of the Peso exchange rate as well as the effect of the normal market fluctuations on the value of stock and bond holdings owned by the Registrant and its subsidiary, the Registrant is not aware of any trends, demands, commitments, events or uncertainties that will result in or that are reasonably likely to result in its liquidity increasing or decreasing in any material way. Likewise, the Registrant does not know of any trends, events or uncertainties that have or that are reasonably expected to have a material favorable or unfavorable impact on the revenues or income from continuing operations.

The following is a detailed discussion of the company direct and indirect subsidiaries and its affiliated associates:

### **MAGELLAN CAPITAL HOLDINGS CORPORATION (MCHC)**

Magellan Capital Holdings Corporation (MCHC), your Company's 95% owned subsidiary, is involved in the development of and investment in infrastructure and power generation projects. Established in 1990,

MCHC has ₱689 million in paid-in capital and ₱1,930 million in consolidated shareholders' equity as of December 31, 2016. After the acquisition of the block of shares owned by PSEG Philippine Holdings LLC. in December 2006, your Company owns 95% of the outstanding shares of MCHC and effectively controls and manages MCHC.

MCHC was until December 2006, 28% owned by PSEG Philippine Holdings LLC, a unit of the Public Service Enterprise Group (PSEG), the largest energy holding company in New Jersey and one of the largest in the United States.

MCHC's total consolidated assets at year-end 2017 was ₱1,990 million compared to ₱1,955 million at end of 2016. The primary reason for the increase was additional investment properties as it has been acquiring additional income producing properties and additional AFS Financial Assets. MCHC's consolidated revenues for the year 2017 totaled ₱101.1 million a decrease from ₱105.8 million in 2016. The decrease was due mainly to a lower net foreign exchange gain and lower gain on disposal of AFS financial assets. Total consolidated operating expenses of MCHC increased to ₱37.4 million in 2017 from ₱30 million in 2016 due mainly to higher taxes and licenses from the purchase of additional properties and higher depreciation expense due to higher level of investment properties. As a result of the above, net income after tax totaled ₱ 52.9 million in 2017 compared to ₱71.2 million in 2016 and ₱42.9 million in 2015.

The President and CEO of MCHC is Mr. Robert Y. Cokeng, who is also President of your Company.

MCHC owns 43% of Magellan Utilities Development Corporation (MUDC) which is discussed below. MCHC also owns the entire fifth floor of the Citibank Center Building in Makati as well as three (3) units in the adjacent Citibank Tower Building. It has also acquired one floor in the JMT Condominium Building in Ortigas Center which is currently leased out. Almost half of the floor in Citibank Center is used by your Company as well as MCHC and its subsidiaries as its corporate offices. One unit is leased to Business Process Outsourcing International, a 35% owned affiliate of the Company. The other two units available for lease have also been rented out. The condo units in the Citi Tower Building are also currently leased out. MCHC also owns a 985 square meter lot in Fort Bonifacio that it intends to develop into an office building. As a result, MCHC's rental income is expected to increase in the years ahead. MCHC has also recently acquired three condominium units in Two Roxas Triangle in Makati for investment purposes.

### **MAGELLAN UTILITIES DEVELOPMENT CORPORATION (MUDC)**

Magellan Utilities Development Corporation (MUDC) is an MCHC project company developing a 320 MW Power Project in Pinamucan, Batangas. MCHC directly owns 43% of MUDC. GPU Power Philippines, Inc., a unit of GPU Corporation (GPU), former U.S. parent company of the Manila Electric Company (MERALCO), owns 40% of MUDC. MERALCO was established by a predecessor company of GPU during the American colonial era and was a wholly owned subsidiary of GPU until 1962 when MERALCO was acquired by a Lopez - led investor group.

With the continued uncertainty over the project being developed by MUDC, MUDC at the urging of its outside auditors had in 2004 written-off all its project development expenditures. It had in 2003 already written-off all pre-operating expenses as dictated by new accounting standards that became effective in 2003. With these write-offs, MUDC now has negative equity of ₱257 million as of year-end 2015. In 2005, your Company decided not to continue development of the project. Your Company's exposure including those of MCHC and its subsidiary, Pinamucan Industrial Estates, Inc., in the project have been provided for and will not have any impact on the Company's financial position. MCHC, along with other shareholders of MUDC, will evaluate the future course of action for MUDC, including possible liquidation.

## POINTWEST TECHNOLOGIES CORPORATION (PTC)

Established in 2003 with your Company as one of the founding shareholders, Pointwest Technologies Corporation (PTC) is a global service company offering outsourced IT services from the Philippines. It is led by an experienced management team that helped pioneer offshore outsourcing in the Philippines. Among others, it offers software servicing, maintenance, testing and development to various clients, mostly in the United States. Your Company owns 30% of PTC. PTC has been profitable since its inception and has grown to a staff of about one thousand professionals and support staff and annual revenues in 2017 of over Thirty One Million US Dollars (\$31 Million).

## BUSINESS PROCESS OUTSOURCING INTERNATIONAL, INC. (BPOI)

Business Process Outsourcing International, Inc. (BPOI) is a provider of accounting and finance related services such as payroll services, internal audit, payables processing and others. It has a total staff of over 400 servicing many of the multinational and large corporations operating in the country. BPOI was spun off from the BPO Department of SGV & Co., the biggest auditing firm in the country.

Your Company owns 35% of BPOI after it acquired another 8.75% in 2005. BPOI revenues in 2017 exceeded P375 million and it has a staff of above 400 accountants and support staff.

## OTHER INVESTMENTS

Your Company and Pinamucan Industrial Estates, Inc. (PIEI) a subsidiary of Magellan Capital Holdings Corporation have also invested in Aslan Pharmaceuticals Limited (Aslan), a biotech company focused on the development of Immunotherapies and targeted agents for Asia prevalent tumor types. Your Company owns 936,000 shares while PIEI owns 1,497,388 shares of Aslan. Aslan shares were listed in the Taipei Exchange and its ADR's were listed in NASDAQ in May this year. The current market price is more than double our acquisition cost.

## CONCLUSION

Your Company generated a consolidated net income after tax in 2017 of P79.4 million, a sharp drop from the P136.5 million net income after tax in 2016. Equity in net earnings of associates which represents the Company's share of earnings of its outsourcing affiliates totaled P40.9 million in 2017 compared to the P72.9 million reported in 2016 as operating margins were under pressure in some major accounts. In addition, lower net foreign exchange gains and lower gains on disposal of ATS financial assets and financial assets at FVPL also contributed to the lower income. But this was partly offset by higher fair value gains on Financial Assets of FVPL. Your Company also had a smaller decrease in total comprehensive income for the year 2017 with a total of P153.4 million from P173.8 million in 2016 as unrealized valuation gain on AFS financial assets and higher rental income due to the acquisition of additional investment property helped to offset the lower net income. As a result of the comprehensive net income and the effect of dividend payments in 2017, total stockholders equity increased to P2009.3 million at the end of 2017 from P1938.6 million at the end of 2016. The Company and its subsidiary has been increasing its investment in income producing property and will be developing its lot in Fort Bonifacio into an office building generating lease income. It is also looking to acquire other income producing properties to increase the Company's income from continuing operations. The Company will be carefully and prudently evaluating other new projects that may be suitable to pursue in the current economic environment.

With the support of the Directors, Officers, Staff and Shareholders, we look forward to the Company's future prospects and continued success. We again reiterate our thanks to the Shareholders for their continued support.



**ROBERT Y. COKENG**  
*Chairman & President*

## BUSINESS AND GENERAL INFORMATION

### A. BUSINESS DEVELOPMENT

The Registrant was incorporated and registered with the Securities and Exchange Commission (“SEC”) on 18 February 1971 to engage primarily in the business of mining, including mineral and oil exploration. Its shares were registered and listed with the SEC in 1979 and thereafter listed and traded at the Manila Stock Exchange. Presently, its shares are listed with the Philippine Stock Exchange (“PSE”).

On 28 July 1997, the Registrant’s primary purpose was changed to that of a holding company. At present, the Registrant holds a 94.34% majority interest in Magellan Capital Holdings Corporation (“MCHC”).

In addition, the Registrant owns 30% of Pointwest Technologies Corporation (“PTC”), a software servicing and development company. The Registrant also owns 35% of Business Process Outsourcing International, Inc. (“BPOI”) a provider of accounting-based business process outsourcing (“BPO”) services to a large number of clients.

From its incorporation to the present, the Registrant has not been subject to any bankruptcy, receivership or similar proceedings. There has been no material reclassification, merger, consolidation, or purchase or sale of a significant amount of assets other than in the ordinary course of business and other than the sale by MCHC of its shares in one of its subsidiaries to J.G. Summit Holdings, Inc.

#### **Business Development of the Registrant’s Subsidiaries**

Magellan Capital Holdings Corporation (“MCHC”), is a corporation which was incorporated and registered with the SEC on 06 November 1990. The Registrant owns a 94.37% majority interest in MCHC. MCHC’s primary purpose is to engage in the business of identifying, developing and implementing infrastructure and industrial projects. On December 7, 2006, the Registrant acquired the shares of MCHC owned by PSEG Philippines Holdings LLC which represented a 27.67% total equity stake in MCHC. As a result of this transaction, the Registrant increased its ownership stake in MCHC from 66.67% to 94.37%. Because the shares were acquired at a substantial discount to book value, the Registrant booked a gain of ₱201.3 million representing excess of fair value of net assets acquired over cost in 2006.

MCHC owns 100% of the shares of the following companies:

NAME OF COMPANY	DATE OF INCORPORATION	PRIMARY PURPOSE
Pinamucan Industrial Estates, Inc.	05 May 1993	Real Estate holding and Development
Malabrigo Corporation	31 August 1993	Mining
Magellan Capital Trading, Inc.	04 January 1991	Trading
Magellan Capital Realty Development Corporation	14 November 1990	Realty

From its incorporation to the present, none of the Registrant’s above-named subsidiaries have been subject to any bankruptcy, receivership or similar proceedings. There has also been no material reclassification, merger, consolidation, or purchase or sale of a significant amount of their assets other than in the ordinary course of business.

## **Business of Registrant**

### **Description of Registrant**

The Registrant is a holding company. At present, it owns almost 95% of its subsidiary, MCHC, which is currently invested in real estate assets and in bond and stock investments and in shares of its subsidiaries. Most of the Registrant's indirect operating subsidiaries, i.e. MCHC's subsidiaries, are in development of infrastructure projects, as well as landholding and development. The Registrant also owns 30% of PTC, a soft ware servicing development company and 35% of BPOI, a company providing accounting, finance and payroll services which it acquired in 2004 and 2005.

### **Percentage of Consolidated Total Revenues**

Breakdown of Revenue for the year 2017

	<b>CONSOLIDATED TOTAL REVENUE</b>	<b>PERCENTAGE BREAKDOWN</b>
Equity in Net Earnings of Associates	₱ 40,864,501	31.2%
Interest Income	37,412,772	28.6%
Net Foreign Exchange Gains	7,974,284	6.1%
Gain on Disposal of AFS and FVPL Financial Assets	3,757,986	2.9%
Rent	20,834,930	15.9%
Fair Value Gain on Financial Assets at FVPL	17,431,323	13.3%
Dividend Income	2,424,550	1.9%
Others	137,494	0.1%
<b>Total</b>	<b>₱ 130,827,840</b>	<b>100.00%</b>

Breakdown of Revenue for the year 2016

	<b>CONSOLIDATED TOTAL REVENUE</b>	<b>PERCENTAGE BREAKDOWN</b>
Equity in Net Earnings of Associates	₱ 72,929,014	41.1%
Interest Income	40,141,896	22.6%
Net Foreign Exchange Gains	32,814,059	18.5%
Gain on Disposal of AFS and HTM Financial Assets	5,379,140	3.0%
Rent	14,028,672	7.9%
Fair Value Gains on Financial Assets at FVPL	9,980,598	5.6%
Dividend Income	1,906,263	1.1%
Others	88,257	0.1%
<b>Total</b>	<b>₱ 177,267,899</b>	<b>100.00%</b>

The Registrant's consolidated revenue in 2017 decreased to ₱130.8.3 million from ₱177.3 million in 2016. Equity in net earnings of associates decreased from ₱72.9 million in 2016 to ₱40.9 million in 2017 as Pointwest experienced lower earnings as operating margins dropped at some major accounts. A net foreign exchange gain of ₱7.9 million was recorded in 2017 but this was lower than the net foreign exchange gain of ₱32.8 million in 2016. Rent increased from ₱14.0 million in 2016 to ₱20.8 million in 2017 due to escalation of rental rates and the leasing out of additional condominium office units acquired in the last two years. Fair value gain on financial assets at FVPL of ₱17.4 million was recorded in 2017 versus ₱9.9 million in 2016. Dividend income increased from ₱1.9 million in 2016 to ₱2.4 million in 2017.



## **B. PRINCIPAL PRODUCTS AND SERVICES OF MCHC**

Currently, MCHC, the Registrant's subsidiary, has direct holdings in real estate and stock and bond investments. It also owns shares in subsidiaries and affiliates engaged in development of infrastructure projects and in real estate investment and development.

### **(a) Power Generation Project Companies**

As a result of the crippling power shortages in the 1980s, the Philippine government launched its program to encourage private sector participation in the power industry through the enactment of Executive Order No. 215 ("EO 215"). Under EO 215, independent power producers ("IPPs") may participate in bulk generation to serve the requirements of the National Power Corporation ("NPC"), electric cooperatives, private utilities and other customers. It was against this background that MCHC's power generation project companies, Magellan Utilities Development Corporation ("MUDC"), Magellan Cogeneration, Inc. ("MCI") and Mactan Power Corporation ("MPC") were organized, on the basis of BOO schemes under Republic Act No. 6957, as amended by Republic Act No. 7718. The MPC project was sold by MCHC in 1997 right before the onset of the Asian economic crisis. The MCI project was completed and sold in 1998.

MUDC, which was established to develop an approximately 320MW power plant in Pinamucan, Batangas is 43%-owned by MCHC. The other major shareholder in MUDC is GPU Power Philippines, Inc. ("GPU Power"), with a 40% equity interest. GPU Power is a subsidiary of GPU Corporation ("GPU"), the former parent company of Manila Electric Company ("MERALCO"). GPU was a U.S.-based energy holding company with about US\$11 billion in assets that operates utilities and power plants in New Jersey and Pennsylvania, U.S.A. GPU has been acquired by First Energy Corporation of Ohio which has decided to withdraw from the project and has done so by liquidating GPU Power.

MUDC initially had a 25-year power sales contract with MERALCO, under which MUDC was to supply power to MERALCO from its 300 MW coal-fired power plant to be constructed in Pinamucan, Batangas. Under a Memorandum of Agreement executed in December 1998, the parties agreed to execute a power purchase agreement whereby MERALCO would purchase the power generated from MUDC's 320 MW power plant, which was to be fuelled primarily by natural gas. The said power purchase agreement has not yet been finalized.

As a result of the project's uncertain prospects, the Registrant's auditor recommended and management had agreed that provision be made for all project development expenditures and pre-operating expenses by MUDC in line with current accounting standards. MUDC has decided not to proceed with its power project due to MERALCO's unwillingness to enter into a revised Power Purchase Agreement and due to the withdrawal of its foreign partner, GPU. In addition, MCHC has almost fully provided for its receivables due from MUDC. In 2008, in the Registrant's Consolidated Financial Statements, receivables due to MCHC's subsidiary, Pinamucan Industrial Estates, Inc., were also fully provisioned. Thus, the Registrant's remaining exposure to the MUDC project is minimal (about ₱2.1 million) at the end of 2015.

### **(b) Real Estate Holding and Development Companies**

Until July 2011, MCHC owned 100% interest in Batangas Agro-Industrial Development Corporation ("BAID").

BAID has the following wholly-owned subsidiaries which together with BAID own 50 hectares of land fronting Batangas Bay in Pinamucan, Batangas:

- (1) Fruit of the East, Inc.;
- (2) United Philippines Oil Trading, Inc.;
- (3) Hometel Integrated Management Corporation;
- (4) King Leader Philippines, Inc.;

- (5) Samar Commodities & Industrial Corporation; and
- (6) Tropical Aqua Resources, Inc.

In July 2011, MCHC sold all its shares in BAID to J.G. Summit Holdings, Inc. for a total consideration of ₱1.04 billion.

**(c) Principal Products and Services of Pointwest Technologies Corporation (“PTC”)**

PTC is a global service company offering outsourced IT services from the Philippines. It is led by an experienced management team that helped pioneer offshore outsourcing in the Philippines. The Registrant is a founding shareholder of PTC and owns 30% of its equity. Among others, PTC offers software servicing, maintenance, testing, and development to various clients mostly in the United States. It started operations in 2003 and has now built up to a staffing level of about One Thousand IT Professionals and Support Staff. PTC’s consolidated revenue in 2017 reached over Thirty One Million US Dollars (US\$ 31 Million).

**(d) Principal Products and Services of Business Process Outsourcing International, Inc. (“BPOI”)**

BPOI is a provider of finance and accounting services such as payroll services, internal audit, payables processing and other accounting based services. It has a total of over 600 employees servicing many of the large multinationals operating in the country. BPOI was spun off from the BPO department of SGV & Co, the biggest auditing firm in the country. The Registrant is a major shareholder of BPOI with a 35% ownership stake. BPOI’s revenues in 2017 exceeded ₱375 million and it has over 400 accountants and support staff.

**Competition**

Pointwest Technologies Corporation and BPOI face competition from other providers of software and business process outsourcing services both in the country and abroad. Outsourcing is a competitive industry and being competitive requires ability to provide quality and reliable service and ability to control costs so that operating margins are maintained at viable levels.

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

The Registrant’s subsidiary, MCHC and certain of MCHC’s subsidiaries and affiliates as well as Registrant’s affiliate, BPOI have transactions with each other such as rental contracts and intercompany loans. These transactions are on arms-length basis and, in the case of partially owned affiliates, are subject to approval of unrelated shareholders of these affiliates. In the case of rental contracts, the rental rates charged are similar to those charged to outside parties leasing similar properties.

**Patents, Trademarks, Copyrights, Etc.**

As previously stated, other than for MUDC’s power supply agreement with MERALCO and Memorandum of Understanding with SPEX, there are no patents, trademarks, licenses, franchises, concessions, royalty agreements or labor contracts and the like, owned by or pertaining to the Registrant and its subsidiary, MCHC.

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

Since MUDC has decided not to pursue its power project, there is no anticipated need to comply with any environmental regulations. The other affiliates which are involved in the outsourcing industry which mainly involve the use of computer and other office equipment are expected to have negligible environmental impact.

## **Employees**

The Registrant has three (3) full time employees, one (1) each for accounting, clerical, and administrative and one (1) consultant, not including the employees and consultants retained by the Registrant's subsidiary and affiliates. The Registrant's employees are not subject to any Collective Bargaining Agreements (CBA), nor are they involved in or have threatened to strike for the past three (3) years. Aside from the mandatory 13<sup>th</sup> month pay and additional 14<sup>th</sup> month pay and service incentive leaves (vacation and sick) benefits and retirement benefits mandated by R.A. 7641, there are no other benefits that are granted by the Registrant to its employees. The Registrant does not anticipate the need to hire additional employees within the ensuing twelve (12) months.

## **Risk of the Business of the Registrant and Subsidiaries**

### **1. Pointwest Technologies Corporation (PTC)**

PTC would face the normal risks faced by an IT services company serving mostly foreign clients. These risks include: 1) the risk that PTC may not find or retain clients; 2) some contracts are on non-recurring basis and may not be renewed; 3) risk of contract dispute in case of customer dissatisfaction with the services provided; 4) risk of non-collection of receivables due to contract dispute or to financial problems of customers; 5) high staff turnover which may affect service quality; 6) ability to recruit and retain qualified IT professionals; (7) change in foreign exchange rates that may affect the operating margin of its businesses.

### **2. Business Process Outsourcing International, Inc. ("BPOI")**

BPOI would face the normal risks faced by a BPO company which are very similar to the risks faced by an IT services outsourcing company such as PTC. BPOI currently services only domestic clients but intends to develop its foreign business. The risks BPOI takes include: 1) the risk that BPOI may not find or retain clients; 2) some contracts are on non-recurring basis and may not be renewed; 3) risk of contract dispute in case of customer dissatisfaction with the services provided; 4) risk of non-collection of receivables due to contract dispute or to financial problems of customers; 5) high staff turnover which may affect service quality; 6) ability to recruit and retain qualified accounting and finance professionals.

### **3. Portfolio Investments**

The Registrant and its subsidiaries and affiliates also invest their excess cash in bonds, stocks and short-term placements. These involve government securities as well as corporate bond and stock investments which face the normal commercial risks such as price declines, payment defaults and foreign exchange risks in the case of foreign currency denominated investments.

## **Other Interests**

MCHC also has a 100% interest in a mining company, Malabrigo Corporation ("Malabrigo"). Malabrigo has a paid-up capital of ₱10,000,000.00 and limestone mining claims in Batangas, which are not considered significant in potential. It has also invested as a partner in a shopping center project in the United States.

The Registrant and Pinamucan Industrial Estates, Inc. (PIEI) have also invested in Aslan Pharmaceuticals Limited (Aslan), a biotech company focused on development of immunotherapies and targeted agents for Asia prevalent tumor types. The Registrant owns 936,000 shares while PIEI owns 1,497,388 shares of Aslan. Aslan's shares was listed in the Taipei Exchange on June 1, 2017 and its ADR 's were listed in NASDAQ in May of this year. The market price of ASLAN shares is more than double our acquisition cost

Other than MUDC's power supply agreement with MERALCO and Memorandum of Understanding with SPEX, there are no patents, trademarks, licenses, franchises, concessions, royalty agreements or labor contracts and the like owned by or pertaining to the Registrant and its subsidiary, MCHC. Also, no substantial expenditures have been made for research and development activities for the past three (3) years.

## **PROPERTIES**

**Equity Interests.** The Registrant's investment in MCHC, consists of shares of common stock with aggregate issued value representing approximately 94.37% of the outstanding shares of MCHC.

MCHC owns 70,458 shares of common stock, representing approximately 43% of the outstanding capital stock of MUDC. MUDC was set up to develop a 320 MW power plant project in Pinamucan, Batangas which has now been aborted. MCHC's exposure to MUDC has been fully provided for in the Consolidated Financial Statements.

MCHC also has equity interests in Pinamucan Industrial Estates, Inc. (100%-owned) and Malabrigo (100%-owned). MCHC also owns 100% of Magellan Capital Trading Corporation; Magellan Capital Realty Development Corporation, two inactive shell companies.

The Registrant owns common shares in Pointwest Technologies Corporation which represent a 30% ownership interest in the company. The Registrant also owns shares of BPOI equivalent to 35% ownership interest in BPOI.

**Real Estate.** The Registrant has no real estate holdings except through its subsidiary, MCHC.

### **(a) Condominium Units**

MCHC owns five (5) office condominium units which comprise the entire 5<sup>th</sup> Floor of the Citibank Center building, located at 8741 Paseo de Roxas, Makati City, including five (5) appurtenant parking units, *per* a Deed of Sale executed on 26 April 2000. Three of the five units are being leased out and two units are used as the corporate offices of the Registrant and its subsidiaries. MCHC also owns an office condominium unit on the 25<sup>th</sup> Floor and two condominium units on the 16<sup>th</sup> Floor of the Citibank Tower Building in Makati (acquired in December 2014) and ten parking slots which are being leased out at prevailing commercial rates. MCHC also acquired in early 2017 one whole floor of the JMT Condominium Building in Ortigas Center. In 2018, MCHC has also acquired three condominium units in Two Roxas Triangle which is expected to be completed in early 2019.

### **(b) Office Properties**

MCHC, the Registrant's wholly-owned subsidiary, has relocated its corporate offices to its Citicenter Property which consists of the entire 5<sup>th</sup> Floor of the Citibank Center Building in Makati. The Registrant, as principal shareholder of MCHC, has been allocated office space by MCHC. MCHC has also leased out the four (4) remaining units. One of the units has been leased by Business Process Outsourcing International (BPOI) since February 16, 2009. Three other units are leased to other lessees.

### **(c) Land/Property Ownership**

MCHC has acquired a 985 m2 lot in Fort Bonifacio which it plans to develop into an office building for lease. MCHC acquired, at the end of 2014, two additional condominium office units in Citibank Tower which are currently leased out. At the end of 2016, MCHC also acquired one floor of office condo units in the JMT Condominium Building which are also currently leased out. As of 31

December 2017, the above land and properties are not subject to any mortgages, liens or encumbrances.

## **LEGAL PROCEEDINGS**

For the past six (6) years up to the present, there are no proceedings involving, and to the best of knowledge, threatened against the Registrant. As of **25 May 2018**, none of the current directors, or nominees for election as director, executive officer, underwriter or control person of the Registrant has been involved in or in the subject of any bankruptcy petition, conviction by final judgment, or is the subject of any order judgment or decree, or involved in any violation of a securities of commodities law.

However, with respect to its subsidiaries, following is a summary of pending litigation involving them:

- (a) ***“Rolando M. Zosa v. Magellan Capital Holdings Corporation and Magellan Capital Management Corporation”***, Civil Case No. CEB-18619, Regional Trial Court of Cebu City, Branch 58; *Magellan Capital Management Corporation and Magellan Capital Holdings Corporation v. Rolando M. Zosa, et al.*” G.R. No. 129916, Supreme Court; *Ad Hoc Arbitration with an Arbitral Tribunal composed of Justice Florentino P. Feliciano, as Chairman and Attys. Ramon R. Torralba and Enrique I. Quiason as members; Regional Trial Court, Branch 139, SP Proc. No. M-6259 and SP Proc. No. 6264; Court of Appeals, CA GR. SP-144096; CA GR SP NO. 144162.*

This is a case for damages instituted in May 1996, wherein complainant Zosa seeks to enforce his purported rights under his Employment Agreement with defendants and claims entitlement to the following reliefs, to wit:

- (1) actual damages in the amount of ₱10,000,000;
- (2) attorney’s fees in the amount of ₱300,000; and
- (3) expenses of litigation in the amount of ₱150,000.

Defendants sought a dismissal of the case, invoking the provision of arbitration in the Employment Contract. In a Decision dated 18 July 1997, the trial court declared invalid the arbitration clause providing for the manner by which the arbitrators will be chosen and substituted the provisions of the Arbitration Law therefore. The Supreme Court, on 26 March 2001 affirmed the trial court’s decision which became final and executory. Arbitrators were appointed one by Zosa, on the one hand, and the other jointly appointed by MCHC and MCMC and a third jointly chosen by the two arbitrators.

Sometime in November 2004, the Arbitral Tribunal was finally constituted composed of Justice Florentino P. Feliciano as Chairman and Attys. Ramon R. Torralba and Enrique I. Quiason as members.

On 14 March 2005, the parties submitted to the Tribunal their Confirmation of Agreement to Submit to Arbitration. The Complainant has submitted its Statement of Claims & Memorials. The respondents have submitted their Statement of Defenses and are scheduled to submit their Counter-Memorials on 02 May 2004.

On 02 August 2005, the Memoranda of the parties were submitted and the case was submitted for resolution.

On 06 March 2005, the Tribunal rendered its decision awarding Zosa’s claim for severance pay but disallowed his claims for attorney’s fees and moral and exemplary damages and costs of suit.

On 12 April 2006, MCHC filed with the Regional Trial Court of Makati City, a verified petition with prayer for the issuance of an Order to Vacate the Arbitral Award, dated 6 March 2006, pursuant to Sections 22 to 29 of Republic Act No. 876 (“The Arbitration Law”) and the relevant provisions of Republic Act No. 9825 (the “Alternative Dispute Resolution Act of 2004). Likewise, Zosa filed his

Application for Confirmation of Award on 12 April 2006. The two cases were consolidated and are presently pending with Branch 139 of the Regional Trial Court of Makati as Sp. Proc. No. M-6259 and M-6264. The parties are presently awaiting the Court's resolution on the issue of whether the Application for Confirmation of Award was seasonably filed considering the non-payment of docket fees at the time of filing. On 17 March 2009, a hearing was held whereby the Court directed all the parties to submit their respective Memoranda. In compliance with the aforesaid order, MCHC submitted its Memoranda on 17 May 2009. The case was submitted for resolution on 29 January 2013.

On 29 June 2015, the Court rendered its decision confirming the arbitral award directing MCHC solidarily with MCMC to pay Zosa's severance compensation in the amount of ₱14,669,691.43. MCHC filed its Motion for Reconsideration on 23 July 2015 which was denied in an Order dated 7 January 2016. On 9 February 2016, MCHC filed with the Court of Appeals its Petition for Review of the Decision of the Regional Trial Court. MCMC likewise filed its appeal with the said appellate court. The case is now pending with the Court of Appeals. In a Resolution dated 24 November 2017, the Court of Appeals informed the parties that the pending incidents are submitted for resolution and the petitions submitted for Decision.

**(b) “People of the Philippines vs. Ariel Balatbat”**, Criminal Case No. 115515, Regional Trial Court of Pasig City, Branch 155. MCHC filed a complaint, through its authorized officer, against Ariel Balatbat for qualified theft relating to several unauthorized withdrawals of, and anomalous transactions involving, company funds in the total amount ₱41,021.50 (converted to US\$1,000.00). On 29 October 2004, the Court rendered its decision finding the accused guilty beyond reasonable doubt of the crime of qualified theft under Article 310 of the Revised Penal Code and imposed the corresponding penalty of imprisonment of 10 years minimum to a maximum of 14 years. The Decision of the Regional Trial Court was appealed to the Court of Appeals. In a Decision rendered in February 2018, the Court of Appeals reversed the conviction of the accused. As of this writing, MCHC, decided not to appeal the aforesaid Decision of the Court of Appeals for humanitarian reasons, and because the accused had already spent some time in incarceration.

**“People of the Philippines vs. Ariel Balatbat”**, Criminal Case No. 114955, Regional Trial Court of Pasig City, Branch 151. MUDC, through its authorized officer, has also filed a complaint against Ariel Balatbat for qualified theft relating to several unauthorized withdrawals of, and anomalous transactions involving, company funds in the total amount of ₱121,500.00 (equivalent to US\$3,000.00), US\$4,000.00, and US\$1,020.00. Said amounts were never recovered or accounted for. The case is currently pending before the Regional Trial Court, which also issued a warrant of arrest for the same. The bail was set for ₱40,000.00. The accused was arrested and subsequently arraigned. Three (3) witnesses have been presented - two (2) from the bank and one (1) from MUDC.

On 28 February 2005, the Prosecution filed its “Formal Offer of Evidence”. Defense rested its case on 4 December 2006. On 22 January 2007, the Prosecution presented its rebuttal evidence. The Memorandum for the Prosecution having been filed, the case was submitted for decision. As of this writing or on April 29, 2013 the Court rendered its decision finding the accused guilty of the crime of qualified theft and sentenced the accused to *reclusion perpetua*. It also ordered the restitution to MUDC of the amount of \$4,000.00 or its peso equivalent ₱105,720.00 Pesos. The Court found no liability for the amount of \$3,000.00 withdrawn it appearing that same was credited to private complainant. On appeal, the Court of Appeals, in a Decision dated 28 February 2017, reversed and set aside the Decision of the Regional Trial Court, dated 15 February 2013. As of this writing, MCHC, for humanitarian reasons, and the fact that the accused had already spent some time in incarceration, decided not to appeal the aforesaid Decision of the Court of Appeals.

**c) Magellan Capital Holdings Corporation vs. Spouses Mario and Preciosa Roño, Civil Case No. 066, Regional Trial Court, Taguig City, Branch 153.** This is a case, filed in 2016, for Injunction, with application for TRO and Writ of Injunction, against Spouses Mario and Preciosa Roño, the Taguig Register of Deeds, the Securities and Exchange Commission, Bureau of Internal Revenue, Taguig District to prevent the use of falsified documents including a fake Deed of Sale, fake

General Information Sheet (GIS) and fake certificate of title, to transfer MCHC's property in Fort Bonifacio in favor of the Spouses Roño. This is in relation to the ongoing attempt by certain individuals to cause the transfer of title over MCHC's 985 square meter lot at Bonifacio Global City ("BGC") in their favor using falsified and spurious documents. The Regional Trial Court granted the preliminary injunction on 24 August 2016. The case is pending resolution on the grant of a permanent injunction. In an order dated 3 July 2017, the RTC referred the case for mediation proceedings which are ongoing as of this writing. On 15 March 2018, the Court deemed as submitted for resolution the Motion to declare defendants in default.

- d) Magellan Capital Holdings Corporation represented by Mr. Robert Y. Cokeng vs. Spouses Mario and Preciosa Roño et al, XV-16-INV-16F-00541, Office of the City Prosecutor of Taguig; People of the Philippines vs. Marion S. Roño, Criminal Case No. 17-28768, Metropolitan Trial Court of Taguig City, Branch 115; People of the Philippines vs. Mario S. Roño, Criminal Case No. 17-28769, Metropolitan Trial Court of Taguig City, Branch 115; People of the Philippines vs. Mario S. Roño and Preciosa Roño, Criminal Case No. 17-28771, Metropolitan Trial Court of Taguig City, Branch 115; People of the Philippines vs. Mario Roño and Preciosa Roño, Criminal Case no. 17-28770, Metropolitan Trial Court of Taguig City, Branch 116.** These criminal cases for Falsification under Article 171 in relation to Article 172 of the Revised Penal Code, were filed against the named individuals in connection with Civil Case No. 066. The Prosecutor in XV-16-INV-16F-00541, found probable cause against the respondents and the corresponding Information was filed with the Metropolitan Trial Court. A Warrant of Arrest against the respondents was issued on 10 February 2017 and Arraignment was scheduled last 23 March 2017. On 12 May the RTC dismissed the accused's Omnibus Motion (1) to Quash for failure to state an offense (2) issue Bill of Particulars and (3) suspend proceedings in view of the pendency of accused's Petition for Review with the Department of Justice (DOJ) and (4) Suspend Arraignment. Arraignment was scheduled to be held on 15 May 2017. In an Order dated 22 May 2017, the RTC reset the arraignment to 14 August 2017. On 2 June 2017 the Department of Justice (DOJ) dismissed the petition for Review filed by the accused Spouses Rono. The accused was arraigned on 14 August 2017. As of this writing, the parties are undergoing judicial dispute resolution.
- e) Magellan Capital Holdings Corporation, represented by Mr. Robert Y. Cokeng vs. Spouses Mario and Preciosa Roño, Pedro S. Villalor, John Doe and Jane Doe, IS No. XV-13-INV-16-J-02050, Office of the City Prosecutor of Pasay City, Department of Justice.** In relation to the aforementioned cases, this case was filed against the respondents for violation of Article 172 in relation Article 171 of the revised Penal Code (Use of Falsified documents). The falsified documents were used to open an account in Maybank, Villamor Base branch, Pasay City. In a Resolution dated 5 January 2017, the City Prosecutor dismissed MCHC's complaint. In Resolution dated 29 November 2017, the Motion for Reconsideration filed by MCHC was denied.
- f) Magellan Capital Holdings Corporation vs. Spouses Mario and Preciosa Roño, IS No. XV-03-INV-16J-10508, Office of the City Prosecutor of Quezon City, Department of Justice.** In relation to the aforementioned cases, this case was filed against the respondents for violation of Article 172 in relation to Article 171 (2) of the Revised Penal Code. The falsified documents appear as having been executed and notarized in Quezon City. In a Resolution dated 19 March 2018 which was received on 18 April 2018, the City Prosecutor's office dismissed the complaint against respondents. As of this writing, MCHC is in the process of filing its Motion for Reconsideration of the aforesaid Resolution.
- g) Robert Y. Cokeng (for and in behalf of Magellan Capital Holdings Corporation) vs. Maybank Philippines, Inc. Dato Dr. Tan Tat Wai, Herminio M. Famatigan Jr., Jonathan P. Ong, Jose A. Morales III and Milandro C. Urbano, OSI-AC-No. 2016-032, Bangko Sentral ng Pilipinas, Office of the Special Investigation; Robert Y. Cokeng (for and in behalf of Magellan Capital Holdings Corporation) v. Metropolitan Bank and Trust Company, Fabian S. Dee, Alfredo V. Ty, Arthur Ty, Francis Cua, Trixia C. Tan, Joyce P. Pareno and Grance C. Buenavista, OSI-AC\_No. 2016-029, Bangko Sentral ng Pilipinas, Office of Special Investigation.** These cases were filed with the Bangko Sentral ng Pilipinas against two banks, Maybank and Metro Bank in

connection with their participation in the aforementioned cases. In OSI-AC-No.2016-032, the BSP, in a Resolution, dated 21 November 2016, referred the case against Maybank to the Financial Consumer Protection Department (FCPD), Supervision and Examination Sector of the BSP. In a letter dated 02 February 2017, the FCPD informed MCHC that it in turn referred the matter to the attention of BSP departments exercising supervisory authority over banks. The Office of Special Investigation, in the meantime, continued to hear the administrative complaint against the respondents Dato Dr Tan Tat Wai, Herminio Famatigan, Jonathan P. Ong et al. In a Resolution dated 03 October 2017, the BSP Office of Special Investigation dismissed the administrative complaint against the said respondents. In a Resolution dated 09 January 2017, the BSP denied MCHC's Motion for Partial Reconsideration. With respect to OSI-AC No. 2016-029, the Office of Special Investigation, in a Resolution dated 20 March 2018, dismissed the administrative complaint filed by MCHC against Metro Bank and its Board of Directors.



## FINANCIAL AND OTHER INFORMATION

### MANAGEMENT'S DISCUSSION AND ANALYSIS

The Registrant's consolidated revenue in 2017 decreased to ₱130.8 million from ₱177.3 million in 2016. Equity in net earnings of associates decreased from ₱72.9 million in 2016 to ₱40.9 million in 2017 as Pointwest experienced lower earnings as operating margins dropped at some major accounts. Interest income slightly decreased from ₱40.1 million in 2016 to ₱37.4 million in 2017 as interest levels have stabilized. A net foreign exchange gain of ₱7.9 million was recorded in 2017 as the Peso continued to decline against foreign currencies which benefitted the foreign exchange denominated bonds and other securities hold by the Registrant and its subsidiary. Rent increased from ₱14.0 million in 2016 to ₱20.8 million in 2017 due to escalation of rental rates and the leasing out of additional condominium office units acquired in 2016. Gain on disposal of AFS, HTM and FVPL Financial Assets of ₱3.8 million was recorded in 2017 against ₱5.4 million in 2016. Dividend income increased from ₱1.9 million in 2016 to ₱2.4 million in 2017.

Total consolidated expenses of the Registrant increased to ₱40.0 million in 2017 compared to ₱33.2 million in 2016 due to higher depreciation allowance from the increased property investment and due to higher taxes and licenses related to the acquisition of additional investment property..

As a result of the above, total consolidated income before tax in 2017 totaled ₱90.8 million compared to ₱144.1 million in 2016. After provision for income tax, total consolidated net income after tax totaled ₱79.4 million in 2017 compared to ₱136.5 million in 2016.

Net income attributable to non-controlling interest, namely minority shareholders of Magellan Capital Holdings Corporation, totaled ₱1.7 million in 2017 compared to ₱2.6 million in 2016.

The Registrant's financial position is very strong as it has substantial cash resources available to undertake its planned projects. As of December 31, 2017, the Registrant's consolidated cash and cash equivalent totaled over ₱753.6 million which was lower than the level of ₱954.6 million as of December 31, 2016 due to additional investment in properties and additional investment in financial assets. The Registrant and its subsidiary is planning to undertake development of MCHC's land in Fort Bonifacio into an office building as well as to acquire income producing properties as well as additional land for development. The Registrant and its subsidiary are debt free with total consolidated liabilities of ₱56.4 million at year-end 2017 compared to ₱35.1 million at year-end 2016. Total equity amounted to ₱2.0 billion as of the end of 2017 compared to ₱1.9 billion at year-end 2016.

The Registrant and its subsidiary and affiliates are substantially debt free except for MUDC which has loans and advances from its principal shareholders. The Registrant and its subsidiaries have more than enough cash resources to meet any expected requirements in the next twelve months. Consolidated cash and cash equivalents at the end of 2017 totaled ₱753.6 million compared to ₱954.6 million at the end of 2016 while total current assets totalled ₱986.4 million at year-end 2017 compared to ₱1.2 billion at year-end 2016. Other than the normal fluctuation of the Peso exchange rate as well as the effect of the normal market fluctuations on the value of stock and bond holdings owned by the Registrant and its subsidiary, the Registrant is not aware of any trends, demands, commitments, events or uncertainties that will result in or that are reasonably likely to result in its liquidity increasing or decreasing in any material way. Likewise, the Registrant does not know of any trends, events or uncertainties that have or that are reasonably expected to have a material favorable or unfavorable impact on the revenues or income from continuing operations.

## Top Five (5) Key Performance Indicators

The top five (5) performance indicators for the Registrant are as follows:

- (1) Revenue Generation
- (2) Change in net income
- (3) Earnings per share
- (4) Current ratio
- (5) Book value per share

**Revenue Generation.** Revenue in the last three fiscal years are summarized below along with vertical percentage analysis:

(P000)	YEAR 2017	PER- CENTAG E	YEAR 2016	PER- CENTA GE	YEAR 2015	PER- CENTAGE
Equity in net earnings of associates	₱ 40,865	31.2%	₱ 72,929	41.2%	₱ 105,413	57.5%
Interest Income	37,413	28.6%	40,141	22.6%	39,171	21.4%
Rent	20,835	15.9%	14,028	18.5%	12,797	7.0%
Dividend Income	2,425	1.9%	1,906	1.1%	1,538	0.8%
Fair Value Gains on Financial Assets at FVPL	17,421	13.3%	9,981	5.6%	-	-
Gain on Disposal of AFS, HTM and FVPL Investments	3,758	2.9%	5,379	3.0%	1,526	0.8%
Net FX Gain	7,974	6.1%	32,814	18.5%	22,825	12.4%
Others	137	0.1	88	0.1%	180	0.1%
<b>Total from continuing operation</b>	<b>₱ 130,828</b>	<b>100.0%</b>	<b>₱ 177,268</b>	<b>100.0%</b>	<b>₱ 183,450</b>	<b>100.0%</b>

Because it is a holding company, the Registrant derives a large part of its revenue from its equity in net earnings of associates which in 2017 accounted for over 31% of consolidated total revenues from continuing operations. 2017 saw a drop in earnings of the outsourcing affiliates as Pointwest experienced lower margin on some accounts, and reduced volume of revenue at some major accounts. As a result, the Registrant's share in their net earnings dropped to ₱40.9 million in 2017 from ₱72.9 million in 2016. Interest income also decreased slightly in 2017 to ₱37.4 million from ₱40.1 million in 2016 due to stabilizing rates of interest in the capital markets. In addition, net Fx gain was ₱ 7.9 million in 2017 as the stronger dollar benefitted the foreign exchange denominated bonds and stock portfolio of the Registrant and its subsidiaries. In the future, we would expect rental income to increase as the Registrant and its subsidiary increases its portfolio of income producing properties by developing its land in Fort Bonifacio into an income producing building and by acquiring additional income producing properties. Rental income in 2017 has exceeded ₱20.8 million from ₱14.0 million in 2016 due to acquisition of additional income producing property.

**Change in net income.** The summary income statements for the last three fiscal years are shown below with vertical percentage analysis.

(000)	YEARS ENDED DECEMBER 31					
	2017	PERCENTAGE	2016	PERCENTAGE	2015	PERCENTAGE
Revenue	₱ 130,827	100%	₱ 177,268	100%	₱ 183,450	100%
Expenses	40,050	30.6%	33,174	18.7%	35,273	19.2%
Net Income Before Tax	90,778	69.4%	144,094	81.3%	148,178	80.8%
Tax	(11,378)	8.7%	(7,571)	4.3%	(8,536)	4.7%
Net Income After Tax	79,400	60.7%	136,523	77.0%	139,641	76.1%
<b>Total Net Income</b>	<b>₱ 79,400</b>	<b>60.7%</b>	<b>₱ 136,523</b>	<b>77.0%</b>	<b>₱ 139,641</b>	<b>76.1%</b>
Attributable to Stockholders of Registrant	77,729	59.4%	133,941	75.5%	138,463	75.5%
Non-Controlling Interest	1,670	1.3%	2,582	1.5%	1,178	0.6%

As the above shows, net income dropped to ₱79.4 million in 2017 from ₱136.5 million in 2016. The decrease in net income was mainly due to lower equity in net earnings of associates and lower net FX gains. The net income in 2017 attributable to stockholders of the Registrant was ₱77.7 million while ₱1.7 million was attributable to non-controlling interests, namely minority shareholders of Magellan Capital Holdings Corporation. The net income attributable to stockholders of the Registrant in 2016 was ₱133.9 million while ₱2.6 million was attributable to non-controlling interests.

**Earnings per share.** The earnings per share in 2017 amounted to ₱0.20 per share compared to earnings per share from continuing operations of ₱0.35 in 2016 and ₱0.36 in 2015. The earnings per share are adjusted to reflect the shares held by the Registrant's subsidiaries which are classified as treasury shares in the Consolidated Financial Statements.

**Current-Ratio.** Current Ratio (current assets divided by current liabilities) which measures the liquidity position of the Registrant was 32.3 x at December 31, 2017 compared to 54.5 x at the end of 2016 as cash resources were used to make additional property investment and investment in financial assets. The Registrant's liquidity position is very strong and gives it substantial resources to pursue its projects.

**Book value per share.** The Registrant's book value per share (excluding treasury shares owned by subsidiaries of the Registrant) was ₱5.03 per share at the end of 2017 from ₱4.85 at year-end 2016 and ₱4.60 at year-end 2015.

(i) **Any known trends or any known demands, commitments, events or uncertainties**

The Registrant and its subsidiary and affiliates are now substantially debt-free, except for MUDC, which has loans and advances from its principal shareholders. The Registrant and its subsidiaries have more than enough cash resources to meet any expected requirements during the next twelve (12) months. Consolidated cash and cash equivalents totaled ₱753.6 million at year end 2017 compared to ₱954.6 million at year end 2016. Other than the normal fluctuations of the Philippine Peso to the U.S. Dollar, the Registrant is unaware of any trends, demands, commitments, events or uncertainties that will result in or that are reasonably likely to result in its liquidity increasing or decreasing in any material way. Likewise, the Registrant does not know of any trends, events or uncertainties that have had or that are reasonably expected to have a material favorable or unfavorable impact on the revenues or income from continuing operations.

**(ii) Any events that will trigger direct or contingent financial obligation**

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

**(iii) All material off-balance sheet transactions, arrangements, obligations**

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

**(2) OPERATIONS AND FINANCIAL CONDITION FOR THE LAST THREE (3) FISCAL YEARS**

The following is a detailed discussion of the Registrant's operations and financial condition for the past three (3) fiscal years.

Exhibit "2" shows the audited consolidated balance sheet as of December 31, 2017 and December 31, 2016 and audited consolidated income statements for the years 2017, 2016 and 2015. The accounts are discussed below in more detail.

**OPERATING RESULTS**

**Revenues.** In the year ended 31 December 2017, total consolidated revenues totaled ₱130.8 million compared to ₱177.3 million in 2016 and ₱183.5 million in 2015. The reasons for the change have been discussed in the revenue generation section earlier in Item 6 of this Report.

**Expenses.** Total consolidated operating expenses increased to ₱40.1 million in 2017 from the ₱33.2 million in 2016 due to the reasons discussed earlier in this report.

**Net Income Before Tax.** As a result of the movement in revenues and expenses discussed in the preceding sections, net income before tax totalled ₱90.8 million in 2017 compared to ₱144.0 million in 2016 and ₱148.2 million in 2015.

**Provision For Income Tax.** In 2017, there was a provision for income tax of ₱11.4 million compared to ₱7.6 million in 2016 and ₱8.5 million in 2015.

**Net Income After Tax.** As a result of the provision for income tax discussed above, the Registrant had a consolidated net income after tax of ₱79.4 million in 2017, from the net income after tax of ₱136.5 million in 2016. Net income after tax in 2015 was ₱136.6 million.

**Total Comprehensive Income.** Total comprehensive income which includes among others net unrealized gain or AFS assets totalled ₱153.2 million in 2017 compared to ₱179.9 million in 2016 and ₱159.3 million in 2015.

## **BALANCE SHEET ACCOUNTS**

The following comparative financial analysis is based on audited consolidated balance sheets as of December 31, 2017 and December 31, 2016 shown in Exhibit “2”. Exhibit “4” shows the vertical percentage analysis of balance sheet accounts as of December 31, 2017 and December 31, 2016. The movements in the various accounts are discussed below:

### **ASSETS**

**Current Assets.** Total current assets at year-end 2017 totalled ₱986.4 million compared to ₱1,149.5 million at year-end 2016. Cash and cash equivalents decreased to ₱753.6 million at year end 2017 from ₱954.6 million at year end 2016. Financial assets at Fair Value through Profit or Loss (FVPL) totalled ₱152.7 million at year-end 2017 from ₱83.4 million at year-end 2016. Current portion of AFS Investments totalled ₱40.8 million at year-end 2017 from ₱66.8 million at year end 2016. Prepayments and other assets increased to ₱18.6 million at year-end 2017 from ₱15.5 million at year-end 2016.

**Non-Current Assets.** Total non-current assets at year-end 2017 totalled ₱1,079.2 million versus ₱824.2 million at year-end 2016. Most of the increase was due to increase in investment properties from ₱158.5 million at year end 2016 to ₱228.9 million at year end 2017 due to acquisition of additional investment property and due to additional investment in AFS Financial Assets which increased from ₱335.1 million at year-end 2016 to ₱480.6 million at year-end 2017.

**Total Assets.** As a result of the movement in the accounts described above, total consolidated assets of the Registrant at year-end 2017 totalled ₱2,065.7 million compared to ₱1,973.8 million at year-end 2016.

### **LIABILITIES AND EQUITY**

**Current Liabilities.** Current liabilities increased to ₱30.5 million at year-end 2017 from ₱21.1 million at year-end 2016 mainly due to increase in accounts payable and income tax payable.

**Non-Current Liabilities.** Non-current liabilities increased to ₱25.9 million at year-end 2017 from ₱14.0 million at year-end 2016 due mainly to increase in deferred income tax liability.

**Stockholder’s Equity.** Total Stockholder’s Equity Attributable to Equity Holders of the Registrant increased to ₱1,935.3 million at year-end 2017 from ₱1,865.4 million at year end 2016. This was due mainly to the net comprehensive income in 2017 attributable to equity holders of the Registrant of ₱148.0 million but reduced by dividends paid out during the year. Equity attributable to minority shareholders of MCHC totalled ₱74.0 million at year end 2017 compared to ₱73.2 million at year-end 2016 due to the share of minority shareholders of MCHC in the comprehensive net income of ₱1.7 million but reduced by dividends paid out during the year. As a result, total stockholders equity at year-end 2017 stood at ₱2,009.3 million compared to ₱1,938.6 million at year-end 2016.

#### **(i) Any known trends or any known demands, commitments, events or uncertainties**

The Registrant and its subsidiary and affiliates are now substantially debt-free, except for MUDC, which has loans and advances from its principal shareholders. The Registrant and its subsidiaries have more than enough cash resources to meet any expected requirements during the next twelve (12) months. Consolidated cash and cash equivalents totalled ₱753.6 million at year end 2017 compared to ₱954.6 million at year end 2016 due mainly to acquisition of additional investment property and financial assets. Other than the normal fluctuations of the Philippine Peso to the U.S. Dollar, the Registrant is unaware of any trends, demands, commitments, events or uncertainties that will result in or that are reasonably likely to result in its liquidity increasing or decreasing in any material way. Likewise, the Registrant does not know of any trends, events or uncertainties that have had or that are reasonably expected to have a material favorable or unfavorable impact on the revenues or income from continuing operations.

**(ii) Any events that will trigger direct or contingent financial obligation**

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

**(iii) All material off-balance sheet transactions, arrangements, obligations**

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

**(iv)** There are no material commitments for capital expenditures, by the Company or its majority owned subsidiary.

**(v)** There are no trends, events, or uncertainties that have had or that are reasonably expected to have a material favorable impact on net revenues/income from continuing operations except for possible unrealized or realized foreign exchange gains from the dollar denominated investments of the Company and its majority owned subsidiary and possible unrealized gains from the listing of the shares of Aslan Pharmaceuticals Limited in the Taipei Exchange. These are generally recognized in the year-end Audited Financial Statements except for realized foreign exchange gain which are reported in the period realized.

**(vi)** The Company did not realize any non-operating income in the first quarter of 2018 or in the first quarter of 2017 aside from unrealized gains on trading securities and gains on disposal of AFS/HTM investments.

**FIRST QUARTER 2018 REPORT**

The following is a detailed discussion of the Registrant's operations and financial condition during the first quarter of 2018 and first quarter of 2017.

**Operating Results**

Breakdown of Revenue for the Three Month Periods Ending March 31, 2018 and March 31, 2017 with Vertical and Horizontal Percentage Analysis:

(P000)	FIRST QUARTER	VERTICAL PERCENTAGE ANALYSIS	FIRST QUARTER	VERTICAL PERCENTAGE ANALYSIS	INCREASE (DECREASE) AMOUNT	INCREASE (DECREASE) PERCENTAGE
	MARCH 31, 2018	MARCH 31, 2018	MARCH 31, 2017	MARCH 31, 2017	MARCH 31, 2018	MARCH 31, 2018
INTEREST INCOME						
From Banks	₱ 2,217	10.5%	₱ 2,900	13.7%	₱ (683)	23.6%
From Securities	5,379	25.5%	5,135	24.3%	236	4.6%
<b>TOTAL</b>	<b>7,596</b>	<b>36.0%</b>	<b>8,035</b>	<b>38%</b>	<b>(439)</b>	<b>5.5%</b>
Dividend Income	197	0.9%	63	0.3%	134	112%
Rent Income	5,777	27.4%	5,334	25.3%	443	8.3%
Unrealized Gain on Trading Securities	7,051	33.5%	4,739	22.4%	2,312	48.8%
Gains on Disposal of AFS/HTM	-	-	2,362	11.2%	(2,362)	100.0%
Net Unrealized FX Gain	435	2.1%	93	0.4%	342	267%
Other Income	-	-	486	2.3%	(486)	100%
<b>TOTAL</b>	<b>₱ 21,056</b>	<b>100%</b>	<b>₱ 21,112</b>	<b>100%</b>	<b>₱ (56)</b>	<b>0.3%</b>

**Revenues.** Consolidated Revenues, during the 3 month period ended March 31, 2018, totaled ₱21.1 million level with the ₱21.1 million during the same 3 month period in 2017. The lower interest and other

income and lower gain on disposal of AFS/HTM investments were offset by higher unrealized gain or trading securities, higher rental income and higher unrealized FX gain.

**Expenses.** Consolidated General and Administrative Expenses in the first quarter of 2018 totaled ₱11.6 million which was higher than the ₱9.0 million in the first quarter of 2017. Higher taxes and licenses accounted for part of the increase which was due to taxes paid related to acquisition of additional property for investment. In addition, depreciation increased due to higher level of investment property.

**Operating Income.** As a result of the factors discussed above, consolidated operating income in first quarter 2018 totaled ₱9.5 million compared to ₱12.0 million net income in the same period of 2017.

**Net Income.** Net income totaled ₱9.5 million during the first quarter of 2018 compared to net income of ₱12.0 million in the first quarter of 2017. The net income in the first quarter of 2018 attributable to shareholders of the Company totaled ₱9.0 million while ₱467,225 in net income was attributable to minority shareholders in the company's majority owned subsidiary Magellan Capital Holdings Corporation. In the first quarter of 2017, ₱11.4 million net income was attributable to shareholders of the company and ₱599,542 attributable to minority shareholders in the Registrant's subsidiary.

## **BALANCE SHEET ACCOUNTS**

### **ASSETS**

**Current Assets.** Consolidated current assets as of March 31, 2018 totaled ₱868.7 million compared to ₱986.4 million as of December 31, 2017. Most of the decrease was due to decrease in cash and cash equivalents as cash was used to purchase additional investment property.

**Receivables from Related Parties.** This account was nil at March 31, 2018, the same level as at year-end 2017.

**Investments in Associates.** This account which consists of investment in Pointwest Technologies Corporation and BPO International, Inc. remained unchanged from year-end 2017 to March 31, 2018 at ₱320.3 million as equity in net earnings of associates are taken up at year-end.

**Available for Sale Investments.** This account which consists mostly of corporate bonds decreased to ₱464.8 million as of March 31, 2018 from ₱480.6 million at year-end 2017.

**Property And Equipment.** This account totaled ₱10.5 million as of March 31, 2018 compared to ₱11.0 million as of December 31, 2017 due to allowance for depreciation.

**Investment in Property.** This Account increased sharply to ₱406.3 million as of March 31, 2018 from ₱228.9 million due to additional investment in property.

**Other Non-Current Assets.** This account totaled ₱1.5 million as of March 31, 2018 from ₱38.6 at year-end 2017 as partial payment for investment property was reclassified to the investment property accounts when the Deed of Sale was executed.

**Total Assets.** As a result of the foregoing, total assets increased slightly to ₱2,071.9 million as of March 31, 2018 from ₱2,065.7 million as of December 31, 2017.

### **LIABILITIES AND EQUITY**

**Current Liabilities.** Current liabilities was at ₱28.0 million as of March 31, 2018 compared to ₱30.5 million at year-end 2017 due to lower dividends payable.

**Non-Current Liabilities.** Non-current liabilities which consists mostly of retirement benefit obligation and deferred income tax liabilities was stable at ₱25.9 million as of March 31, 2018, the same level as at year-end 2017. The accrual of additional retirement benefit obligation is taken up at year-end based on actuarial studies commissioned at that time.

**Stockholder's Equity.** Total stockholder's equity increased to ₱2,018.1 million as of March 31, 2018 from ₱2,009.3 million at year-end 2017 due to the comprehensive net income of ₱10.2 million generated in the first quarter of 2018. Total equity attributable to stockholders of the company totaled ₱1,943.6 million at March 31, 2018 from ₱1,935.3 million at December 31, 2017 due to the comprehensive net income of ₱9.7 million attributable to stockholders of the company. Minority interest which represents the share of minority shareholders of Magellan Capital Holdings Corporation was ₱74.5 million at March 31, 2018 compared to ₱74.0 million at December 31, 2017 due to their share of comprehensive income generated in the first quarter of 2018 of ₱0.5 million.

**(a) Top Performance Indicators**

The top five (5) performance indicators for the Company and its Subsidiary are as follows:

- 1) Change in revenues
- 2) Change in net income
- 3) Earnings per share
- 4) Current ratio
- 5) Book Value per share

**Change in Revenues.** Consolidated revenues in the first quarter of 2018 and 2017 are shown in Annex "B" and presented below in summary form:

(P 000)	1 <sup>st</sup> Quarter-2018	Percentage (%)	1 <sup>st</sup> Quarter-2017	Percentage (%)
Interest Income	₱ 7,595	36.0%	₱ 8,035	38.1%
Lease Rental Income	5,777	27.4%	5,334	25.3%
Dividend Income	197	0.9%	63	0.3%
Unrealized Gain on trading securities	7,051	33.5%	4,739	22.4%
Gain on Disposal/Redemption of AFS/HTM Investments	-	-	2,362	11.2%
Net Unrealized FX Gain	435	2.1%	93	0.4%
Other Income	-	-	486	2.3%
<b>Total Income</b>	<b>₱ 21,056</b>	<b>100%</b>	<b>₱ 21,112</b>	<b>100%</b>

Total revenue in the first quarter of 2018 was ₱21.1 million the same level as in the first quarter of 2017. Higher unrealized gain on trading securities and higher rental income and higher unrealized FX gain offset lower gain on disposal of AFS/HTM investments and lower interest and other income.

**Change in Net Income.** The income statement in the first quarter of 2018 and 2017 are shown in Annex "B" and summarized below:

(P 000)	1 <sup>st</sup> Quarter-2018	Percentage (%)	1 <sup>st</sup> Quarter-2017	Percentage (%)
Revenues	₱ 21,056	100%	₱ 21,112	100%
Expenses	11,550	54.9%	9,085	43.0%
Net Income	9,506	45.1%	12,027	57%
Attributable to:				
- Minority Interest	467	2.2%	600	2.8%
- Stockholders of Company	9,039	42.9%	11,427	54.1%



The Registrant realized a net income of ₱9.5 million in the first quarter of 2018 compared to ₱12.0 million in the first quarter of 2017 due mainly to higher expenses as a result of higher taxes related to acquisition of investment property and higher depreciation. Net income of ₱9.0 million was attributable to stockholders of the company in the first quarter of 2018 compared to ₱11.4million in the first quarter of 2017.

**Earnings Per Share.** The net income per share attributable to shareholders of the Company during the first quarter of 2018 was ₱0.0236 per share compared to net income per share of ₱0.03 in the first quarter of 2017 due to the lower net income generated in the first quarter of 2018.

**Current Ratio.** Current ratio as of March 31, 2018 was 31 X compared to 32.3 X as of December 31, 2017.

**Book Value Per Share.** Book value per share as of March 31, 2018 was ₱5.06 per share compared to ₱5.04 as of December 31, 2017.

## INFORMATION ON INDEPENDENT ACCOUNTANT AND OTHER RELATED MATTERS

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

a) *Audit and Audit- Related Fees for the Last Three Fiscal Years*

	2015	2016	2017
Registrant	₱ 232,500	₱ 281,050	₱ 270,000
MCHC	358,500	441,840	464,800
Subsidiaries of MCHC	45,930	40,225	40,225
MUDC	19,144	21,449	21,449

b) *Tax Fees:* None

c) *All Other Fees:* None

d) Audit Committee has approved the audit fees

Prior to the commencement of audit work, the external auditors, present their program and schedule to the company's Audit Committee. The company's audited financial statements for the year are presented by the external auditors to the Audit Committee for committee approval and endorsement to the full Board for final approval. Upon the recommendation of the Audit Committee, the Board approved the audit fees and nomination of SGV & Co as external auditor for the year 2017.

### **Financial Statements**

The Statement of Management's Responsibility along with Audited Consolidated Financial Statements as of December 31, 2017 are shown in this report.

### **Changes in and Disagreements with Accountants on Accountings and Financial Disclosure**

The Corporation has continuously engaged the services of SGV & Co. as the Corporation's External Auditor. There has been no change in and disagreements with SGV & Co., on its accounting and financial disclosure since their appointment in 1997.

### **Attendance of Accountants in the meeting**

Representatives of the Corporation's External Auditor, SGV & Co., are expected to be present at the Annual Stockholders' Meeting on July 26, 2018. Said accountants will be given the opportunity to make a statement if they desire to do so and will be available to respond to relevant questions on the financial statements.

### **Dividends**

Dividends of ₱0.20 per share were declared and paid in 2017. Dividends of ₱0.20 per share were paid in 2016.

Under the Registrant's By-laws, there are no restrictions in the declaration of dividends other than what is prescribed in the Corporation Code, namely that these shall be declared only from surplus profit and no stock dividend shall be issued without the approval of stockholders representing not less than two-thirds of all stock outstanding and entitled to vote at a general or special meeting called for the purpose. The amount of unrestricted retained earnings available for distribution as of December 31, 2017 was ₱281,247,262.00.

## TOP 20 STOCKHOLDERS OF THE REGISTRANT

The top twenty (20) stockholders of the common equity of the Registrant as of **May 25, 2018** are as follows:

	NAME OF STOCKHOLDERS	NUMBER OF SHARES			PER-CENTAGE
		CLASS A	CLASS B	TOTAL	
1	Essential Holdings Limited	-	139,778,670	139,778,670	29.01%
2	PCD Nominee Corporation (A Shares)	74,333,790	-	74,333,790	15.42%
3	Pinamucan Industrial Estates, Inc.	12,054,426	37,754,679	49,809,105	10.33%
4	Magellan Capital Holdings Corporation	47,844,022	-	47,844,022	9.92%
5	Consolidated Tobacco Industries of the Phils., Inc.	43,052,023	-	43,052,023	8.93%
6	Vructi Holdings Corporation	34,633,628	-	34,633,628	7.18%
7	Center Industrial and Investment, Inc.	23,991,000	-	23,991,000	4.98%
8	Robert Y. Cokeng	15,713,072	-	15,713,072	3.26%
9	Johnson Tan Gui Yee	15,371,747	-	15,371,747	3.19%
10	Victorian Development Corporation	12,085,427	-	12,085,427	2.51%
11	PCD Nominee Corporation (B Shares)	-	11,088,581	11,088,581	2.3%
12	Brixton Investment Corporation	2,815,000	-	2,815,000	0.58%
13	Francisco Y. Cokeng, Jr.	2,160,000	-	2,160,000	0.45%
14	Johnson U. Co	1,100,000	-	1,100,000	0.23%
15	Homer U. Cokeng, Jr.	1,020,000	80,000	1,100,000	0.23%
16	Betty C. Dy	1,100,000	-	1,100,000	0.23%
17	Rosalinda C. Tang	1,080,000	-	1,080,000	0.22%
18	Metro Agro Industrial Supply Corporation	523,833	270,144	793,977	0.16%
19	Criscini Reyes	400,000	-	400,000	0.08%
20	Robert Y. Ynson	251,378	74,289	325,667	0.07%

Percentage based on the Total Issued and Outstanding Shares of 481,827,653.

### Recent sales of unregistered or exempt securities, including recent issuance of securities constituting an exempt transaction

The Registrant has not sold any securities within the past three (3) years, which were not registered under the Securities Regulation Code, including sales of reacquired, as well as new issues, securities issued in exchange for property, services, or other securities and new securities resulting from the modification of outstanding securities.

### Warrants

There are no warrants or options outstanding as of the end of December, 2017 and up to the present.

## **DISCUSSION ON COMPLIANCE WITH LEADING PRACTICE ON CORPORATE GOVERNANCE**

In Compliance with SEC Memorandum Circular No. 2, dated April 05, 2002, the Company submitted its Manual on Corporate Governance on August 29, 2002 as approved by its Board of Directors in a meeting held on August 14, 2002, which basically adopted the SEC's Model Manual. Since the Manual's effectivity on January 01, 2003, the Company's Board of Directors and Management has been complying with the principles laid down by the Code of Corporate Governance through the mechanisms which have been institutionalized in the Manual and so far as may be relevant and appropriate to the Company's business as a holding company.

The Company continues to adopt measures to ensure compliance with the leading practices on good corporate governance through, among others, the nomination and election of two independent directors, the constitution of the different committees required by the Code such as the Nominations Committee, the Audit Committee, the Compensation and Remuneration Committee, all of which have been performing their functions as laid down in the Manual.

During a meeting held on March 29, 2004 the company's Board of Directors approved the adoption as part of the Manual, Sec. 4.2 of the PSE's Revised Disclosure Rules, which is in consonance with Chapter VII of the Securities Regulation Code.

Since its effective date, there has been no deviation from the Company's Manual of Corporate Governance. No member of the Company's Board of Directors or its officers and personnel has done or caused to be done any act in violation of the principles laid down in the said Manual.

The Company continues to adhere to the principles and policies of its Manual with the view to continually improve the company's corporate governance.

On February 11, 2008, the Board of Directors of the Company attended and completed the Seminar on Corporate Governance given by the UP Law Center, as required by the Rules. The company continues to comply with the appropriate performance self-rating assessment and performance evaluation system in compliance with pertinent SEC regulations.

On February 22, 2011, the Company submitted its Revised Manual on Corporate Governance pursuant to SEC Memorandum Circular No. 6, Series of 2009.

In compliance with pertinent Rules, the Corporate Secretary of the Company attended various seminars on the Corporate Governance – the Asean Scorecard Information Briefing held on various dates, the last one being held last March 26, 2013 at the Institute of Corporate Directors.

On May 30, 2013, the Company submitted its Annual Corporate Governance Report pursuant to SEC Circular No. 5, Series of 2013.

On October 20, 2014, the Company's President and Corporate Secretary attended the SEC-PSE Corporate Governance Forum at the Makati Shangri-la Hotel.

On April 23, 2015, the Company's representatives attended the SEC Corporate Governance Workshop on the Asean Corporation Governance Scorecard at the Crowne Plaza Manila in Ortigas.

On December 9, 2015, the members of the Board of Directors and the Corporate Secretary attended the Advance Corporate Governance Seminar held at the New World Hotel, Esperanza Street corner Makati Avenue, Ayala Center, Makati City.

On April 22, 2016, The Company's Corporate Secretary attended the Business Integrity Workshop of the Institute of Corporate Directors on "Compliance with US FCPA and the UK Bribery Act" at the Makati Diamond Residences.

On August 25, 2016 and December 8, 2016, the members of the Board of Directors attended the Corporate Governance Seminar held at the New World Hotel, Esperanza Street corner Makati Avenue, Ayala Center, Makati City

On November 22, 2016, other members of the Board of Directors and the Corporate Secretary attended the SEC-PSE Corporate Governance Forum at the 3rd Floor, Meeting Room I, PICC Complex, Pasay City.

On February 28, 2017, Mr. Robert Cokeng attended the Corporate Governance Seminar conducted by SGV at the Acacia Hotel in Alabang, Metro Manila.

On September 26, 2017, members of the Board attended the Corporate Governance Seminar "Competing Against Risk" at the Dusit Thani Hotel, Makati City. Another seminar was attended on October 14, 2017 at the Wackwack Golf & Country Club on "Risk, Opportunities, Assessment and Management (ROAM) Inc." The last seminar attended for the year was on 10 November 2017 at the Makati Shangri-la Hotel on "Corporate Governance: Board Effectiveness Best Practices." The Corresponding Certificates of Completion/Attendance for the 2017 seminars attended was submitted to the SEC on 21 November 2017.

### **Evaluation System**

The Company continues to adhere to the principles and policies of its Manual with the view to continually improve the company's corporate governance. It has adopted as a guideline the SEC's Corporate Governance Self-Rating Form (CG-SRF) in order to determine the Company's compliance with the leading practices on Corporate Governance.

### **Plan to Improve**

The Company continues to take efforts to be abreast with development and trends on Corporate Governance as the same may emerge.

## **BOARD OF DIRECTORS AND MANAGEMENT**

### **DIRECTORS**

**Robert Y. Cokeng**  
Chairman

**Francisco Y. Cokeng, Jr.**  
Vice-Chairman

**Josephine V. Barcelon**

**Francis L. Chua**

**Johnson U. Co**

**Johnny O. Cobankiat**

**Mark Ryan K. Cokeng**

**Mary K. Cokeng**

**Johnson Tan Gui Yee**

**Rufino B. Tiangco**

**Robert Y. Ynson**

### **MANAGEMENT**

**ROBERT Y. COKENG**  
Chairman of the Board

**ROBERT Y. COKENG**  
President

**EMETERIO L. BARCELON, S.J.**  
Senior Vice-President

**JOHNSON U. CO**  
Vice-President for Administration

**MARK RYAN K. COKENG**  
Treasurer and  
Chief Financial Officer

**ATTY. FINA BERNADETTE  
D.C. TANTUICO**  
Corporate Secretary

## DIRECTORS AND EXECUTIVE OFFICERS OF THE ISSUER

### DIRECTORS AND EXECUTIVE OFFICERS

The following are the directors and executive officers of the Registrant, with the past and present positions held by them in the Registrant's subsidiaries and other companies for the past five (5) years:

**ROBERT Y. COKENG**, 66 years old, Filipino citizen.  
**Chairman, President & Chief Executive Officer**

Re-elected on 31 July 2017 for a one-year term. Director and Officer since 1996.

*President & Chief Executive Officer*, Magellan Capital Holdings Corporation, Magellan Utilities Development Corporation, Pinamucan Power Corporation, Malabrigo Corporation, Consolidated Tobacco Industries of the Philippines, Inc. and Center Industrial and Investment, Inc.; *Independent Director*, Cosco Capital, Inc. (PSE listed company); *Chairman*, Pinamucan Industrial Estates, Inc.; *Managing Director*, Essential Holdings Ltd.; *Chairman*, Pointwest Technologies Corporation and Pointwest Innovations Corporation; *Director and Chairman of the Executive Committee*, Business Process Outsourcing International, Inc.; *Chairman*, Ipads Developers, Inc. Bachelor of Arts (Economics Honor Program), Magna Cum Laude, Ateneo University, Master in Business Administration (with High Distinction and elected Baker Scholar), Harvard University.

**FRANCISCO Y. COKENG, JR.**, 64 years old, Filipino citizen.  
**Vice-Chairman and Director**

Re-elected on 31 July 2017 to a one-year term. Director since 1996.  
Also director from 1980-1991.

*Director*, Consolidated Tobacco Industries of the Philippines, Inc., Magellan Capital Holdings Corporation; *Chairman*, Sunflare Horizon International, Inc. AB Economics, Boston University

**EMETERIO L. BARCELON, S.J.**, 90 years old, Filipino citizen.  
**Senior Vice-President**

*Former Director*, Oriental Petroleum and Minerals Corporation; *Former President*, Ateneo de Davao; *Vice-President*, Xavier University; *Former Professor*, Asian Institute of Management; *Columnist*, Manila Bulletin; *Director*, Magellan Capital Holdings Corporation.

PHD, New York University, MBA, New York University, MA, Berchmans College

**JOSEPHINE V. BARCELON**, 59 years old, Filipino citizen.  
**Director**

Elected on 31 July 2017 to a one-year term.

*President/Nominee*, J. M. Barcelon & Co., Inc., Stockbrokers/Dealer in Securities, Certified Securities Representative (Salesman) licensed by SEC; *President*, Ona Real Estate Corporation, Jaybee Real Estate Corporation, Joam Investment Corporation; *Director*, Oriental Petroleum & Minerals Corporation (PSE Listed Company). B.A. (Hons.) M.A. (Oxon), Oxford University.

**JOHNSON U. CO**, 65 years old, Filipino citizen.  
***Vice-President for Administration and Director***

Re-elected on 31 July 2017 for a one-year term. Director and Treasurer since 1996.

*President*, Pinamucan Industrial Estates, Inc., Sunflare Horizon International, Inc.; *Vice-President for Administration and Director*, Magellan Capital Holdings Corporation; *Treasurer*, Magellan Utilities Development Corporation and Malabrigo Corporation; *Director*, Pinamucan Power Corporation; *Vice Chairman*, Consolidated Tobacco Industries of the Philippines, Inc. BS, Mechanical Engineering, University of Sto. Tomas.

**MARK RYAN K. COKENG**, 32 years old, Filipino citizen.  
***Treasurer and Director***

Re-elected on 31 July 2017 to a one-year term.

*Treasurer and Director*, Magellan Capital Holdings Corporation; *Director and Treasurer*, Magellan Capital Corporation; *Director*, IPADS Developers, Inc.; *Director*, Pointwest Technologies Corporation, *Director*, Pointwest Innovations Corporation, *Director and Treasurer*, Business Process Outsourcing International, Inc. Bachelor of Arts in Economics and Statistics, Boston University.

**MARY K. COKENG**, 65 years old, Filipino citizen.  
***Director***

Re-elected on 31 July 2017 to a one-year term. Director since 2008.

*Director*, Essential Holdings, Limited, *Director*, Magellan Capital Holdings Corporation.

Bachelor of Arts, Management, University of Sto. Tomas.

**JOHNNY O. COBANKIAT**, 66 years old, Filipino citizen.  
***Director***

Re-elected on 31 July 2017 to a one-year term. Director since 2008.

*President*, Ace Hardware Phils., Cobankiat Hardware, Inc. and Milwaukee Builders Center, Inc.; *Executive Vice President*, Hardware Workshop; *Vice Chairman*, R. Nubla Securities; *Director*, Shang Properties, Inc. (PSE-listed Company). BS Accounting, De La Salle University.

**FRANCIS LEE CHUA**, 66 years old, Filipino citizen.  
***Director***

Re-elected 31 July on 2017 for a one-year term. Director since 2001.

*General Manager*, Sunny Multi Products and Land Management Inc., Midori Carpet; *Corporate Secretary*, Sunflare Horizon International, Inc. BS Management, Ateneo University.



**JOHNSON TAN GUI YEE**, 71 years old, Filipino citizen.

**Director**

Re-elected on 31 July 2017 to a one-year term. Director since 1997.

*Chairman*, Armak Tape Corporation; *President & Chief Executive Officer*, Armak Holdings and Development, Inc.; *President*, Yarnton Traders Corporation; *Director*, Magellan Capital Holdings Corporation. BS Chemical Engineering and BS Mathematics.

**RUFINO B. TIANGCO**, 68 years old, Filipino citizen.

**Director**

Re-elected on 31 July 2017 to a one-year term. Director since 1997.

*Chairman of the Board*, R.A.V. Fishing Corporation, Marala Vitas Central Terminal & Shipyard Corp.; *President*, Vructi Holdings Corporation; Trufsons Holdings Corporation, Ruvict Holdings Corporation; *Director*, Magellan Capital Holdings Corporation and Magellan Utilities Development Corporation.

BS Mechanical Engineering, University of Sto. Tomas.

**ROBERT Y. YNISON**, 70 years old, Filipino citizen.

**Director**

Re-elected on 31 July 2017 to a one-year term. Director since 1997.

*President*, Phesco, Incorporated, *Director*, Super Industrial Corporation.

Bachelor of Science in Industrial Engineering, Master in Business Administration.

**FINA BERNADETTE D.C. TANTUICO**, 56 years old, Filipino citizen.

**Corporate Secretary**

Re-elected on 31 July 2017 to a one-year term.

*Legal Counsel and Corporate Secretary*, F & J Prince Holdings Corporation and its subsidiaries and affiliates (2002 up to the present); Magellan Capital Holdings Corporation and its subsidiaries, Magellan Utilities Development Corporation, Pointwest Technologies Corporation, Pointwest Innovations Corporation, Pinamucan Industrial Estates Inc; *Corporate Secretary*, Philippine Telegraph & Telephone Co. (PT&T), Capitol Wireless Inc. (Capwire), Philippine Wireless Inc. (Pocketbell), Republic Telecommunications Company (Retelcom), U.P. Law Alumni Foundation Inc. (UPLAF), *Former Assistant Vice-President and Corporate Secretary*, United Overseas Bank Philippines (2000-2001). *Former President* of the Philippine Bar Association. Law Degree, University of the Philippines.

**Term of Office.** The directors of the Registrant were elected during the annual stockholders' meeting held on 31 July 2017. The directors have a one (1) year term of office.

**The Independent Directors.** The independent directors of the Registrant are Johnny O. Cobankiat and Josephine V. Barcelon.

(2) **SIGNIFICANT EMPLOYEES**

There are no other persons other than the Registrant's executive officers who are expected to make a significant contribution to its business.

(3) **FAMILY RELATIONSHIPS**

Messrs. Robert Y. Cokeng and Francisco Y. Cokeng, Jr. are brothers. They are first cousins of Johnson U. Co. Mary K. Cokeng is the spouse of Robert Y. Cokeng. Mark Ryan K. Cokeng is the son of Robert and Mary Cokeng. Josephine V. Barcelon is the niece of Fr. Emeterio Barcelon, SJ.

**STATEMENT OF MANAGEMENT'S RESPONSIBILITY  
FOR FINANCIAL STATEMENTS**

The management of **F& J Prince Holdings Corporation and its subsidiaries** is responsible for the preparation and fair presentation of the financial statements including the statements attached therein, for the years ended December 31, 2017 and 2016, 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 Company'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 but to do so.

The Board of Directors or Trustees is responsible for overseeing the Company's financial reporting process.

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

**Sycip, Gorres, Velayo and Company**, the independent auditors appointed by the stockholders, has audited the financial statements of the company in accordance with Philippine Standards on Auditing, and in its report to the stockholders or members, has expressed its opinion on the fairness of presentation upon completion of such audit.

Signed under oath by the following:

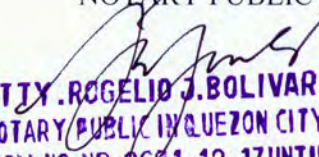
  
**Robert Y. Cokeng**  
President/ CEO/ Chairman

  
**Mark Ryan K. Cokeng**  
Treasurer/Chief Financial Officer

SUBSCRIBED AND SWORN to before me this 16 day of APR 16 2018, 2018, affiants exhibiting to me their Community Tax Certificates, as follows:

<u>Names</u>	<u>Community Tax Cert. No.</u>	<u>Date of Issue</u>	<u>Place of Issue</u>
Robert Y. Cokeng	24544356	15 January, 2018	Makati City
Mark Ryan K. Cokeng	24544357	15 January, 2018	Makati City

Doc.No. 155 ;  
Page No. 32 ;  
Book No. L ;  
Series of 2018

NOTARY PUBLIC  
  
**ATTY. ROGELIO J. BOLIVAR**  
NOTARY PUBLIC IN QUEZON CITY  
AN ADM. NOT. COM. NO. NP-0601-12-17 UNTIL 12-31-2018  
IBPO. R. NO. 1038374 JAN. 2017 UP TO DEC. 2018  
PTR O.R. NO. 5522486 C1-3-18  
ROLL NO. 33832/TIN # 129-871-009  
MCLE No. V-0019296 VALID FROM 04/13/2016 UNTIL 04/14/2019/PASIG CITY  
ADDRESS: 317 HARVARD ST. CUBAO, Q.C.

*F. & J. Prince Holdings Corporation*

**AUDITED CONSOLIDATED  
FINANCIAL STATEMENTS  
as of  
December 31, 2017 and  
December 31, 2016**

# COVER SHEET

## for AUDITED FINANCIAL STATEMENTS

SEC Registration Number

0	0	0	0	0	4	3	3	7	0
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**COMPANY NAME**

F	&	J	P	R	I	N	C	E	H	O	L	D	I	N	G	S	C	O	R	P	O	R	A	T	
I	O	N	A	N	D	S	U	B	S	I	D	I	A	R	I	E	S								

**PRINCIPAL OFFICE** ( No. / Street / Barangay / City / Town / Province )

5	T	H	F	L	O	O	R	,	C	I	T	I	B	A	N	K	C	E	N	T	E	R	,	8	7
4	1	P	A	S	E	O	D	E	R	O	X	A	S	,	M	A	K	A	T	I	C	I	T	Y	

Form Type

A	C	F	S
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Department requiring the report

C	F	D
---	---	---

Secondary License Type, If Applicable

N	/	A
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**COMPANY INFORMATION**

Company's Email Address

fiphco@gmail.com

Company's Telephone Number

892-7133 / 892-7137

Mobile Number

NONE

No. of Stockholders

474

Annual Meeting (Month / Day)

07/28

Fiscal Year (Month / Day)

12/31

**CONTACT PERSON INFORMATION**

The designated contact person **MUST** be an Officer of the Corporation

Name of Contact Person

Atty. Fina C. Tantuico

Email Address

fct.law@gmail.com

Telephone Number/s

633-2107

Mobile Number

09178920786

**CONTACT PERSON'S ADDRESS**

**5<sup>th</sup> Floor Citibank Center, 8741 Paseo de Roxas, Makati City**

**NOTE 1:** In case of death, resignation or cessation of office of the officer designated as contact person, such incident shall be reported to the Commission within thirty (30) calendar days from the occurrence thereof with information and complete contact details of the new contact person designated.

**2:** All Boxes must be properly and completely filled-up. Failure to do so shall cause the delay in updating the corporation's records with the Commission and/or non-receipt of Notice of Deficiencies. Further, non-receipt of Notice of Deficiencies shall not excuse the corporation from liability for its deficiencies.



## INDEPENDENT AUDITOR'S REPORT

The Board of Directors and Stockholders  
F & J Prince Holdings Corporation and Subsidiaries  
5th Floor, Citibank Center  
8741 Paseo de Roxas, Makati City

### Report on the Audit of the Consolidated Financial Statements

#### Opinion

We have audited the consolidated financial statements of F & J Prince Holdings Corporation and its subsidiaries (the Group), which comprise the consolidated statements of financial position as at December 31, 2017 and 2016, and the consolidated statements of income, 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, 2017, 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, 2017 and 2016, and its consolidated financial performance and its consolidated cash flows for each of the three years in the period ended December 31, 2017 in accordance with Philippine Financial Reporting Standards (PFRSs).

#### Basis for Opinion

We conducted our audits in accordance with Philippine Standards on Auditing (PSAs). Our responsibilities under those standards are further described in the *Auditor's 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 audit 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. For each matter below, our description of how our audit addressed the matter is provided in that context.



We have fulfilled the responsibilities described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Statements* section of our report, including in relation to these matters.

Accordingly, our audit included the performance of procedures designed to respond to our assessment of the risks of material misstatement of the consolidated financial statements. The results of our audit procedures, including the procedures performed to address the matters below, provide the basis for our audit opinion on the accompanying consolidated financial statements.

#### Accounting for Investments in Associates

The Group owns 35% and 30% in Business Process Outsourcing International (BPO) and Pointwest Technologies Corporation (PTC), respectively. These investments in associates are accounted for under the equity method, and are reviewed if there are indicators of impairment. The accounting for these investments is significant to our audit because of the substantial amount of the Group's investment in and equity in net earnings of associates. As of December 31, 2017, the investments in associates amounted to ₱320.2 million, and the Group's equity in net earnings of associates for the year then ended amounted to ₱40.9 million.

Refer to Note 8 for the discussion on the Investments in Associates.

#### *Audit Response*

We obtained an understanding of the Group's process in recognizing the equity in net earnings of its associates, including the understanding of the associates' business transactions. We recalculated the Group's equity in net earnings of associates based on the associates' audited financial statements. In addition, our audit procedures included, among others, coordinating and instructing the statutory auditors of the associates to perform an audit on the relevant financial information of BPO and PTC for the purpose of the Group's consolidated financial statements. During the year, we discussed the risk assessment, audit strategy of the statutory auditors, as well as any significant developments in the associates. We further evaluated management's considerations regarding the impairment indicators of the investments in associates by reviewing the associates' results of operations as well as the associates' ability to declare dividends.

#### **Other Information**

Management is responsible for the other information. The other information comprises the information included in the SEC Form 20-IS (Definitive Information Statement), SEC Form 17-A and Annual Report for the year ended December 31, 2017, but does not include the consolidated financial statements and our auditor's report thereon. The SEC Form 20-IS (Definitive Information Statement), SEC Form 17-A and Annual Report for the year ended December 31, 2017 are expected to be made available to us after the date of this auditor's report.

Our opinion on the consolidated financial statements does not cover the other information and we do 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 and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit 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 PFRSs, 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.

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

## **Auditor's 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 auditor's 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 PSAs 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 PSAs, 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 auditor's 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 auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.





- 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.

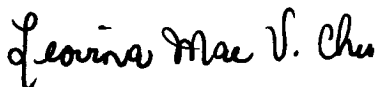
We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to 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 auditor's 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 on the audit resulting in this independent auditor's report is Leovina Mae V. Chu.

SYCIP GORRES VELAYO & CO.



Leovina Mae V. Chu

Partner

CPA Certificate No. 99910

SEC Accreditation No. 1199-AR-1 (Group A),  
June 22, 2015, valid until June 21, 2018

Tax Identification No. 209-316-911

BIR Accreditation No. 08-001998-96-2018,

February 2, 2018, valid until February 1, 2021

PTR No. 6621343, January 9, 2018, Makati City

April 11, 2018



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**



December 31

2017 2016

**ASSETS**

**Current Assets**

Cash and cash equivalents (Note 5)	P753,565,434	P954,570,050
Financial assets at fair value through profit or loss (FVPL) (Note 6)	152,717,699	83,025,754
Receivables (Note 7)	7,283,965	8,216,827
Due from related parties (Note 18)	13,460,669	21,444,995
Current portion of available for sale (AFS) financial assets (Note 9)	40,784,002	66,753,263
Prepayments and other current assets	18,618,930	15,529,159
<b>Total Current Assets</b>	<b>986,430,699</b>	<b>1,149,540,048</b>

**Noncurrent Assets**

AFS financial assets - net of current portion (Note 9)	480,567,606	335,121,729
Investments in associates (Note 8)	320,213,481	295,148,551
Property and equipment (Note 11)	10,957,118	10,467,538
Investment properties (Note 12)	228,932,135	158,547,912
Other noncurrent assets (Note 13)	38,570,310	24,927,486
<b>Total Noncurrent Assets</b>	<b>1,079,240,650</b>	<b>824,213,216</b>

**TOTAL ASSETS**

**P2,065,671,349 P1,973,753,264**

**LIABILITIES AND EQUITY**

**Current Liabilities**

Accounts payable and accrued expenses (Note 14)	P11,003,597	P4,683,468
Dividends payable (Note 17)	6,636,554	6,006,566
Income tax payable	7,875,136	5,402,348
Provision for legal obligation (Note 21)	5,000,000	5,000,000
<b>Total Current Liabilities</b>	<b>30,515,287</b>	<b>21,092,382</b>

**Noncurrent Liability**

Retirement benefit obligation (Note 15)	12,075,212	11,305,731
Deferred income tax liabilities - net (Note 16)	13,798,478	2,736,531
<b>Total Noncurrent Liabilities</b>	<b>25,873,690</b>	<b>14,042,262</b>
<b>Total Liabilities</b>	<b>56,388,977</b>	<b>35,134,644</b>

**Equity**

Common stock (Note 17)	481,827,653	481,827,653
Additional paid-in capital	144,759,977	144,759,977
Treasury shares (Note 17)	(100,946,956)	(99,669,477)
Net unrealized valuation gains on AFS financial assets (Note 9)	63,066,458	18,686,502
Actuarial losses on retirement benefit obligation (Note 15)	(792,683)	(1,152,586)
Accumulated share in other comprehensive income of associates (Note 8)	50,375,587	24,861,485
Retained earnings (Note 17)	1,297,004,791	1,296,094,095
<b>Equity Attributable to Equity Holders of the Parent Company</b>	<b>1,935,294,827</b>	<b>1,865,407,649</b>
<b>Noncontrolling Interests</b>	<b>73,987,545</b>	<b>73,210,971</b>
<b>Total Equity</b>	<b>2,009,282,372</b>	<b>1,938,618,620</b>

**TOTAL LIABILITIES AND EQUITY**

**P2,065,671,349 P1,973,753,264**

See accompanying Notes to Consolidated Financial Statements.



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**

	Years Ended December 31		
	2017	2016	2015
<b>REVENUES AND INCOME</b>			
Equity in net earnings of associates (Note 8)	P40,864,501	P72,929,014	P105,413,232
Interest income (Notes 5, 9 and 10)	37,412,772	40,141,896	39,171,045
Rent income (Notes 12 and 21)	20,834,930	14,028,672	12,796,615
Fair value gains on financial assets at FVPL (Note 6)	17,421,323	9,980,598	-
Net foreign exchange gains	7,974,284	32,814,059	22,825,228
Gains on disposal of:			
AFS financial assets (Note 9)	2,193,712	4,292,090	908,071
Financial assets at FVPL (Note 6)	1,321,922	1,087,050	617,848
HTM investments (Note 10)	242,352	-	-
Dividend income (Notes 6 and 9)	2,424,550	1,906,263	1,538,110
Others	137,494	88,257	180,027
	<b>130,827,840</b>	<b>177,267,899</b>	<b>183,450,176</b>
<b>EXPENSES</b>			
Personnel expenses:			
Salaries and wages	10,208,855	10,301,024	9,790,664
Retirement benefits (Note 15)	1,309,020	1,269,716	1,157,197
Other employee benefits	1,825,715	2,112,027	1,776,010
Depreciation (Notes 11 and 12)	10,324,446	6,088,819	6,108,081
Professional fees	4,935,037	2,999,718	2,886,197
Taxes and licenses	4,728,102	1,854,803	663,274
Condominium dues	2,365,479	2,047,261	1,788,619
Utilities	1,573,613	1,037,873	397,636
Bank charges	733,900	500,059	557,812
Entertainment, amusement and recreation	260,431	548,628	603,277
Impairment losses on:			
Receivables and due from related parties (Notes 7 and 18)	104,000	2,561,277	-
AFS financial assets recognized in profit or loss (Note 9)	-	-	2,127,676
Fair value losses on financial assets at FVPL (Note 6)	-	-	5,996,071
Loss on bank foreclosure (Note 7)	-	-	407,475
Others	1,681,316	1,852,763	1,012,557
	<b>40,049,914</b>	<b>33,173,968</b>	<b>35,272,546</b>
<b>INCOME BEFORE INCOME TAX</b>	<b>90,777,926</b>	<b>144,093,931</b>	<b>148,177,630</b>
<b>PROVISION FOR (BENEFIT FROM) INCOME TAX</b> (Note 16)			
Current	13,397,607	10,200,945	6,904,318
Deferred	(2,019,454)	(2,629,581)	1,632,010
	<b>11,378,153</b>	<b>7,571,364</b>	<b>8,536,328</b>
<b>NET INCOME</b>	<b>P79,399,773</b>	<b>P136,522,567</b>	<b>P139,641,302</b>
<b>NET INCOME ATTRIBUTABLE TO</b>			
Equity holders of the parent	P77,729,401	P133,940,563	P138,463,644
Noncontrolling interests	1,670,372	2,582,004	1,177,658
	<b>P79,399,773</b>	<b>P136,522,567</b>	<b>P139,641,302</b>
<b>Basic/Diluted Earnings Per Share for Net Income</b>			
<b>Attributable to Equity Holders of the Parent Company</b>			
(Note 19)	<b>P0.20</b>	<b>P0.35</b>	<b>P0.36</b>

See accompanying Notes to Consolidated Financial Statements.



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

	Years Ended December 31		
	2017	2016	2015
<b>NET INCOME</b>	<b>₱79,399,773</b>	<b>₱136,522,567</b>	<b>₱139,641,302</b>
<b>OTHER COMPREHENSIVE INCOME</b>			
<i>Items that will be reclassified to profit or loss:</i>			
Net unrealized valuation gains on AFS financial assets, net of tax effect (Notes 9 and 16)	47,922,567	1,223,233	8,963,303
Cumulative translation adjustment (Note 8)	(313,263)	12,002,164	8,625,647
<i>Items that will not be reclassified to profit or loss:</i>			
Actuarial gains (losses) on retirement benefit obligation, net of tax effect (Notes 15 and 16)	377,677	1,323,799	(39,704)
Share in other comprehensive income of associates (Note 8)	25,827,365	28,820,472	2,123,043
	<b>73,814,346</b>	<b>43,369,668</b>	<b>19,672,289</b>
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>₱153,214,119</b>	<b>₱179,892,235</b>	<b>₱159,313,591</b>
<b>TOTAL COMPREHENSIVE INCOME</b>			
<b>ATTRIBUTABLE TO:</b>			
Equity holders of the parent	₱147,983,362	₱175,388,169	₱155,907,586
Noncontrolling interests	5,230,757	4,504,066	3,406,005
	<b>₱153,214,119</b>	<b>₱179,892,235</b>	<b>₱159,313,591</b>

*See accompanying Notes to Consolidated Financial Statements.*



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**

**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**

**FOR THE YEARS ENDED DECEMBER 31, 2017, 2016 AND 2015**

	Attributable to Equity Holders of the Parent Company									
	Common Stock (Note 17)	Additional Paid-in Capital	Treasury Shares (Note 17)	Net Unrealized Valuation Gains (Losses) on AFS Financial Assets (Notes 9)	Actuarial Gains (Losses) on Retirement Benefit Obligation (Note 15)	Share in Other Comprehensive Income of Associates (Note 8)	Retained Earnings (Note 17)	Total	Noncontrolling Interests	Total Equity
Balances at January 1, 2015	₱481,827,653	₱144,759,977	(₱98,942,697)	₱12,590,012	(₱2,376,318)	(₱26,709,841)	₱1,177,526,941	₱1,688,675,727	₱69,388,573	₱1,758,064,300
Net income for the year	-	-	-	-	-	-	138,463,644	138,463,644	1,177,658	139,641,302
<i>Other comprehensive income</i>										
Net unrealized valuation gains on changes in fair value of AFS financial assets (Note 9)	-	-	-	6,731,096	-	-	-	6,731,096	2,232,207	8,963,303
Actuarial losses on retirement benefit obligation (Note 15)	-	-	-	-	(35,844)	-	-	(35,844)	(3,860)	(39,704)
Share in other comprehensive income of associates (Note 8)	-	-	-	-	-	10,748,690	-	10,748,690	-	10,748,690
<b>Total comprehensive income for the year</b>	-	-	-	6,731,096	(35,844)	10,748,690	138,463,644	155,907,586	3,406,005	159,313,591
Dividends declared - ₱0.20 per share (Note 17)	-	-	-	-	-	-	(76,996,258)	(76,996,258)	-	(76,996,258)
Acquisition of treasury shares (Note 17)	-	-	(726,780)	-	-	-	-	(726,780)	-	(726,780)
<b>Balances at December 31, 2015</b>	<b>₱481,827,653</b>	<b>₱144,759,977</b>	<b>(₱99,669,477)</b>	<b>₱19,321,108</b>	<b>(₱2,412,162)</b>	<b>(₱15,961,151)</b>	<b>₱1,238,994,327</b>	<b>₱1,766,860,275</b>	<b>₱72,794,578</b>	<b>₱1,839,654,853</b>

(Forward)



Attributable to Equity Holders of the Parent Company

	Common Stock (Note 17)	Additional Paid-in Capital	Treasury Shares (Note 17)	Net Unrealized Valuation Gains (Losses) on AFS Financial Assets (Note 9)	Actuarial Gains (Losses) on Retirement Benefit Obligation (Note 15)	Share in Other Comprehensive Income of Associates (Note 8)	Retained Earnings (Note 17)	Total	Noncontrolling Interests	Total Equity
Balances at January 1, 2016	₱481,827,653	₱144,759,977	(₱99,669,477)	₱19,321,108	(₱2,412,162)	(₱15,961,151)	₱1,238,994,327	₱1,766,860,275	₱72,794,578	₱1,839,654,853
Net income for the year	-	-	-	-	-	-	133,940,563	133,940,563	2,582,004	136,522,567
<i>Other comprehensive income</i>										
Net unrealized valuation gains (losses) on changes in fair value of AFS financial assets (Note 9)	-	-	-	(634,606)	-	-	-	(634,606)	1,857,839	1,223,233
Actuarial gains on retirement benefit obligation (Note 15)	-	-	-	-	1,259,576	-	-	1,259,576	64,223	1,323,799
Share in other comprehensive income of associates (Note 8)	-	-	-	-	-	40,822,636	-	40,822,636	-	40,822,636
<b>Total comprehensive income for the year</b>	-	-	-	(634,606)	1,259,576	40,822,636	133,940,563	175,388,169	4,504,066	179,892,235
Dividends declared - ₱0.20 per share (Note 17)	-	-	-	-	-	-	(76,840,795)	(76,840,795)	-	(76,840,795)
Dividends declared by the subsidiary to noncontrolling interests	-	-	-	-	-	-	-	-	(4,087,673)	(4,087,673)
Balances at December 31, 2016	₱481,827,653	₱144,759,977	(₱99,669,477)	₱18,686,502	(₱1,152,586)	₱24,861,485	₱1,296,094,095	₱1,865,407,649	₱73,210,971	₱1,938,618,620

(Forward)



**Attributable to Equity Holders of the Parent Company**

	Common Stock (Note 17)	Additional Paid-in Capital	Treasury Shares (Note 17)	Net Unrealized Valuation Gains (Losses) on AFS Financial Assets (Note 9)	Actuarial Gains (Losses) on Retirement Benefit Obligation (Note 15)	Share in Other Comprehensive Income of Associates (Note 8)	Retained Earnings (Note 17)	Total	Noncontrolling Interests	Total Equity
<b>Balances at January 1, 2017</b>	<b>₱481,827,653</b>	<b>₱144,759,977</b>	<b>(₱99,669,477)</b>	<b>₱18,686,502</b>	<b>(₱1,152,586)</b>	<b>₱24,861,485</b>	<b>₱1,296,094,095</b>	<b>₱1,865,407,649</b>	<b>₱73,210,971</b>	<b>₱1,938,618,620</b>
<b>Net income for the year</b>	-	-	-	-	-	-	77,729,401	77,729,401	1,670,372	79,399,773
<b>Other comprehensive income</b>										
Net unrealized valuation gains on changes in fair value of AFS financial assets (Note 9)	-	-	-	44,379,956	-	-	-	44,379,956	3,542,611	47,922,567
Actuarial gains on retirement benefit obligation (Note 15)	-	-	-	-	359,903	-	-	359,903	17,774	377,677
Share in other comprehensive income of associates (Note 8)	-	-	-	-	-	25,514,102	-	25,514,102	-	25,514,102
<b>Total comprehensive income for the year</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>44,379,956</b>	<b>359,903</b>	<b>25,514,102</b>	<b>77,729,401</b>	<b>147,983,362</b>	<b>5,230,757</b>	<b>153,214,119</b>
<b>Dividends declared - ₱0.20 per share (Note 17)</b>	-	-	-	-	-	-	(76,818,705)	(76,818,705)	-	(76,818,705)
<b>Acquisition of treasury shares</b>	-	-	(1,277,479)	-	-	-	-	(1,277,479)	-	(1,277,479)
<b>Dividends declared by the subsidiary to noncontrolling interests</b>	-	-	-	-	-	-	-	-	(4,454,183)	(4,454,183)
<b>Balances at December 31, 2017</b>	<b>₱481,827,653</b>	<b>₱144,759,977</b>	<b>(₱100,946,956)</b>	<b>₱63,066,458</b>	<b>(₱792,683)</b>	<b>₱50,375,587</b>	<b>₱1,297,004,791</b>	<b>₱1,935,294,827</b>	<b>₱73,987,545</b>	<b>₱2,009,282,372</b>

See accompanying Notes to Consolidated Financial Statements



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

	Years Ended December 31		
	2017	2016	2015
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Income before income tax	₱90,777,926	₱144,093,931	₱148,177,630
Adjustments for:			
Equity in net earnings of associates (Note 8)	(40,864,501)	(72,929,014)	(105,413,232)
Interest income (Notes 5, 9 and 10)	(37,412,772)	(40,141,896)	(39,171,045)
Fair value losses (gains) on financial assets at FVPL (Note 6)	(17,421,323)	(9,980,598)	5,996,071
Net unrealized foreign exchange gains	(3,494,399)	(28,279,422)	(23,362,015)
Dividend income (Notes 6 and 9)	(2,424,550)	(1,906,263)	(1,538,110)
Gains on disposal of:			
AFS financial assets (Note 9)	(2,193,712)	(4,292,090)	(908,071)
Financial assets at FVPL (Note 6)	(1,321,922)	(1,087,050)	(617,848)
Depreciation (Notes 11 and 12)	10,324,446	6,088,819	6,108,081
Impairment losses on:			
Receivables and due from related parties (Notes 7 and 18)	104,000	2,561,277	-
AFS financial assets (Note 9)	-	-	2,127,676
Loss on bank foreclosure (Note 7)	-	-	407,475
Operating losses before working capital changes	(3,926,807)	(5,872,306)	(8,193,388)
Decrease (increase) in:			
Receivables	(1,104,874)	225,944	(348,908)
Due from related parties	118,394	(558,563)	(36,237)
Prepayments and other current assets	(3,089,771)	11,568,549	(10,454,054)
Increase (decrease) in:			
Accounts payable and accrued expenses	5,580,937	728,067	(1,965,051)
Retirement benefit obligation (Note 15)	1,291,246	1,269,716	1,157,197
Proceeds from disposal of:			
Financial assets at FVPL (Note 6)	13,030,049	4,703,538	2,497,848
AFS financial assets (Note 9)	160,993,084	91,635,132	65,265,170
Additions to:			
Financial assets at FVPL (Note 6)	(63,978,749)	(14,309,326)	(4,623,460)
AFS financial assets (Note 9)	(214,648,554)	(70,379,312)	(84,646,959)
Net cash generated from (used in) operations	(105,735,045)	19,011,439	(41,347,842)
Dividends received	51,604,155	23,005,186	102,299,153
Interest received	39,450,508	41,152,604	35,856,108
Income taxes paid	(10,924,819)	(7,990,108)	(5,866,059)
Net cash flows from (used in) operating activities	(25,605,201)	75,179,121	90,941,360
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Increase in other noncurrent assets (Note 25)	(13,642,824)	(23,075,362)	(6,370,629)
Additions to:			
Investment properties (Notes 12 and 25)	(79,051,821)	-	(4,790,340)
Property and equipment (Note 11)	(2,146,428)	(71,429)	(12,588)
Investments in associates (Note 8)	-	-	(5,625,000)
Net cash flows used in investing activities	(94,841,073)	(23,146,791)	(16,798,557)

(Forward)





	Years Ended December 31		
	2017	2016	2015
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Dividends paid (Note 17)	(P76,188,717)	(P74,252,645)	(P76,102,364)
Dividends to noncontrolling interests	(4,454,183)	(4,087,673)	-
Acquisition of treasury shares (Note 17)	(1,277,479)	-	(726,780)
Net cash flows used in financing activities	(81,920,379)	(78,340,318)	(76,829,144)
<b>EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>			
	1,362,037	15,244,898	21,477,724
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>			
	(201,004,616)	(11,063,090)	18,791,383
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>			
	954,570,050	965,633,140	946,841,757
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR (Note 5)</b>			
	P753,565,434	P954,570,050	P965,633,140

See accompanying Notes to Consolidated Financial Statements.



# **F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**

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## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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### **1. Corporate Information**

F & J Prince Holdings Corporation (the Parent Company) was registered with the Philippine Securities and Exchange Commission (SEC) on February 18, 1971. Its primary purpose is to purchase, subscribe for or otherwise acquire and own, hold, use, sell, assign, transfer, mortgage, pledge, exchange, or otherwise dispose of real and personal property of every kind and description, including, but not limited to, land, building, condominium units, shares of stock, bonds, debentures, notes, evidence of indebtedness and other securities, contracts or obligations of any corporation and associations, domestic or foreign. The term for which the Parent Company is to exist is 50 years from and after the date of incorporation.

The Parent Company's shares of stock are listed in and traded through the Philippine Stock Exchange (PSE). The principal activities of its subsidiaries are described in Note 2.

The registered office address of the Parent Company is 5th Floor, Citibank Center, 8741 Paseo de Roxas, Makati City.

The consolidated financial statements of the Parent Company and its subsidiaries (collectively referred to as the "Group") as of December 31, 2017, 2016 and 2015 and for each of the three years in the period ended December 31, 2017 were authorized for issue by the Board of Directors (BOD) on April 11, 2018.

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### **2. Basis of Preparation, Statement of Compliance and Basis of Consolidation**

#### ***Basis of Preparation***

The consolidated financial statements have been prepared under the historical cost basis, except for financial assets at fair value through profit or loss and certain available for sale financial assets that have been measured at fair value (see Notes 6 and 9). The consolidated financial statements are presented in Philippine peso, which is the Group's functional currency, and rounded off to the nearest peso, except when otherwise indicated.

#### ***Statement of Compliance***

The consolidated financial statements of the Group have been prepared in compliance with Philippine Financial Reporting Standards (PFRSs).

#### ***Basis of Consolidation***

The consolidated financial statements comprise the financial statements of the Parent Company and its subsidiaries as of December 31, 2017 and 2016. Control is achieved when the Group has power over the investee (i.e., existing rights that give it the current ability to direct the relevant activities of the investee), is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated financial statements from the date the Group gains control until the date the Group ceases to control the subsidiary.



Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the parent of the Group and to the noncontrolling interests, even if this results in the noncontrolling interests having a deficit balance. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Group's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

A change in the ownership interest of a subsidiary, without loss of control, is accounted for as an equity transaction.

If the Group loses control over a subsidiary, it derecognizes the related assets (including goodwill), liabilities, noncontrolling interest and other components while any resultant gain or loss is recognized in profit or loss. Any investment retained is recognized at fair value.

Transactions involving noncontrolling interest in a subsidiary without a change of control are accounted for as equity transactions. Any excess or deficit of consideration paid over the carrying amount of noncontrolling interest acquired is recognized in equity of the Group.

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

Details on the subsidiaries as of December 31, 2017 and 2016 are as follows:

	Country of Incorporation	Percentage of Ownership
Magellan Capital Holdings Corporation (MCHC)*	Philippines	94.37%
Pinamucan Industrial Estates, Inc. (PIEI)	Philippines	100%
Malabrigo Corporation (MC)	Philippines	100%
Magellan Capital Realty Development Corporation (MCRDC)**	Philippines	100%
Magellan Capital Trading Corporation (MCTC)**	Philippines	100%

\*Intermediate parent company

\*\*Non-operational since incorporation.

#### *MCHC*

MCHC is a holding company involved in investing real and personal properties of every kind, including, but not limited to, land, buildings, condominium units, shares of stock, bonds, and other securities of any corporation or association, domestic or foreign. MCHC was registered with SEC on November 6, 1990. MCHC has investments in subsidiaries, mainly PIEI, MC, MCRDC and MCTC.

#### *PIEI*

PIEI was organized primarily as a real estate developer and was registered with the SEC on May 5, 1993.

#### *MC*

MC was organized primarily to purchase, operate, maintain and sell coal mines and their products and by-products. MC was registered with the SEC on August 31, 1993.



*MCRDC*

MCRDC was organized to purchase, subscribe for, or otherwise acquire and own, hold, use, sell, assign, transfer, mortgage, pledge, exchange or otherwise dispose of shares of stock, bonds, debentures, notes, evidence of indebtedness and other securities, contracts and obligations of any corporation or corporations, domestic or foreign. MCRDC was registered with the SEC on November 14, 1990 and has been nonoperational since incorporation.

*MCTC*

MCTC was organized to conduct and carry on the business of buying, selling, distributing and marketing at wholesale and retail all kinds of goods, commodities, wares and merchandise. MCTC was registered in the SEC on January 7, 1991 and has been non-operational since incorporation.

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**3. Changes in Accounting Policies and Disclosures and Summary of Significant Accounting Policies**

***Changes in Accounting Policies and Disclosures***

The accounting policies adopted are consistent with those of the previous financial year, except that the Group has adopted the following new accounting pronouncements starting January 1, 2017.

- Amendment to PFRS 12, *Disclosure of Interests in Other Entities, Clarification of the Scope of the Standard (Part of Annual Improvements to PFRSs 2014 – 2016 Cycle)*  
The amendments clarify that the disclosure requirements in PFRS 12, other than those relating to summarized financial information, apply to an entity's interest in a subsidiary, a joint venture or an associate (or a portion of its interest in a joint venture or an associate) that is classified (or included in a disposal group that is classified) as held for sale.

Adoption of these amendments did not have any impact on the Group's financial statements.

- Amendments to Philippine Accounting Standards (PAS) 7, *Statement of Cash Flows, Disclosure Initiative*  
The amendments require an entity to provide disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flows and non-cash changes (such as foreign exchange gains or losses).

The Group has provided the required information in Note 25 to the financial statements. As allowed under the transition provisions of the standard, the Group did not present comparative information for the year ended December 31, 2016.

- Amendments to PAS 12, *Income Taxes, Recognition of Deferred Tax Assets for Unrealized Losses*  
The amendments clarify that an entity needs to consider whether tax law restricts the sources of taxable profits against which it may make deductions on the reversal of deductible temporary difference related to unrealized losses. Furthermore, the amendments provide guidance on how an entity should determine future taxable profits and explain the circumstances in which taxable profit may include the recovery of some assets for more than their carrying amount.



The Group applied the amendments retrospectively. However, their application has no effect on the Group's financial position and performance as the Group has no deductible temporary differences or assets that are in the scope of the amendments.

New Standards and Interpretations Issued and Effective after December 31, 2017

The Group will adopt the standards and interpretations enumerated below when these become effective. Except as otherwise indicated, the Group does not expect the adoption of these new and amended PFRSs, PAS and Philippine Interpretations to have significant impact on its financial statements.

*Effective beginning on or after January 1, 2018*

- Amendments to PFRS 2, *Share-based Payment, Classification and Measurement of Share-based Payment Transactions*

The amendments to PFRS 2 address three main areas: the effects of vesting conditions on the measurement of a cash-settled share-based payment transaction; the classification of a share-based payment transaction with net settlement features for withholding tax obligations; and the accounting where a modification to the terms and conditions of a share-based payment transaction changes its classification from cash settled to equity settled.

On adoption, entities are required to apply the amendments without restating prior periods, but retrospective application is permitted if elected for all three amendments and if other criteria are met. Early application of the amendments is permitted.

These amendments are not expected to have significant impact on the Group.

- PFRS 9, *Financial Instruments*

PFRS 9 reflects all phases of the financial instruments project and replaces PAS 39, *Financial Instruments: Recognition and Measurement*, and all previous versions of PFRS 9. The standard introduces new requirements for classification and measurement, impairment, and hedge accounting. PFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early application permitted. Retrospective application is required, but providing comparative information is not compulsory. For hedge accounting, the requirements are generally applied prospectively, with some limited exceptions.

The adoption of PFRS 9 will have an effect on the classification and measurement of the Group's financial assets and impairment methodology for financial assets, but will have no significant impact on the classification and measurement of the Group's financial liabilities.

- Amendments to PFRS 4, *Insurance Contracts, Applying PFRS 9 with PFRS 4*

The amendments address concerns arising from implementing PFRS 9, the new financial instruments standard before implementing the new insurance contracts standard. The amendments introduce two options for entities issuing insurance contracts: a temporary exemption from applying PFRS 9 and an overlay approach. The temporary exemption is first applied for reporting periods beginning on or after January 1, 2018. An entity may elect the overlay approach when it first applies PFRS 9 and apply that approach retrospectively to financial assets designated on transition to PFRS 9. The entity restates comparative information reflecting the overlay approach if, and only if, the entity restates comparative information when applying PFRS 9.



These amendments are not applicable to the Group since it has no activities that are predominantly connected with insurance or issue insurance contracts.

- **PFRS 15, *Revenue from Contracts with Customers***  
PFRS 15 establishes a new five-step model that will apply to revenue arising from contracts with customers. Under PFRS 15, revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in PFRS 15 provide a more structured approach to measuring and recognizing revenue.

The new revenue standard is applicable to all entities and will supersede all current revenue recognition requirements under PFRSs. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after January 1, 2018. Early adoption is permitted. The Group plans to adopt the new standard on the required effective date using the modified retrospective method.

Based on its initial assessment, the requirements of PFRS 15 have no significant impact on the Group's financial position, performance and disclosures.

- **Amendments to PAS 28, *Measuring an Associate or Joint Venture at Fair Value (Part of Annual Improvements to PFRSs 2014–2016 Cycle)***  
The amendments clarify that an entity that is a venture capital organization, or other qualifying entity, may elect, at initial recognition on an investment-by-investment basis, to measure its investments in associates and joint ventures at fair value through profit or loss. They also clarify that if an entity that is not itself an investment entity has an interest in an associate or joint venture that is an investment entity, the entity may, when applying the equity method, elect to retain the fair value measurement applied by that investment entity associate or joint venture to the investment entity associate's or joint venture's interests in subsidiaries. This election is made separately for each investment entity associate or joint venture, at the later of the date on which (a) the investment entity associate or joint venture is initially recognized; (b) the associate or joint venture becomes an investment entity; and (c) the investment entity associate or joint venture first becomes a parent. The amendments should be applied retrospectively, with earlier application permitted.

These amendments are not expected to have significant impact on the Group.

- **Amendments to PAS 40, *Investment Property, Transfers of Investment Property***  
The amendments clarify when an entity should transfer property, including property under construction or development into, or out of investment property. The amendments state that a change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. A mere change in management's intentions for the use of a property does not provide evidence of a change in use. The amendments should be applied prospectively to changes in use that occur on or after the beginning of the annual reporting period in which the entity first applies the amendments. Retrospective application is only permitted if this is possible without the use of hindsight.

Since the Group's current practice is in line with the clarifications issued, the Group does not expect any effect on its financial statements upon adoption of these amendments.



- **Philippine Interpretation IFRIC 22, *Foreign Currency Transactions and Advance Consideration***

The interpretation clarifies that, in determining the spot exchange rate to use on initial recognition of the related asset, expense or income (or part of it) on the derecognition of a nonmonetary asset or non-monetary liability relating to advance consideration, the date of the transaction is the date on which an entity initially recognizes the nonmonetary asset or non-monetary liability arising from the advance consideration. If there are multiple payments or receipts in advance, then the entity must determine a date of the transactions for each payment or receipt of advance consideration. Entities may apply the amendments on a fully retrospective basis. Alternatively, an entity may apply the interpretation prospectively to all assets, expenses and income in its scope that are initially recognized on or after the beginning of the reporting period in which the entity first applies the interpretation or the beginning of a prior reporting period presented as comparative information in the financial statements of the reporting period in which the entity first applies the interpretation.

These amendments are not expected to have significant impact on the Group.

*Effective beginning on or after January 1, 2019*

- **Amendments to PFRS 9, *Prepayment Features with Negative Compensation***  
The amendments to PFRS 9 allow debt instruments with negative compensation prepayment features to be measured at amortized cost or fair value through other comprehensive income. An entity shall apply these amendments for annual reporting periods beginning on or after January 1, 2019. Earlier application is permitted.

These amendments are not expected to have significant impact on the Group.

- **PFRS 16, *Leases***  
PFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under PAS 17, *Leases*. The standard includes two recognition exemptions for lessees - leases of 'low-value' assets (e.g., personal computers) and short-term leases (i.e., leases with a lease term of 12 months or less).

At the commencement date of a lease, a lessee will recognize a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e., the right-of-use asset). Lessees will be required to separately recognize the interest expense on the lease liability and the depreciation expense on the right-of-use asset.

Lessees will be also required to remeasure the lease liability upon the occurrence of certain events (e.g., a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). The lessee will generally recognize the amount of the remeasurement of the lease liability as an adjustment to the right-of-use asset.

Lessor accounting under PFRS 16 is substantially unchanged from today's accounting under PAS 17. Lessors will continue to classify all leases using the same classification principle as in PAS 17 and distinguish between two types of leases: operating and finance leases.

PFRS 16 also requires lessees and lessors to make more extensive disclosures than under PAS 17. Early application is permitted, but not before an entity applies PFRS 15. A lessee can choose to apply the standard using either a full retrospective or a modified retrospective approach. The standard's transition provisions permit certain reliefs.



The Group is currently assessing the impact of PFRS 16 and plans to adopt the new standard on the required effective date.

- Amendments to PAS 28, *Long-term Interests in Associates and Joint Ventures*  
The amendments to PAS 28 clarify that entities should account for long-term interests in an associate or joint venture to which the equity method is not applied using PFRS 9. An entity shall apply these amendments for annual reporting periods beginning on or after January 1, 2019. Earlier application is permitted.

The Group is currently assessing the impact of these amendments.

- Philippine Interpretation IFRIC 23, *Uncertainty over Income Tax Treatments*  
The interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of PAS 12 and does not apply to taxes or levies outside the scope of PAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments.

The interpretation specifically addresses the following:

- Whether an entity considers uncertain tax treatments separately
- The assumptions an entity makes about the examination of tax treatments by taxation authorities
- How an entity determines taxable profit (tax loss), tax bases, unused tax losses, unused tax credits and tax rates
- How an entity considers changes in facts and circumstances

An entity must determine whether to consider each uncertain tax treatment separately or together with one or more other uncertain tax treatments. The approach that better predicts the resolution of the uncertainty should be followed.

The Group is currently assessing the impact of adopting this interpretation.

#### *Deferred effectivity*

- Amendments to PFRS 10 and PAS 28, *Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*  
The amendments address the conflict between PFRS 10 and PAS 28 in dealing with the loss of control of a subsidiary that is sold or contributed to an associate or joint venture. The amendments clarify that a full gain or loss is recognized when a transfer to an associate or joint venture involves a business as defined in PFRS 3, *Business Combinations*. Any gain or loss resulting from the sale or contribution of assets that does not constitute a business, however, is recognized only to the extent of unrelated investors' interests in the associate or joint venture.

On January 13, 2016, the Financial Reporting Standards Council postponed the original effective date of January 1, 2016 of the said amendments until the International Accounting Standards Board has completed its broader review of the research project on equity accounting that may result in the simplification of accounting for such transactions and of other aspects of accounting for associates and joint ventures.

The Group has not early adopted any other standards, interpretations or amendments that has been issued but is not yet effective.





### ***Summary of Significant Accounting Policies***

#### **Current versus Noncurrent Classification**

The Group presents assets and liabilities in the consolidated statement of financial position based on current or noncurrent classification. An asset is classified as current when it is:

- Expected to be realized or intended to be sold or consumed in normal operating cycle;
- Held primarily for the purpose of trading;
- Expected to be realized within twelve months after the reporting period; or
- Cash and cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period.

All other assets are classified as noncurrent.

A liability is classified as current when:

- It is expected to be settled in the normal operating cycle;
- It is held primarily for the purpose of trading;
- It is due to be settled within twelve months after the reporting period; or
- There is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.

The Group classifies all other liabilities as noncurrent.

Deferred income tax assets and liabilities are classified as noncurrent.

#### **Fair Value Measurement**

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

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

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

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

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



The Group uses valuation techniques that are appropriate in the circumstances and for which value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

All assets and liabilities for which fair value is measured or disclosed in the consolidated financial statements are categorized within the fair value hierarchy, described as follows, based on the lowest level input that is significant to the fair value measurement as a whole:

- Level 1: Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2: Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable
- Level 3: Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognized in the consolidated financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

#### Financial Instruments

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

#### *Financial Assets*

Financial assets are classified, at initial recognition, as financial assets at FVPL, loans and receivables, held-to-maturity (HTM) investments, AFS financial assets, or as derivatives designated as hedging instruments in an effective hedge, as appropriate. All financial assets are recognized initially at fair value plus, except in the case of financial assets not recorded at FVPL, transaction costs that are attributable to the acquisition of the financial asset.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognized on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

#### *a. Financial Assets at FVPL*

Financial assets at FVPL include financial assets held for trading and financial assets designated upon initial recognition at FVPL. Financial assets are classified as held for trading if they are acquired for the purpose of selling or repurchasing in the near term. Derivatives, including separated embedded derivatives, are also classified as held for trading unless they are designated as effective hedging instruments as defined by PAS 39. Financial assets at FVPL are carried in the consolidated statement of financial position at fair value with net changes in fair value presented as fair value gains or losses on financial asset at FVPL in profit or loss.

Derivatives embedded in host contracts are accounted for as separate derivatives and recorded at fair value if their economic characteristics and risks are not closely related to those of the host contracts and the host contracts are not held for trading or designated at FVPL. These embedded derivatives are measured at fair value with changes in fair value recognized in profit or loss.



Reassessment only occurs if there is either a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required or a reclassification of a financial asset that would otherwise be required or a reclassification of a financial asset out of FVPL.

The Group's investments in trading securities are classified under financial assets at FVPL as of December 31, 2017 and 2016 (see Note 6).

*b. Loans and Receivables*

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. After initial measurement, loans and receivables are subsequently measured at amortized cost using the effective interest rate (EIR) method, less any allowance for impairment. Amortized cost is calculated taking into account any discount or premium on acquisition and includes fees that are an integral part of the EIR. The effective interest amortization is included as interest income in profit or loss. The losses arising from impairment are recognized in profit or loss.

The Group's cash and cash equivalents, receivables and due from related parties are classified as loans and receivables as of December 31, 2017 and 2016 (see Notes 5, 7, and 18).

*c. HTM Investments*

Non-derivative financial assets with fixed or determinable payments and fixed maturities are classified as HTM investments when the Group has the positive intention and ability to hold them to maturity. After initial measurement, HTM investments are measured at amortized cost using the EIR, less impairment. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The effective interest amortization is included as interest income in profit or loss. The losses arising from impairment are recognized in profit or loss as impairment loss on HTM investments.

Where the Group sells other than an insignificant amount of HTM investments, the entire category would be tainted and reclassified as AFS investments.

As of December 31, 2017 and 2016, the Group has no HTM investments (see Note 10).

*d. AFS Financial Assets*

AFS financial assets include equity investments and debt investments. Equity investments classified as AFS financial assets are those that are neither classified as held for trading nor designated at FVPL. Debt securities in this category are those that are intended to be held for an indefinite period of time and that maybe sold in response to needs for liquidity or in response to changes in the market conditions.

After initial measurement, AFS financial assets are subsequently measured at fair value with unrealized gains or losses recognized in OCI until the investment is derecognized, at which time the cumulative gain or loss is recognized in profit or loss. When the investment is determined to be impaired, the cumulative loss in OCI is reclassified to profit or loss as impairment loss on AFS financial assets. Interest earned whilst holding AFS financial assets is reported as interest income using the EIR method.

Equity securities classified as AFS financial assets that do not have quoted market price in an active market and whose fair value cannot be reliably measured are carried at cost.

The Group evaluates whether the ability and intention to sell its AFS financial assets in the near term is still appropriate. When, in rare circumstances, the Group is unable to trade these financial



assets due to inactive markets, the Group may elect to reclassify these financial assets if the management has the ability and intention to hold the assets for foreseeable future or until maturity.

In the case financial asset with a fixed maturity, the fair value at the date of reclassification becomes its new amortized cost and any previous gain or loss on the asset that has been recognized in OCI is amortized to profit or loss over the remaining life of the investment using the EIR. Any difference between the new amortized cost and the maturity amount is also amortized over the remaining life of the asset using the EIR. If the asset is subsequently determined to be impaired, then the amount recorded in OCI is reclassified to profit or loss.

In the case of a financial asset that does not have a fixed maturity, the gain or loss shall remain in OCI until the financial asset is sold or otherwise disposed of, when it shall be recognized in profit or loss. If the financial asset is subsequently impaired, any previous gain or loss that has been recognized in OCI is recognized in profit or loss.

The Group's AFS financial assets consist of debt and equity securities as of December 31, 2017 and 2016 (see Note 9).

#### *Derecognition of Financial Assets*

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

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

When the Group has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if and to what extent it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the Group continues to recognize the transferred asset to the extent of the Group's continuing involvement. In that case, the Group also recognizes an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Group has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

#### *Impairment of Financial Assets*

The Group assesses, at each reporting date, whether there is objective evidence that a financial asset or a group of financial assets is impaired. An impairment exists if one or more events that has occurred since the initial recognition of the asset (an incurred 'loss event'), has an impact on the estimated future cash flows of the financial asset or the group of financial assets that can be reliably estimated. Evidence of impairment may include indications that the debtors or a group of debtors is experiencing significant financial difficulty, default or delinquency in interest or principal payments, the probability that they will enter bankruptcy or other financial reorganization and observable data indicating that there is a measurable decrease in the estimated future cash flows, such as changes in arrears or economic conditions that correlate with defaults.



a. *Financial Assets Carried at Amortized Cost*

For assets carried at amortized cost, the Group first assesses whether impairment exists individually for financial assets that are individually significant, or collectively for financial assets that are not individually significant. If the Group determines that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, it includes the asset in a group of financial assets with similar credit risk characteristics and collectively assesses them for impairment. Assets that are individually assessed for impairment and for which an impairment loss is, or continues to be, recognized are not included in a collective assessment of impairment.

The amount of any impairment loss identified is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not yet been incurred). The present value of the estimated future cash flows is discounted at the financial asset's original EIR.

The carrying amount of the asset is reduced through the use of an allowance account and the loss is recognized in profit or loss. Interest income recognized continues to be accrued on the reduced carrying amount and is accrued using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. Loans together with the associated allowance are written off when there is no realistic prospect of future recovery and all collateral has been realized or has been transferred to the Group. If, in a subsequent year, the amount of the estimated impairment loss increases or decreases because of an event occurring after the impairment was recognized, the previously recognized impairment loss is increased or reduced by adjusting the allowance account. If a write-off is later recovered, the recovery is credited to reversal of impairment loss in profit or loss.

b. *AFS Financial Assets*

For AFS financial assets, the Group assesses at each reporting date whether there is objective evidence that an investment or a group of investments is impaired.

In the case of equity investments classified as AFS financial assets, objective evidence would include a significant or prolonged decline in the fair value of the investment below its cost.

'Significant' is evaluated against the original cost of the investment and 'prolonged' against the period in which the fair value has been below its original cost. When there is evidence of impairment, the cumulative loss measured as the difference between the acquisition cost and the current fair value, less any impairment loss on that investment previously recognized is removed from OCI and recognized in profit or loss. Impairment losses on equity investments are not reversed through profit or loss; increases in their fair value after impairment are recognized in OCI.

The determination of what is 'significant' or 'prolonged' requires judgment. In making this judgment, the Group evaluates, among other factors, the duration or extent to which the fair value of an investment is less than its cost.

In the case of debt instruments classified as AFS financial assets, the impairment is assessed based on the same criteria as financial assets carried at amortized cost. However, the amount recorded for impairment is the cumulative loss measured as the difference between the amortized cost and the current fair value, less any impairment loss on that investment previously recognized in profit or loss.



Future interest income continues to be accrued based on the reduced carrying amount of the asset, using the rate of interest used to discount the future cash flows for the purpose of measuring the impairment loss. Interest income is recognized as part of profit or loss. If, in a subsequent year, the fair value of a debt instrument increases and the increase can be objectively related to an event occurring after the impairment loss was recognized in profit or loss, the impairment loss is reversed through profit or loss.

#### *Financial liabilities*

Financial liabilities are classified, at initial recognition, as financial liabilities at FVPL, other financial liabilities, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognized initially at fair value and, in case of other financial liabilities, net of directly attributable transaction costs.

As of December 31, 2017 and 2016, the Group does not have financial liabilities designated at FVPL or as derivatives designated as hedging instruments in an effective hedge.

Issued financial instruments or their components, which are not designated as at FVPL, are classified as other financial liabilities, where the substance of the contractual arrangement results in the Group having an obligation either to deliver cash or another financial asset to the holder, or to satisfy the obligation other than by the exchange of a fixed amount of cash or another financial asset for a fixed number of own equity shares. The components of issued financial instruments that contain both liability and equity elements are accounted for separately, with the equity component being assigned the residual amount after deducting from the instrument, as a whole, the amount separately determined as the fair value of the liability component on the date of issue.

After initial measurement, other financial liabilities are subsequently measured at amortized cost using the effective interest method. Amortized cost is calculated by taking into account any discount or premium on the issue and fees that are an integral part of the EIR. The effective interest amortization is included as interest expense in profit or loss. This accounting policy applies primarily to accounts payable and accrued expenses and dividends payable (other than liabilities covered by other accounting standards, such as income tax payable) (see Note 14).

#### *Derecognition of Financial liabilities*

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

#### *Offsetting Financial Instruments*

Financial assets and financial liabilities are offset and the net amount reported in the consolidated statement of financial position if there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the asset and settle the liability simultaneously. The Group assesses that it has a currently enforceable right to offset if the right is not contingent on a future event, and is legally enforceable in the normal course of business, event of default, and event of insolvency or bankruptcy of the Group and all of the counter parties.

#### Cash and Cash Equivalents

Cash and cash equivalents in the consolidated statements of financial position comprise cash with banks and on hand and short-term deposits with a maturity of three months or less, which are subject to an insignificant risk of changes in value.



#### Value-added Tax (VAT)

Revenues, expenses, and assets are recognized net of the amount of VAT, if applicable. When VAT from sales of services (output VAT) exceeds VAT passed on from purchases of goods or services (input VAT), the excess is recognized as payable in the consolidated statement of financial position. When VAT passed on from purchases of goods or services (input VAT) exceeds VAT from sales of services (output VAT), the excess is recognized as an asset in the consolidated statement of financial position to the extent of the recoverable amount.

#### Creditable Withholding Taxes (CWTs)

CWTs, included in "Prepayments and other current assets", are amounts withheld from income subject to expanded withholding taxes. CWTs can be utilized as payment for income taxes provided that these are properly supported by certificates of creditable tax withheld at source subject to the rules on Philippine income taxation.

#### Investment in Associates

An associate is an entity over which the Group has significant influence. Significant influence is the power to participate in the financial and operating policy decisions of the investee, but is not control or joint control over those policies. The Group's investment in an associate is accounted for under the equity method.

Under the equity method, the investment in associate is initially recognized at cost, and the carrying amount is increased or decreased to recognize the Group's share of the profit or loss of the associates after the date of acquisition. The Group's share of the associates' profit or loss is recognized in the Group's profit or loss. Distributions received from associates reduce the carrying amount of the investment.

Any change in OCI of those investees is presented as part of the Group's OCI. In addition, when there has been a change recognized directly in the equity of the associate, the Group recognizes its share of any changes, when applicable, in equity. Unrealized gains and losses resulting from transactions between the Group and the associates are eliminated to the extent of the interest in the associate. If the Group's shares of losses of an associate equals or exceeds its interest in the associate, the Group discontinues recognizing its share of further losses.

The carrying amount of the investment is adjusted to recognize changes in the Group's share of net assets of the associate since the acquisition date. Goodwill relating to the associate is included in the carrying amount of the investment and is not tested for impairment individually.

The financial statements of the associate are prepared for the same reporting period as the Group. When necessary, adjustments are made to bring the accounting policies in line with those of the Group.

After application of the equity method, the Group determines whether it is necessary to recognize an impairment loss on its investment in its associate. At each reporting date, the Group determines whether there is objective evidence that the investment in an associate is impaired. If there is such evidence, the Group calculates the amount of impairment as the difference between the recoverable amount of the associate and its carrying value, and then recognize the loss in profit or loss.



Upon loss of significant influence over the associate, the Group measures and recognizes any retained investment at its fair value. Any difference between the carrying amount of the associate upon loss of significant influence or joint control and the fair value of the retained investment and proceeds from disposal is recognized in profit or loss.

The Group has equity interest in the following associates as of December 31, 2017 and 2016:

	Country of Incorporation	Percentage of Ownership
Pointwest Technologies Corporation (PTC)	Philippines	30%
Business Process Outsourcing, International (BPO)	Philippines	35%
Magellan Utilities Development Corporation (MUDC)	Philippines	43%

#### Investment Properties

Investment properties, comprising a parcel of land and condominium units, are held either to earn rental income or for capital appreciation or both. Investment property pertaining to land is measured at cost, including transaction costs less any accumulated impairment in value.

Investment property pertaining to condominium units is carried at cost less any accumulated depreciation and any impairment in value. Depreciation is computed using straight-line method over the estimated useful life of 25 years.

Investment properties are derecognized either when they have been disposed of or when they are permanently withdrawn from use and no future economic benefit is expected from its disposal. The difference between the net disposal proceeds and the carrying amount of the asset is recognized in profit or loss in the period of derecognition.

Transfers are made to (or from) investment properties only when there is a change in use. For a transfer from investment property to owner-occupied property, the deemed cost for subsequent accounting is the fair value at the date of change in use. If owner-occupied property becomes an investment property, the Group accounts for such property in accordance with the policy stated under property and equipment up to the date of change in use.

#### Property and Equipment

Property and equipment is stated at cost, net of accumulated depreciation and accumulated impairment losses, if any. Such cost includes the cost of replacing part of the property and equipment, including cost of major inspection, when that cost is incurred and if the recognition criteria are met. All other repair and maintenance costs are recognized in profit or loss as incurred.

Depreciation is computed on a straight-line basis over the estimated useful lives of the property and equipment as follows:

Category	Number of Years
Condominium	25
Condominium improvements	10
Transportation equipment	10
Office furniture, fixtures and equipment	5





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

The residual value and useful lives of property and equipment are reviewed periodically and adjusted prospectively, if appropriate.

Fully depreciated assets are retained in the accounts until these are no longer in use. When assets are retired or otherwise disposed of, both the cost and related accumulated depreciation and any allowance for impairment losses are removed from the accounts and any resulting gain or loss is credited or charged to current operations. An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the parent company statements of income in the year the asset is derecognized.

#### Impairment of Nonfinancial Assets

The Group assesses, at each reporting date, whether there is an indication that an asset maybe impaired. If any indication exists, the Group estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's cash-generating unit's (CGU) fair value less costs of disposal and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. When the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount.

In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining fair value less costs of disposal, recent market transactions are taken into account. If no such transactions can be identified, an appropriate valuation model is used. These calculations are corroborated by valuation multiples, quoted share prices for publicly traded companies or other available fair value indicators.

Impairment losses are recognized in profit or loss in expense categories consistent with the function of the impaired asset.

An assessment is made at each reporting date to determine whether there is an indication that previously recognized impairment losses no longer exist or have decreased. If such indication exists, the Group estimates the asset's or CGU's recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in the profit or loss.

#### Capital Stock and Additional Paid-in Capital

The Group has issued capital stock that is classified as equity. Incremental costs directly attributable to the issue of new capital stock are shown in equity as a deduction, net of tax, from the proceeds.



Amount of contribution in excess of par value is accounted for as an additional paid-in capital. Additional paid-in capital also arises from additional capital contribution from the shareholders.

#### Treasury Shares

Own equity instruments that are reacquired (treasury shares) are recognized at cost and deducted from equity. No gain or loss is recognized in profit or loss on the purchase, sale, issue or cancellation of the Group's own equity instruments. Any difference between the carrying amount and the consideration, if reissued, is recognized in share premium.

#### Retained Earnings

The amount included in retained earnings includes income attributable to the Group's stockholders and reduced by dividends. Dividends are recognized as a liability and deducted from equity when they are approved by the BOD. Dividends for the year that are approved after the reporting date are dealt with as an event after the reporting date. Retained earnings may also include effect of changes in accounting policy as may be required by the relevant transitional provisions.

#### Revenue Recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured, regardless of when payment is being made. Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding taxes or duty. The Group assesses its revenue arrangements against specific criteria in order to determine if it is acting as a principal or agent. The following specific recognition criteria must also be met before revenue is recognized:

#### *Interest Income*

For all financial instruments measured at amortized cost and interest-bearing financial assets classified as AFS financial assets, interest income is recorded using the effective interest method. EIR is the rate that exactly discounts the estimated future cash payments or receipts over the expected life of the financial instrument or shorter period, where appropriate, to the net carrying amount of the financial asset or liability. Interest income is recognized in profit or loss.

#### *Dividend Income*

Revenue is recognized when the Group's right to receive payment is established, which is generally when the investee's BOD approves the dividend.

#### *Rent Income*

Rent income arising from operating lease on investment properties is accounted for on a straight-line basis over the lease term and is included in revenue in profit or loss.

Initial direct costs incurred in negotiating and arranging an operating lease are added to the carrying amount of the leased asset and recognized over the lease term on a straight-line basis. Contingent rents are recognized as revenue in the period in which they are earned.

#### Expenses

Expenses are decreases in economic benefits during the accounting period in the form of outflows or decrease of assets or incurrence of liabilities that result in decreases in equity, other than those relating to distributions to equity participants. Expenses are generally recognized when goods are received by and services are rendered to the Group or when the expenses arise.



### Retirement Benefits

The cost of providing benefits under the defined benefit plan is determined using the projected unit credit method.

Remeasurements comprising of actuarial gains and losses, return on plan assets and any change in the effect of asset ceiling (excluding amounts net interest on the net defined benefit liability), are recognized immediately in other comprehensive income in the period in which they occur.

Remeasurements are not reclassified to profit or loss in subsequent periods.

Past service costs are recognized in profit or loss on the earlier of:

- The date of the plan amendment or curtailment, and
- The date that the Group recognizes related restructuring costs

Net interest is calculated by applying the discount rate to the net defined benefit liability or asset. The Group recognizes the following changes in the net defined benefit obligation under "Retirement benefits" in profit or loss:

- Service costs comprising current service costs, past service costs, gains and losses on curtailments and non-routine settlements
- Net interest expense or income

### Leases

The determination of whether an arrangement is, or contains, a lease is based on the substance of the arrangement at the inception of the lease. The arrangement is, or contains, a lease if 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 or assets, even if the right is not explicitly specified in an arrangement. Leases in which risks and rewards of ownership of the asset are not substantially transferred to/from the Group are classified as operating lease.

### Foreign Currency Transactions

The consolidated financial statements are presented in Philippine peso, which is the Group's functional currency. Transactions in foreign currencies are initially recorded at their respective functional currency spot rates at the date the transaction first qualifies for recognition. Monetary assets and liabilities denominated in foreign currencies are translated functional currency spot rates of exchange at the reporting date. Differences arising from settlement or translation of monetary items are recognized in profit or loss. Nonmonetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Nonmonetary items measured at fair value in a foreign currency are translated using the exchange rates at the dates when the fair values are determined. The gain or loss arising on translation of nonmonetary items measured at fair values is treated in line with the recognition of gain or loss on the change in fair value of the item (i.e., translation differences on items whose fair value gain or loss is recognized in OCI or profit or loss are also recognized in OCI or profit or loss, respectively).

### Income Taxes

#### *Current Income Tax*

Current income tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities. The income tax rates and income tax laws used to compute the amount are those that are enacted or substantively enacted at the reporting date.



Current income tax relating to items recognized directly in equity is recognized in equity and not in profit or loss.

*Deferred income tax*

Deferred income tax is provided using the balance sheet liability method on temporary differences between the income tax bases of assets and liabilities and their carrying amounts for financial reporting purposes at reporting date.

Deferred income tax liabilities are recognized for all taxable temporary differences, except:

- where the deferred income tax liability arises from the initial recognition of goodwill or of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of taxable temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, where the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future.

Deferred income tax assets are recognized for all deductible temporary differences, the carry forward of unused tax credits in the form of minimum corporate income tax (MCIT) and unused tax losses in the form of net operating loss carryover (NOLCO). Deferred income tax assets are recognized to the extent that it is probable that taxable income will be available against which the deductible temporary differences of MCIT and NOLCO can be utilized, except:

- where the deferred income tax asset relating to the deductible temporary difference arises from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss; and
- in respect of deductible temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, deferred income tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable income will be available against which the temporary differences can be utilized.

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

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

Deferred income tax relating to items recognized outside profit or loss is recognized outside of profit or loss. Deferred income tax items are recognized in correlation to the underlying transaction either in OCI or directly in equity.

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



Tax benefits acquired as part of a business combination, but not satisfying the criteria for separate recognition at that date, are recognized subsequently if new information about facts and circumstances change. The adjustments is either treated as a reduction in goodwill (as long as it does not exceed goodwill) if it was incurred during the measurement period or recognized in profit or loss.

#### Provisions

Provisions are recognized when the Group has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Where the Group expects some or all of a provision to be reimbursed, for example, under an insurance contract, the reimbursement is recognized as a separate asset, but only when the reimbursement is virtually certain. The expense relating to a provision is presented in profit or loss, net of any reimbursement.

If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. When discounting is used, the increase in the provision due to the passage of time is recognized as interest expense.

#### Contingencies

Contingent assets and liabilities are not recognized in the consolidated financial statements. Contingent assets are disclosed in the notes to the consolidated financial statements when an inflow of economic benefits is probable and recognized in the consolidated statement of financial position and the related income in profit or loss when an inflow of economic benefits is virtually certain. On the other hand, contingent liabilities are disclosed in the notes to the consolidated financial statements unless the possibility of an outflow of resources embodying economic benefits is remote.

#### Earnings Per Share (EPS)

Basic earnings per share amounts are calculated by dividing net income for the year attributable to equity holders of the parent by the weighted average number of ordinary shares outstanding during the year.

Diluted earnings per share amounts are calculated by dividing the net income for the year attributable to equity holders of the parent by the weighted average number of ordinary shares outstanding during the year plus the weighted average number of ordinary shares that would be issued on the conversion of all the dilutive potential ordinary shares into ordinary shares.

As of December 31, 2017, 2016 and 2015, the Group does not have any dilutive potential common shares. Hence, diluted EPS is the same as basic EPS.

#### Segment Reporting

For purposes of Management reporting, the Group's operating businesses are organized and managed separately on a per Company basis, with each company representing a strategic business segment. The Group's identified operating segments, which are consistent with the segments reported to the BOD which is the Group's Chief Operating Decision Maker (CODM). Information on the operating segment is presented in Note 20.

#### Events After the Reporting Period

Events after the reporting period that provide additional information about the Group's financial position at the reporting date (adjusting events) are reflected in the consolidated financial statements. Events after the reporting period that are not adjusting events are disclosed in the notes to consolidated financial statements when material.



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#### 4. Significant Accounting Judgments, Estimates and Assumptions

The consolidated financial statements prepared in accordance with PFRSs require management to make judgments, estimates and assumptions that affect amounts reported in the financial statements and related notes. The judgments, estimates and assumptions used in the financial statements are based upon management's evaluation of relevant facts and circumstances as of the date of the consolidated financial statements. Actual results could differ from such estimates.

Judgments, estimates and assumptions are continually evaluated and are based on historical experiences and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The following items are those matters which the Group assess to have significant risks arising from estimation uncertainties:

##### Judgments

###### *Determination of Significant Influence over an Investee Company*

The Group considers its investments in PTC, BPO and MUDC as investments in an associates. The Group concluded that it has more than 20% ownership interest and has significant influence over the operating and financial policies of its investments in associates due to the following:

- representation on the BOD;
- participation in policy-making processes, including participation in decisions about dividends and other distributions;
- material transactions between the investor and investee;
- interchange of managerial personnel; and
- provision of essential technical information.

###### *Determining Noncontrolling Interest (NCI) that is Material to the Group*

The Group assesses whether an NCI is material by considering factors such as the carrying amount of the NCI relative to the net equity of the Group, the profit or loss or OCI of the subsidiary attributable to the NCI, the assets and liabilities of the related subsidiary, or the amount of dividends paid by the subsidiary to the NCI, and the proportion that these amounts bear to the Group's financial position or results of operations. The Group also considers the nature of the activities of the subsidiary and its relative importance or risk compared to other operations of the Group. Based on management's assessment, it has determined that the NCI in MCHC is not material to the Group.

###### *Classification of Financial Instruments*

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

In addition, the Group classifies financial assets by evaluating, among others, whether the asset is quoted or not in an active market. Included in the evaluation on whether a financial asset is quoted in an active market is the determination on whether market transactions take place with sufficient frequency and volume.



## Estimates and Assumptions

### *Determination of Fair Values of Financial Instruments*

The Group carries and discloses certain financial assets and liabilities at fair value, which requires extensive use of accounting estimates and judgments. While significant components of fair value measurement were determined using verifiable objective evidence (i.e., quoted prices, interest rates and foreign exchange rates), the amount of changes in fair value would differ if the Group utilized a different valuation methodology.

Where the fair value of certain financial assets and financial liabilities recorded in the consolidated statement of financial position cannot be derived from active markets, they are determined using internal valuation techniques using generally accepted market valuation models. The inputs to these models are taken from observable markets where possible, but where this is not feasible, estimates are used in establishing fair values. The judgments include considerations of liquidity and model inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

The fair values of the Group's financial instruments are disclosed in Note 23 to the consolidated financial statements.

### *Estimating Allowance for Impairment Losses on Financial Assets Carried at Amortized Cost*

The Group reviews financial assets carried at amortized cost at each reporting date to assess whether an impairment loss should be recorded in profit or loss. In particular, judgment by management is required in the estimation of the amount and timing of future cash flows when determining the level of allowance required. Such estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the allowance.

The Group recognized provision for impairment loss on receivables and due from related parties amounting to ₱0.1 million and ₱2.6 million in 2017 and 2016, respectively. As of December 31, 2017 and 2016, the aggregate allowance for impairment losses on receivables and due from related parties amounted to ₱189.8 million and ₱189.7 million as of December 31, 2017 and 2016, respectively. The receivables and due from related parties, net of allowance for impairment losses, amounted to ₱20.7 million and ₱29.7 million as of December 31, 2017 and 2016, respectively (see Notes 7 and 18).

### *Estimating Impairment of Equity Securities Classified as AFS Financial Assets*

The Group treats quoted equity securities classified as AFS financial assets as impaired when there has been a significant or prolonged decline in the fair value below its cost or where other objective evidence of impairment exists. The determination of what is 'significant' or 'prolonged' requires judgment.

The Group generally considers a decline in fair value of greater than 20% as significant and a decline in fair value for a period of more than six months as prolonged. In addition, the Group evaluates other factors, including normal volatility in share price for quoted equities and the future cash flows and the discount factors for unquoted equities.

Allowance for impairment losses on quoted equity securities classified as AFS financial assets amounted to ₱3.1 million as of December 31, 2017 and 2016. The carrying amount of the Group's AFS quoted equity financial assets as of December 31, 2017 and 2016 amounted to ₱155.4 million and ₱94.9 million, respectively (see Note 9).



For unquoted shares, the Group estimates the expected future cash flows from the investment and calculates the amount of impairment as the difference between the present value of expected future cash flows from the investment and its acquisition cost and recognizes the amount in the consolidated statements of comprehensive income.

No impairment on unquoted equity securities classified as AFS financial assets was recognized in 2017 and 2016. The carrying value of the Group's AFS unquoted equity financial assets amounted to ₱46.3 million and ₱32.5 million as of December 31, 2017 and 2016, respectively (see Note 9).

*Estimating Impairment of Investment in Shares of Stock*

The Group performs an impairment review on its investments in associates whenever an impairment indicator exists. This requires an estimation of the value in use of the investments. Estimating the value in use requires the Group to make an estimate of the expected future cash flows of the investments and to make use of a suitable discount rate to calculate the present value of those future cash flows.

The carrying amount of investment in shares of stock amounted to ₱320.2 million and ₱295.1 million as of December 31, 2017 and 2016, respectively (see Note 8). Allowance for impairment losses on the Group's investments in associates amounted to ₱94.8 million as of December 31, 2017 and 2016 (see Note 8).

*Estimating Impairment of Nonfinancial Assets*

The Group determines whether prepayments and other current assets, investments in associates, property and equipment, investment properties, and other noncurrent assets are impaired whenever events or changes in circumstances indicate that the carrying amount of the assets may not be recoverable.

The factors that the Group considers important which could trigger an impairment review include the following:

- Significant underperformance relative to expected historical or projected future operating results;
- Significant changes in the manner of use of the acquired assets or the strategy for overall business; and
- Significant negative industry or economic trends.

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





The Group has not identified any events or changes in circumstances that would indicate an impairment of its nonfinancial assets as of December 31, 2017 and 2016 as follows:

	2017	2016
Prepayments and other current assets	<b>₱18,618,930</b>	₱15,529,159
Investment properties (see Note 12)	<b>228,932,135</b>	158,547,912
Property and equipment (see Note 11)	<b>10,957,118</b>	10,467,538
Other noncurrent assets (see Note 13)	<b>38,570,310</b>	24,927,486
	<b>₱297,078,493</b>	₱209,472,095

*Estimating Useful Lives of Property and Equipment and Investment Properties*

The estimated useful lives used as bases for depreciating the Group's property and equipment and investment properties were determined on the basis of management's assessment of the period within which the benefits of these assets are expected to be realized taking into account actual historical information on the use of such assets as well as industry standards and averages applicable to the Group's assets.

The net book value of the Group's property and equipment and investment properties are disclosed in Notes 11 and 12 to the consolidated financial statements.

*Estimating Retirement Benefit Obligation*

The determination of the obligation and cost of retirement benefits is dependent on the selection of certain assumptions used by actuaries in calculating such amounts. In accordance with PFRSs, actual results that differ from the assumptions are accumulated and amortized over future periods and therefore, generally affect the recognized expense and recorded obligation in such future periods. While the Group believes that the assumptions are reasonable and appropriate, significant differences in the actual experience or significant changes in the assumptions may materially affect the pension and other retirement obligations. The carrying amount of the Group's retirement benefit obligation as of December 31, 2017 and 2016 amounted to ₱12.1 million and ₱11.3 million, respectively (see Note 15).

*Estimating Realizability of Deferred Income Tax Assets*

Deferred income tax asset is recognized for all deductible temporary differences to the extent that it is probable that sufficient future taxable income will be available in the future against which the deductible temporary differences can be utilized. Significant management estimate is required to determine the amount of deferred tax asset that can be recognized, based upon the likely timing and level of future taxable income together with future tax planning strategies. The Group did not recognize deferred income tax assets on its deductible temporary differences amounting to ₱263.3 million and ₱251.1 million as of December 31, 2017 and 2016, respectively, as management believes that sufficient future taxable income will not be available to allow all or part of the deferred income tax asset to be utilized (see Note 16).

*Estimating Provision for Legal Obligation*

The estimate of provision for legal obligation has been developed by management. The management currently does not believe the provision will have a material adverse effect on its financial position and results of operations. It is possible, however, that future results of operations could be materially affected by changes in the estimates of provisions. In 2011, the Group recognized provision for legal obligation amounting to ₱5.0 million for claim arising from lawsuit which is either awaiting decision by the courts or is subject to settlement obligations (see Note 21). No additional provisions were made in 2017, 2016 and 2015.



## 5. Cash and Cash Equivalents

	2017	2016
Cash on hand and with banks	P33,551,881	P207,473,275
Short-term placements	720,013,553	747,096,775
	<b>P753,565,434</b>	<b>P954,570,050</b>

Cash with banks earn interest at the respective bank deposit rates. Short-term placements are fixed rate time deposits denominated in United States (US) dollar and Philippine peso, made for varying periods of up to three months or less, depending on the immediate cash requirements of the Group, and earn interest at the respective bank rates ranging from 1.0% to 2.5% in 2017 and 1.0% to 3.0% in 2016.

Interest income earned from these bank deposits and short-term placements amounted to P14.9 million, P17.2 million and P15.1 million in 2017, 2016 and 2015, respectively.

## 6. Financial Assets at FVPL

Financial assets at FVPL consist of listed securities which are traded in the PSE, New York Stock Exchange (NYSE) and Hong Kong Stock Exchange (HKEx). Fair values of listed equity securities are based on quoted market prices in the PSE, NYSE and HKEx.

The carrying value of financial assets at FVPL includes net unrealized gains on fair value changes amounting to P17.4 million and P10.0 million in 2017 and 2016, respectively, and net unrealized losses on fair value changes amounting to P6.0 million in 2015. Net cumulative unrealized gains on financial assets at FVPL amounted to P44.0 million and P28.8 million as of December 31, 2017 and 2016, respectively.

The rollforward of the Group's investments in financial assets at FVPL is as follows:

	2017	2016
Cost:		
Balances at beginning of year	P54,186,953	P44,214,962
Additions	63,978,749	14,309,326
Disposals	(9,406,737)	(4,337,335)
Balances at end of year	108,758,965	54,186,953
Changes in fair value:		
Balances at beginning of year	28,838,801	18,137,356
Fair value gains	17,421,323	9,980,598
Disposals	(2,301,390)	720,847
Balances at end of year	43,958,734	28,838,801
	<b>P152,717,699</b>	<b>P83,025,754</b>

Dividend income earned on investments in financial assets at FVPL amounted to P1.4 million, P1.2 million, and P0.8 million in 2017, 2016 and 2015, respectively, presented as "Dividend income" in profit or loss.

The Group recognized gain on disposal of financial asset at FVPL amounting to P1.3 million, P1.1 million, and P0.6 million in 2017, 2016 and 2015, respectively.



## 7. Receivables

	2017	2016
Accrued interest	₱6,656,595	₱7,626,291
Rent receivable (see Note 21)	613,138	533,447
Others	975,600	914,458
	<b>8,245,333</b>	<b>9,074,196</b>
Less allowance for impairment losses	961,368	857,369
	<b>₱7,283,965</b>	<b>₱8,216,827</b>

Accrued interest from third parties pertain to interests earned on investments in short-term placements, short-term investments and debt securities classified as AFS financial assets that are expected to be collected within one year.

On August 24, 2015, the Monetary Board (MB) placed Xavier-Punla Rural Bank, Inc. under the management of the Philippine Depositary Insurance Corporation (PDIC). The Group believes that it would be able to recover ₱0.5 million from PDIC. This amount is included in "Others" as of December 31, 2017 and 2016.

In 2017 and 2016, the Group recognized provision for impairment loss on receivables amounting to ₱0.1 million and ₱0.01 million, respectively, presented as part of "Impairment losses on receivables and due from related parties" in profit or loss.

## 8. Investments in Associates

	2017	2016
Acquisition costs	₱288,590,264	₱288,590,264
Accumulated equity in net earnings and OCI:		
Balances at beginning of year	101,388,416	8,657,612
Share in net income of associates	40,864,501	72,929,014
Share in OCI of associates	25,827,365	28,820,472
Dividends declared by associates	(41,313,673)	(21,020,846)
Cumulative translation adjustment	(313,263)	12,002,164
	<b>126,453,346</b>	<b>101,388,416</b>
Accumulated allowance for impairment loss	(94,830,129)	(94,830,129)
	<b>₱320,213,481</b>	<b>₱295,148,551</b>

The Group has equity interest in the following associates as of December 31:

	Country of Incorporation	Percentage of Ownership	Carrying Amount of Investments	
			2017	2016
PTC	Philippines	30%	₱264,622,380	₱243,795,499
BPO	Philippines	35%	55,591,101	51,353,052
MUDC	Philippines	43%	—	—
			<b>₱320,213,481</b>	<b>₱295,148,551</b>



*PTC*

PTC is a global service company outsourcing information technology services from the Philippines. Among others, it offers software servicing, maintenance, testing and development to various clients, mostly in the US.

*Dividends*

On February 14, 2017, PTC declared cash dividends amounting to \$2.1 million or \$0.0015 per share of the outstanding stocks as of record date January 31, 2017. Dividends shall be payable before June 30, 2017. Dividend income amounted to ₱30.8 million in 2017 (see Note 18).

PTC did not declare dividends in 2016.

The Group's share in the dividends declared amounted to ₱30.8 million, nil and ₱59.6 million in 2017, 2016 and 2015 respectively.

The summarized financial information of PTC is as follows ('000):

	<b>2017</b>	<b>2016</b>
Current assets	<b>₱822,166</b>	₱798,134
Noncurrent assets	<b>233,251</b>	229,478
Total assets	<b>1,055,417</b>	1,027,612
Current liabilities	<b>172,578</b>	180,885
Noncurrent liabilities	<b>19,514</b>	52,825
Total liabilities	<b>192,092</b>	233,710
Equity	<b>863,325</b>	793,902
Gross revenue	<b>₱1,581,640</b>	₱1,777,309
Operating profit	<b>100,313</b>	195,844
Net income	<b>89,323</b>	184,899
Group's share in net income	<b>26,797</b>	55,470

The difference between the carrying value of the investment in PTC against the share in net assets of PTC represents goodwill at acquisition date.

*BPO*

BPO is a provider of accounting and finance related services such as payroll, internal audit, payables processing and others. It is involved in outsourcing business process services in the Philippines, servicing many of the multinational and large corporations operating in the country.

*Dividends*

On December 12, 2017, BPO declared cash dividend amounting to ₱30.0 million or ₱107.00 per share of the outstanding stocks as of record date December 12, 2017. Dividends shall be payable on or before June 30, 2018. Dividend income which is outstanding as of December 31, 2017 amounted to ₱10.5 million (see Note 18).

On December 12, 2016, BPO declared cash dividends amounting to ₱60.1 million or ₱77.00 per share of the outstanding stocks as of record date December 12, 2016. Dividends shall be payable on or before June 30, 2017. The share in the dividends which is outstanding as of December 31, 2016 amounted to ₱21.0 million (see Note 18).

The Group's share in the dividends declared amounted to ₱10.5 million, ₱21.0 million and ₱10.5 million in 2017, 2016 and 2015 respectively.



The summarized financial information of BPO is as follows ('000):

	2017	2016
Current assets	<b>₱170,334</b>	₱150,726
Noncurrent assets	<b>63,610</b>	75,354
Total assets	<b>233,944</b>	226,080
Current liabilities	<b>122,407</b>	126,657
Noncurrent liabilities	<b>12,546</b>	12,541
Total liabilities	<b>134,953</b>	139,198
Equity	<b>98,991</b>	86,882
Gross revenue	<b>₱151,892</b>	₱384,667
Operating profit	<b>56,572</b>	68,886
Net income	<b>40,193</b>	49,884
Group's share in net income	<b>14,068</b>	17,459

The difference between the carrying value of the investment in BPO against the share in net assets of BPO represents goodwill at acquisition date.

#### *MUDC*

The Group has a 43% interest in MUDC. As of December 31, 2017, MUDC has been non-operational since its incorporation. However, it has obtained the necessary requirements for the signing of a supply agreement with a public utility firm and a purchase agreement with certain oil companies. As of December 31, 2017 and 2016, MUDC has project development costs of ₱207.1 million. The recoverability of these assets and the ultimate success of MUDC's future operations are dependent upon the signing of these agreements. The foregoing conditions indicate the existence of a material uncertainty which may cast significant doubt on MUDC's ability to continue as a going concern and the recoverability of the Group's significant investment in MUDC.

As of December 31, 2017 and 2016, MUDC has incurred significant losses, which resulted in capital deficiency amounting to ₱257.2 million.

The Group has investment in MUDC amounting to ₱94.8 million as of December 31, 2017 and 2016 and advances to MUDC amounting to ₱127.6 million as of December 31, 2017 and 2016. The Group has assessed that its investment in MUDC amounting to ₱94.8 million as of December 31, 2017 and 2016 and its advances to MUDC amounting to ₱125.1 million as of December 31, 2017 and 2016 are impaired since management believes that it will no longer recover from such investment and advances. Management is not required to infuse more capital to MUDC and that losses are limited to the invested additional advances as of December 31, 2017.



9. AFS Financial Assets

	2017	2016
Quoted:		
Debt securities	<b>₱319,606,666</b>	₱274,485,471
Equity securities - at fair value, net of allowance for impairment loss of ₱3.1 million	<b>155,414,557</b>	94,925,210
Unquoted equity securities	<b>46,330,385</b>	32,464,311
	<b>521,351,608</b>	401,874,992
Less current portion	<b>40,784,002</b>	66,753,263
	<b>₱480,567,606</b>	₱335,121,729

Movements in AFS financial assets are as follows:

	2017	2016
Balances at beginning of year	<b>₱401,874,992</b>	₱406,138,176
Additions	<b>214,648,554</b>	70,379,312
Changes recognized in profit or loss	<b>15,704,866</b>	13,426,342
Movements in net unrealized valuation gains	<b>47,922,567</b>	1,223,233
Disposals	<b>(158,799,371)</b>	(89,292,071)
Balances at end of year	<b>₱521,351,608</b>	₱401,874,992

Investments in debt securities are denominated in various foreign currencies and are stated at fair value based on quoted prices. Changes in market values are included in the consolidated statement of comprehensive income. The debt securities bear fixed interest rates ranging from 2.71% to 13.63% in 2017 and 4.34% to 13.63% in 2016 and 2015. Maturity dates of the investments range from 2017 to 2024. Interests on investments are received and settled semi-annually in its denominated currency.

Investments in equity securities carried at fair value consist of perpetual bonds and investments in quoted shares of stock which the Group has neither control nor significant influence. The fair market values of these listed shares are determined by reference to published quotations in an active market as of December 31, 2017 and 2016.

Investments in equity securities consist of unquoted shares and investments in the shares of stock which the Group has neither control nor significant influence. These investments are unlisted shares of stocks that do not have market values and have no other reliable sources of their fair values. These shares of stocks are stated at cost and subjected to impairment testing annually.

Movements in the net unrealized valuation gains on AFS financial assets under OCI are as follows:

	2017	2016
Balances at beginning of year	<b>₱23,302,261</b>	₱22,079,028
Changes in fair value of AFS financial assets	<b>54,335,503</b>	5,515,323
Disposals of AFS financial assets	<b>(6,412,936)</b>	(4,292,090)
Balances at end of year	<b>₱71,224,828</b>	₱23,302,261

Allowance for impairment losses on AFS financial assets in equity instruments amounted to ₱3.1 million as of December 31, 2017 and 2016.



Net unrealized valuation gains on AFS financial assets attributable to equity holders of the Parent Company amounted to ₱63.1 million and ₱18.7 million as of December 31, 2017 and 2016, respectively.

Interest earned on debt securities classified as AFS financial assets amounted to ₱22.0 million, ₱21.8 million and ₱23.1 million in 2017, 2016 and 2015 respectively, presented as “Interest income” in profit or loss.

Dividend income earned on equity securities classified as AFS financial assets amounted to ₱1.0 million in 2017 and ₱0.7 million in 2016 and 2015.

The Group disposed certain AFS financial assets and recognized gains from disposal amounting to ₱2.2 million, ₱4.3 million and ₱0.9 million in 2017, 2016 and 2015, respectively.

## 10. HTM Investments

On April 4, 2014, the Group sold HTM investments with a carrying value of ₱17.8 million resulting to a gain from disposal amounting to ₱0.2 million. Consequently, the remaining portfolio of HTM investments with a carrying amount of ₱213.9 million was reclassified to AFS financial assets and was remeasured at fair value. The fair value gain from remeasurement amounting to ₱4.5 million was recognized in OCI.

In 2017, all HTM investments of the Group were sold resulting to gain on disposal of HTM investments amounting to ₱0.2 million recognized in profit or loss.

Interest income on these HTM investments amounted to ₱0.5 million, ₱1.1 million and ₱1.0 million in 2017, 2016 and 2015 respectively, presented as “Interest income” in profit or loss.

## 11. Property and Equipment

	Condominium	Condominium Improvements	Transportation Equipment	Office Furniture, Fixtures and Equipment	2017 Total
<b>Cost:</b>					
Balances at beginning of year	₱20,755,943	₱8,764,062	₱8,395,222	₱2,843,660	₱40,758,887
Additions	-	258,929	1,867,857	19,642	2,146,428
<b>Balances at end of year</b>	<b>20,755,943</b>	<b>9,022,991</b>	<b>10,263,079</b>	<b>2,863,302</b>	<b>42,905,315</b>
<b>Accumulated depreciation:</b>					
Balances at beginning of year	13,491,678	8,246,185	5,766,624	2,786,862	30,291,349
Depreciation	830,237	70,547	723,235	32,829	1,656,848
<b>Balances at end of year</b>	<b>14,321,915</b>	<b>8,316,732</b>	<b>6,489,859</b>	<b>2,819,691</b>	<b>31,948,197</b>
<b>Net book values</b>	<b>₱6,434,028</b>	<b>₱706,259</b>	<b>₱3,773,220</b>	<b>₱43,611</b>	<b>₱10,957,118</b>



	Condominium	Condominium Improvements	Transportation Equipment	Office Furniture, Fixtures and Equipment	2016 Total
<b>Cost:</b>					
Balances at beginning of year	₱20,755,943	₱8,692,633	₱8,395,222	₱2,843,660	₱40,687,458
Additions	–	71,429	–	–	71,429
Balances at end of year	20,755,943	8,764,062	8,395,222	2,843,660	40,758,887
<b>Accumulated depreciation:</b>					
Balances at beginning of year	12,661,440	8,165,998	5,105,651	2,726,392	28,659,481
Depreciation	830,238	80,187	660,973	60,470	1,631,868
Balances at end of year	13,491,678	8,246,185	5,766,624	2,786,862	30,291,349
Net book values	₱7,264,265	₱517,877	₱2,628,598	₱56,798	₱10,467,538

Cost of fully depreciated property and equipment that are still in use amounted to ₱15.3 million in 2017 and 2016.

## 12. Investment Properties

	Land	Condominium	2017 Total
<b>Cost:</b>			
Balances at beginning of year	₱46,319,625	₱136,763,800	₱183,083,425
Additions	–	79,051,821	79,051,821
Balances at end of year	46,319,625	215,815,621	262,135,246
<b>Accumulated depreciation:</b>			
Balances at beginning of year	–	24,535,513	24,535,513
Depreciation	–	8,667,598	8,667,598
Balances at end of year	–	33,203,111	33,203,111
Net book values	₱46,319,625	₱182,612,510	₱228,932,135

	Land	Condominium	2016 Total
<b>Cost:</b>			
Balances at beginning and end of year	₱46,319,625	₱106,188,952	₱152,508,577
Reclassifications (see Note 13)	–	30,574,848	30,574,848
Balances at end of year	46,319,625	136,763,800	183,083,425
<b>Accumulated depreciation:</b>			
Balances at beginning of year	–	20,078,562	20,078,562
Depreciation	–	4,456,951	4,456,951
Balances at end of year	–	24,535,513	24,535,513
Net book values	₱46,319,625	₱112,228,287	₱158,547,912

Condominium units are being leased to third parties and other related parties as office space. The investment properties generated revenue amounting to ₱20.8 million, ₱14.0 million and ₱12.8 million in 2017, 2016 and 2015, respectively (see Note 21).

The assessed fair value of the investment properties amounted to ₱512.2 million and ₱266.0 million as of December 31, 2017 and 2016, respectively. The fair values of the investment properties are based on valuations performed by an accredited independent valuer. The valuation model in accordance with that recommended by the International Valuation Standards Committee has been applied.





The Group used the Sales Comparison Approach in determining the fair value of the investment properties. This is a comparative approach to value that considers the sales of similar or substitute properties and related market data and establishes a value estimate by processes involving comparison.

The appraiser gathers data on actual sales and/or listings, offers, and renewal options, and identifies the similarities and differences in the data, ranks the data according to their relevance, adjusts the sales prices of the comparable to account for the dissimilarities with the unit being appraised, and forms a conclusion as to the most reasonable and probable market value of the subject property.

The elements of comparison include location, physical characteristics, available utilities, zoning, and highest and best use. The most variable elements of comparison are the site's physical characteristics, which include its size and shape, frontage, topography and location.

The fair value is estimated under Level 3 inputs. The significant unobservable inputs to valuation of investment properties ranges from ₱70,000 - ₱380,000 per square meter.

The Group has no restrictions on the realizability of its investment properties and no contractual obligations to either purchase, construct or develop investment properties or for repairs, maintenance and enhancements.

Rent income arising from operating lease on investment properties amounted to ₱20.8 million, ₱14.0 million, and ₱12.8 million in 2017, 2016 and 2015, respectively. Direct operating expenses arising from investment properties that generated rent income include depreciation and condominium dues which amounted to ₱11.0 million, ₱6.5 million and ₱6.0 million in 2017, 2016 and 2015 respectively.

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### 13. Other Noncurrent Assets

	2017	2016
Deposit on contracts (see Note 12)	₱37,811,750	₱24,183,905
Deposits	758,560	743,581
	<b>₱38,570,310</b>	<b>₱24,927,486</b>

As of December 31, 2017 and 2016, deposits on contracts pertain to down payments for the acquisition of condominium units available for turnover in 2018 and 2017, respectively (see Note 12).

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### 14. Accounts Payable and Accrued Expenses

	2017	2016
Deposits payable (see Note 21)	₱5,420,699	₱1,507,524
Accounts payable	3,122,197	1,451,973
Accrued professional fees	1,321,832	863,538
Government payables	1,138,869	860,433
	<b>₱11,003,597</b>	<b>₱4,683,468</b>

Deposits payable pertain to deposits made by tenants for the lease of an insignificant portion of the Group's condominium spaces and will be refunded to the lessee after the lease term.



Accounts payable are generally noninterest-bearing payables to third party contractors with a credit term of 30 days.

## 15. Retirement Benefit Obligation

The existing regulatory framework, Republic Act (RA) No. 7641, *The Retirement Pay Law*, requires a provision for retirement pay to qualified private sector employees in the absence of any retirement plan in the entity, provided however that the employee's retirement benefits under any collective bargaining and other agreements shall not be less than those provided under the law. The law does not require minimum funding of the plan.

The Group has an unfunded defined benefit pension plan covering substantially all its regular employees. Retirement benefits under the plan are based on a percentage of latest monthly salary and years of credited service.

The table below summarizes the components of retirement benefit expense recognized in the consolidated statements of income, the remeasurement effects recognized in the consolidated statements of comprehensive income and the amounts recognized in the consolidated statements of financial position.

	2017	2016	2015
Balances at beginning of year	₱11,305,731	₱10,918,293	₱9,679,932
Retirement benefit expense in profit or loss:			
Current service costs	765,337	800,230	761,181
Interest costs	543,683	469,486	396,016
	1,309,020	1,269,716	1,157,197
Remeasurements in other comprehensive income:			
Experience adjustment	(490,024)	(778,473)	(16,496)
Changes in financial assumptions	(49,515)	(77,452)	97,660
Changes in demographic assumptions	-	(26,353)	-
	(539,539)	(882,278)	81,164
Balances at end of year	₱12,075,212	₱11,305,731	₱10,918,293

Actuarial gains on retirement benefit obligation attributable to the equity holders of the Parent Company amounted to ₱0.4 million and ₱1.3 million as of December 31, 2017 and 2016, respectively.

The principal actuarial assumptions used in determining retirement benefit obligation for the Group's retirement plan are as follows:

	2017	2016	2015
Discount rates	5.10%	4.90%	4.30%
Salary increase rates	5.00%	5.00%	5.00%



The sensitivity analysis below has been determined based on reasonably possible changes of each significant assumption on the defined benefit obligation as of December 31, 2017 and 2016, assuming if all other assumptions were held constant:

		Effect on defined benefit obligation		
		2017	2016	2015
Discount rates	+50 basis points	<b>(P90,308)</b>	(P93,653)	(P921,839)
	-50 basis points	<b>95,848</b>	99,355	926,910
Future salary increases	+50 basis points	<b>P71,572</b>	P76,316	P909,831
	-50 basis points	<b>(67,039)</b>	(71,710)	(905,403)

The average duration of the retirement benefit obligation as of December 31, 2017 and 2016 is 5 years.

Shown below is the maturity profile analysis of the undiscounted benefit payments:

	2017	2016	2015
Less than 1 year	<b>P8,851,801</b>	P-	P8,851,801
More than 1 year to 5 years	<b>4,051,664</b>	10,687,999	4,051,664
More than 5 years to 10 years	<b>3,847,675</b>	6,500,675	3,847,675
	<b>P16,751,140</b>	<b>P17,188,674</b>	<b>P16,751,140</b>

## 16. Income Taxes

The Group's provision for current income tax in 2017, 2016 and 2015 are as follows:

	2017	2016	2015
RCIT	<b>P10,788,556</b>	P7,213,243	P4,051,089
Final tax on interest income	<b>2,609,051</b>	2,987,702	2,766,639
MCIT	-	-	74,163
Stock transaction tax (STT) on disposal of financial assets at FVPL	-	-	12,427
	<b>P13,397,607</b>	<b>P10,200,945</b>	<b>P6,904,318</b>

The reconciliation of income tax computed at the statutory income tax rate to provision for income tax shown in profit or loss is as follows:

	2017	2016	2015
At statutory tax rate of 30%:	<b>P27,233,378</b>	P43,228,179	P44,453,289
Additions to (reductions in) income tax resulting from:			
Equity in net earnings of associates	<b>(12,259,350)</b>	(21,878,704)	(31,623,970)
Benefit from income subjected to final tax	<b>(4,062,955)</b>	(4,680,384)	(4,103,661)
Nondeductible expenses	<b>896,174</b>	(673,620)	2,439,260
Movement in unrecognized net deferred income tax asset	<b>(318,599)</b>	(8,246,298)	(2,593,867)
Nontaxable dividend income	<b>(110,495)</b>	(177,809)	(296,545)

(Forward)



	2017	2016	2015
Expired NOLCO	<b>₱-</b>	<b>₱-</b>	₱226,205
Expired MCIT	-	-	35,617
	<b>₱11,378,153</b>	<b>₱7,571,364</b>	<b>₱8,536,328</b>

The Group's net deferred income taxes as of December 31, 2017 and 2016 are as follows:

	2017	2016
<i>Recognized in profit or loss</i>		
Deferred income tax liabilities on:		
Gains on fair value changes of foreign financial assets at FVPL	<b>₱6,791,083</b>	₱3,202,387
Unrealized foreign exchange gains	<b>2,877,354</b>	6,389,579
Deferred income tax assets on:		
Allowance for impairment losses on receivables, due from related parties and AFS financial assets	<b>(8,807,927)</b>	(7,680,798)
Retirement benefit obligation	<b>(3,301,445)</b>	(2,908,739)
Accrued rent	<b>(576,090)</b>	-
	<b>(3,017,025)</b>	(997,571)
<i>Recognized in OCI</i>		
Deferred income tax liability on net unrealized valuation gains on AFS financial assets	<b>17,136,622</b>	(4,217,083)
Deferred income tax asset on actuarial losses on retirement benefit obligation	<b>(321,119)</b>	(482,981)
	<b>16,815,503</b>	3,734,102
<b>Net deferred income tax liabilities</b>	<b>₱13,798,478</b>	<b>₱2,736,531</b>

No deferred income tax assets were recognized for the following deductible temporary differences as it is not probable that sufficient taxable profits will be available to allow the benefit of the deferred income tax assets to be utilized:

	2017	2016
Allowance for impairment losses on due from related parties	<b>₱163,426,811</b>	₱151,248,689
Allowance for impairment losses on investment in an associate	<b>94,830,130</b>	94,830,130
Provision for legal obligation	<b>5,000,000</b>	5,000,000
	<b>₱263,256,941</b>	<b>₱251,078,819</b>

RA No. 10963

RA No. 10963 or the Tax Reform for Acceleration and Inclusion Act (TRAIN) was signed into law on December 19, 2017 and took effect on January 1, 2018, making the new tax law enacted as of the reporting date. Although the TRAIN changes existing tax law and includes several provisions that will generally affect businesses on a prospective basis, the management assessed that the same will not have any significant impact on the financial statement balances as of the reporting date.



## 17. Equity

### a. Common Stock

In accordance with SRC Rule 68, as Amended (2011), Annex 68-D, below is a summary of the Group's track record of registration of securities.

	Number of shares registered	Issue/offer price	Date of approval
Common shares	1,000,000,000	₱0.01	December 8, 1982
Common shares	9,000,000,000	₱0.01	July 28, 1997

The details of the Group's capital stock (number of shares and amounts) are as follows:

	2017	2016
Common stock - ₱1 par value		
Class A		
Authorized - 600 million shares		
Issued - 292,610,118 shares	<b>₱292,610,118</b>	₱292,610,118
Class B		
Authorized - 400 million shares		
Issued - 189,217,535 shares	<b>189,217,535</b>	189,217,535
	<b>₱481,827,653</b>	<b>₱481,827,653</b>

Class A and B common stockholders enjoy the same rights and privileges, except that Class A shares may be owned by, transferred to and subscribed only by Filipino citizens or corporations, partnerships and associations organized under the laws of the Philippines, of which 60% of the common stock outstanding is owned by citizens of the Philippines. Class B shares may be issued, transferred or sold to any person, corporation, partnership or association regardless of nationality.

In 1979, the registrant listed with the PSE (or its predecessor, Manila Stock Exchange) its common stock under its previous name, Ultrana Energy and Resource Corporation, where it offered 1,000,000,000 shares to the public at the issue price of ₱0.01 per share.

On July 28, 1997, the SEC approved the increase in the Group's authorized capital stock from 10,000,000,000, divided into 6,000,000,000 Class A common shares with par value of ₱0.01 per share and 4,000,000,000 Class B common shares with par value of ₱0.01 per share to 1,000,000,000 common shares, divided into 600,000,000 Class A common shares with par value of ₱1 per share and 400,000,000 Class B common share with par value of ₱1 per share.

On November 26, 2000, the BOD approved the issuance, out of the authorized common stock, of 192,413,090 shares at ₱1 par value which will be offered through a pre-emptive stock rights issue and detachable stock warrants, as follows: (a) 96,206,545 shares consisting of 58,377,278 Class A shares and 37,829,267 Class B shares, to be offered in two tranches, the First Tranche consisting of 48,103,272 shares of stock and the Second Tranche consisting of 48,103,273 shares of stock, to which each stockholder may subscribe on a pre-emptive rights basis, and (b) the balance of 96,206,545 shares to be offered through detachable stock warrants, which shall entitle each stockholder to subscribe to one share of stock for every one share of stock of the same class that such stockholder subscribe to out of this stock rights issue.



The Group's application to list additional 192,413,090 common shares with a par value of ₱1 per share through pre-emptive rights issue and detachable subscription warrants was approved by the PSE on February 27, 2002 and by the SEC on April 5, 2002.

The exercise periods and expiration dates of the Group's subscription warrants are as follows:

	Number of Shares	Exercise Periods	Expiration Dates
<b>First Tranche:</b>			
Class A common shares	29,188,639	June 4, 2002 to	
Class B common shares	18,914,633	June 3, 2007	June 3, 2007
	48,103,272		
<b>Second Tranche:</b>			
Class A common shares	29,188,639	May 9, 2003 to	
Class B common shares	18,914,634	May 8, 2008	May 8, 2008
	48,103,273		
	96,206,545		

Full payment of each subscription under the First Tranche was made within the offer period approved by the PSE and the SEC, and the full payment of each subscription under the second tranche shall be due and payable one year from the last day of the offer period. With the full subscription of the Pre-Emptive Rights Stock Offering, the Group's outstanding common stock increased to 481,032,728 common shares of stock, consisting of 291,886,391 Class A common shares and 189,146,337 Class B common shares, all with par value of ₱1 per share.

With the complete exercise of all Detachable Stock Warrants, the Group will have an outstanding common stock of 577,239,273 shares, consisting of 350,263,669 Class A common shares and 226,975,604 Class B common shares, all with par value of ₱1 per share. However, as of December 31, 2007, 723,727 Class A common stock warrants and 71,198 Class B common stock warrants were exercised and 28,464,912 Class A common stock warrants and 18,843,435 Class B common stock warrants expired. As of December 31, 2008, 29,188,639 Class A common stock warrants and 18,914,634 Class B common stock warrants expired due to non-exercise of stock warrants before expiration date. After the expiration of the said warrants, the Group's outstanding common stock amounted to ₱481,827,653 with additional paid-in capital of ₱144,759,977. There have been no movements since 2008.

The Parent Company has 474, 483 and 485 stockholders as of December 31, 2017, 2016 and 2015, respectively.

b. Treasury Shares

The Group's treasury shares pertains to shares of the Parent Company acquired or held by its subsidiaries. For consolidation purposes, the costs of these shares are presented under the "Treasury shares" account in the equity section of the consolidated statements of financial position. In 2015, PIEI purchased additional shares of the Parent Company. The cost to acquire 223,000 of Class A shares amounted to ₱0.7 million.

In 2017, PIEI purchased 239,560 additional shares of the Parent Company with a total cost of ₱1.3 million. These are composed of 159,260 Class A shares and 80,300 Class B shares, costing ₱0.9 million and ₱0.4 million, respectively.



As of December 31, 2017 and 2016, the Group's treasury shares are as follows:

	Shares		Amount	
	2017	2016	2017	2016
Balance at beginning of year	97,634,827	97,634,827	₱99,669,477	₱99,669,477
Additions	239,560	-	1,277,479	-
Balance at end of year	97,874,387	97,634,827	₱100,946,956	₱99,669,477

c. Retained Earnings

Retained earnings is restricted to the extent of the acquisition price of the treasury shares amounting to ₱100.9 million and ₱99.7 million as of December 31, 2017 and 2016, respectively. Retained earnings is also restricted to the extent of equity in net earnings of the associates not declared as dividends as of reporting date.

Following are the dividends declared and paid by the Parent Company in 2017 and 2016:

**2017**

Declaration date	Record date	Payment date	Description	Dividend per share	Total amount
July 31, 2017	Aug. 22, 2017	Sept. 15, 2017	Regular	₱0.10	₱48,182,765
July 31, 2017	Sept. 21, 2017	Oct. 17, 2017	Regular	0.10	48,182,766
					₱96,365,531

**2016**

Declaration date	Record date	Payment date	Description	Dividend per share	Total amount
July 28, 2016	Aug. 22, 2016	Sept. 16, 2016	Regular	₱0.10	₱48,182,765
July 28, 2016	Sept. 21, 2016	Oct. 17, 2016	Regular	0.10	48,182,766
					₱96,365,531

**2015**

Declaration date	Record date	Payment date	Description	Dividend per share	Total amount
May 7, 2015	June 3, 2015	June 30, 2015	Regular	₱0.10	₱48,182,765
May 7, 2015	Aug. 3, 2015	Aug. 30, 2015	Regular	0.10	48,182,766
					₱96,365,531

The dividends attributable to treasury shares amounted to ₱19.5 million and ₱19.4 million in 2017 and 2016, respectively.

The balance of retained earnings includes the accumulated equity in net earnings of the subsidiaries and associates amounting to ₱918.7 million and ₱886.2 million as at December 31, 2017 and 2016, respectively. Such amounts are not available for distribution until such time that the Parent Company receives the dividends from the subsidiaries and associates.

## 18. Related Party Transactions

Parties are considered to be related if one party has the ability to control, directly or indirectly, the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control or common significant influence.



A summary of outstanding balances and transactions with related parties, net of allowance for impairment loss and presented under "Due from related parties" account, are as follows:

		Transactions during the year	Outstanding balances	Terms	Conditions
<i>Associates:</i>					
<b>BPO</b>					
Rent income	2017	<b>₱1,281,098</b>	<b>₱18,338</b>	30 days;	Unsecured;
	2016	1,212,831	137,907	noninterest-bearing	Unimpaired
Payroll services expense	2017	<b>51,195</b>	—	30 days;	Unsecured;
	2016	51,195	—	noninterest-bearing	Unimpaired
Dividends (see Note 8)	2017	<b>10,499,923</b>	<b>13,154,914</b>	30 days;	Unsecured;
	2016	21,020,846	21,020,846	noninterest-bearing	Unimpaired
<b>PTC</b>					
Dividends (see Note 8)	2017	<b>30,813,750</b>	—	30 days;	Unsecured;
	2016	—	—	noninterest-bearing	Unimpaired
<b>MUDC</b>					
Advances	2017	<b>53,600</b>	—	30 days;	Unsecured;
	2016	—	—	noninterest-bearing	Impaired
<i>Under common control:</i>					
<b>Other related parties</b>					
Advances	2017	<b>1,175</b>	<b>287,417</b>	30 days;	Unsecured;
	2016	1,599	286,242	noninterest-bearing	Impaired
	2017		<b>₱13,460,669</b>		
	2016		21,444,995		

The related party transactions are settled in cash.

Movement in the allowance for impairment losses on due from related parties are as follows:

	2017	2016
Due from related parties - at gross	<b>₱202,258,193</b>	₱210,242,519
Less Allowance for impairment loss:		
Balances at beginning of year	<b>188,797,524</b>	186,248,238
Provision	—	2,549,286
Balances at end of year	<b>188,797,524</b>	188,797,524
	<b>₱13,460,669</b>	₱21,444,995

Allowance for impairment loss is mainly attributable to advances to MUDC, among others.

Compensation of the key management personnel are as follows:

	2017	2016	2015
Salaries and wages	<b>₱7,721,038</b>	₱7,675,079	₱7,353,369
Other benefits	<b>1,326,840</b>	1,331,840	1,277,283
	<b>₱9,047,878</b>	₱9,006,919	₱8,630,652





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## 19. Earnings per Share

The following table presents information necessary to compute the basic/dilutive EPS:

	2017	2016	2015
Net income attributable to equity holders of the parent	₱77,729,401	₱133,940,563	₱138,463,644
Weighted average number of ordinary shares outstanding for basic and diluted EPS	384,060,813	384,192,826	384,346,076
Basic and diluted earnings per share	₱0.20	₱0.35	₱0.36

The Group has no potential dilutive instruments issued as of December 31, 2017, 2016 and 2015.

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## 20. Segment Information

The primary purpose of the Group is to invest in real and personal properties. The Group operates mainly in one reportable business segment which is investing and one reportable geographical segment which is the Philippines.

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## 21. Commitments and Contingencies

- a. The Group leases a portion of its condominium spaces. The Group recognized rental income amounting to ₱20.8 million, ₱14.0 million and ₱12.8 million in 2017, 2016 and 2015, respectively. Future minimum rental income of ₱13.5 million from existing rental agreements will be recognized in 2018 and 2019. The lease agreements have terms of one to two years and can be renewed upon the written agreement of the Group and the lessees. Deposit payable made by the tenants amounting to ₱5.4 million and ₱1.5 million as of December 31, 2017 and 2016, respectively, will be returned to the lessees after the lease term (see Note 13).
- b. As of December 31, 2017 and 2016, the Group recognized provision for legal obligation amounting to ₱5.0 million, for claims arising from lawsuit filed by a third party, which is awaiting decision by the courts. Probable cost has been estimated in consultation with the Group's legal counsel. Management and its legal counsels believe that the Company has substantial legal and factual bases for its position and is of the opinion that losses arising from these legal actions, if any, will not have material adverse impact on the Group's financial position and results of operations.

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## 22. Financial Risk Management Objectives and Policies

### Risk Management Structure

The BOD is mainly responsible for the overall risk management approach and for the approval of risk strategies and principles of the Group. It has also the overall responsibility for the development of risk strategies, principles, frameworks, policies and limits. It establishes a forum of discussion of the Group's approach to risk issues in order to make relevant decisions.

### Financial Risk Management Objectives and Policies

The principal financial instruments of the Group consist of cash and cash equivalents, financial assets at FVPL and AFS financial assets. The main purpose of these financial instruments is to place excess



cash in income-earning investments. The Group has various other financial assets and liabilities such as receivables, due from related parties, accounts payable and accrued expenses and dividends payable which arise directly from its operations.

The main risks arising from the Group's financial instruments are credit risk, liquidity risk and market risk (i.e., interest rate risk, foreign currency risk and equity price risk). The Group's management reviews and approves policies for managing each of these risks and they are summarized below. The Group also monitors the market price risk arising from all financial instruments.

The magnitudes of these risks that have arisen over the year are discussed below.

#### Credit Risk

Credit risk is the risk of loss that may arise on outstanding financial instruments should a counterparty default on its obligation.

The Group is exposed to credit risk primarily because of its investing and operating activities. The Group is exposed to credit risk arising from the counterparties (i.e., foreign currency denominated debt instruments, short-term investments, fixed income deposit and receivables) to its financial assets.

#### *Credit risk management*

In managing credit risk on these investments, capital preservation is paramount. The Group trades only with recognized and creditworthy third parties. For investments in bonds, funds are invested in highly recommended, creditworthy debt instruments that provides satisfactory interest yield and capital appreciation. Investments in equity securities represent investments in companies with good dividend track record, as well as capital appreciation. The investment portfolio mix between debt and equity is reviewed regularly by the Group's President and Treasurer.

With respect to credit risk arising from other financial assets of the Group, which consist of cash and cash equivalents, short-term investments, receivables, due from related parties and fixed income deposits, the Group's President and Treasurer monitor these financial assets on an ongoing basis with the result that the Group's exposure to impairment losses is not significant.

#### *Credit risk exposures*

At reporting date, the Group's maximum exposure to credit risk is equal to the carrying amount of cash and cash equivalents, receivables, due from related parties, financial assets at FVPL and AFS financial assets recognized in the consolidated statements of financial position. The Group's financial assets are not covered by collateral from counterparties.

#### *Credit risk concentration profile*

The Group has no significant concentrations of credit risk.



*Credit quality*

As of December 31, 2017 and 2016, the credit qualities per class of financial assets are as follows:

	Neither past due nor impaired		Past due but not impaired	Individually impaired	2017 Total
	High Grade	Standard Grade			
<b>Loans and receivables:</b>					
Cash and cash equivalents*	₱753,556,434	₱-	₱-	₱-	₱753,556,434
Receivables	7,283,965	-	-	961,368	8,245,333
Due from related parties	13,460,669	-	-	188,797,524	202,258,193
Financial assets at FVPL	152,717,699	-	-	-	152,717,699
AFS financial assets	521,351,608	-	-	3,127,676	524,479,284
	<b>₱1,448,370,375</b>	<b>₱-</b>	<b>₱-</b>	<b>₱192,886,568</b>	<b>₱1,641,256,943</b>

\*Excluding cash on hand

	Neither past due nor impaired		Past due but not impaired	Individually impaired	Total 2016
	High Grade	Standard Grade			
<b>Loans and receivables:</b>					
Cash and cash equivalents*	₱954,561,050	₱-	₱-	₱-	₱954,561,050
Receivables	8,216,827	-	-	857,369	9,074,196
Due from related parties	21,020,846	-	424,149	188,797,524	210,242,519
Financial assets at FVPL	83,025,754	-	-	-	83,025,754
AFS financial assets	401,874,992	-	-	3,127,676	405,002,668
	<b>₱1,468,699,469</b>	<b>₱-</b>	<b>₱424,149</b>	<b>₱192,782,569</b>	<b>₱1,661,906,187</b>

\*Excluding cash on hand

*High grade financial assets*

High grade receivables pertain to due from related parties and customers with good payment history. These receivables are considered to be of good quality and expected to be collectible without incurring any credit losses. Other high grade financial assets reflect the investment grade quality of the investments and/or counterparty and realizability is thus assured.

*Standard grade financial assets*

Receivables from customers who settle their obligations with tolerable delays are classified under standard grade. Other standard grade financial assets are considered moderately realizable. There are no standard grade financial assets as of December 31, 2017 and 2016.

*Impairment assessment*

The main considerations for impairment assessment include whether any payments are overdue or if there are any known difficulties in the cash flows of the counterparties. The Group determines allowance for each significant receivable on an individual basis. Among the items that the Group considers in assessing impairment is the inability to collect from the counterparty based on the contractual terms of the receivables. Receivables included in the specific assessment are nonmoving accounts receivable, accounts of defaulted companies and accounts from closed companies.

For collective assessment, allowances are assessed for receivables that are not individually significant and for individually significant receivables where there is no objective evidence yet of individual impairment. Impairment losses are estimated by taking into consideration the aging profile of the receivables, past collection experience and other factors that may affect collectability.

*Liquidity Risk*

Liquidity risk is the risk that the Group will encounter difficulty in meeting financial obligations due to shortage of funds.

The Group's approach to managing liquidity risk is to ensure that it will always have sufficient liquidity to meet its liabilities when they are due and this is done by primarily investing in highly liquid investments and maintaining a significant amount of cash and cash equivalents and pre-terminable investments in its portfolio.



The following table summarizes the maturity profile of the Group's financial liabilities as of December 31, 2017 and 2016 based on contractual undiscounted cash flows. The table also analyzes the maturity profile of the Group's financial assets in order to provide a complete view of the Group's contractual commitments. The analysis into relevant maturity groupings is based on the remaining period at the end of the reporting period to the contractual maturity dates.

	On demand	Within 1 year	More than 1 year	2017 Total
<b>Financial Assets:</b>				
<b>Loans and receivables</b>				
Cash and cash equivalents	₱33,551,881	₱720,013,553	₱-	₱753,565,434
Receivables	-	7,283,965	-	7,283,965
Due from related parties	305,755	13,154,914	-	13,460,669
Financial assets at FVPL	152,717,699	-	-	152,717,699
AFS financial assets	521,351,608	-	-	521,351,608
<b>Total financial assets</b>	<b>707,926,943</b>	<b>740,452,432</b>	<b>-</b>	<b>1,448,379,375</b>
<b>Financial Liabilities:</b>				
Accounts payable and accrued expenses*	-	9,920,145	-	9,920,145
Dividends payable	-	6,636,554	-	6,636,554
<b>Total financial liabilities</b>	<b>-</b>	<b>16,556,699</b>	<b>-</b>	<b>16,556,699</b>
<b>Net financial assets</b>	<b>₱707,926,943</b>	<b>₱723,895,733</b>	<b>₱-</b>	<b>₱1,431,822,676</b>

\*Excluding statutory payables

	On demand	Within 1 year	More than 1 year	2016 Total
<b>Financial Assets:</b>				
<b>Loans and receivables</b>				
Cash and cash equivalents	₱207,473,275	₱747,096,775	₱-	₱954,570,050
Receivables	-	8,216,827	-	8,216,827
Due from related parties	424,149	21,020,846	-	21,444,995
Financial assets at FVPL	83,025,754	-	-	83,025,754
AFS financial assets	401,874,992	21,969,464	-	423,844,456
<b>Total financial assets</b>	<b>692,798,170</b>	<b>798,303,912</b>	<b>-</b>	<b>1,491,102,082</b>
<b>Financial Liabilities:</b>				
Accounts payable and accrued expenses*	-	3,823,035	-	3,823,035
Dividends payable	-	6,006,566	-	6,006,566
<b>Total financial liabilities</b>	<b>-</b>	<b>9,829,601</b>	<b>-</b>	<b>9,829,601</b>
	<b>₱692,798,170</b>	<b>₱788,474,311</b>	<b>₱-</b>	<b>₱1,481,272,481</b>

\*Excluding statutory payables

### Market Risks

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices.

The Group's activities expose it primarily to the financial risks of changes in interest rates, foreign currency exchange rates and equity prices. There has been no change in the Group's exposure to market risks or the manner in which it manages and measures the risk.

#### a. Interest rate risk

Cash flow interest rate risk is the risk that the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Fair value interest rate risk is the risk that the fair value of a financial instrument will fluctuate due to changes in market interest rates.



The Group derives majority of its revenue from interest-bearing placements and bonds. Accordingly, the Group is subject to financial risk arising from changes in interest rates. The Group manages interest rate risk by investing mainly on fixed coupon bonds and other investments. By doing so, the Group is assured of future interest revenues from such investments.

Since the Group invests on fixed coupon interest bonds and other investments, the Group is not exposed significantly to cash flow interest rate risk.

The following table demonstrates management's best estimate of the sensitivity to a reasonably possible change in interest rates, with all other variables held constant, of the Group's income before income tax due to changes in fair values of AFS financial assets in debt securities (see Note 9):

	2017	2016
Change in interest rate (percentage)		
+10%	₱31,960,667	₱27,448,547
-10%	(31,960,667)	(27,448,547)

There is no other impact on equity other than those already affecting the income before income tax in profit or loss.

b. Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of the Group's financial instruments will fluctuate because of changes in foreign currencies.

In the normal course of business, the Group enters into transactions denominated in US dollar and other foreign currencies. As a result, the Group is subject to transaction and translation exposures resulting from currency exchange rate fluctuations. The Group regularly monitors outstanding financial assets and liabilities in foreign currencies and maintains them at a level responsive to the current exchange rates so as to minimize the risks related to these foreign currency denominated assets.

Information on the Group's foreign currency denominated monetary assets and their Philippine peso equivalent as of December 31 are as follows:

	Currency	2017			2016		
		Exchange Rate	Original Currency	Peso Equivalent	Exchange Rate	Original Currency	Peso Equivalent
Cash	USD	49.93	5,487,520	₱273,991,874	49.72	7,110,617	₱353,539,877
	EUR	59.61	1,120	66,763	-	-	-
	TRY	13.17	27,750	365,468	-	-	-
	HKD	-	-	-	6.420	89,075	571,862
	SGD	-	-	-	34.350	2,704	92,882
Receivables	USD	49.93	90,509	4,519,114	49.720	112,164	5,576,794
	TRY	13.17	6,708	88,344	14.060	20,720	291,323
	BRL	-	-	-	15.190	8,148	123,768
Financial assets at FVPL	USD	49.93	1,477,221	73,757,645	49.720	680,777	33,848,232
	HKD	6.39	4,091,327	26,143,580	6.420	1,215,500	7,803,510
	EUR	59.61	272,168	16,223,934	51.840	76,100	3,945,024

(Forward)



	Currency	2017			2016		
		Exchange Rate	Original Currency	Peso Equivalent	Exchange Rate	Original Currency	Peso Equivalent
AFS financial assets							
	USD	49.93	8,412,114	₱420,016,852	49.72	6,033,473	₱299,984,278
	BRL	-	-	-	15.190	503,625	7,650,064
	TRY	13.17	278,951	3,673,785	14.060	260,304	3,659,874
	NTD	1.68	31,075,200	52,206,336			
	HKD	6.39	3,414,528	21,818,834	6.420	2,779,434	17,843,966
	SGD	-	-	-	34.350	159,216	5,469,070
				₱892,872,529			₱740,400,524

The Group has no foreign currency denominated monetary liabilities as of December 31, 2017 and 2016.

The following table demonstrates the sensitivity to a reasonably possible change in the foreign currencies exchange rates based on past foreign currencies exchange rates and macroeconomic forecasts for 2017, with all other variables held constant, of the Group's 2017 and 2016 income before income tax.

The sensitivity analysis includes only outstanding foreign currency denominated monetary items and adjusts their translation at the period end for the following percentage change in foreign currency rates:

#### 2017

Original Currency	Percentage	Effect on income before tax	
		Strengthened	Weakened
US dollar	5%	38,614,274	(38,614,274)
Hong Kong dollar (HKD)	5%	2,398,121	(2,398,121)
Taiwan dollar	5%	2,610,317	(2,610,317)
E.M.U. euro (EUR)	5%	814,535	(814,535)
Turkish lira (TRY)	5%	206,380	(206,380)

#### 2016

Original Currency	Percentage	Effect on income before tax	
		Strengthened	Weakened
US dollar	5%	₱34,647,459	(₱34,647,459)
Hong Kong dollar (HKD)	5%	1,310,967	(1,310,967)
Brazil real (BRL)	5%	388,692	(388,692)
Singapore dollar (SGD)	5%	278,098	(278,098)
Turkish lira (TRY)	5%	197,560	(197,560)
E.M.U. euro (EUR)	5%	197,251	(197,251)

There is no other impact on the Group's equity other than those already affecting the profit or loss.

#### c. Equity price risk

Equity price risk is the risk that the fair values of equities decrease as a result of changes in the levels of the equity indices and the values of individual stocks. The equity price risk exposure arises from the Group's financial assets at FVPL and investments in AFS equity securities. For investments in Philippine equities, majority of funds are invested in equities listed in the PSE.



The Group measures the sensitivity of its equity securities by using PSE, NYSE and HKEx indices fluctuations and its effect to respective share prices.

The following table demonstrates the sensitivity to a reasonably possible change in the equity price based on past price performance and macroeconomic forecast for 2017 and 2016, with all other variables held constant, of the Group's income before income tax and equity:

*Effect on income before income tax:*

	2017	2016
<i>Financial assets at FVPL:</i>		
Change in stock market index (%)		
+10%	P15,271,770	P8,302,575
-10%	(15,271,770)	(8,302,575)

There is no other impact on the Group's equity other than those already affecting the income before income tax.

*Effect on equity:*

	2017	2016
<i>Investment in equity securities (AFS):</i>		
Change in club share prices (%)		
+10%	P10,242,330	P3,246,431
-10%	(10,242,330)	(3,246,431)

### 23. Fair Value of Financial Instruments

Set out below is a comparison, by class, of the carrying amount, and fair value of the Group's financial instrument, other than those with carrying amount that are reasonable approximation of fair values:

	2017		2016	
	Carrying Amount	Fair Values	Carrying Amount	Fair Values
<b>Financial Assets</b>				
<b>Current:</b>				
Financial assets at FVPL	P152,717,699	P152,717,699	P83,025,754	P83,025,754
AFS financial assets	40,784,002	40,784,002	66,753,263	66,753,263
<b>Noncurrent:</b>				
AFS financial assets	480,567,606	480,567,606	355,121,729	355,121,729
	<b>P674,069,307</b>	<b>P674,069,307</b>	<b>P504,900,746</b>	<b>P504,900,746</b>

The Group has determined that the carrying amounts of cash and cash equivalents, receivables, due from related parties, accrued expenses and other liabilities and dividends payable, based on their notional amounts, reasonably approximate their fair values because these are short-term in nature.

Fair values of financial assets at FVPL and quoted AFS financial assets are based on price quotations at the reporting date. These financial instruments are classified as Level 1 in the fair value hierarchy.

As of December 31, 2017 and 2016, there were no transfers between Level 1 and Level 2 fair value measurements. Also, there were no transfers into and out of Level 3 fair value measurements.



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## 24. Capital Management

The primary objective of the Group's capital management is to ensure that it maintains a strong credit rating and healthy capital ratios in order to support its business and maximize shareholder value.

The Group manages its capital structure, which pertains to its equity, and makes adjustment to it, in light of changes in economic conditions. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares.

The total core capital considered by the Group as of December 31, 2017 and 2016 are as follows:

	2017	2016
Common stock	<b>₱481,827,653</b>	₱481,827,653
Additional paid-in capital	<b>144,759,977</b>	144,759,977
Retained earnings	<b>1,297,004,791</b>	1,296,094,095
Treasury shares	<b>(100,946,956)</b>	(99,669,477)
<b>Total core capital</b>	<b>₱1,822,645,465</b>	<b>₱1,823,012,248</b>

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## 25. Changes in Liabilities Arising from Financing Activities

The following shows the changes in the Group's liabilities arising from its financing activities in 2017:

	As at January 1, 2017	Cash flows	Dividend declaration	As at December 31,2017
<b>Dividends payable (Note 17)</b>	<b>₱6,006,566</b>	<b>(₱76,188,717)</b>	<b>₱76,818,705</b>	<b>₱6,636,554</b>





## INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTARY SCHEDULES

The Board of Directors and Stockholders  
F & J Prince Holdings Corporation  
5th Floor, Citibank Center  
8741 Paseo de Roxas  
Makati City

We have audited in accordance with Philippine Standards on Auditing, the consolidated financial statements of F & J Prince Holdings Corporation (the Parent Company) and its subsidiaries included in this Form 17-A and have issued our report thereon dated April 11, 2018. Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedules listed in the Index to the Consolidated Financial Statements and Supplementary Schedules are the responsibility of the Parent Company's management. These schedules are presented for purposes of complying with Securities Regulation Code Rule 68, As Amended (2011), and are not part of the basic financial statements. These schedules have been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, fairly state, in all material respects, the information required to be set forth therein in relation to the basic financial statements taken as a whole.

SYCIP GORRES VELAYO & CO.

*Leovina Mae V. Chu*

Leovina Mae V. Chu  
Partner  
CPA Certificate No. 99910  
SEC Accreditation No. 1199-AR-1 (Group A),  
June 22, 2015, valid until June 21, 2018  
Tax Identification No. 209-316-911  
BIR Accreditation No. 08-001998-96-2018,  
February 2, 2018, valid until February 1, 2021  
PTR No. 6621343, January 9, 2018, Makati City

April 11, 2018



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
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**AND SUPPLEMENTARY SCHEDULES**  
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Conglomerate Map

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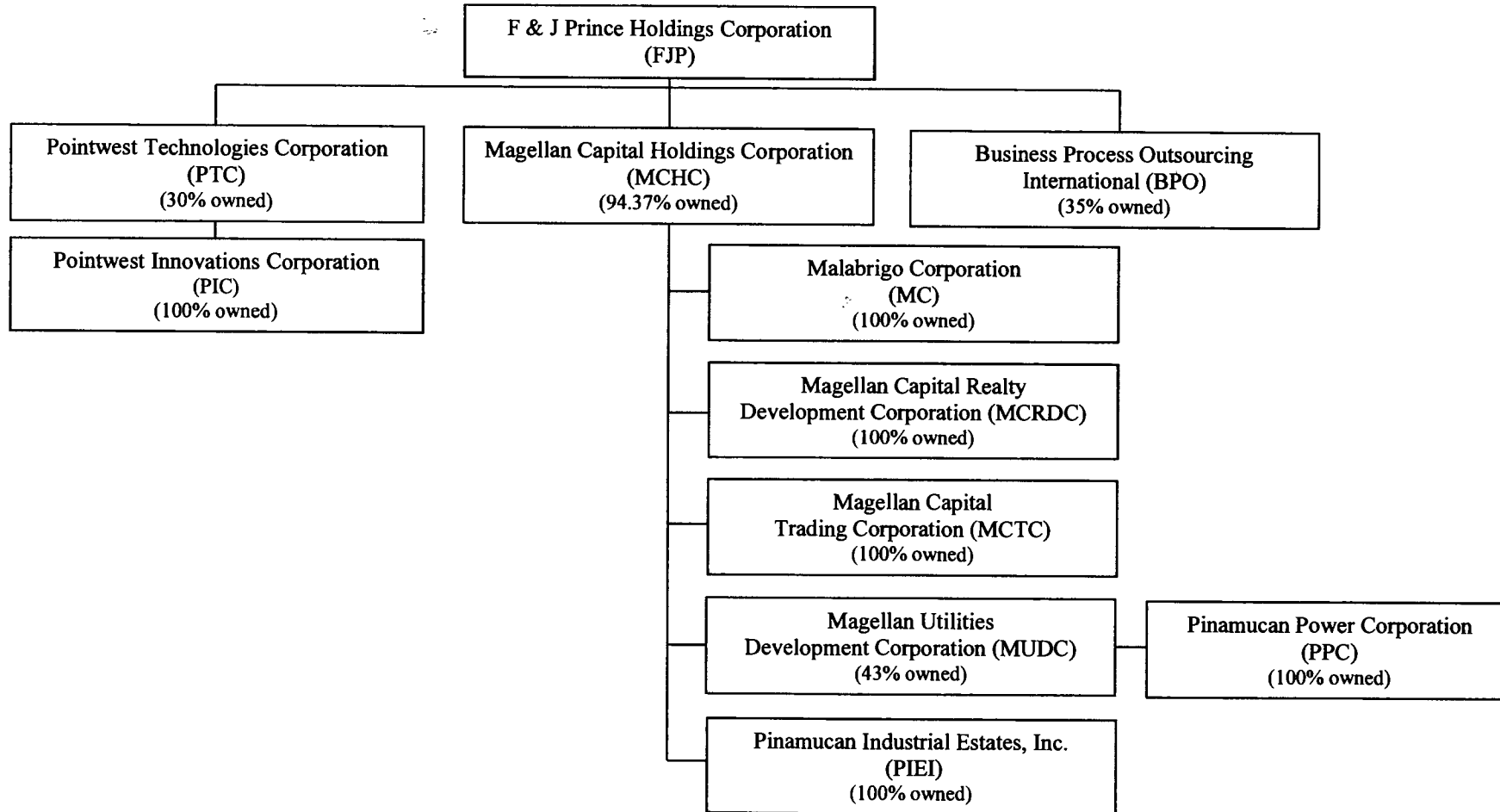
Supplementary Schedules Required by Securities Regulation Code (SRC) Rule 68,  
Part II, Annex 68-E:

- A. Financial Assets
- B. Amounts Receivable from Directors, Officers, Employees, Related Parties, and Principal Stockholders
- C. Amounts Receivable from Related Parties which are Eliminated during the Consolidation of Financial Statements
- D. Intangible Assets - Other Assets
- E. Long-Term Debt
- F. Indebtedness to Related Parties
- G. Guarantees of Securities of Other Issuers
- H. Capital Stock

# F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES

## CONGLOMERATE MAP

December 31, 2017



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES****FINANCIAL SOUNDNESS INDICATOR****December 31, 2017**

	2017	2016
<b>LIQUIDITY ANALYSIS RATIO:</b>		
Current assets	P986,430,699	P1,149,540,048
Current liabilities	30,515,287	21,092,382
<b>Current Ratio</b>	<b>32.33</b>	<b>54.50</b>
Current assets less prepayments and other current assets	P967,811,769	P1,134,010,889
Current liabilities	30,515,287	21,092,382
<b>Quick Ratio</b>	<b>31.72</b>	<b>53.76</b>
Total assets	P2,065,671,349	P1,973,753,264
Total liabilities	56,388,977	35,134,644
<b>Solvency Ratio</b>	<b>36.63</b>	<b>56.18</b>
<b>FINANCIAL LEVERAGE RATIO:</b>		
Total liabilities	P56,388,977	P35,134,644
Total assets	2,065,671,349	1,973,753,264
<b>Debt Ratio</b>	<b>0.03</b>	<b>0.02</b>
Total liabilities	P56,388,977	P35,134,644
Total equity	2,009,282,372	1,938,618,621
<b>Debt-to-Equity Ratio</b>	<b>0.03</b>	<b>0.02</b>
<b>Interest Coverage</b>	<b>N/A</b>	<b>N/A</b>
Total assets	P2,065,671,349	P1,973,753,264
Total equity	2,009,282,372	1,938,618,621
<b>Asset to Equity Ratio</b>	<b>1.03</b>	<b>1.02</b>
<b>PROFITABILITY RATIO:</b>		
<b>Gross Profit Margin</b>	<b>N/A</b>	<b>N/A</b>
Net income	P79,399,773	P136,522,567
Revenues and income	130,827,840	177,267,899
<b>Net Profit Margin</b>	<b>0.61</b>	<b>0.77</b>
Net income	P79,399,773	P136,522,567
Total assets	2,065,671,349	1,973,753,264
<b>Return on Assets</b>	<b>0.04</b>	<b>0.07</b>
Net income	P79,399,773	P136,522,567
Total equity	2,009,282,372	1,938,618,621
<b>Return on Equity</b>	<b>0.04</b>	<b>0.07</b>
Current share price	P4.52	P5.40
Earnings per share	0.20	0.35
<b>Price/Earnings Ratio</b>	<b>22.6</b>	<b>15.43</b>

**F & J PRINCE HOLDINGS CORPORATION****SCHEDULE OF RETAINED EARNINGS AVAILABLE FOR DIVIDEND  
DECLARATION**

December 31, 2017

<b>Unappropriated retained earnings, beginning</b>		<b>₱289,994,116</b>
Net income during the year closed to retained earnings	<b>₱89,436,927</b>	
<i>Less: Non-actual/unrealized income net of tax</i>		
Fair value gain on financial assets at FVPL	<b>(1,818,250)</b>	
Net unrealized foreign exchange gains other than cash and cash equivalents		<b>—</b>
<b>Net income actual/realized</b>	<b>87,618,677</b>	
<i>Less: Dividend declaration</i>	<b>(96,365,531)</b>	<b>(8,746,854)</b>
<b>Unappropriated retained earnings, as adjusted, ending</b>		<b>281,247,262</b>
<b>Less capital stock</b>		<b>481,827,653</b>
<b>Excess of capital stock retained earnings available for dividend declaration</b>		<b>(₱200,580,391)</b>

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**SCHEDULE OF ALL EFFECTIVE STANDARDS AND INTERPRETATIONS**  
**DECEMBER 31, 2017**

The table below presents the list of Philippine Financial Reporting Standards (PFRSs) [which consist of PFRSs, Philippine Accounting Standards (PAS) and Philippine Interpretations] and Philippine Interpretations Committee (PIC) Q&As effective as of December 31, 2017:

<b>Framework for the Preparation and Presentation of Financial Statements</b>		✓		
Conceptual Framework Phase A: Objectives and qualitative characteristics				
<b>PFRSs Practice Statement Management Commentary</b>				✓
<b>Philippine Financial Reporting Standards</b>				
<b>PFRS 1 (Revised)</b>	First-time Adoption of Philippine Financial Reporting Standards			✓
	Amendments to PFRS 1 and PAS 27: Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate			✓
	Amendments to PFRS 1: Additional Exemptions for First-time Adopters			✓
	Amendment to PFRS 1: Limited Exemption from Comparative PFRS 7 Disclosures for First-time Adopters			✓
	Amendments to PFRS 1: Severe Hyperinflation and Removal of Fixed Date for First-time Adopters			✓
	Amendments to PFRS 1: Government Loans			✓
	Amendments to PFRS 1: Borrowing costs			✓
	Amendments to PFRS 1: Meaning of "Effective PFRSs"			✓
<b>PFRS 2</b>	Share-based Payment			✓
	Amendments to PFRS 2: Vesting Conditions and Cancellations			✓
	Amendments to PFRS 2: Group Cash-settled Share-based Payment Transactions			✓
	Amendments to PFRS 2: Definition of Vesting Condition			✓
	Amendments to PFRS 2: Classification and Measurement of Share-based Payment Transactions	See footnote.*		
<b>PFRS 3 (Revised)</b>	Business Combinations	✓		
	Amendments to PFRS 3: Accounting for Contingent Consideration in a Business Combination			✓
	Amendments to PFRS 3: Scope Exceptions for Joint Arrangements			✓
<b>PFRS 4</b>	Insurance Contracts			✓
	Amendments to PAS 39 and PFRS 4: Financial Guarantee Contracts			✓

\*Standards and interpretations which will become effective subsequent to December 31, 2017.

	Amendments to PFRS 4: Applying PFRS 9, Financial Instruments with PFRS 4 Insurance Contracts	See footnote.*		
<b>PFRS 5</b>	Non-current Assets Held for Sale and Discontinued Operations			✓
	Amendments to PFRS 5: Changes in Methods of Disposal			✓
<b>PFRS 6</b>	Exploration for and Evaluation of Mineral Resources			✓
<b>PFRS 7</b>	Financial Instruments: Disclosures	✓		
	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	✓		
	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			✓
	Amendments to PFRS 7: Mandatory Effective Date of PFRS 9 and Transition Disclosures		✓	
	Amendments to PFRS 7: Disclosures - Servicing Contracts			✓
	Amendments to PFRS 7: Applicability of the Amendments to PFRS 7 to Condensed Interim Financial Statements			✓
<b>PFRS 8</b>	Operating Segments	✓		
	Amendments to PFRS 8: Aggregation of Operating Segments and Reconciliation of the Total of the Reportable Segments' Assets to the Entity's Assets	✓		
<b>PFRS 9</b>	Financial Instruments (2010 version)	See footnote.*		
	Amendments to PFRS 9: Mandatory Effective Date of PFRS 9 and Transition Disclosures	See footnote.*		
<b>PFRS 10</b>	Consolidated Financial Statements	✓		
	Amendments to PFRS 10, PFRS 12 and PAS 27: Investment Entities	✓		
	Amendment to PFRS 10: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture	Effective date deferred		
<b>PFRS 11</b>	Joint Arrangements			✓
<b>PFRS 12</b>	Disclosure of Interests in Other Entities	✓		
	Amendments to PFRS 10, PFRS 12 and PAS 28: Investment Entities - Applying the Consolidation Exception	✓		

\*Standards and interpretations which will become effective subsequent to December 31, 2017.

	Amendment to PFRS 12: Clarification of the Scope of the Standard (Part of Annual Improvements to PFRSs 2014 - 2016 Cycle)			✓
PFRS 13	Fair Value Measurement	✓		
	Amendments to PFRS 13: Short-term receivable and payables	✓		
	Amendments to PFRS 13: Portfolio Exception	✓		
PFRS 14	Regulatory Deferral Accounts			✓
PFRS 15	Revenue from Contracts with Customers		See footnote.*	
PFRS 16	Leases		See footnote.*	
<b>Philippine Accounting Standards</b>				
PAS 1 (Revised)	Presentation of Financial Statements	✓		
	Amendment to PAS 1: Capital Disclosures	✓		
	Amendments to PAS 32 and PAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation			✓
	Amendments to PAS 1: Presentation of Items of Other Comprehensive Income	✓		
	Amendments to PAS 1: Clarification of the requirements for comparative information	✓		
	Amendments to PAS 1: Disclosure Initiatives	✓		
PAS 2	Inventories			✓
PAS 7	Statement of Cash Flows	✓		
	Amendments to PAS 7: Disclosure Initiatives	✓		
PAS 8	Accounting Policies, Changes in Accounting Estimates and Errors	✓		
PAS 10	Events after the Balance Sheet Date	✓		
PAS 11	Construction Contracts			✓
PAS 12	Income Taxes	✓		
	Amendment to PAS 12 - Deferred Tax: Recovery of Underlying Assets			✓
	Amendment to PAS 12: Recognition of Deferred Tax assets for Unrealized Losses			✓
PAS 16	Property, Plant and Equipment	✓		
	Amendment to PAS 16: Classification of servicing equipment	✓		
	Amendment to PAS 16: Revaluation Method - Proportionate Restatement of Accumulated Depreciation			✓
	Amendment to PAS 16 and PAS 38: Clarification of Acceptable Methods of Depreciation and Amortization	✓		
	Amendments to PAS 16: Bearer Plants			✓

\*Standards and interpretations which will become effective subsequent to December 31, 2017.



<b>PAS 17</b>	Leases	✓		
<b>PAS 18</b>	Revenue	✓		
<b>PAS 19 (Amended)</b>	Employee Benefits	✓		
	Amendments to PAS 19: Defined Benefit Plans - Employee Contributions			✓
	Amendments to PAS 19: Regional Market Issue regarding Discount Rate			✓
<b>PAS 20</b>	Accounting for Government Grants and Disclosure of Government Assistance			✓
<b>PAS 21</b>	The Effects of Changes in Foreign Exchange Rates	✓		
	Amendment: Net Investment in a Foreign Operation			✓
<b>PAS 23 (Revised)</b>	Borrowing Costs			✓
<b>PAS 24 (Revised)</b>	Related Party Disclosures	✓		
	Amendments to PAS 24: Key Management Personnel	✓		
<b>PAS 26</b>	Accounting and Reporting by Retirement Benefit Plans			✓
<b>PAS 27 (Amended)</b>	Separate Financial Statements	✓		
	Amendments to PFRS 10, PFRS 12 and PAS 27: Investment Entities	✓		
	Amendment to PAS 27: Equity Method in Separate Financial Statements	✓		
<b>PAS 28 (Amended)</b>	Investments in Associates and Joint Ventures	✓		
	Amendment to PAS 28: Measuring an Associate or Joint Venture at Fair Value (Part of Annual Improvements to PFRSs 2014 - 2016 Cycle)			See footnote.*
	Amendments to PAS 28, Long-term Interests in Associates and Joint Ventures			See footnote.*
	Amendment to PAS 28: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture			Effective date deferred
<b>PAS 29</b>	Financial Reporting in Hyperinflationary Economies			✓
<b>PAS 32</b>	Financial Instruments: Disclosure and Presentation	✓		
	Amendments to PAS 32 and PAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation			✓
	Amendment to PAS 32: Classification of Rights Issues			✓
	Amendment to PAS 32: Presentation - Tax effect of distribution to holders of equity instrument			✓
	Amendments to PAS 32: Offsetting Financial Assets and Financial Liabilities			✓
<b>PAS 33</b>	Earnings per Share	✓		

\*Standards and interpretations which will become effective subsequent to December 31, 2017.

<b>PAS 34</b>	Interim Financial Reporting			✓
	Amendments to PAS 34: Disclosure of Information 'elsewhere in the interim financial report'			✓
<b>PAS 36</b>	Impairment of Assets	✓		
	Amendments to PAS 36: Recoverable Amount Disclosures for Non-Financial Assets	✓		
<b>PAS 37</b>	Provisions, Contingent Liabilities and Contingent Assets	✓		
<b>PAS 38</b>	Intangible Assets			✓
	Amendments to PAS 38: Revaluation Method - Proportionate Restatement of Accumulated Amortization			✓
	Amendments to PAS 16 and PAS 38: Clarification of Acceptable Methods of Depreciation and Amortization			✓
<b>PAS 39</b>	Financial Instruments: Recognition and Measurement	✓		
	Amendments to PAS 39: Transition and Initial Recognition of Financial Assets and Financial Liabilities	✓		
	Amendments to PAS 39: Cash Flow Hedge Accounting of Forecast Intragroup Transactions			✓
	Amendments to PAS 39: The Fair Value Option			✓
	Amendments to PAS 39 and PFRS 4: Financial Guarantee Contracts			✓
	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			✓
	Amendments to Philippine Interpretation IFRIC-9 and PAS 39: Embedded Derivatives			✓
	Amendment to PAS 39: Eligible Hedged Items			✓
	Amendment to PAS 39: Novation of Derivatives and Continuation of Hedge Accounting			✓
<b>PAS 40</b>	Investment Property	✓		
	Amendment to PAS 40: Interrelationship between PFRS 3 and PAS 40			✓
	Amendments to PAS 40: Transfers of Investment Property		See footnote.*	
<b>PAS 41</b>	Agriculture			✓
	Amendment to PAS 41: Bearer Plants			✓
<b>Philippine Interpretations</b>				
<b>IFRIC 1</b>	Changes in Existing Decommissioning, Restoration and Similar Liabilities			✓
<b>IFRIC 2</b>	Members' Share in Co-operative Entities and Similar			✓

\*Standards and interpretations which will become effective subsequent to December 31, 2017.

Instruments				
<b>IFRIC 4</b>	<i>Determining Whether an Arrangement Contains a Lease</i>			✓
<b>IFRIC 5</b>	Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds			✓
<b>IFRIC 6</b>	<i>Liabilities arising from Participating in a Specific Market - Waste Electrical and Electronic Equipment</i>			✓
<b>IFRIC 7</b>	<i>Applying the Restatement Approach under PAS 29 Financial Reporting in Hyperinflationary Economies</i>			✓
<b>IFRIC 9</b>	Reassessment of Embedded Derivatives			✓
	Amendments to Philippine Interpretation IFRIC 9 and PAS 39: Embedded Derivatives			✓
<b>IFRIC 10</b>	<i>Interim Financial Reporting and Impairment</i>			✓
<b>IFRIC 12</b>	Service Concession Arrangements			✓
<b>IFRIC 13</b>	Customer Loyalty Programmes			✓
<b>IFRIC 14</b>	The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction			✓
	Amendments to Philippine Interpretations IFRIC 14: Prepayments of a Minimum Funding Requirement			✓
<b>IFRIC 15</b>	Agreements for the Construction of Real Estate	Effective date deferred		
<b>IFRIC 16</b>	Hedges of a Net Investment in a Foreign Operation			✓
<b>IFRIC 17</b>	Distributions of Non-cash Assets to Owners			✓
<b>IFRIC 18</b>	Transfers of Assets from Customers			✓
<b>IFRIC 19</b>	Extinguishing Financial Liabilities with Equity Instruments			✓
<b>IFRIC 20</b>	Stripping Costs in the Production Phase of a Surface Mine			✓
<b>IFRIC 21</b>	Levies			✓
<b>IFRIC 22</b>	Philippine Interpretation IFRIC 22, Foreign Currency Transactions and Advance Consideration	See footnote.*		
<b>IFRIC 23</b>	Uncertainty over Income Tax Treatments	See footnote.*		
<b>SIC-7</b>	Introduction of the Euro			✓
<b>SIC-10</b>	Government Assistance - No Specific Relation to Operating Activities			✓
<b>SIC-15</b>	Operating Leases - Incentives			✓
<b>SIC-21</b>	Income Taxes - Recovery of Revalued Non-Depreciable Assets			✓
<b>SIC-25</b>	Income Taxes - Changes in the Tax Status of an Entity or its Shareholders			✓
<b>SIC-27</b>	Evaluating the Substance of Transactions Involving the Legal Form of a Lease			✓

\*Standards and interpretations which will become effective subsequent to December 31, 2017.

<b>SIC-29</b>	Service Concession Arrangements: Disclosures			✓
<b>SIC-31</b>	Revenue - Barter Transactions Involving Advertising Services			✓
<b>SIC-32</b>	Intangible Assets - Web Site Costs			✓

*\*Standards and interpretations which will become effective subsequent to December 31, 2017.*

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**SCHEDULE A – FINANCIAL ASSETS**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

Name of Issuing Entity and Association of Each Issue	No. of Shares or Principal Amount of Bonds & Notes	Amount Shown in Statement of Financial Position	Value Based on Market Quotations at Balance Sheet Date	Income Received and Accrued
Financial Asset at FVPL:				
Berkshire Hathaway	2,250 shares	P22,317,961	P22,317,961	P-
Oriental Petroleum B	1,260,888,642 shares	15,130,664	15,130,664	-
Amazon.com	200 shares	11,765,032	11,765,032	-
The TJX Companies	2,668 shares	10,161,941	10,161,941	-
China Construction Bank	162,000 shares	8,226,878	8,226,878	-
Goldman Sachs Group	605 shares	7,695,701	7,695,701	61,924
Industrial and Commercial Bank of China	180,000 shares	7,244,219	7,244,219	279,622
CitiGroup Inc.	1,820 shares	6,733,605	6,733,605	66,281
Kion Group	1,485 shares	6,387,997	6,387,997	-
Ayala Land	144,000 shares	6,379,200	6,379,200	69,804
Wells Fargo & Co.	2,000 shares	6,030,525	6,030,525	59,380
Anheuser-Busch Inbev SA	1,000 shares	5,551,768	5,551,768	143,904
China Mobile Limited	10,000 shares	5,065,843	5,065,843	356,102
HSBC Holdings	1,786 shares	4,604,996	4,604,996	89,645
Ctrip.com International	2,020 shares	4,447,864	4,447,864	-
Sanofi	1,000 shares	4,284,990	4,284,990	114,656
Ayala Corporation	4,078 shares	4,135,092	4,135,092	25,933
Meralco	10,754 shares	3,501,502	3,501,502	185,057
Dongfeng Motor Group	50,000 shares	3,021,619	3,021,619	112,158
Bank of China	105,000 shares	2,577,658	2,577,658	-
Philex Mining Corporation	335,323 shares	2,018,644	2,018,644	26,826
San Miguel Corporation A	12,240 shares	1,364,760	1,364,760	6,273
San Miguel Corporation B	12,464 shares	1,389,736	1,389,736	7,700
Calata Corporation	560,000 shares	1,159,200	1,159,200	-
Ayala Land - preferred shares	14,400 shares	14,400	14,400	-
Ayala Corporation - preferred shares	2,110 shares	2,110	2,110	-
Others	128,522 shares	1,503,794	1,503,794	8,944
<b>TOTAL</b>		<b>P152,717,699</b>	<b>P152,717,699</b>	<b>P1,614,209</b>
AFS Financial Assets:				
Aslan Pharmaceutical	NTD 1,965,388	P135,514,599	P135,514,599	P-
Theta Capital PTE Ltd.	\$ 975,000	48,709,176	48,709,176	2,763,911
Petrobas GBL Finance	\$ 850,000	40,547,618	40,547,618	1,503,291
Country Garden Holding	\$710,000	35,727,244	35,727,244	1,634,056
Investment in Oriente	\$800,000	30,397,800	30,397,800	-
ABJA Investment Co.	\$400,000	20,551,738	20,551,738	647,983
Greenko Investment Co.	\$400,000	19,440,986	19,440,986	956,362
ESKOM Holdings	\$400,000	19,145,480	19,145,480	1,279,947

Name of Issuing Entity and Association of Each Issue	No. of Shares or Principal Amount of Bonds & Notes	Amount Shown in Statement of Financial Position	Value Based on Market Quotations at Balance Sheet Date	Income Received and Accrued
Shui on Development	\$350,000	18,476,221	18,476,221	2,360,942
Turkceli Iletisim	\$250,000	13,392,585	13,392,585	724,724
CK Hutchison Holdings LTD.	20,520 shares	12,859,523	12,859,523	359,669
FPC Finance Ltd.	\$200,000	10,757,269	10,757,269	76,335
Notes Portugal	\$200,000	10,636,193	10,636,193	230,275
Investment in Melrose Park Investments, L.P.	₱10,528,585	10,528,585	10,528,585	-
Electobras	\$200,000	10,306,551	10,306,551	603,449
RP bonds	₱8,000,000	10,242,232	10,242,232	-
Emirates NBD Tier 1	\$200,000	10,126,802	10,126,802	576,364
Central China Real Estate	\$200,000	10,025,644	10,025,644	813,213
VM Holdings	\$200,000	10,020,213	10,020,213	322,906
Orazul Energy Egenor	\$200,000	9,827,603	9,827,603	339,001
Cheung Kong Property Holdings	20,250 shares	8,953,165	8,953,165	207,126
Toyota Motors Corporation	1,290 shares	7,663,466	7,663,466	205,768
PBCE Reg	\$100,000	5,804,363	5,804,363	632,009
Bank of East Asia	\$100,000	5,468,433	5,468,433	430,182
Venezuela GLB	\$100,000	2,140,749	2,140,749	414,387
Others	\$800,000	4,087,370	4,087,370	1,596,283
<b>TOTAL</b>		<b>₱521,351,608</b>	<b>₱521,351,608</b>	<b>₱18,678,183</b>

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**SCHEDULE B - AMOUNTS RECEIVABLE FROM DIRECTORS, OFFICERS, EMPLOYEES,**  
**RELATED PARTIES AND PRINCIPAL STOCKHOLDERS**  
**(OTHER THAN AFFILIATES) FOR THE YEAR ENDED DECEMBER 31, 2017**

<b>Name and Designation</b>	<b>Beginning Balance</b>	<b>Additions</b>	<b>Deductions</b>	<b>Current</b>	<b>Non-current</b>	<b>Ending Balance</b>
Pointwest Technologies Corporation (PTC)	P-	P30,813,750	P30,813,750	P-	P-	P-
Business Process Outsourcing, International (BPO)	21,158,753	11,781,021	22,421,513	10,518,261	-	10,518,261
Magellan Utilities Development Corporation (MUDC)	-	-	-	-	-	-
Other related parties	286,242	1,175	-	287,417	-	287,417
	<b>P21,444,995</b>	<b>P42,595,946</b>	<b>P53,235,263</b>	<b>P10,805,678</b>	<b>P-</b>	<b>P10,805,678</b>

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**SCHEDULE C - AMOUNTS RECEIVABLE FROM RELATED PARTIES WHICH ARE**  
**ELIMINATED DURING THE CONSOLIDATION OF FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

<b>Name and Designation</b>	<b>Beginning Balance</b>	<b>Additions</b>	<b>Deductions</b>	<b>Current</b>	<b>Non-Current</b>	<b>Ending Balance</b>
Magellan Capital Holdings Corporation	P-	P42,995,477	P42,995,477	P-	P-	P-
	P-	P42,995,477	P42,995,477	P-	P-	P-



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**SCHEDULE D- INTANGIBLE ASSETS-OTHER ASSETS**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

<b>Description</b>	<b>Beginning Balance</b>	<b>Additions</b>	<b>Charged to Cost and Expenses</b>	<b>Charged to Other Accounts</b>	<b>Other Changes Additions (Deductions) Non-Current</b>	<b>Ending Balance</b>
		NOT APPLICABLE				

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**SCHEDULE E- LONG-TERM DEBT**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

Title of Issue and Type of Obligation	Amount Authorized by Indenture	Amount Shown as Current	Amount Shown as Long-Term	Remarks
	NOT APPLICABLE			

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**SCHEDULE F – INDEBTEDNESS TO AFFILIATES AND RELATED PARTIES**  
**(LONG-TERM LOANS FROM RELATED COMPANIES)**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

<b>Name of Affiliate</b>	<b>Beginning Balance</b>	<b>Ending Balance</b>
	<b>NOT APPLICABLE</b>	

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES  
 SCHEDULE G - GUARANTEES OF SECURITIES OF OTHER ISSUERS  
 FOR THE YEAR ENDED DECEMBER 31, 2017**

Name of Issuing Entity of Securities Guaranteed by the Company for which this Statement is FILED	Title of Issue of Each Class of Securities Guaranteed	Total Amount Guaranteed and Outstanding	Amount Owned by the Company for which this Statement is FILED	Nature of Guarantee
	NOT APPLICABLE			

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**SCHEDULE H- CAPITAL STOCK**  
**FOR THE YEAR ENDED DECEMBER 31, 2017**

Title of Issue	Number of Shares Authorized	Number of Shares Issued and Outstanding	Number of Shares Reserved for Options, Warrants, Conversion and other Rights	Number of Shares Held By		
				Related Parties and Affiliates	Directors Officers and Employees	Others
Common Stock P 1 par value						
Class "A"	600,000,000	292,610,118	-	137,209,099	42,436,833	112,964,186
Class "B"	400,000,000	189,217,535	-	177,523,049	104,681	11,589,805
<b>No. of Shares Outstanding</b>		<b>481,827,653</b>	-	<b>314,732,148</b>	<b>42,541,514</b>	<b>124,553,991</b>

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY**  
**CONSOLIDATED BALANCE SHEET AS OF DECEMBER 31, 2017 AND DECEMBER 31, 2016**  
**WITH VERTICAL PERCENTAGE ANALYSIS**

EXHIBIT "4"

	AUDITED DEC. 31,2017	VERTICAL PERCENTAGE ANALYSIS DEC. 31,2017	AUDITED DEC. 31,2016	VERTICAL PERCENTAGE ANALYSIS DEC. 31, 2016
<b>ASSETS</b>				
<b>Current Assets</b>				
Cash and cash equivalents	753,565,434	36.49%	954,570,050	48.35%
Financial assets at fair value thru profit or loss	152,717,699	7.39%	83,025,754	4.21%
Due from related parties	13,460,669	0.65%	21,444,995	1.09%
Receivables-net	7,283,965	0.35%	8,216,827	0.42%
Current portion of available for sale (AFS) investments	40,784,002	1.97%	66,753,263	3.38%
Current portion of HTM investments	-	-	-	-
Prepayment and other current assets	18,618,930	0.90%	15,529,159	0.79%
<b>Total Current Assets</b>	<b>986,430,699</b>	<b>47.75%</b>	<b>1,149,540,048</b>	<b>58.24%</b>
<b>Noncurrent Assets</b>				
Receivables from related parties-net	-	0.00%	-	0.00%
Investments in associates	320,213,481	15.50%	295,148,551	14.95%
HTM investments-net of current portion	-	-	-	-
Available-for-sale (AFS) investments-net of current portion	480,567,606	23.27%	335,121,729	16.99%
Property and Equipment-net	10,957,118	0.53%	10,467,538	0.53%
Investment properties	228,932,135	11.08%	158,547,912	8.03%
Fixed income deposits	-	-	-	-
Other Noncurrent Assets	38,570,310	1.87%	24,927,486	1.26%
<b>Total Non-Current Assets</b>	<b>1,079,240,650</b>	<b>52.25%</b>	<b>824,213,216</b>	<b>41.76%</b>
<b>TOTAL ASSETS</b>	<b>2,065,671,349</b>	<b>100.00%</b>	<b>1,973,753,264</b>	<b>100.00%</b>
<b>LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>				
<b>Current Liabilities</b>				
Accounts Payable and accrued expenses	11,003,597	0.54%	4,683,468	0.24%
Dividends payable	6,636,554	0.32%	6,006,566	0.31%
Income Tax Payable	7,875,136	0.38%	5,402,348	0.27%
Provision for legal obligation	5,000,000	0.24%	5,000,000	0.25%
<b>Total Current Liabilities</b>	<b>30,515,287</b>	<b>1.48%</b>	<b>21,092,382</b>	<b>1.07%</b>
<b>Non-Current Liabilities</b>				
Deferred income tax liabilities-net	13,798,478	0.67%	2,736,531	0.14%
Payable to related parties	-	-	-	-
Retirement benefit obligation	12,075,212	0.58%	11,305,731	0.57%
<b>Total Non-Current Liabilities</b>	<b>25,873,690</b>	<b>1.25%</b>	<b>14,042,262</b>	<b>0.71%</b>
<b>Noncurrent Liabilities</b>				
<b>Stockholders' Equity</b>				
Capital stock	481,827,653	23.33%	481,827,653	24.41%
Additional paid in capital	144,759,977	7.01%	144,759,977	7.33%
Treasury shares	(100,946,956)	-4.89%	(99,669,477)	-5.05%
Unrealized gains on changes in fair value of AFS investments	63,066,458	3.05%	18,686,502	0.95%
Actuarial loss on retirement benefit obligation	(792,683)	-0.04%	(1,152,586)	-0.06%
Accumulated share in other comprehensive income of assoc.	50,375,587	2.44%	24,861,485	1.26%
Retained earnings	1,297,004,791	62.80%	1,296,094,095	65.68%
<b>Total Equity Attributable to Stockholders of the Company</b>	<b>1,935,294,827</b>	<b>93.70%</b>	<b>1,865,407,649</b>	<b>94.52%</b>
Minority Interests	73,987,545	3.57%	73,210,971	3.70%
<b>Total Stockholders' Equity</b>	<b>2,009,282,372</b>	<b>97.27%</b>	<b>1,938,618,620</b>	<b>98.22%</b>
<b>TOTAL LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>	<b>2,065,671,349</b>	<b>100.00%</b>	<b>1,973,753,264</b>	<b>100.00%</b>

**EXHIBIT "5"**  
**Schedule 1**

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY**  
**BREAKDOWN OF RECEIVABLES**  
**AS OF DECEMBER 31, 2017, 2016 AND 2015**

	<b>2017</b>	<b>2016</b>	<b>2015</b>
<b>Receivables:</b>			
Receivable from Related Parties:			
Business Process Outsourcing, International	P13,173,252	P21,158,753	P10,528,761
Magellan Utilities Development Corporation	-	-	2,111,891
Pointwest Technologies Corporation	-	-	10,588,500
Others	287,417	286,242	284,643
<b>Total Receivables from Related Parties</b>	<b>13,460,669</b>	<b>P21,444,995</b>	<b>P23,513,795</b>
Interest Receivable	6,656,595	7,626,291	7,568,959
Receivable from Philippine Depositary Insurance Corporation (PDIC)	500,000	500,000	500,000
Others	127,370	90,536	328,471
<b>Total Receivables from Third Parties</b>	<b>P7,283,965</b>	<b>P8,216,827</b>	<b>P8,397,430</b>

**EXHIBIT "5"**  
**Schedule 2**

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY**  
**BREAKDOWN OF ACCOUNTS PAYABLE AND ACCRUED EXPENSES**  
**AS OF DECEMBER 31, 2017, 2016 AND 2015**

	<b>2017</b>	<b>2016</b>	<b>2015</b>
Accounts payable	₱3,122,197	₱1,451,973	₱1,001,888
Deposit payable	5,420,699	1,507,524	1,584,805
Government payable	1,138,869	860,433	602,556
Accrued expenses			
Professional fees (legal and audit fees)	579,264	531,962	664,294
Other operating expenses	742,568	331,576	101,858
<b>Total Accounts Payable and Accrued Expenses</b>	<b>₱11,003,597</b>	<b>₱4,683,468</b>	<b>₱3,955,401</b>



*F & J Prince Holdings Corporation*

**2018**  
**First Quarter**  
**Unaudited Financial Report**

# COVER SHEET

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SEC Registration Number

						F	&	J		P	R	I	N	C	E								
		H	O	L	D	I	N	G	S		C	O	R	P	O	R	A	T	I	O	N		

(Company's Full Name)

5	T	H		F	L	O	O	R		C	I	T	I	B	A	N	K		C	E	N	T	E	R
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(Business Address: No. Street City / Town / Province)

<b>Atty. Fina Bernadette D.C. Tantuico</b>
--

Contact Person

<b>8927133 · 8927137</b>
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Company Telephone Numbers

1	2		3	1
Month			Day	
Fiscal Year				

0	4		1	2
Month			Day	
Annual Meeting				

## SEC FORM 17-Q (As of March 31, 2018)

**QUARTERLY REPORT PURSUANT TO SECTION 17 OF THE SECURITIES REGULATION CODE AND SRC RULE 17.1(1) (A) (ii) THEREUNDER**

Form Type

Secondary License Type, If Applicable

Dept. Requiring this Doc.

Amended Articles Number/Section

Total Number of Stockholders

Domestic

Foreign

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File Number

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# SECURITIES AND EXCHANGE COMMISSION

## SEC FORM 17-Q

QUARTERLY REPORT PURSUANT TO SECTION 17 OF THE  
SECURITIES REGULATION CODE AND SRC RULE 17(2)(b) THEREUNDER



1. For the quarterly period ended ..... **31 March 2018** .....
2. SEC Identification Number ..... **43370** ..... 3. BIR Tax Identification No. .... **000-829-097** .....
4. *F & J Prince Holdings Corporation* .....
- Exact name of registrant as specified in its charter
5. **Philippines** .....
- Province, country or other jurisdiction of incorporation or organization
6. Industry Classification Code:  (SEC Use Only) .....
7. **5th Floor, Citibank Center Building** ..... **1226** .....
- 8741 Paseo de Roxas, Makati City** ..... Postal Code
- Address of principal office
8. **(632) 892-7133** .....
- Registrant's telephone number, including area code
9. ....
- Former name, former address and former fiscal year, if changed since last report
10. Securities registered pursuant to Sections 4 and 8 of the RSA

TITLE OF CLASS	NUMBER OF SHARES OF COMMON STOCK OUTSTANDING AND AMOUNT OF DEBT OUTSTANDING
Class "A" Common	292,610,118 Shares
Class "B" Common	189,217,535 Shares

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

Yes [  ] No [  ]

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

**Philippine Stock Exchange**

**Common Shares, Class "A" and "B"**

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12. Indicate by check mark whether the registrant:

(a) has filed all reports required to be filed by Section 17 of the Securities Regulation Code (SRC) and RSA Rule 17(2)-(b) thereunder and Sections 26 and 141 of the Corporation Code of the Philippines, during the preceding 12 months (or for such shorter period the registrant was required to file such reports)

Yes [  ] No [  ]

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

Yes [  ] No [  ]

# PART I

## FINANCIAL INFORMATION

### ITEM 1. FINANCIAL STATEMENTS

The following financial statements, presented in a comparative format, are submitted:

- (1) Unaudited Consolidated Interim Balance Sheet as of 31 March 2018 and Audited Consolidated Balance Sheet as of 31 December 2017 as Annex "A";
- (2) Unaudited Interim Statement of Income and Retained Earnings for the three (3) month period ending 31 March 2018 and the three (3) month period ending 31 March 2017 as Annex "B";
- (3) Unaudited Interim Statement of Changes in Stockholders' Equity for the three (3) months ending 31 March 2018 and 31 March 2017 and Audited Statement of Changes in Stockholders' Equity for the year ending 31 December 2017 as Annex "C";
- (4) Unaudited Interim Cash Flow Statement for the three (3) month period ending 31 March 2018 and the three (3) month period ending 31 March 2017 as Annex "D";
- (5) Interim Cash Flow for the quarterly periods ending 30 June 2017 and 30 September 2017 Audited Cash Flow Statement for the year ended 31 December 2017 as Annex "E";
- (6) Consolidated Balance Sheet as of 31 March 2018 and 31 December 2017 with vertical and horizontal percentage analysis as Annex "F".

## **ITEM 2. MANAGEMENTS DISCUSSION AND ANALYSIS OR PLAN OF OPERATION**

### **(1) Management's Discussion and Analysis**

The Registrant's consolidated revenue in 2017 decreased to ₱130.8 million from ₱177.3 million in 2016. Equity in net earnings of associates decreased from ₱72.9 million in 2016 to ₱40.9 million in 2017 as Pointwest experienced lower earnings as operating margins dropped at some major accounts. Interest income slightly decreased from ₱40.1 million in 2016 to ₱37.4 million in 2017 as interest levels have stabilized. A net foreign exchange gain of ₱7.9 million was recorded in 2017 as the Peso continued to decline against foreign currencies which benefitted the foreign exchange denominated bonds and other securities held by the Registrant and its subsidiary. Rent increased from ₱14.0 million in 2016 to ₱20.8 million in 2017 due to escalation of rental rates and the leasing out of additional condominium office units acquired in 2016. Gain on disposal of AFS, HTM and FVPL Financial Assets of ₱3.8 million was recorded in 2017 against ₱5.4 million in 2016. Dividend income increased from ₱1.9 million in 2016 to ₱2.4 million in 2017.

Total consolidated expenses of the Registrant increased to ₱40.0 million in 2017 compared to ₱33.2 million in 2016 due to higher depreciation allowance from the increased property investment and due to higher taxes and licenses related to the acquisition of additional investment property..

As a result of the above, total consolidated income before tax in 2017 totaled ₱90.8 million compared to ₱144.1 million in 2016. After provision for income tax, total consolidated net income after tax totaled ₱79.4 million in 2017 compared to ₱136.5 million in 2016.

Net income attributable to non-controlling interest, namely minority shareholders of Magellan Capital Holdings Corporation, totaled ₱1.7 million in 2017 compared to ₱2.6 million in 2016.

The Registrant's financial position is very strong as it has substantial cash resources available to undertake its planned projects. As of December 31, 2017, the Registrant's consolidated cash and cash equivalent totaled over ₱753.6 million which was lower than the level of ₱954.6 million as of December 31, 2016 due to additional investment in properties and additional investment in financial assets. The Registrant and its subsidiary is planning to undertake development of MCHC's land in Fort Bonifacio into an office building as well as to acquire income producing properties as well as additional land for development. The Registrant and its subsidiary are substantially

debt free with total consolidated liabilities of ₱56.4 million at year-end 2017 compared to ₱35.1 million at year-end 2016. Total equity amounted to ₱2.0 billion as of the end of 2017 compared to ₱1.9 billion at year-end 2016.

The Registrant and its subsidiary and affiliates are substantially debt free except for MUDC which has loans and advances from its principal shareholders. The Registrant and its subsidiaries have more than enough cash resources to meet any expected requirements in the next twelve months. Consolidated cash and cash equivalents at the end of 2017 totaled ₱753.6 million compared to ₱954.6 million at the end of 2016 while total current assets totalled ₱986.4 million at year-end 2017 compared to ₱1.2 billion at year-end 2016. Other than the normal fluctuation of the Peso exchange rate as well as the effect of the normal market fluctuations on the value of stock and bond holdings owned by the Registrant and its subsidiary, the Registrant is not aware of any trends, demands, commitments, events or uncertainties that will result in or that are reasonably likely to result in its liquidity increasing or decreasing in any material way. Likewise, the Registrant does not know of any trends, events or uncertainties that have or that are reasonably expected to have a material favorable or unfavorable impact on the revenues or income from continuing operations.

**(a) Operating Results and Financial Condition for the First Quarter of 2018**

- (i) There are no known trends, demands, events or uncertainties that would have a material effect on the Issuer's liquidity.
- (ii) There are no known or anticipated events that would trigger direct or contingent financial obligation that is material to the Company including any default or acceleration of any obligation.
- (iii) There are no material off-balance sheet transaction, arrangements, obligations (including contingent obligations) and other relationship of the Company with unconsolidated entities or other persons created during first quarter of 2018 or in prior periods.
- (iv) There are no material commitments for capital expenditures, by the Company or its majority owned subsidiary and equity in net earnings of association.
- (v) There are no trends, events, or uncertainties that have had or that are reasonably expected to have a material favorable impact on net revenues/income from continuing operations except for possible unrealized or realized foreign exchange gains from the dollar denominated investments of the Company and its majority owned subsidiary and unrealized gains on trading securities and equity in net earnings of associates. These are generally recognized in the year-end Audited Financial Statements except for realized foreign exchange gain which are reported in the period realized.

- (vi) The Company did not realize any non-operating income in the first quarter of 2018 or in the first quarter of 2017 aside from unrealized gain on trading securities, gain on disposal of AFS/HTM investments and net unrealized foreign exchange gains.

The following is a detailed discussion of the Registrant's operations and financial condition during the first quarter of 2018 and first quarter of 2017.

## Operating Results

Breakdown of Revenue for the Three Month Periods Ending March 31, 2018 and March 31, 2017 with Vertical and Horizontal Percentage Analysis:

(P000)	FIRST QUARTER	VERTICAL PERCENTAGE ANALYSIS	FIRST QUARTER	VERTICAL PERCENTAGE ANALYSIS	INCREASE (DECREASE) AMOUNT	INCREASE (DECREASE) PERCENTAGE
	MARCH 31, 2018	MARCH 31, 2018	MARCH 31, 2017	MARCH 31, 2017	MARCH 31, 2018	MARCH 31, 2018
INTEREST INCOME						
From Banks	P 2,217	10.5%	P 2,900	13.7%	P (683)	23.6%
From Securities	5,379	25.5%	5,135	24.3%	236	4.6%
<b>TOTAL</b>	<b>7,596</b>	<b>36.0%</b>	<b>8,035</b>	<b>38%</b>	<b>(439)</b>	<b>5.5%</b>
Dividend Income	197	0.9%	63	0.3%	134	112%
Rent Income	5,777	27.4%	5,334	25.3%	443	8.3%
Unrealized Gain on Trading Securities	7,051	33.5%	4,739	22.4%	2,312	48.8%
Gains on Disposal of AFS/HTM	-	-	2,362	11.2%	(2,362)	100.0%
Net Unrealized FX Gain	435	2.1%	93	0.4%	342	267%
Other Income	-	-	486	2.3%	(486)	100%
<b>TOTAL</b>	<b>P 21,056</b>	<b>100%</b>	<b>P 21,112</b>	<b>100%</b>	<b>P (56)</b>	<b>0.3%</b>

**Revenues.** Consolidated Revenues, during the 3 month period ended March 31, 2018, totaled P21.1 million level with the P21.1 million during the same 3 month period in 2017. The lower interest and other income and lower gain on disposal of AFS/HTM investments were offset by higher unrealized gain on trading securities, higher rental income and higher unrealized FX gain.

**Expenses.** Consolidated General and Administrative Expenses in the first quarter of 2018 totaled P11.6 million which was higher than the P9.0 million in the first quarter of 2017. Higher taxes and licenses accounted for part of the increase which was due to taxes paid related to acquisition of additional property for investment. In addition, depreciation increased due to higher level of investment property.



**Operating Income.** As a result of the factors discussed above, consolidated operating income in first quarter 2018 totaled ₱9.5 million compared to ₱12.0 million net income in the same period of 2017.

**Net Income.** Net income totaled ₱9.5 million during the first quarter of 2018 compared to net income of ₱12.0 million in the first quarter of 2017. The net income in the first quarter of 2018 attributable to shareholders of the Company totaled ₱9.0 million while ₱467,225 in net income was attributable to minority shareholders in the company's majority owned subsidiary Magellan Capital Holdings Corporation. In the first quarter of 2017, ₱11.4 million net income was attributable to shareholders of the company and ₱599,542 attributable to minority shareholders in the Registrant's subsidiary.

## **BALANCE SHEET ACCOUNTS**

Annex "F" shows the Vertical and Horizontal Percentage Analysis of Balance Sheet Account for March 31, 2018 compared to December 31, 2017.

### **ASSETS**

**Current Assets.** Consolidated current assets as of March 31, 2018 totaled ₱868.7 million compared to ₱986.4 million as of December 31, 2017. Most of the decrease was due to decrease in cash and cash equivalents as cash was used to purchase additional investment property.

**Receivables from Related Parties.** This account was nil at March 31, 2018, the same level as at year-end 2017.

**Investments in Associates.** This account which consists of investment in Pointwest Technologies Corporation and BPO International, Inc. remained unchanged from year-end 2017 to March 31, 2018 at ₱320.3 million as equity in net earnings of associates are taken up at year-end.

**Available for Sale Investments.** This account which consists mostly of corporate bonds decreased to ₱464.8 million as of March 31, 2018 from ₱480.6 million at year-end 2017.

**Property And Equipment.** This account totaled ₱10.5 million as of March 31, 2018 compared to ₱11.0 million as of December 31, 2017 due to allowance for depreciation.

**Investment in Property.** This Account increased sharply to ₱406.3 million as of March 31, 2018 from ₱228.9 million due to additional investment in property.

**Other Non-Current Assets.** This account totaled ₱1.5 million as of March 31, 2018 from ₱38.6 at year-end 2017 as partial payment for investment property was reclassified to the investment property accounts when the Deed of Sale was executed.

**Total Assets.** As a result of the foregoing, total assets increased slightly to ₱2,071.9 million as of March 31, 2018 from ₱2,065.7 million as of December 31, 2017.

## **LIABILITIES AND EQUITY**

**Current Liabilities.** Current liabilities was at ₱28.0 million as of March 31, 2018 compared to ₱30.5 million at year-end 2017 due to lower dividends payable.

**Non-Current Liabilities.** Non-current liabilities which consists mostly of retirement benefit obligation and deferred income tax liabilities was stable at ₱25.9 million as of March 31, 2018, the same level as at year-end 2017. The accrual of additional retirement benefit obligation is taken up at year-end based on actuarial studies commissioned at that time.

**Stockholder's Equity.** Total stockholder's equity increased to ₱2,018.1 million as of March 31, 2018 from ₱2,009.3 million at year-end 2017 due to the comprehensive net income of ₱10.2 million generated in the first quarter of 2018. Total equity attributable to stockholders of the company totaled ₱1,943.6 million at March 31, 2018 from ₱1,935.3 million at December 31, 2017 due to the comprehensive net income of ₱9.7 million attributable to stockholders of the company. Minority interest which represents the share of minority shareholders of Magellan Capital Holdings Corporation was ₱74.5 million at March 31, 2018 compared to ₱74.0 million at December 31, 2017 due to their share of comprehensive income generated in the first quarter of 2018 of ₱0.5 million.

### **(a) Top Performance Indicators**

The top five (5) performance indicators for the Company and its Subsidiary are as follows:

- 1) Change in revenues
- 2) Change in net income
- 3) Earnings per share
- 4) Current ratio
- 5) Book Value per share

**Change in Revenues.** Consolidated revenues in the first quarter of 2018 and 2017 are shown in Annex “B” and presented below in summary form:

(P 000)	1 <sup>st</sup> Quarter-2018	Percentage (%)	1 <sup>st</sup> Quarter-2017	Percentage (%)
Interest Income	₱ 7,595	36.0%	₱ 8,035	38.1%
Lease Rental Income	5,777	27.4%	5,334	25.3%
Dividend Income	197	0.9%	63	0.3%
Unrealized Gain on trading securities	7,051	33.5%	4,739	22.4%
Gain on Disposal/Redemption of AFS/HTM Investments	-	-	2,362	11.2%
Net Unrealized FX Gain	435	2.1%	93	0.4%
Other Income	-	-	486	2.3%
<b>Total Income</b>	<b>₱ 21,056</b>	<b>100%</b>	<b>₱ 21,112</b>	<b>100%</b>

Total revenue in the first quarter of 2018 was ₱21.1 million the same level as in the first quarter of 2017. Higher unrealized gain on trading securities and higher rental income and higher unrealized FX gain offset lower gain on disposal of AFS/HTM investments and lower interest and other income.

**Change in Net Income.** The income statement in the first quarter of 2018 and 2017 are shown in Annex “B” and summarized below:

(P 000)	1 <sup>st</sup> Quarter-2018	Percentage (%)	1 <sup>st</sup> Quarter-2017	Percentage (%)
Revenues	₱ 21,056	100%	₱ 21,112	100%
Expenses	11,550	54.9%	9,085	43.0%
Net Income	9,506	45.1%	12,027	57%
Attributable to:				
- Minority Interest	467	2.2%	600	2.8%
- Stockholders of Company	9,039	42.9%	11,427	54.1%

The Registrant realized a net income of ₱9.5 million in the first quarter of 2018 compared to ₱12.0 million in the first quarter of 2017 due mainly to higher expenses as a result of higher taxes related to acquisition of investment property and higher depreciation. Net income of ₱9.0 million was attributable to stockholders of the company in the first quarter of 2018 compared to ₱11.4million in the first quarter of 2017.

**Earnings Per Share.** The net income per share attributable to shareholders of the Company during the first quarter of 2018 was ₱0.0236 per share compared to net income per share of ₱0.03 in the first quarter of 2017 due to the lower net income generated in the first quarter of 2018.

**Current Ratio.** Current ratio as of March 31, 2018 was 31 X compared to 32.3 X as of December 31, 2017.

**Book Value Per Share.** Book value per share as of March 31, 2018 was ₱5.06 per share compared to ₱5.04 as of December 31, 2017.

## SIGNATURES

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

*F & J Prince Holdings Corporation*

Issuer .....

Principal Executive Officer



Signature and Title ..... **ROBERT Y. COKENG, President** .....

Date ..... **17 May 2018** .....

Principal Financial/Accounting Officer/Controller



**MARK RYAN K. COKENG, Treasurer**

Signature and Title.....

Date ..... **17 May 2018** .....

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY**  
**CONSOLIDATED BALANCE SHEET**  
**AS OF MARCH 31, 2018 AND DECEMBER 31, 2017**

ANNEX "A"  
Page 1

ASSETS	UNAUDITED MARCH 31, 2018	AUDITED DEC. 31,2017
<i>Current Assets</i>		
Cash and cash equivalents	P 595,744,016	P 753,565,434
Financial assets at fair value through profit or loss	177,824,452	152,717,699
Convertible note receivable	0	0
Receivables-net :		
Advances to Officers & Employees	0	0
Interest Receivable	8,033,753	6,656,595
Dividends Receivable	10,529,924	13,154,914
Receivable from related parties	458,194	305,755
Others	830,305	1,588,738
Total Receivables	19,852,176	21,706,002
Allowance for impairment losses	961,368	961,368
<b>Total Receivables-Net</b>	<b>18,890,808</b>	<b>20,744,634</b>
Current portion of HTM investments	0	0
Current portion of AFS financial assets	40,784,002	40,784,002
<b>Prepaid expenses &amp; other current assets:</b>		
Input Tax	34,657,514	18,073,997
Prepaid Income Tax	0	0
Others	758,207	544,933
<b>Total Prepaid expenses and other current assets</b>	<b>35,415,721</b>	<b>18,618,930</b>
<b>Total Current Assets</b>	<b>P 868,658,999</b>	<b>P 986,430,699</b>
<i>Non-current Assets</i>		
Receivables from related parties-net	0	0
Investments in associates	320,213,481	320,213,481
HTM investments-net of current portion	0	0
Available-for-sale (AFS) investments-net of current portion	464,829,869	480,567,606
Investment in property	406,257,547	228,932,135
<b>Property and Equipment</b>		
Building	20,755,943	20,755,943
Building Improvements	9,022,991	9,022,991
Transportation equipment	10,263,079	10,263,079
Furniture and fixtures	2,863,302	2,863,302
Total	42,905,315	42,905,315
Less: Accumulated depreciation	32,392,058	31,948,197
Net Book Value	10,513,257	10,957,118
<b>Total Property and Equipment</b>	<b>10,513,257</b>	<b>10,957,118</b>
<b>Other non-current assets</b>	<b>1,465,634</b>	<b>38,570,310</b>
<b>Total Non-Current Assets</b>	<b>1,203,279,788</b>	<b>1,079,240,650</b>
<b>TOTAL ASSETS</b>	<b>P 2,071,938,787</b>	<b>P 2,065,671,349</b>

<b>LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>	<b>UNAUDITED MARCH 31, 2018</b>	<b>AUDITED DEC. 31, 2017</b>
<i><b>Current Liabilities</b></i>		
Accounts Payable and accrued expenses		
Accounts payable-trade	0	0
Accounts payable-others	2,433,900	3,138,353
Withholding taxes payable	219,970	462,056
SSS Premium Payable	13,597	14,792
HDMF Premium Payable	1,896	1,896
Philhealth Premium Payable	8,490	6,575
Deposit Payable	5,819,095	5,420,699
Output Vat Payable	619,008	637,394
Accrued expenses	1,845,738	1,321,832
<b>Total Accounts payable and accrued expenses</b>	<b>P 10,961,694</b>	<b>P 11,003,597</b>
Dividends Payable	4,073,710	6,636,554
Income Tax Payable	7,962,979	7,875,136
Provision for legal obligation	5,000,000	5,000,000
<b>Total Current Liabilities</b>	<b>P 27,998,383</b>	<b>P 30,515,287</b>
<i><b>Non-Current Liabilities</b></i>		
Deferred income tax liabilities-net	13,798,478	13,798,478
Payable to related parties	0	0
Retirement benefit obligation)	12,075,212	12,075,212
<b>Total Non-Current Liabilities</b>	<b>25,873,690</b>	<b>25,873,690</b>
<i><b>Stockholders' Equity</b></i>		
Capital stock	481,827,653	481,827,653
Additional paid in capital	144,759,977	144,759,977
Treasury shares	(100,946,956)	(100,946,956)
Other Reserves	62,344,469	63,066,458
Actuarial loss on retirement benefit obligation	(792,683)	(792,683)
Accumulated share in other comprehensive income of associates	50,375,587	50,375,587
Retained earnings	1,306,043,897	1,297,004,791
<b>Total Equity Attributable to Stockholders of the Company</b>	<b>1,943,611,944</b>	<b>1,935,294,827</b>
Minority Interest	74,454,770	73,987,545
<b>Total Stockholders' Equity</b>	<b>2,018,066,714</b>	<b>2,009,282,372</b>
<b>TOTAL LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>	<b>P 2,071,938,787</b>	<b>P 2,065,671,349</b>

See accompanying Notes to Consolidated Financial Statements

Prepared by:

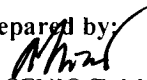
  
ARSENIO T. LIAO

Accountant

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY**  
**CONSOLIDATED STATEMENTS OF INCOME**  
**FOR THE THREE MONTHS PERIOD ENDING MARCH 31, 2018 AND MARCH 31, 2017**

	UNAUDITED MARCH 31, 2018	UNAUDITED MARCH 31, 2017
<b>REVENUES</b>		
<b>Interest Income</b>		
From Banks	P 2,216,680	P 2,899,994
From Securities	5,378,840	5,135,340
<b>Total Interest Income</b>	<b>7,595,520</b>	<b>8,035,334</b>
Unrealized gains on trading securities	7,050,750	4,738,641
Rental Income	5,777,695	5,333,904
Gains on disposal /redemption of AFS/HTM investments	0	2,362,190
Dividend Income	197,464	62,686
Net unrealized foreign exchange gain	434,547	92,962
Other income	0	486,313
	<b>P 21,055,976</b>	<b>P 21,112,030</b>
<b>EXPENSES</b>		
Net foreign exchange loss	0	300,770
Amortization of unrealized losses on changes in fair value of AFS investments	0	0
Salaries, wages and employees' benefits	2,826,903	2,573,116
Depreciation	2,609,023	1,767,288
Professional fees	786,794	270,255
Condominium dues	788,052	731,971
Repairs and maintenance	0	0
Taxes and licenses	3,453,241	2,549,928
Entertainment, amusement and recreation	85,716	18,180
Realized loss on redemption of bonds	133,232	0
Others	866,683	873,963
	<b>11,549,644</b>	<b>9,085,471</b>
<b>NET INCOME</b>	<b>P 9,506,332</b>	<b>P 12,026,559</b>
<b>NET INCOME ATTRIBUTABLE TO:</b>		
<b>STOCKHOLDERS OF THE COMPANY</b>	<b>P 9,039,107</b>	<b>P 11,427,017</b>
<b>MINORITY INTERESTS</b>	<b>467,225</b>	<b>599,542</b>
<b>EARNINGS PER SHARE</b>	<b>P 0.0236</b>	<b>P 0.0300</b>

*See accompanying Notes to Consolidated Financial Statements*

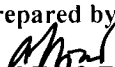
Prepared by:  
  
 ARSENIO T. LIAO  
 Accountant



**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
**FOR THE THREE MONTHS PERIOD ENDING MARCH 31, 2018 AND MARCH 31, 2017**

	UNAUDITED MARCH 31, 2018	UNAUDITED MARCH 31, 2017
<b>NET INCOME</b>	P 9,506,332	P 12,026,559
<b>OTHER COMPREHENSIVE INCOME(LOSS)</b>		
Changes in fair value of AFS investments	721,989	(1,596,386)
Amortization of unrealized losses on changes in fair value of AFS investments	-	-
Disposal of AFS investment		
Impairment loss on AFS investments		
Others		
	721,989	(1,596,386)
<b>TOTAL COMPREHENSIVE INCOME(LOSS)</b>	P 10,228,321	P 10,430,173
<b>TOTAL COMPREHENSIVE INCOME(LOSS) ATTRIBUTABLE TO:</b>		
<b>STOCKHOLDERS OF THE COMPANY</b>	P 9,716,905	P 9,908,664
<b>MINORITY INTERESTS</b>	511,416	521,509
	P 10,228,321	P 10,430,173

*See accompanying Notes to Consolidated Financial Statements*


Prepared by:  
  
 ARSENIO T. LIAO  
 Accountant

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY  
CONSOLIDATED STATEMENT OF CHANGES IN STOCKHOLDERS' EQUITY  
FOR THE THREE MONTHS ENDED MARCH 31, 2018 AND MARCH 31, 2017  
AND THE YEAR ENDED DECEMBER 31, 2017**

	UNAUDITED MARCH 31, 2018	UNAUDITED MARCH 31, 2017	AUDITED DEC. 31, 2017
<b>CAPITAL STOCK</b>			
Balance at beginning of year	P 481,827,653P	481,827,653 P	481,827,653
Exercise of stock warrants			
Issuance of additional shares of stock			
Subscription of additional shares of stock			
<b>Balance at end of period</b>	<b>481,827,653</b>	<b>481,827,653</b>	<b>481,827,653</b>
<b>ADDITIONAL PAID-IN CAPITAL</b>			
Treasury Shares	(100,946,956)	(99,669,477)	(100,946,956)
Other Reserves	62,344,469	17,090,116	63,066,458
Actuarial loss on retirement benefit obligation	(792,683)	(1,152,586)	(792,683)
Share in other comprehensive income of associates	50,375,587	24,861,485	50,375,587
<b>SHARE IN REVALUATION INCREMENT ON  LAND OWNED BY MCHC's  SUBSIDIARIES</b>			
<b>RETAINED EARNINGS</b>			
Balance at beginning of period	1,297,004,791	1,296,094,095	1,296,094,095
Net Income	9,039,106	11,427,017	77,729,401
Dividends declared			(76,818,705)
<b>Balance at end of period</b>	<b>1,306,043,897</b>	<b>1,307,521,112</b>	<b>1,297,004,791</b>
	1,943,611,944	1,875,238,280	1,935,294,827
Minority Interests	74,454,770	73,810,512	73,987,545
<b>TOTAL STOCKHOLDERS' EQUITY</b>	<b>P 2,018,066,714 P</b>	<b>1,949,048,792 P</b>	<b>2,009,282,372</b>

*See accompanying Notes to Consolidated Financial Statements*

Prepared by:

  
**ARSENIO T. LIAO**  
Accountant

**F & J PRINCE HOLDINGS CORPORATION**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**FOR THE THREE MONTHS PERIOD ENDING MARCH 31, 2018 AND MARCH 31, 2017**

	UNAUDITED MARCH 31, 2018	UNAUDITED MARCH 31, 2017
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net Income	P 9,039,106	P 11,427,017
Adjustments to reconcile net income to net cash provided by operating activities:		
Minority Interest	467,225	599,542
Depreciation and amortization	2,609,025	1,767,288
Amortization of unrealized loss/gain on FV of AFS inv.	(721,989)	(1,596,386)
Changes in operating assets and liabilities:		
Decrease (increase) in:		
Receivables	1,853,826	(954,113)
Prepaid expenses and other current assets	(16,796,791)	319,701
Increase (decrease) in accounts payable and accrued expenses	(41,903)	125,527
<i>Net cash provided by operating activities</i>	<u>(3,591,501)</u>	<u>11,688,576</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Acquisitions/disposals of property and equipment	0	(10,892)
AFS/HTM investments and financial assets (FVPL)	(9,369,016)	(33,045,656)
Decrease (increase) in:		
Investment in property	(179,490,576)	(78,206,168)
Other assets	37,104,676	23,461,852
<i>Net cash provided by (used in) investing activities</i>	<u>(151,754,916)</u>	<u>(87,800,864)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Increase (decrease) in:		
Dividends payable	(2,562,844)	(536,550)
Payable to related parties	0	0
Income tax payable	87,843	120,000
<i>Net cash provided by (used in) financing activities</i>	<u>(2,475,001)</u>	<u>(416,550)</u>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>P (157,821,418)</b>	<b>P (76,528,838)</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING</b>	<b>753,565,434</b>	<b>954,570,050</b>
<b>CASH AND CASH EQUIVALENTS, ENDING</b>	<b>P 595,744,016</b>	<b>P 878,041,212</b>

See accompanying Notes to Consolidated Financial Statements

Prepared by:



ARSENIO T. LIAO  
Accountant

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**FOR THE QUARTERS ENDING JUNE 30, 2017 AND SEPTEMBER 30, 2017**

	UNAUDITED SEPTEMBER 30, 2017	UNAUDITED JUNE 30, 2017
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net income	P 156,908,692	P 122,048,419
Adjustments to reconcile net income to net cash provided by operating activities:		
Equity in net earnings in associate	(21,159,358)	
Minority interest	5,659,049	4,516,473
Depreciation and amortization	5,355,215	3,537,219
Unrealized loss/gain on changes in fair value of AFS/FVPL	(4,030,090)	(4,030,090)
Amortization of unrealized loss/gain on FV of AFS inv.	-	
Changes in operating assets and liabilities:		
Decrease (increase) in:		
Receivables	11,074,708	9,405,528
Prepaid expenses and other current assets	(5,184,140)	(4,040,233)
Increase (decrease) in:		
Accounts payable and accrued expenses	5,980,974	700,527
<b>Net cash provided by operating activities</b>	<b>154,605,050</b>	<b>132,137,843</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Acquisitions/disposals of property and equipment	(2,188,659)	(75,481)
Investment in property	(78,206,168)	(78,206,168)
AFS/HTM/other investments and financial assets (FVPL)	(174,050,048)	(138,017,160)
Decrease (increase) in:		
Receivables from related parties	0	0
Other assets	(44,025,644)	(13,627,844)
<b>Net cash provided by (used in) investing activities</b>	<b>(298,470,519)</b>	<b>(229,926,653)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Increase (decrease) in:		
Cash dividends declared and paid	(48,182,765)	0
Deposit liability	0	0
Dividends payable	(2,696,814)	(2,696,814)
Income tax payable	(5,358,282)	(5,358,282)
<b>Net cash provided by (used in) financing activities</b>	<b>(56,237,861)</b>	<b>(8,055,096)</b>
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>P (200,103,330)</b>	<b>P (105,843,906)</b>
<b>CASH AND CASH EQUIVALENTS, BEGINNING</b>	<b>954,570,050</b>	<b>954,570,050</b>
<b>CASH AND CASH EQUIVALENTS, ENDING</b>	<b>P 754,466,720</b>	<b>P 848,726,144</b>

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENT OF CASH FLOWS**  
**FOR THE YEAR ENDING DECEMBER 31, 2017**  
**CASH FLOWS FROM OPERATING ACTIVITIES**

**ANNEX "E"**  
**Page 2**  
**Audited**

Income (loss) before income tax from continuing operations	P	90,777,926
Adjustments for:		
Net unrealized foreign exchange losses (gains)		(3,494,399)
Fair value losses on financial assets at FVPL		(17,421,323)
Depreciation		10,324,446
Impairment loss on receivables and due from related parties		104,000
Gain on disposal of AFS financial assets and financial assets at FVPL		(3,515,634)
Interest income		(37,412,772)
Dividend income		(2,424,550)
Equity in net losses (earnings) of associates		(40,864,501)
Operating loss before working capital changes		(3,926,807)
Decrease (increase) in:		
Receivables		(1,104,874)
Receivable from related parties		118,394
Prepaid expenses and other current assets		(3,089,771)
Increase (decrease) in accounts payable and accrued expense		5,580,937
Increase (decrease) in retirement benefit obligation		1,291,246
Proceeds from disposal of:		
Financial assets at FVPL		13,030,049
AFS financial assets		160,993,084
Additions to:		
Financial assets at FVPL		(63,978,749)
AFS financial assets		(214,648,554)
Net cash flows used in operations		(105,735,045)
Dividends received		51,604,155
Interest received		39,450,508
Income taxes paid		(10,924,819)
Net cash flows from operating activities		(25,605,201)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Increase(decrease) in other non-current assets		(13,642,824)
Increase(decrease) in property and equipment		(2,146,428)
Increase(decrease) in investment in properties		(79,051,821)
Net cash flows from (used in) investing activities		(94,841,073)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Dividends paid		(76,188,717)
Dividends to non-controlling interest		(4,454,183)
Acquisition of treasury shares		(1,277,479)
Net cash flows from financing activities		(81,920,379)
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>		<b>(202,366,653)</b>
<b>EFFECTS OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>		<b>1,362,037</b>
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>		<b>954,570,050</b>
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	<b>P</b>	<b>753,565,434</b>

F& J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY  
CONSOLIDATED BALANCE SHEET AS OF MARCH 31, 2018 AND DECEMBER 31, 2017  
WITH VERTICAL AND HORIZONTAL PERCENTAGE ANALYSIS

"ANNEX F"

Page 1

	UNAUDITED3 MARCH 31, 2018	VERTICAL PERCENTAGE ANALYSIS MARCH 31, 2018	AUDITED DEC. 31, 2017	VERTICAL PERCENTAGE ANALYSIS DEC. 31, 2017	INCREASE (DECREASE) AMOUNT MARCH 31, 2018	INCREASE (DECREASE) PERCENTAGE ANALYSIS MARCH 31, 2018
<b>ASSETS</b>						
<b>Current Assets</b>						
Cash and cash equivalents	595,744,016	28.75%	753,565,434	36.48%	(157,821,418)	-20.94%
Financial assets at fair value through fair value thru profit or loss (FVPL)	177,824,452	8.58%	152,717,699	7.39%	25,106,753	16.44%
Short-term investments	-	-	-	-	--	-
Receivables :						
Advances to Officers & Employees	0	0.00%	0	0.00%	0	0.00%
Interest Receivable	8,033,753	0.39%	6,656,595	0.32%	1,377,158	20.68%
Dividends Receivable	10,529,924	0.51%	13,154,914	0.64%	(2,624,990)	-19.95%
Receivable from related parties	458,194	0.02%	305,755	0.01%	152,439	49.86%
Others	830,305	0.04%	1,588,738	0.08%	(758,433)	-47.74%
<b>Total Receivables</b>	<b>19,852,176</b>	<b>0.96%</b>	<b>21,706,002</b>	<b>1.05%</b>	<b>(1,853,826)</b>	<b>-8.54%</b>
Allowance for impairment losses	961,368	-0.05%	961,368	-0.05%	0	0.00%
<b>Total Receivables-Net</b>	<b>18,890,808</b>	<b>0.91%</b>	<b>20,744,634</b>	<b>1.00%</b>	<b>(1,853,826)</b>	<b>-8.94%</b>
Current portion of HTM investments	0	0.00%	0	0.00%	0	0.00%
Current portion of AFS investments	40,784,002	1.97%	40,784,002	1.97%	0	0.00%
Prepaid expenses & other current assets:						
Others	758,207	0.04%	544,933	0.03%	213,274	39.14%
Input Tax	34,657,514	1.67%	18,073,997	0.87%	16,583,517	91.75%
Prepaid Income Tax	0	0.00%	0	0.00%	0	0.00%
<b>Total Prepaid expenses &amp; other current assets</b>	<b>35,415,721</b>	<b>1.71%</b>	<b>18,618,930</b>	<b>0.90%</b>	<b>16,796,791</b>	<b>90.21%</b>
<b>Total Current Assets</b>	<b>868,658,999</b>	<b>41.92%</b>	<b>986,430,699</b>	<b>47.74%</b>	<b>(117,771,700)</b>	<b>-11.94%</b>
<b>Non-current Assets</b>						
Receivables from related parties	0	0.00%	0	0.00%	0	0.00%
Investments in associates	320,213,481	15.45%	320,213,481	15.50%	0	0.00%
HTM investments-net of current portion	0	0	0	0.00%	0	0.00%
Available -for-sale (AFS) investments	464,829,869	22.43%	480,567,606	23.27%	(15,737,737)	-3.27%
Investment in properties	406,257,547	19.61%	228,932,135	11.08%	177,325,412	77.46%
Property and Equipment						
Building	20,755,943	1.00%	20,755,943	1.00%	0	0.00%
Building Improvements	9,022,991	0.44%	9,022,991	0.44%	0	0.00%
Transportation equipment	10,263,079	0.50%	10,263,079	0.50%	0	0.00%
Furniture and fixtures	2,863,302	0.14%	2,863,302	0.14%	0	0.00%
<b>Total Property and Equipment</b>	<b>42,905,315</b>	<b>2.08%</b>	<b>42,905,315</b>	<b>2.08%</b>	<b>0</b>	<b>0.00%</b>
Less: accumulated depreciation	32,392,058	-1.56%	31,948,197	-1.55%	443,861	1.39%
<b>Net Book Value</b>	<b>10,513,257</b>	<b>0.52%</b>	<b>10,957,118</b>	<b>0.53%</b>	<b>(443,861)</b>	<b>-4.05%</b>
Total Property and Equipment	10,513,257	0.52%	10,957,118	0.53%	(443,861)	-4.05%
Deferred income tax assets-net	0	0.00%	0	0.00%	0	0.00%
Other Assets - net	1,465,634	0.07%	38,570,310	1.88%	(37,104,676)	-96.20%
<b>Total Non-Current Assets</b>	<b>1,203,279,788</b>	<b>58.08%</b>	<b>1,079,240,650</b>	<b>52.26%</b>	<b>124,039,138</b>	<b>11.49%</b>
<b>TOTAL ASSETS</b>	<b>2,071,938,787</b>	<b>100.00%</b>	<b>2,065,671,349</b>	<b>100.00%</b>	<b>6,267,438</b>	<b>0.30%</b>

	UNAUDITED MARCH 31, 2018	VERTICAL PERCENTAGE ANALYSIS MARCH 31, 2018	AUDITED DEC. 31, 2017	VERTICAL PERCENTAGE ANALYSIS DEC. 31, 2017	INCREASE (DECREASE) AMOUNT MARCH 31, 2018	INCREASE (DECREASE) PERCENTAGE ANALYSIS MARCH 31, 2018
<b>LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>						
<b>Current Liabilities</b>						
<b>Accounts Payable and accrued expenses</b>						
Accounts payable-trade	0	0.00%	0	0.00%	0	0.00%
Accounts payable-others	2,433,900	0.11%	3,138,353	0.15%	(704,453)	-22.45%
Withholding taxes payable	219,970	0.01%	462,056	0.02%	(242,086)	-52.39%
SSS Premium Payable	13,597	0.00%	14,792	0.00%	(1,195)	-8.08%
HDMF Premium Payable	1,896	0.00%	1,896	0.00%	0	0.00%
Philhealth Premium Payable	8,490	0.00%	6,575	0.00%	1,915	29.13%
Deposit Payable	5,819,095	0.28%	5,420,699	0.27%	398,396	7.35%
Output Vat Payable	619,008	0.03%	637,394	0.03%	(18,386)	-2.88%
Accrued expenses	1,845,738	0.09%	1,321,832	0.06%	523,906	39.63%
<b>Total Accounts payable &amp; accrued expenses</b>	<b>10,961,694</b>	<b>0.52%</b>	<b>11,003,597</b>	<b>0.53%</b>	<b>(41,903)</b>	<b>-0.38%</b>
Dividends Payable	4,073,710	0.20%	6,636,554	0.33%	(2,562,844)	-38.62%
Income Tax Payable	7,962,979	0.38%	7,875,136	0.38%	87,843	1.12%
Provision for legal obligation	5,000,000	0.25%	5,000,000	0.24%	0	0.00%
<b>Total Current Liabilities</b>	<b>27,998,383</b>	<b>1.35%</b>	<b>30,515,287</b>	<b>1.48%</b>	<b>(2,516,904)</b>	<b>-8.25%</b>
<b>Non-Current Liabilities</b>						
Deferred tax liabilities-net	13,798,478	0.67%	13,798,478	0.67%	0	0.00%
Payable to related parties	0	0.00%	0	0.00%	0	0.00%
Retirement benefit obligation	12,075,212	0.59%	12,075,212	0.58%	0	0.00%
<b>Total Non-Current Liabilities</b>	<b>25,873,690</b>	<b>1.26%</b>	<b>25,873,690</b>	<b>1.25%</b>	<b>0</b>	<b>0.00%</b>
<b>Stockholders' Equity</b>						
Capital stock	481,827,653	23.25%	481,827,653	23.33%	0	0.00%
Additional paid in capital	144,759,977	6.99%	144,759,977	7.01%	0	0.00%
Other reserves	62,344,469	3.01%	63,066,458	3.05%	(721,989)	-1.14%
Actuarial loss on retirement obligation	(792,683)	-0.04%	(792,683)	-0.04%	0	0.00%
Accumulated share in OCI of associates	50,375,587	2.43%	50,375,587	2.44%	0	0.00%
Treasury shares	(100,946,956)	-4.87%	(100,946,956)	-4.89%	0	0.00%
Retained earnings	1,306,043,897	63.03%	1,297,004,791	62.79%	9,039,106	0.70%
<b>Total Equity Attributable to Stockholders of the Company</b>	<b>1,943,611,944</b>	<b>93.80%</b>	<b>1,935,294,827</b>	<b>93.69%</b>	<b>8,317,117</b>	<b>0.43%</b>
Minority Interest	74,454,770	3.59%	73,987,545	3.58%	467,225	0.63%
<b>Total Stockholders' Equity</b>	<b>2,018,066,714</b>	<b>97.39%</b>	<b>2,009,282,372</b>	<b>97.27%</b>	<b>8,784,342</b>	<b>0.44%</b>
<b>TOTAL LIABILITIES &amp; STOCKHOLDERS' EQUITY</b>	<b>2,071,938,787</b>	<b>100.00%</b>	<b>2,065,671,349</b>	<b>100.00%</b>	<b>6,267,438</b>	<b>0.30%</b>

# **F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARIES**

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## **NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

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### **1. Corporate Information**

F & J Prince Holdings Corporation (the Parent Company) was registered with the Philippine Securities and Exchange Commission (SEC) on February 18, 1971. Its primary purpose is to purchase, subscribe for or otherwise acquire and own, hold, use, sell, assign, transfer, mortgage, pledge, exchange, or otherwise dispose of real and personal property of every kind and description, including, but not limited to, land, building, condominium units, shares of stock, bonds, debentures, notes, evidence of indebtedness and other securities, contracts or obligations of any corporation and associations, domestic or foreign. The term for which the Parent Company is to exist is 50 years from and after the date of incorporation.

The Parent Company's shares of stock are listed in and traded through the Philippine Stock Exchange (PSE). The principal activities of its subsidiaries are described in Note 2.

The registered office address of the Parent Company is 5th Floor, Citibank Center, 8741 Paseo de Roxas, Makati City.

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### **2. Basis of Preparation, Statement of Compliance and Basis of Consolidation**

#### ***Basis of Preparation***

The interim condensed consolidated financial statements have been prepared under the historical cost basis, except for financial assets at fair value through profit or loss and certain available for sale financial assets that have been measured at fair value (see Notes 5 and 8), and are prepared in accordance with Philippine Accounting Standard (PAS) 34, *Interim Financial Reporting*. The interim condensed consolidated financial statements are presented in Philippine peso, which is the Group's functional currency, and rounded off to the nearest peso, except when otherwise indicated.

The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual consolidated financial statements as at December 31, 2017.

#### ***Statement of Compliance***

The interim condensed consolidated financial statements of the Group have been prepared in compliance with Philippine Financial Reporting Standards (PFRSs).

#### ***Basis of Consolidation***

The interim condensed consolidated financial statements comprise the financial statements of the Parent Company and its subsidiaries as of March 31, 2018 and December 31, 2017.



Details on the subsidiaries as of March 31, 2018 and December 31, 2017 are as follows:

	Primary Purpose	Percentage of Ownership
Magellan Capital Holdings Corporation (MCHC)*	Holding company	94.37%
Pinamucan Industrial Estates, Inc. (PIEI)	Real estate holding and development	100%
Malabrigo Corporation (MC)	Mining	100%
Magellan Capital Realty Development Corporation (MCRDC)**	Realty	100%
Magellan Capital Trading Corporation (MCTC)**	Trading	100%

\*Intermediate parent company

\*\*Non-operational since incorporation.

The principal place of business and country of incorporation of the subsidiaries are in the Philippines.

### 3. Changes in Accounting Policies and Disclosures

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended December 31, 2017, except for the adoption of the new standards effective as of January 1, 2018. Adoption of these pronouncements did not have any significant impact on the Group's financial position or performance, unless otherwise indicated.

- Amendments to PFRS 2, *Share-based Payment, Classification and Measurement of Share-based Payment Transactions*

The amendments to PFRS 2 address three main areas: the effects of vesting conditions on the measurement of a cash-settled share-based payment transaction; the classification of a share-based payment transaction with net settlement features for withholding tax obligations; and the accounting where a modification to the terms and conditions of a share-based payment transaction changes its classification from cash settled to equity settled.

On adoption, entities are required to apply the amendments without restating prior periods, but retrospective application is permitted if elected for all three amendments and if other criteria are met. Early application of the amendments is permitted.

Adoption of these amendments did not have significant impact on the Group's interim condensed consolidated financial statements.

- PFRS 9, *Financial Instruments*

PFRS 9 reflects all phases of the financial instruments project and replaces PAS 39, *Financial Instruments: Recognition and Measurement*, and all previous versions of PFRS 9. The standard introduces new requirements for classification and measurement, impairment, and hedge accounting. PFRS 9 is effective for annual periods beginning on or after January 1, 2018, with early application permitted. Retrospective application is required, but providing comparative information is not compulsory. For hedge accounting, the requirements are generally applied prospectively, with some limited exceptions.

The adoption of PFRS 9 has an effect on the classification and measurement of the Group's financial assets and impairment methodology for financial assets, but has no significant impact on the classification and measurement of the Group's financial liabilities.

- Amendments to PFRS 4, *Insurance Contracts*, *Applying PFRS 9 with PFRS 4*  
The amendments address concerns arising from implementing PFRS 9, the new financial instruments standard before implementing the new insurance contracts standard. The amendments introduce two options for entities issuing insurance contracts: a temporary exemption from applying PFRS 9 and an overlay approach. The temporary exemption is first applied for reporting periods beginning on or after January 1, 2018. An entity may elect the overlay approach when it first applies PFRS 9 and apply that approach retrospectively to financial assets designated on transition to PFRS 9. The entity restates comparative information reflecting the overlay approach if, and only if, the entity restates comparative information when applying PFRS 9.

These amendments are not applicable to the Group since it has no activities that are predominantly connected with insurance or issue insurance contracts.

- PFRS 15, *Revenue from Contracts with Customers*  
PFRS 15 establishes a new five-step model that will apply to revenue arising from contracts with customers. Under PFRS 15, revenue is recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in PFRS 15 provide a more structured approach to measuring and recognizing revenue.

The new revenue standard is applicable to all entities and will supersede all current revenue recognition requirements under PFRSs. Either a full retrospective application or a modified retrospective application is required for annual periods beginning on or after January 1, 2018. Early adoption is permitted. The Group plans to adopt the new standard on the required effective date using the modified retrospective method.

The requirements of PFRS 15 have no significant impact on the Group's financial position, performance and disclosures.

- Amendments to PAS 28, *Measuring an Associate or Joint Venture at Fair Value (Part of Annual Improvements to PFRSs 2014–2016 Cycle)*  
The amendments clarify that an entity that is a venture capital organization, or other qualifying entity, may elect, at initial recognition on an investment-by-investment basis, to measure its investments in associates and joint ventures at fair value through profit or loss. They also clarify that if an entity that is not itself an investment entity has an interest in an associate or joint venture that is an investment entity, the entity may, when applying the equity method, elect to retain the fair value measurement applied by that investment entity associate or joint venture to the investment entity associate's or joint venture's interests in subsidiaries. This election is made separately for each investment entity associate or joint venture, at the later of the date on which (a) the investment entity associate or joint venture is initially recognized; (b) the associate or joint venture becomes an investment entity; and (c) the investment entity associate or joint venture first becomes a parent. The amendments should be applied retrospectively, with earlier application permitted.

Adoption of these amendments did not have any impact on the Group's interim condensed consolidated financial statements.

- Amendments to PAS 40, *Investment Property, Transfers of Investment Property*

The amendments clarify when an entity should transfer property, including property under construction or development into, or out of investment property. The amendments state that a change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. A mere change in management's intentions for the use of a property does not provide evidence of a change in use. The amendments should be applied prospectively to changes in use that occur on or after the beginning of the annual reporting period in which the entity first applies the amendments. Retrospective application is only permitted if this is possible without the use of hindsight.

The amendments do not have significant impact on the Group's interim condensed consolidated financial statements upon their adoption since the Group's current practice is in line with the clarifications issued.

- *Philippine Interpretation IFRIC 22, Foreign Currency Transactions and Advance Consideration*

The interpretation clarifies that, in determining the spot exchange rate to use on initial recognition of the related asset, expense or income (or part of it) on the derecognition of a nonmonetary asset or non-monetary liability relating to advance consideration, the date of the transaction is the date on which an entity initially recognizes the nonmonetary asset or non-monetary liability arising from the advance consideration. If there are multiple payments or receipts in advance, then the entity must determine a date of the transactions for each payment or receipt of advance consideration. Entities may apply the amendments on a fully retrospective basis. Alternatively, an entity may apply the interpretation prospectively to all assets, expenses and income in its scope that are initially recognized on or after the beginning of the reporting period in which the entity first applies the interpretation or the beginning of a prior reporting period presented as comparative information in the financial statements of the reporting period in which the entity first applies the interpretation.

Adoption of these amendments did not have significant impact on the Group's interim condensed consolidated financial statements.

The Group has not early adopted any other standards, interpretations or amendments that has been issued but is not yet effective.

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#### 4. Cash and Cash Equivalents

	<b>March, 2018</b>	December, 2017
Cash on hand and with banks	<b>₱84,191,671</b>	₱33,551,881
Short-term placements	<b>511,552,345</b>	720,013,553
	<b>₱595,744,016</b>	<b>₱753,565,434</b>

Cash with banks earn interest at the respective bank deposit rates. Short-term placements are fixed rate time deposits denominated in United States (US) dollar and Philippine peso, made for varying periods of up to three months or less, depending on the immediate cash requirements of the Group. Interest income earned from these bank deposits and short-term placements amounted to ₱2.2 million and ₱14.9 million in March, 2018, and December, 2017, respectively.

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## 5. Financial Assets at FVPL

Financial assets at FVPL consist of listed securities which are traded in the PSE, New York Stock Exchange (NYSE) and Hong Kong Stock Exchange (HKEx). Fair values of listed equity securities are based on quoted market prices in the PSE, NYSE and HKEx.

The rollforward of the Group's investments in financial assets at FVPL is as follows:

	March, 2018	December, 2017
Cost:		
Balances at beginning of year	<b>₱108,758,965</b>	₱54,186,953
Additions	<b>19,263,439</b>	63,978,749
Disposals		(9,406,737)
Balances at end of year	<b>128,022,404</b>	108,758,965
Changes in fair value:		
Balances at beginning of year	<b>43,958,734</b>	28,838,801
Fair value gains	<b>5,843,314</b>	17,421,323
Disposals		(2,301,390)
Balances at end of year	<b>49,802,048</b>	43,958,734
	<b>₱177,824,452</b>	₱152,717,699

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## 6. Receivables

	March 2018	December, 2017
Accrued interest	<b>₱8,033,753</b>	₱6,656,595
Rent receivable (see Note 21)	<b>336,405</b>	613,138
Others	<b>493,900</b>	975,600
	<b>8,864,058</b>	8,245,333
Less allowance for impairment losses	961,368	961,368
	<b>₱7,902,690</b>	₱7,283,965

Accrued interest from third parties pertain to interests earned on investments in short-term placements, short-term investments and debt securities classified as AFS financial assets that are expected to be collected within one year.

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## 7. Investments in Associates

	March, 2018	December, 2017
Acquisition costs	<b>₱288,590,264</b>	₱288,590,264
Accumulated equity in net earnings and OCI:		
Balances at beginning of year	<b>101,388,416</b>	101,388,416
Share in net income of associates	<b>40,864,501</b>	40,864,501
Share in OCI of associates	<b>25,827,365</b>	25,827,365
Dividends declared by associates	<b>(41,313,673)</b>	(41,313,673)
Cumulative translation adjustment	<b>(313,263)</b>	(313,263)
	<b>126,453,346</b>	126,453,346
Accumulated allowance for impairment loss	<b>(94,830,129)</b>	(94,830,129)
	<b>₱320,213,481</b>	₱320,213,481

The Group has equity interest in the following associates as of December 31:

	Country of Incorporation	Percentage of Ownership	Carrying Amount of Investments	
			March, 2018	December, 2017
PTC	Philippines	30%	<b>₱264,622,380</b>	₱264,622,380
BPO	Philippines	35%	<b>55,591,101</b>	55,591,101
MUDC	Philippines	43%	–	–
			<b>₱320,213,481</b>	<b>₱320,213,481</b>

#### *PTC*

PTC is a global service company outsourcing information technology services from the Philippines. Among others, it offers software servicing, maintenance, testing and development to various clients, mostly in the US.

#### *Dividends*

On February 14, 2017, PTC declared cash dividends amounting to \$2.1 million or \$0.0015 per share of the outstanding stocks as of record date January 31, 2017. Dividends shall be payable before June 30, 2017. Dividend income amounted to ₱30.8 million in 2017.

The Group's share in the dividends declared amounted to nil and ₱30.8 million in March, 2018, and December, 2017, respectively.

#### *BPO*

BPO is a provider of accounting and finance related services such as payroll, internal audit, payables processing and others. It is involved in outsourcing business process services in the Philippines, servicing many of the multinational and large corporations operating in the country.

#### *Dividends*

On December 12, 2017, BPO declared cash dividend amounting to ₱30.0 million or ₱107.00 per share of the outstanding stocks as of record date December 12, 2017. Dividends shall be payable on or before June 30, 2018. Dividend income which is outstanding as of December 31, 2017 amounted to ₱10.5 million. A total of ₱2.6 million has been collected with an outstanding balance of ₱10.5 as of March 30, 2018.

The Group's share in the dividends declared amounted to ₱10.5 million in March, 2018, and December, 2017, respectively.

#### *MUDC*

The Group has a 43% interest in MUDC. As of March 31, 2017, MUDC has been non-operational since its incorporation. However, it has obtained the necessary requirements for the signing of a supply agreement with a public utility firm and a purchase agreement with certain oil companies. As of March 31, 2018 and December 31, 2017, MUDC has project development costs of ₱207.1 million. The recoverability of these assets and the ultimate success of MUDC's future operations are dependent upon the signing of these agreements. The foregoing conditions indicate the existence of a material uncertainty which may cast significant doubt on MUDC's ability to continue as a going concern and the recoverability of the Group's significant investment in MUDC.

As of March 31, 2018 and December 31, 2017, MUDC has incurred significant losses, which resulted in capital deficiency amounting to ₱257.2 million.

The Group has investment in MUDC amounting to ₱94.8 million as of March 31, 2018 and December 31, 2017 and advances to MUDC amounting to ₱127.6 million as of March 31, 2018 and December 31, 2017. The Group has assessed that its investment in MUDC amounting to ₱94.8 million as of March 31, 2018 and December 31, 2017 and its advances to MUDC amounting to ₱125.1 million as of March 31, 2018 and December 31, 2017 are impaired since management believes that it will no longer recover from such investment and advances. Management is not required to infuse more capital to MUDC and that losses are limited to the invested additional advances as of March 31, 2018.

## 8. AFS Financial Assets

	March, 2018	December, 2017
Quoted:		
Debt securities	<b>₱303,511,950</b>	₱319,606,666
Equity securities - at fair value, net of allowance for impairment loss of ₱3.1 million	<b>134,043,796</b>	155,414,557
Unquoted/quoted equity securities	<b>68,058,125</b>	46,330,385
	<b>505,613,871</b>	521,351,608
Less current portion	40,784,002	40,784,002
	<b>₱464,829,869</b>	₱480,567,606

Movements in AFS financial assets are as follows:

	March, 2018	December, 2017
Balances at beginning of year	<b>₱521,351,608</b>	₱401,874,992
Additions	<b>222,000</b>	214,648,554
Changes recognized in profit or loss		15,704,866
Movements in net unrealized valuation gains	<b>(566,891)</b>	47,922,567
Disposals	<b>(15,392,846)</b>	(158,799,371)
Balances at end of year	<b>₱505,613,871</b>	₱521,351,608

Investments in debt securities are denominated in various foreign currencies and are stated at fair value based on quoted prices. Changes in market values are included in the consolidated statement of comprehensive income. The debt securities bear fixed interest rates ranging from 2.71% to 13.63% in March, 2018 and December, 2017. Maturity dates of the investments range from 2017 to 2024. Interests on investments are received and settled semi-annually in its denominated currency.

Investments in equity securities carried at fair value consist of perpetual bonds and investments in quoted shares of stock which the Group has neither control nor significant influence. The fair market values of these listed shares are determined by reference to published quotations in an active market as of March 31, 2018 and December 31, 2017.

Investments in equity securities consist of unquoted shares and investments in the shares of stock which the Group has neither control nor significant influence. These investments are unlisted shares of stocks that do not have market values and have no other reliable sources of their fair values. These shares of stocks are stated at cost and subjected to impairment testing annually.

Movements in the net unrealized valuation gains on AFS financial assets under OCI are as follows:

	<b>March 2018</b>	December, 2017
Balances at beginning of year	<b>₱71,224,828</b>	₱23,302,261
Changes in fair value of AFS financial assets	<b>(701,867)</b>	54,335,503
Disposals of AFS financial assets	<b>(20,122)</b>	(6,412,936)
Balances at end of year	<b>₱70,502,839</b>	₱71,224,828

Allowance for impairment losses on AFS financial assets in equity instruments amounted to ₱ 3.1 million as of March 31, 2018 and December 31, 2017.

Net unrealized valuation gains on AFS financial assets attributable to equity holders of the Parent Company amounted to ₱62.3 million and ₱63.1 million as of March 31, 2018 and December 31, 2017, respectively.

Interest earned on debt securities classified as AFS financial assets amounted to ₱5.4 million and ₱22.0 million in March, 2018, and December, 2017 respectively, presented as “Interest income” in profit or loss.

Dividend income earned on equity securities classified as AFS financial assets amounted to ₱.2 million in March, 2018 and ₱1.0 million in December, 2017.

The Group disposed certain AFS financial assets and recognized gains from disposal amounting to ₱.7 million and ₱2.2 million in March, 2018, and December, 2017, respectively.

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## 9. HTM Investments

On April 4, 2014, the Group sold HTM investments with a carrying value of ₱17.8 million resulting to a gain from disposal amounting to ₱0.2 million. Consequently, the remaining portfolio of HTM investments with a carrying amount of ₱213.9 million was reclassified to AFS financial assets and was remeasured at fair value. The fair value gain from remeasurement amounting to ₱4.5 million was recognized in OCI.

In 2017, all HTM investments of the Group were sold resulting to gain on disposal of HTM investments amounting to ₱0.2 million recognized in profit or loss.

Interest income on these HTM investments amounted to nil and ₱0.5 million in March, 2018, and December, 2017 respectively, presented as “Interest income” in profit or loss.

## 10. Property and Equipment

	Condominium	Condominium Improvements	Transportation Equipment	Office Furniture, Fixtures and Equipment	March, 2018 Total
<b>Cost:</b>					
Balances at beginning of year	₱20,755,943	₱9,022,991	₱10,263,079	₱2,863,302	₱42,905,315
Additions					
Balances at end of year	₱20,755,943	₱9,022,991	₱10,263,079	₱2,863,302	₱42,905,315
<b>Accumulated depreciation:</b>					
Balances at beginning of year	14,321,915	8,316,732	6,489,859	2,819,691	31,948,197
Depreciation	207,559	17,637	211,940	6,725	443,861
Balances at end of year	14,529,474	8,334,369	6,701,799	2,826,416	32,392,058
Net book values	6,226,469	688,622	3,561,280	36,886	10,513,257

	Condominium	Condominium Improvements	Transportation Equipment	Office Furniture, Fixtures and Equipment	December 2017 Total
<b>Cost:</b>					
Balances at beginning of year	₱20,755,943	₱8,764,062	₱8,395,222	₱2,843,660	₱40,758,887
Additions	–	258,929	1,867,857	19,642	2,146,428
Balances at end of year	20,755,943	9,022,991	10,263,079	2,863,302	42,905,315
<b>Accumulated depreciation:</b>					
Balances at beginning of year	13,491,678	8,246,185	5,766,624	2,786,862	30,291,349
Depreciation	830,237	70,547	723,235	32,829	1,656,848
Balances at end of year	14,321,915	8,316,732	6,489,859	2,819,691	31,948,197
Net book values	₱6,434,028	₱706,259	₱3,773,220	₱43,611	₱10,957,118

Cost of fully depreciated property and equipment that are still in use amounted to ₱15.3 million in March, 2018 and December, 2017.

## 11. Investment Properties

	Land	Condominium	March 2018 Total
<b>Cost:</b>			
Balances at beginning of year	₱46,319,625	₱215,815,621	₱262,135,246
Additions		179,490,575	179,490,575
Balances at end of year	₱46,319,625	₱395,306,196	₱441,625,821
<b>Accumulated depreciation:</b>			
Balances at beginning of year	–	33,203,111	33,203,111
Depreciation		2,165,163	2,165,163
Balances at end of year		35,368,274	35,368,274
Net book values	₱46,319,625	₱359,937,922	₱406,257,547



	Land	Condominium	December 2017 Total
<b>Cost:</b>			
Balances at beginning and end of year	₱46,319,625	₱136,763,800	₱183,083,425
Reclassifications (see Note 13)	–	79,051,821	79,051,821
79,051, Balances at end of year	46,319,625	215,815,621	262,135,246
<b>Accumulated depreciation:</b>			
Balances at beginning of year	–	24,535,513	24,535,513
Depreciation	–	8,667,598	8,667,598
Balances at end of year	–	33,203,111	33,203,111
<b>Net book values</b>	<b>₱46,319,625</b>	<b>₱182,612,510</b>	<b>₱228,932,135</b>

Condominium units are being leased to third parties and other related parties as office space. The investment properties generated revenue amounting to ₱6 million, and ₱20.8 million in March, 2018, and December, 2017 respectively.

The assessed fair value of the investment properties amounted to ₱512.2 million as of March 31, 2018 and December, 2017. The fair values of the investment properties are based on valuations performed by an accredited independent valuer. The valuation model in accordance with that recommended by the International Valuation Standards Committee has been applied.

The Group used the Sales Comparison Approach in determining the fair value of the investment properties. This is a comparative approach to value that considers the sales of similar or substitute properties and related market data and establishes a value estimate by processes involving comparison.

The appraiser gathers data on actual sales and/or listings, offers, and renewal options, and identifies the similarities and differences in the data, ranks the data according to their relevance, adjusts the sales prices of the comparable to account for the dissimilarities with the unit being appraised, and forms a conclusion as to the most reasonable and probable market value of the subject property.

The elements of comparison include location, physical characteristics, available utilities, zoning, and highest and best use. The most variable elements of comparison are the site's physical characteristics, which include its size and shape, frontage, topography and location.

The fair value is estimated under Level 3 inputs. The significant unobservable inputs to valuation of investment properties ranges from ₱70,000 - ₱380,000 per square meter.

The Group has no restrictions on the realizability of its investment properties and no contractual obligations to either purchase, construct or develop investment properties or for repairs, maintenance and enhancements.

Rent income arising from operating lease on investment properties amounted to ₱6 million and ₱20.8 million in March 2018, and December 2017, respectively. Direct operating expenses arising from investment properties that generated rent income include depreciation and condominium dues which amounted to ₱3 million and ₱11.0 million in March, 2018, and December, 2017 respectively.

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**12. Other Noncurrent Assets**

	March, 2018	December, 2017
Deposit on contracts	<b>₱722,054</b>	₱37,811,750
Deposits	<b>743,580</b>	758,560
	<b>₱1,465,634</b>	₱38,570,310

As of March 31, 2018 and December, 2017, deposits on contracts pertain to down payments for the acquisition of condominium units available for turnover in 2018 and 2017, respectively.

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**13. Accounts Payable and Accrued Expenses**

	March, 2018	December, 2017
Deposits payable	<b>₱5,819,095</b>	₱5,420,699
Accounts payable	<b>2,417,744</b>	3,122,197
Accrued professional fees	<b>1,845,738</b>	1,321,832
Government payables	<b>879,117</b>	1,138,869
	<b>₱10,961,694</b>	₱11,003,597

Deposits payable pertain to deposits made by tenants for the lease of an insignificant portion of the Group's condominium spaces and will be refunded to the lessee after the lease term.

Accounts payable are generally noninterest-bearing payables to third party contractors with a credit term of 30 days.

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**14. Income Taxes**

The Group's provision for current income tax in 2017, 2016, and 2015 are as follows:

	2017	2016	2015
RCIT	<b>₱10,788,556</b>	₱7,213,243	₱4,051,089
Final tax on interest income	<b>2,609,051</b>	2,987,702	2,766,639
MCIT	–	–	74,163
Stock transaction tax (STT) on disposal of financial assets at FVPL	–	–	12,427
	<b>₱13,397,607</b>	₱10,200,945	₱6,904,318

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**15. Equity****a. Common Stock**

In accordance with SRC Rule 68, as Amended (2011), Annex 68-D, below is a summary of the Group's track record of registration of securities.

	Number of shares registered	Issue/offer price	Date of approval
Common shares	1,000,000,000	₱0.01	December 8, 1982
Common shares	9,000,000,000	₱0.01	July 28, 1997

The details of the Group's capital stock (number of shares and amounts) are as follows:

	March, 2018	December 31, 2017
Common stock - ₱1 par value		
Class A		
Authorized - 600 million shares		
Issued - 292,610,118 shares	<b>₱292,610,118</b>	₱292,610,118
Class B		
Authorized - 400 million shares		
Issued - 189,217,535 shares	<b>189,217,535</b>	189,217,535
	<b>₱481,827,653</b>	₱481,827,653

Class A and B common stockholders enjoy the same rights and privileges, except that Class A shares may be owned by, transferred to and subscribed only by Filipino citizens or corporations, partnerships and associations organized under the laws of the Philippines, of which 60% of the common stock outstanding is owned by citizens of the Philippines. Class B shares may be issued, transferred or sold to any person, corporation, partnership or association regardless of nationality.

In 1979, the registrant listed with the PSE (or its predecessor, Manila Stock Exchange) its common stock under its previous name, Ultrana Energy and Resource Corporation, where it offered 1,000,000,000 shares to the public at the issue price of ₱0.01 per share.

On July 28, 1997, the SEC approved the increase in the Group's authorized capital stock from 10,000,000,000, divided into 6,000,000,000 Class A common shares with par value of ₱0.01 per share and 4,000,000,000 Class B common shares with par value of ₱0.01 per share to 1,000,000,000 common shares, divided into 600,000,000 Class A common shares with par value of ₱1 per share and 400,000,000 Class B common share with par value of ₱1 per share.

On November 26, 2000, the BOD approved the issuance, out of the authorized common stock, of 192,413,090 shares at ₱1 par value which will be offered through a pre-emptive stock rights issue and detachable stock warrants, as follows: (a) 96,206,545 shares consisting of 58,377,278 Class A shares and 37,829,267 Class B shares, to be offered in two tranches, the First Tranche consisting of 48,103,272 shares of stock and the Second Tranche consisting of 48,103,273 shares of stock, to which each stockholder may subscribe on a pre-emptive rights basis, and (b) the balance of 96,206,545 shares to be offered through detachable stock warrants, which shall entitle each stockholder to subscribe to one share of stock for every one share of stock of the same class that such stockholder subscribe to out of this stock rights issue.

The Group's application to list additional 192,413,090 common shares with a par value of ₱1 per share through pre-emptive rights issue and detachable subscription warrants was approved by the PSE on February 27, 2002 and by the SEC on April 5, 2002.

The exercise periods and expiration dates of the Group's subscription warrants are as follows:

	Number of Shares	Exercise Periods	Expiration Dates
First Tranche:			
Class A common shares	29,188,639	June 4, 2002 to	
Class B common shares	18,914,633	June 3, 2007	June 3, 2007

	Number of Shares	Exercise Periods	Expiration Dates
	48,103,272		
(Forward)			
Second Tranche:			
Class A common shares	29,188,639	May 9, 2003 to	
Class B common shares	18,914,634	May 8, 2008	May 8, 2008
	48,103,273		
	96,206,545		

Full payment of each subscription under the First Tranche was made within the offer period approved by the PSE and the SEC, and the full payment of each subscription under the second tranche shall be due and payable one year from the last day of the offer period. With the full subscription of the Pre-Emptive Rights Stock Offering, the Group's outstanding common stock increased to 481,032,728 common shares of stock, consisting of 291,886,391 Class A common shares and 189,146,337 Class B common shares, all with par value of ₱1 per share.

With the complete exercise of all Detachable Stock Warrants, the Group will have an outstanding common stock of 577,239,273 shares, consisting of 350,263,669 Class A common shares and 226,975,604 Class B common shares, all with par value of ₱1 per share. However, as of December 31, 2007, 723,727 Class A common stock warrants and 71,198 Class B common stock warrants were exercised and 28,464,912 Class A common stock warrants and 18,843,435 Class B common stock warrants expired. As of December 31, 2008, 29,188,639 Class A common stock warrants and 18,914,634 Class B common stock warrants expired due to non-exercise of stock warrants before expiration date. After the expiration of the said warrants, the Group's outstanding common stock amounted to ₱481,827,653 with additional paid-in capital of ₱144,759,977. There have been no movements since 2008.

The Parent Company has 478 and 474 stockholders as of March 31, 2018, and December 31, 2017, respectively.

b. Treasury Shares

The Group's treasury shares pertains to shares of the Parent Company acquired or held by its subsidiaries. For consolidation purposes, the costs of these shares are presented under the "Treasury shares" account in the equity section of the consolidated statements of financial position. In 2015, PIEI purchased additional shares of the Parent Company. The cost to acquire 223,000 of Class A shares amounted to ₱0.7 million.

In 2017, PIEI purchased 239,560 additional shares of the Parent Company with a total cost of ₱1.3 million. These are composed of 159,260 Class A shares and 80,300 Class B shares, costing ₱0.9 million and ₱0.4 million, respectively.

As of March 31, 2018 and December 31, 2017, the Group's treasury shares are as follows:

	Shares		Amount	
	March, 2018	December, 2017	March, 2018	December, 2017
Balance at beginning of year	97,634,827	97,634,827	₱99,669,477	₱99,669,477
Additions	239,560	239,560	1,277,479	1,277,479
Balance at end of year	97,874,387	97,874,387	₱100,946,956	₱100,946,956

c. Retained Earnings

Retained earnings is restricted to the extent of the acquisition price of the treasury shares amounting to ₱100.9 million as of March 31, 2018 and December 31, 2017, respectively. Retained earnings is also restricted to the extent of equity in net earnings of the associates not declared as dividends as of reporting date.

The balance of retained earnings includes the accumulated equity in net earnings of the subsidiaries and associates amounting to ₱918.7 million and ₱886.2 million as at March 31, 2018 and December 31, 2017, respectively. Such amounts are not available for distribution until such time that the Parent Company receives the dividends from the subsidiaries and associates.

Dividends payable amounted to ₱4.1 million and ₱6.6 million as of March 31, 2018 and December 31, 2017, respectively.

## 16. Related Party Transactions

Parties are considered to be related if one party has the ability to control, directly or indirectly, the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control or common significant influence.

A summary of outstanding balances and transactions with related parties, net of allowance for impairment loss and presented under “Due from related parties” account, are as follows:

		Transactions during the year	Outstanding balances	Terms	Conditions
<i>Associates:</i>					
BPO					
Rent income	<b>March, 2018</b>	<b>₱</b>	<b>₱154,561</b>	30 days;	Unsecured;
	December 2017	1,212,831	18,338	noninterest-bearing	Unimpaired
			–		
Payroll services expense	<b>March, 2018</b>			30 days;	Unsecured;
	December 2017	51,195	–	noninterest-bearing	Unimpaired
Dividends (see Note 8)	<b>March, 2018</b>		<b>10,529,924</b>	30 days;	Unsecured;
	December 2017	10,499,923	13,154,914	noninterest-bearing	Unimpaired
PTC					
Dividends (see Note 8)	<b>March, 2018</b>			30 days;	Unsecured;
	December 2017	30,813,750	–	noninterest-bearing	Unimpaired
MUDC					
Advances	<b>March, 2018</b>	<b>16,216</b>	<b>16,216</b>	30 days;	Unsecured;
	December 2017	53,600	–	noninterest-bearing	Impaired
<i>Under common control:</i>					
Other related parties					
Advances	<b>March, 2018</b>		<b>287,417</b>	30 days;	Unsecured;
	December 2017	1,175	287,417	noninterest-bearing	Impaired
	<b>2017</b>		<b>₱10,988,118</b>		
	2016		13,460,669		

The related party transactions are settled in cash.

Movement in the allowance for impairment losses on due from related parties are as follows:

	<b>March, 2018</b>	December, 2017
Due from related parties - at gross	<b>₱199,785,642</b>	₱202,258,193
Less Allowance for impairment loss:		
Balances at beginning of year	<b>188,797,524</b>	188,797,524
Provision		-
Balances at end of year	<b>188,797,524</b>	188,797,524
	<b>₱10,988,118</b>	₱13,460,669

Allowance for impairment loss is mainly attributable to advances to MUDC, among others.

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## 17. Earnings per Share

The following table presents information necessary to compute the basic/dilutive EPS:

	<b>March, 2018</b>	December, 2017
Net income attributable to equity holders of the parent	<b>₱9,039,107</b>	₱77,729,401
Weighted average number of ordinary shares outstanding for basic and diluted EPS	384,060,813	384,060,813
Basic and diluted earnings per share	<b>₱0.0236</b>	₱0.20

The Group has no potential dilutive instruments issued as of March 31, 2018 and December 31, 2017.

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## 18. Segment Information

The primary purpose of the Group is to invest in real and personal properties. The Group operates mainly in one reportable business segment which is investing and one reportable geographical segment which is the Philippines.

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## 19. Commitments and Contingencies

- a. The Group leases a portion of its condominium spaces. The Group recognized rental income amounting to ₱6 million, and ₱20.8 million in March, 2018, and December, 2017, respectively. Future minimum rental income of ₱13.5 million from existing rental agreements will be recognized in 2018 and 2019. The lease agreements have terms of one to two years and can be renewed upon the written agreement of the Group and the lessees. Deposit payable made by the tenants amounting to ₱5.8 million and ₱5.4 million as of March 31, 2018 and December 31, 2017, respectively, will be returned to the lessees after the lease term (see Note 12).
- b. As of March 31, 2018 and December 31, 2017, the Group recognized provision for legal obligation amounting to ₱5.0 million, for claims arising from lawsuit filed by a third party, which is awaiting decision by the courts. Probable cost has been estimated in consultation with the Group's legal counsel. Management and its legal counsels believe that the Company has substantial legal and factual bases for its position and is of the opinion that losses arising from

these legal actions, if any, will not have material adverse impact on the Group's financial position and results of operations.

## 20. Fair Value of Financial Instruments

Set out below is a comparison, by class, of the carrying amount, and fair value of the Group's financial instrument, other than those with carrying amount that are reasonable approximation of fair values:

	March, 2018		December, 2017	
	Carrying Amount	Fair Values	Carrying Amount	Fair Values
Financial Assets				
Current:				
Financial assets at FVPL	₱177,824,452	₱177,824,452	₱152,717,699	₱152,717,699
AFS financial assets	40,784,002	40,784,002	40,784,002	40,784,002
Noncurrent:				
AFS financial assets	464,829,869	464,829,869	480,567,606	480,567,606
	<b>₱683,438,323</b>	<b>₱683,438,323</b>	<b>₱674,069,307</b>	<b>₱674,069,307</b>

The Group has determined that the carrying amounts of cash and cash equivalents, receivables, due from related parties, accrued expenses and other liabilities and dividends payable, based on their notional amounts, reasonably approximate their fair values because these are short-term in nature.

Fair values of financial assets at FVPL and quoted AFS financial assets are based on price quotations at the reporting date. These financial instruments are classified as Level 1 in the fair value hierarchy.

As of March 31, 2018 and December 31, 2017, there were no transfers between Level 1 and Level 2 fair value measurements. Also, there were no transfers into and out of Level 3 fair value measurements.

## 21. Changes in Liabilities Arising from Financing Activities

The following shows the changes in the Group's liabilities arising from its financing activities for the three months period January 1 to March 31, 2018:

	As at December 31, 2017	Cash flows	Dividend declaration	As at March 31, 2018
Dividends payable (Note 15)	₱6,636,554			₱4,073,710

**F & J PRINCE HOLDINGS CORPORATION AND SUBSIDIARY**  
**AGING OF ACCOUNTS RECEIVABLE**  
**AS OF MARCH 31, 2018**

Name	Beginning Balance	Additions	Deductions		Current 30 days	60 days or over	Over 120 days	Ending Balance
			Amount Collected	Amount Written-Off				
Magellan Capital Realty Development Corp.	33,067						33,067	33,067
Magellan Capital Corporation	310,880						310,880	310,880
Magellan Capital Trading Corporation	34,067						34,067	34,067
Magellan Utilities Development Corp.	0							0
Business Process Outsourcing International	13,173,252		2,624,990				10,548,262	10,548,262
Pinamucan Power Corporation	4,221						4,221	4,221
Pointwest Technologies Corporation	0							0
Philippine Deposit Insurance Corporation	500,000		500,000					0
Others	200						200	200
	<b>14,055,687</b>		<b>3,124,990</b>				<b>10,930,697</b>	<b>10,930,697</b>



## CERTIFICATION OF INDEPENDENT DIRECTOR

I, Peter L. Kawsek, Jr., Filipino, of legal age and with address at 415 Arayat St., Mandaluyong City, NCR 11550, after having been duly sworn to in accordance with law do hereby declare that:

1. I am a nominee for independent director of F & J Prince Holdings Corporation and have been its independent director since N.A. (where applicable).
2. I am affiliated with the following companies or organizations (including Government-Owned and Controlled Corporations):

COMPANY/ORGANIZATION	POSITION/RELATIONSHIP	PERIOD OF SERVICE
Apo International Marketing Corp.	President	1978- present
Bekter Ventures Inc.	President	2010 – present
Kawsek, Inc.	Vice-President	1978 - present

3. I possess all the qualifications and none of the disqualifications to serve as an Independent Director of \_\_\_\_\_, as provided for in Section 38 of the Securities Regulation Code, its Implementing Rules and Regulations and other SEC issuances.
4. I am related to the following director/officer/substantial shareholder of (covered company and its subsidiaries and affiliates) other than the relationship provided under Rule 38.2.3 of the Securities Regulation Code. (where applicable)

NAME OF DIRECTOR/OFFICER/ SUBSTANTIAL SHAREHOLDER	COMPANY	NATURE OF RELATIONSHIP
N.A.		

5. To the best of my knowledge, I am not the subject of any pending criminal or administrative investigation or proceeding / I disclose that I am the subject of the following criminal/administrative investigation or proceeding (as the case may be):

OFFENSE CHARGE/INVESTIGATED	TRIBUNAL OR AGENCY INVOLVED	STATUS
N.A.		

6. (For those in government service/affiliated with a government agency or GOCC) I have the required written permission or consent from the (head of the agency/department) to be an independent director in \_\_\_\_\_, pursuant to office of the President Memorandum Circular No. 17 and Section 12, Rule XVIII of the Revised Civil Service Rules.

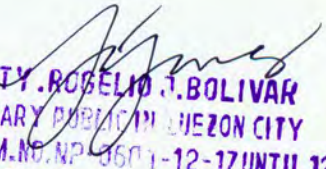
7. I shall faithfully and diligently comply with my duties and responsibilities as independent director under the Securities Regulation Code and its Implementing Rules and Regulations, Code of Corporate Governance and other SEC issuances.
8. I shall inform the Corporate Secretary of F & J Prince Holdings Corporation of any changes in the abovementioned information within five days from its occurrence.

Done this JUN 21 2018 day of JUNE, at QUEZON CITY.

  
Peter L. Kawsek, Jr.  
 Affiant

SUBSCRIBED AND SWORN to before me this JUN 21 2018 day of JUNE at QUEZON CITY,  
 affiant personally appeared before me and exhibited to me his/her Philippine Passport No. P3338307A issued at  
 DFA Manila on June 8, 2017.

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 Book No. 18;  
 Series of 218

  
**ATTY. ROGELIO J. BOLIVAR**  
 NOTARY PUBLIC IN QUEZON CITY  
 AN ADM. NOT. COM. NO. NP-0601-12-17 UNTIL 12-31-2018  
 IBPO.R NO. 1038374 JAN 2017 UP TO DEC. 2018  
 PTR O.R. NO. 5522486 C1-3-18  
 ROLL NO. 33832/TIN # 129-871-009  
 P. ENO. V-0019296 VALID FROM 04/13/2016 UNTIL 04/14/2019/PASIG CITY  
 ADDRESS: 31-C MARSHAL ST. CUBAO, Q.C.

### CERTIFICATION OF INDEPENDENT DIRECTOR

I, Charlie K. Chua, Filipino, of legal age and with address at 180 4<sup>th</sup> Avenue, Caloocan City, after having been duly sworn to in accordance with law do hereby declare that:

1. I am a nominee for independent director of F & J Prince Holdings Corporation and have been its independent director since N.A. (where applicable).
2. I am affiliated with the following companies or organizations (including Government-Owned and Controlled Corporations):

COMPANY/ORGANIZATION	POSITION/RELATIONSHIP	PERIOD OF SERVICE
Highland Tractor Parts, Inc.	Vice-President	1994- present

3. I possess all the qualifications and none of the disqualifications to serve as an Independent Director of \_\_\_\_\_, as provided for in Section 38 of the Securities Regulation Code, its Implementing Rules and Regulations and other SEC issuances.
4. I am related to the following director/officer/substantial shareholder of (covered company and its subsidiaries and affiliates) other than the relationship provided under Rule 38.2.3 of the Securities Regulation Code. (where applicable)

NAME OF DIRECTOR/OFFICER/ SUBSTANTIAL SHAREHOLDER	COMPANY	NATURE OF RELATIONSHIP
N.A.		

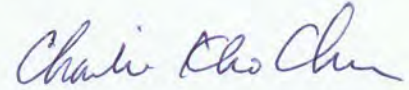
5. To the best of my knowledge, I am not the subject of any pending criminal or administrative investigation or proceeding / I disclose that I am the subject of the following criminal/administrative investigation or proceeding (as the case may be):

OFFENSE CHARGE/INVESTIGATED	TRIBUNAL OR AGENCY INVOLVED	STATUS
N.A.		

6. (For those in government service/affiliated with a government agency or GOCC) I have the required written permission or consent from the (head of the agency/department) to be an independent director in \_\_\_\_\_, pursuant to office of the President Memorandum Circular No. 17 and Section 12, Rule XVIII of the Revised Civil Service Rules.

7. I shall faithfully and diligently comply with my duties and responsibilities as independent director under the Securities Regulation Code and its Implementing Rules and Regulations, Code of Corporate Governance and other SEC issuances.
8. I shall inform the Corporate Secretary of F & J Prince Holdings Corporation of any changes in the abovementioned information within five days from its occurrence.

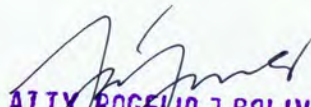
Done this \_\_\_\_\_ day of JUN 21 2015, at QUEZON CITY.



Charlie K. Chua  
Affiant

SUBSCRIBED AND SWORN to before me this \_\_\_\_\_ day of JUN 21 2015 at QUEZON CITY affiant personally appeared before me and exhibited to me his/her Philippine Passport No. EC4396658 issued at DFA NCR East on June 12, 2015.

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Page No. 7;  
Book No. LX;  
Series of 2018



**ATTY. ROGELIO J. BOLIVAR**  
NOTARY PUBLIC IN QUEZON CITY  
AM ADM. NOT. COM. NO. NP-06971-12-17 UNTIL 12-31-2018  
IBP O.R. NO. 1038374 JAN. 2017 UP TO DEC. 2018  
PTR O.R. NO. 5522486 C1-3-18  
ROLL NO. 33832/TIN # 129-871-089  
P. No. V-0019296 VALID FROM JAN 15/2016 UNTIL 04/14/2019/PASIG CITY  
ADDRESS: 51-C HANZARD ST., COBAO, B.C.

# *F & J Prince Holdings Corporation*

## **Memorandum: CORPORATE ACTIONS TAKEN FOR 2017**

<b>DATE</b>	<b>ACTION TAKEN</b>
<b>April 18, 2017 (Regular Board Meeting)</b>	<p>a) Approval of authority for the President to approve the Audited Financial Statements for the year ending 2016 and to approve its release by the Company's external auditor, SGV &amp; Co., pursuant to the reportorial requirements of the BIR and SEC.</p> <p>b) Approval of authority for the President to set the date of the Annual Stockholders' Meeting for the year 2017.</p> <p>c) Revision of Manual on Corporate Governance to conform with SEC Memorandum Circular NO. 6 (2009)</p>
<b>July 6, 2017 (Regular Board Meeting)</b>	<p>a) Nomination of New Independent Directors</p> <p>b) Notification of MCHC's investment in Oriente Finance Group Ltd. a Fintech Company Headquartered in Hongkong that invests and runs Fintech Companies in Southeast Asia.</p>
<b>July 31, 2017 (Organizational Meeting of the Board of Directors)</b>	Election of Corporate Officers & members of the Audit Committee, Nomination Committee and Compensation Committee.
<b>December 13, 2017 (Regular Board Meeting)</b>	Update on investments of MCHC in ASLAN, condominium units in Arya and Two Roxas Triangle and legal cases related to attempt to steal MCHC's property in BGC.

## **DIRECTORY/BANKERS**

### ***EXECUTIVE OFFICES:***

5<sup>th</sup> Floor, Citibank Center  
8741 Paseo de Roxas, Makati City 1226  
Tel. Nos.: 8927133 • 8927137 • 8929443

### ***LEGAL COUNSEL:***

**ATTY. FINA BERNADETTE D.C. TANTUICO**  
5<sup>th</sup> Floor, Citibank Center  
8741 Paseo de Roxas, Makati City

### ***AUDITORS:***

**SYCIP GORRES VELAYO & Co.**  
Certified Public Accountants  
6760 Ayala Avenue, Makati City

### ***TRANSFER AGENT:***

**RCBC STOCK TRANSFER**  
Ground Floor, West Wing  
Grepalife Building  
Sen. Gil Puyat Avenue, Makati City

### ***LISTED AT:***

**THE PHILIPPINE STOCK EXCHANGE, INC.**  
PSE Plaza, Ayala Triangle  
Ayala Avenue, Makati City

### **BANKERS:**

#### **BANK OF SINGAPORE**

22<sup>nd</sup> Floor, Tower One and Exchange Plaza  
Ayala Triangle, Ayala Avenue, Makati City

#### **BANK OF THE PHILIPPINE ISLANDS**

Ortigas Branch  
Benpres Building, Ortigas Center  
Pasig City

#### **CHINA BANKING CORPORATION**

Balintawak-Boni Branch  
Balintawak, Quezon City

#### **BDO PRIVATE BANK**

Mezzanine Floor, BDO Executive Tower  
8751 Paseo de Roxas, Makati City

#### **METROPOLITAN BANK & TRUST CO.**

Meralco Branch  
Ground Floor, Ortigas Building  
Ortigas Avenue, Pasig City

## **ANNUAL REPORT ON SEC FORM 17-A**

The corporation undertakes to provide without charge to the shareholders or to each person solicited, on the written request of any such person, a copy of the Annual Report on SEC Form 17-A. Said written request, may be directed to:

**ATTY. FINA C. TANTUICO**

**Corporate Secretary**

*F&J Prince Holdings Corporation*

**5<sup>th</sup> Floor, Citibank Center**

**8741 Paseo de Roxas, Makati City**