

3 1 1 6 8

SEC Registration Number

A B R O W N C O M P A N Y , I N C .

(Company's Full Name)

X A V I E R E S T A T E S U P T O W N  
A I R P O R T R O A D B A L U L A N G

C A G A Y A N D E O R O C I T Y

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

Marie Antonette U. Quinito

Contact Person

02- 8631 8890

Company Telephone Number

1 2 3 1

Month Day  
Fiscal Year

1 7 - A

FORM TYPE

0 6

Month Day  
Annual Meeting

Secondary License Type, if applicable

M S R D

Dept. Requiring this Doc.

Amended Articles Number/Section

Total Amount of Borrowings

2,086 Common and 3 Preferred Shares – Series A  
(December 31, 2023)

Total No. of Stockholders

₱2,624,989,896 (December 31, 2023)

Domestic

- 0 -

Foreign

To be accomplished by SEC Personnel concerned

File number

File number

LCU

Document I.D.

Document I.D.

Cashier

STAMPS

Remarks = pls. use black ink for scanning purposes

SECURITIES AND EXCHANGE COMMISSION  
SEC FORM 17-A

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

1. For the fiscal year ended : **December 31, 2023**
2. SEC Identification Number : **31168**
3. BIR Tax Identification No. : **002-724-446-000**
4. Exact Name of issuer as specified in its charter : **A Brown Company, Inc.**
5. Country of Incorporation : **Philippines**
6. Industry Classification Code (SEC Use Only):
7. Address of principal office / Postal Code : **Xavier Estates Uptown  
Airport Road, Balulang  
Cagayan de Oro City 9000**
8. Issuer's telephone number, including area code : **(02) 8631-8890 or (02) 8633-3135  
(Liaison Office)**
9. Former name, former address, and former fiscal year, if changed since last report :

Title of Each Class	Number of Common Shares Outstanding and Amount of Debt Outstanding
<b><u>Common Shares</u></b>	<b><u>2,372,367,911 Shares</u></b>
<b><u>Preferred Shares – Series A</u></b>	<b><u>13,264,900 Shares</u></b>
<b><u>Preferred Shares – Series B*</u></b>	<b><u>7,431,750 Shares</u></b>
<b><u>Preferred Shares – Series C*</u></b>	<b><u>6,941,000 Shares</u></b>

*\* - issued on February 23, 2024*

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

Yes [] No [] except for the following:  
Stock Exchange

**Philippine Stock Exchange**

Classes of Securities

**Common and Series A- Preferred  
Series B\* and Series C\* Preferred**

*\* - listed on February 23, 2024*

12. Check whether the issuer:

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

Yes [] No []

No []

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

Yes [] No []

No []

13. State the aggregate market value of the voting stock held by non - affiliates of the registrant.

The aggregate market value of voting stock held by non-affiliates representing 803,881,595 of the outstanding common shares is ₱522,523,036.75 computed based on the close price of ₱0.65 per common share on December 29, 2023, the last trading date of "BRN" shares for the year 2023.

APPLICABLE ONLY TO ISSUERS INVOLVED IN  
INSOLVENCY/SUSPENSION OF PAYMENT PROCEEDINGS  
DURING THE PRECEDING FIVE YEARS:

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

Yes [ ]      No [ ]      **not applicable**

15. Documents Incorporated by Reference

- i) List of Suppliers – Exhibit Ia, Ib & 1c (Page 101-103)
- ii) List of Properties – Exhibit IIa, IIb & IIc (Page 104-118)
- iii) List of Top 20 Common Stockholders of Record and List of Registered "Series A" Preferred Shares as of December 31, 2023 – Exhibit III (Page 119)
- iv) Financial Soundness Indicators – Exhibit IV (Page 120-121)
- v) SEC Form 17-C Report – Exhibit V (Page 122)
- vi.) 2023 Audited Parent Financial Statements - Exhibit VI
- vii.) 2023 Audited Consolidated Financial Statements of A Brown Company, Inc. – Exhibit VII with Statement of Management Responsibility and Supplementary Schedules including the Schedule of Retained Earnings Available for Dividend (Schedule II)
- viii.) 2023 Sustainability Report (Annex A)

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## **PART 1. BUSINESS AND GENERAL INFORMATION**

### **Item 1. BUSINESS**

#### **Business Development**

On 01 October 1992, the Securities and Exchange Commission (SEC) approved the amended Articles of the Incorporation and By-laws of Bendana, Brown, Pizarro & Associates, Inc. (incorporated on December 21, 1966) which changed the parent Company's name to Epic Holdings Corporation and effected a 5:1 stock split by reducing the par value of shares from ₱5 to ₱1 while increasing the total number of authorized shares from 20,000,000 to 100,000,000.

On 25 June 1993, the SEC approved the plan of merger of Brown Chemical Corporation and Brown Chemical Sales Corporation (absorbed corporations) into Epic Holdings Corporation as the surviving corporation. Subsequently, Epic Holdings Corp. changed its name to A Brown Company, Inc. (its current name) as approved by SEC on 01 July 1993. ABCI was thereafter listed with the Philippine Stock Exchange on February 8, 1994 and became the holding company of the Brown Group of Companies.

On 24 December 1999, the SEC approved the plan of merger of A Brown Company, Inc. ("ABCI") (surviving company) and five of its wholly-owned subsidiaries, namely: A Brown Chemical Corporation, Geoex Farms, Inc., East Pacific Investors Corporation, Terra Asia Pacific Development Manager, Inc and Victorsons Trans Cargo System, Inc. (absorbed corporations).

On 27 June 2002, the Securities and Exchange Commission approved the plan of merger of A Brown Company, Inc. (surviving corporation) and five (5) of its wholly owned subsidiaries (absorbed corporations) namely: Another Brown Co., Inc. (formerly W. Brown Co., Inc.), Geoex Drilling Corp., Northmin Mining and Development Corp., Manresa Golf and Country Club and Norphil Properties, Inc.

#### Investment in Power Companies

Mid 2006 marked the entry of ABCI in the energy business through its investment in Monte Oro Resources and Energy, Inc. (MORE). ABCI's 11.70% equity interest in MORE was reduced to 7.59% after the non-subscription to the increase in authorized capital stock (ACS).

In October 2014, the Parent Company sold all its 388,694,698 shares in MORE to Apex Mining Company, Inc. (APEX).

In 2010, the Parent Company subscribed 2,850,000 shares and 3,000,000 shares of Palm Thermal Consolidated Holdings Corp. (PTCHC) and Panay Consolidated Land Holdings Corp. (PCLHC) representing 95% and 100% shareholdings, respectively, at par value. On December 8, 2010, Palm Thermal Consolidated Holdings Corp. (PTCHC) acquired 100% of the outstanding capital stock of DMCI Concepcion Power Corporation, the former corporate name of Palm Concepcion Power Corporation (PCPC). PCLHC acquired thirty (30) hectares of land from DMCI Power Corporation ("DPC") with the intention of using it as the site for a coal-fired power plant project. PTCHC is the corporate entity that initiated the ABCI's entry in the power generation business. PCPC is the corporate vehicle that constructed and operated a 1x135MW coal-fired power plant project in Concepcion, Iloilo.

In 2012, Palm Thermal entered into various agreements and deeds which decreased its shareholdings in Palm Concepcion Power Corporation (PCPC) from 100% to 30% and acquired 30% equity stake in Panay Consolidated Land Holdings Corporation (PCLHC) from the previous shares of the Parent Company as of December 31, 2012.

With the divestment of AC Energy Holdings, Inc. (ACEHI) in May 2013, PTCHC acquired ACEHI's 40% interest in PCPC and PCLHC, increasing PTCHC interest in the coal-fired project to 70%. With the entry of new investor, Oriental Knight Limited (OKL) in PCPC and new subscription of the PTCHC and Jin Navitas Resources, Inc. (JNRI) in December 2013, the equity interest resulted to the following: PTCHC (39.54%); JNRI (30%) and OKL (30.46%). PTCHC's interest in PCLHC remained at 70% as of December 31, 2013.

During the third quarter of 2014, the SEC approved the Plan of Merger of PCPC and PCLHC with PCPC as the surviving entity as well as the increase in authorized capital stock (ACS) of PCPC. The merger and the increase in ACS resulted to the 30% equity interest of the Company in PCPC.

On December 2014, PCPC applied for an increase in its authorized capital stock which was approved by SEC on January 6, 2015. Palm Thermal's shareholdings have been reduced from 30% to 20% due to non-subscription on the increase of PCPC's authorized capital stock.

On January 12, 2011, ABCI and Hydro Link Projects Corp. (HLPC) (now renamed to Northmin Renewables Corp. (NRC)) entered into a deed of subscription with an aggregate share of 37,500 common shares which will be taken from the 150,000 increase of the authorized capital stock which represents 93.75% of the outstanding capital. HLPC/NRC amended its articles of incorporation to effect the deed of subscription and subsequently approved by the SEC on July 21, 2011. On December 2011, a deed of assignment was entered into by ABCI and HLPC/NRC's stockholder, assigning the remaining 6.25% of HLPC/NRC shares to ABCI bringing the total subscription to 40,000 shares. On October 2012, ABCI subscribed to the remaining 120,000 unsubscribed share capital of HLPC/NRC.

In February 2013, the company caused the incorporation of Peakpower Energy, Inc. (PEI), the holding company that ventured on projects designed to generate peaking energy in Mindanao using brand new bunker-fired engines. The company is working to develop, construct, and operate diesel power plants in Mindanao through PEI's subsidiaries: Peakpower SOCCSARGEN, Inc. (PSI) and Peakpower San Francisco, Inc. (PSFI).

On July 24, 2014, a new subsidiary, Peakpower Bukidnon Inc. (PBI), was incorporated for a 15-year Build-Operate-Maintain and Transfer agreement with the Bukidnon II Electric Cooperative Inc. (Buseco). PBI and Buseco signed a Power Purchase and Transfer Agreement for 10.4MW Diesel/Bunker-fired power plant to be constructed in Manolo Fortich, Bukidnon. On October 16, 2016, the company sold all its 100% interest in PBI to Peakpower Energy Inc. (PEI) to consolidate its investment in peaking project under one holding company.

Equity Pick-up	2023			
	PCPC	PEI	EWRTC	Total
Net income (loss)	1,088,058,401	612,249,914	(342,482)	1,699,965,833
% of ownership	20%	20%	33.33%	
Share in net income (loss)	217,611,680	122,449,983	(114,149)	339,947,514
Other comprehensive income (loss)	(5,409,860)	-	-	(5,409,860)
Share in other comprehensive income (loss)	1,081,972	-	-	1,081,972

#### Investment in Mining Company

In November 2011, ABCI acquired the 22.87% outstanding equity of PhiGold Limited. It is a holding company incorporated in the Cayman Islands on October 20, 2010 with its principal activity of investing in gold mining assets. It has invested 40% in the total voting rights in PhiGold Metallic Ore Inc. (PMOI), a gold mining company incorporated in the Philippines last January 7, 2008. PMOI is the contractor of its acquired mining property covered by Mineral Production Sharing Agreement 190-2009-XIII (MPSA 190) granted by the Philippine Government. As of December 31, 2020, the company's equity interest was reduced to 18.7% with the entry of new investors.

## Amendment to Articles of Incorporation and By-Laws

### *Reclassification of Unissued Common Shares to Preferred Shares*

On April 12, 2021 and June 24, 2021, the BOD and shareholders representing at least 2/3 of the outstanding capital stock, respectively, approved the proposal to amend the Parent Company's AOI to create preferred shares by reclassifying its authorized capital stock from the from the current Three Billion Three Hundred Million Pesos (₱ 3,300,000,000.00) divided into Three Billion Three Hundred Million (3,300,000,000) Common Shares to Three Billion Three Hundred Million Pesos (₱ 3,300,000,000.00) divided into Three Billion Two Hundred Fifty Million Pesos (₱ 3,250,000,000) divided into Three Billion Two Hundred Fifty Million (3,250,000,000) Common Shares and Fifty Million Pesos (₱ 50,000,000) divided into Fifty Million (50,000,000) Preferred Shares. The reclassification of the Unissued Common Shares to create Preferred Shares will provide flexibility for the Group with respect to its prospective capital raising activities. On October 5, 2021, the SEC approved the said amendment to the AOI.

The provision of the amendment of Article VII of the Parent Company's AOI including the description of the different classes of stock of the Corporation and a statement of the designations and powers, preferences and rights, and conversions, limitations, or restrictions thereof, in respect of each class of stock can be gleaned to the link below:

[https://abrown.ph/kooroast/2021/10/10\\_05\\_2021\\_Amended-Articles-of-Incorporation-Article-VII-Reclassification-of-Shares.pdf](https://abrown.ph/kooroast/2021/10/10_05_2021_Amended-Articles-of-Incorporation-Article-VII-Reclassification-of-Shares.pdf)

### *Others – Change in Principal Office, Change in Number of Directors, Increase in Capital Stock, Extension of Corporate Term*

The Board of Directors during their meeting held on November 28, 2011 and by the stockholders of the Parent Company holding at least two-thirds (2/3) of the outstanding capital stock, through written assent on December 27, 2011, amended the Articles of Incorporation, changing the principal office to Xavier Estates Uptown, Airport Road, Balulang, Cagayan de Oro City. The amendment was approved by SEC on December 28, 2011.

On June 13, 2012, the SEC approved the amendment of the Company's By-Laws to amend and define the functions of its Executive Chairman and President, remove the requirement that the Company's vice presidents must be a member of the Board and to impose certain requirements on granting of bonuses to its BOD, officers and employees.

In a Board of Directors meeting held on May 2, 2012 and the annual stockholders meeting on June 1, 2012, the Board of Directors and the shareholders representing 2/3 of the outstanding capital stock approved the following amendments in the Articles of Incorporation:

- a. Amendment to paragraph 4: "That the term for which the Corporation is to exist is extended for another fifty (50) years from and after the date of the expiration of the original corporate term on 20 December 2016".
- b. Amendment to paragraph 6: "That the number of directors of this Corporation shall be Nine (9)....."
- c. Amendment to paragraph 7: "That the amount of the capital stock of this Corporation is One Billion Six Hundred Twenty Million Pesos (₱ 1,620,000,000.00), Philippine Currency, and the said capital stock is divided into One Billion Six Hundred Twenty Million (1,620,000,000) shares with a par value of One Peso (₱ 1.00) each, provided that, stockholders shall have no pre-emptive right to subscribe to unissued shares unless otherwise approved by the Board of Directors".

The SEC approved the said amendments on December 28, 2012.

Pursuant to Section 11 (Corporate Term) of the Revised Corporation Code of the Philippines with effectivity date on February 23, 2019, the law provides in part:

“Corporations with certificates of incorporation issued prior to the effectivity of this Code, and which continue to exist, shall have perpetual existence, unless the corporation, upon a vote of its stockholders representing a majority of its outstanding capital stock, notifies the Commission that it elects to retain its specific corporate term pursuant to its articles of incorporation: Provided, That any change in the corporate term under this section is without prejudice to the appraisal right of dissenting stockholders in accordance with the provisions of this Code.”

SEC Memorandum Circular No. 22 Series of 2020 dated August 18, 2020 provides the guidelines on corporate term. The Company has not notified the Commission that it elects to retain its specific corporate term pursuant to its articles of incorporation.

During the annual stockholders' meeting on June 7, 2013, the shareholders approved the amendment of the Corporation's Articles of Incorporation to increase the authorized capital stock from One Billion Six Hundred Twenty Million Pesos (₱ 1,620,000,000.00) and the declaration of 25% stock dividend, equivalent to 346,573,307 common shares which will be issued out of the increase in the Corporation's authorized capital stock. The SEC approved the amendment on August 16, 2013.

In the Board of Directors meeting held on April 4, 2014 and the annual stockholders meeting on May 9, 2014, the Board of Directors and shareholders representing 2/3 of the outstanding capital stock approved the increase in authorized capital stock (ACS) to Three Billion (₱ 3,000,000,000). This proposal to increase ACS to 3 Billion was superseded with the approval of the increase in ACS as approved by the Board on May 19, 2016 and August 8, 2016.

On May 19, 2016, the Board of Directors initially approved the amendment of the Corporation's Articles of Incorporation to increase its authorized capital stock (ACS) from the current Two Billion Pesos (P2,000,000,000.00) divided into Two Billion (2,000,000,000) Common Shares to up to Four Billion Pesos (P4,000,000,000.00) divided into Five Billion (4,000,000,000) Common Shares. On August 8, 2016, the BOD's earlier approved amendment was further amended to increase It was later on amended on August 8, 2016 to increase its authorized capital stock (ACS) from the current Two Billion Pesos (P2,000,000,000.00) divided into Two Billion (2,000,000,000) Common Shares to up to Five Billion Pesos (P5,000,000,000.00) divided into Five Billion (5,000,000,000) Common Shares.

The increase in the Corporation's authorized capital stock, however, will be implemented in two tranches, as follows:

a.) First, an increase by One Billion Three Hundred Million Pesos (P1,300,000,000.00), divided into One Billion Three Hundred Million (1,300,000,000) Common Shares will be immediately implemented, and out of said increase, the Twenty Percent (20%) stock dividend declared on May 19, 2016 will be issued. This was approved by the Securities and Exchange Commission (SEC) on January 11, 2017.

b.) Second, an increase of up to One Billion Seven Hundred Million Pesos (P1,700,000,000.00), divided into One Billion Seven Hundred Million (1,700,000,000) Common Shares, to be issued, together with the remaining authorized but unissued capital stock of the Corporation in a capital raising exercise that may be undertaken by the Corporation subsequent to the issuance and listing of the 20% stock dividend declaration.

The August 8, 2016 BOD's proposed amendments in the Articles of Incorporation were approved by stockholders representing at least 2/3 of the outstanding capital stock during the Annual Stockholders' Meeting on September 28, 2016.



The application on the first tranche of the increase in authorized capital stock was submitted to the Securities and Exchange Commission on December 29, 2016 and subsequently approved the amendment on January 11, 2017, to wit:

“Amendment to paragraph 7: "That the amount of capital stock of this Corporation is Three Billion Three Hundred Million Pesos (P 3,300,000,000.00), Philippine Currency and the said capital stock is divided into Three Billion Three Hundred Million (3,300,000,000) shares with a par value of One Peso (P1.00) each, provided that, stockholders shall have no preemptive right to subscribe to unissued shares unless otherwise approved by the Board of Directors."

The documents required on the application to the increase in authorized capital stock for the second tranche were not yet submitted to the SEC as of April 8, 2024.

On March 8, 2017 the Parent Company distributed 20% stock dividend totaling 346,572,301 shares, net of fractional shares, of the Parent Company's outstanding shares to the stockholders of record as at February 10, 2017.

On November 28, 2018, the Corporation's Board of Directors approved to amend the Corporation's By-Laws to enshrine the positions of Chairman of the Board of Directors and the Chief Executive Officer shall be held by different persons. Accordingly, Section 3, Article III of the Corporation's By-Laws shall be amended to delete "shall be the chief executive officer" as part of the functions of the Chairman; while the succeeding Section 4 shall likewise be amended to indicate that the President shall be the Chief Executive Officer.

Article and Section Numbers	From	To
Article III, Section 3	<i>"The Chairman of the Board shall be the chief executive officer of the Corporation and shall have a general control and management of the business affairs of the Corporation. He shall preside xxxx"</i>	<i>"The Chairman of the Board of Directors shall preside xxxx"</i>
Article III, Section 4	<i>"The President, subject to the control of the Board, shall have general supervision of the business affairs of the Corporation."</i>	<i>"The President, subject to the control of the Board, shall be the chief executive officer and shall have general control of the business and affairs of the Corporation."</i>

The amendment of the Corporation's By-Laws shall no longer require approval by the shareholders since the power to do so was previously delegated to the Board of Directors by the Corporation's shareholders.

The documents required on the application to the amendment of By-Laws were not yet submitted to the SEC as of April 8, 2024.

The Company is not under bankruptcy, receivership or similar proceedings. There is no material reclassification, merger, consolidation, or purchase or sale of a significant amount of assets not in the ordinary course of business during the past three years.

As a holding company, the following are the other businesses and investments (refer also to Note 2 – *Summary of Significant Accounting Policies - Basis of Preparation and Basis of Consolidation* of the attached Notes to Consolidated Financial Statement):

## **A BROWN ENERGY AND RESOURCES DEVELOPMENT, INC. is 100% owned by ABCI**

ABERDI (formerly A Brown Energy, Inc. amended on August 27, 2002) was registered with the Securities and Exchange Commission on 21 February 2001 under SEC Registration No. A200102288 and started commercial operations in April 2002. The main purpose is to engage in the business of manufacturing and trading goods such as crude oil and petroleum products on wholesale/retail basis. Its principal place of business is at Malubog, Impasug-ong, Bukidnon. It has 30 employees as of December 31, 2023.

Likewise, on August 2006, ABERDI entered into a Development Contract (DC) with Kapunungan Sa Mga Mag-Uuma sa Kaanibungan (KASAMAKA) now Kaanibungan Farmers Association (KAFA) at the Barangay Kalabugao, Municipality of Impasugong, Bukidnon concerning the development of Oil Palm Commercial Plantation.

The People's Organization (PO) has been granted Community Based Forest Management Agreement (CBFMA) No. 55093, by the Department of Environment and Natural Resources (DENR) on December 22, 2000, covering an area of 2,510.80 hectares of forest lands located at Sitio Kaanibungan, Barangay Kalabugao, Impasugong, Bukidnon. Under the said CBFMA No. 55093, the PO is mandated to develop, manage, and protect the allocated Community Forest Project Area. Article II, Sec. 2 (vii) of DENR Administrative Order (DAO) No. 96-29 dated October 10, 1966, otherwise known as the CBFM Implementing Rules and Regulations, the PO is allowed to "enter into agreements or contracts with private or government entities for the development of the whole or portion of the CBFM area; provided that the development is consistent with the approved Community Resource Management Framework (CRMF) Plan of the CBFM area. The PO is desirous in engaging the participation of ABERDI Inc. for the development of the said area into an Oil Palm commercial plantation.

The project's objective is to establish approximately 894 hectares into a commercial palm plantation. ABERDI (the Developer) may intercrop suitable agricultural crops in the plantation and raise livestock, the harvest and produce of which shall belong to the Developer. The responsibilities of KASAMAKA now KAFA in regard to the project are: 1) to provide the land area of 894 hectares within the CBFMA area 2) to provide manpower needs of the Developer in all developmental activities such as land preparation, planting, weeding, fertilization, harvesting, maintenance and others 3) To secure all the required documents pertinent to this agreement from concerned agencies. On the other hand, ABERDI will provide the technical and financial resources to develop the 894 hectares into Palm Oil Plantation. The rights and responsibilities of the Development Contract were transferred to Nakeen Corporation starting year 2006.

The status of the other development contracts between ABERDI and other Peoples' Organization are as follows:

- Kalabugao Ulayanon Farmer's Association (KUFA) Kalabugao, Impasugong, Bukidnon –DENR survey of plantation perimeter map done. The issue on the Free Prior Informed Consent (FPIC)-Certification Precondition (CP) with the National Commission on Indigenous Peoples (NCIP) is yet to be resolved. The Environmental Compliance Certificate (ECC) has been issued by DENR-Environment Management Bureau in 2007.
- Kapunungan sa mga Mag-uuma sa Barangay Tingalan (KMBT) in Tingalan, Opol, Bukidnon – The CP-FPIC has been approved and issued by the NCIP in 2013 that covers two other big tribal groups – the Dulanga Unified Tribal Council and the Unified Higaonon Tribal Council of Bagooboc. However, the issuance of the ECC was still pending in the EMB- DENR.
- Kapunungan sa mga Mag-uuma sa Barangay Tignapoloan (KMBT) – CBFM application submitted to DENR. Tribal resolution supporting CBFM application is done. CP-FPIC application on process with NCIP as well as the ECC.

The Company has paid advance rental of ₱ 6 million for 20 years up to 2026. On 26 March 2007, the Board of Directors passed and approved the transfer of its oil palm nursery and plantation operations to its subsidiary Nakeen Corporation (NC) effective 1 March 2007 to facilitate efficiency and profitability. Likewise, ABERDI is

into palm oil milling operations. Its mini mill constructed in 2006 is located in Impasug-ong, Bukidnon. The refinery with fractionation machine is operational in full capacity of 50 MT/day.

Fresh Fruit Bunches (FFB) processed for year 2023 was 223 MT which was lower as compared to 9,558 MT in 2022. A total of 38 MT of Crude Palm Oil (CPO) was recovered at an oil extraction rate (OER) of 17.08% in 2023 which was lower as compared with the extraction rate of 18.75% in 2022 with 1,712 MT of Crude Palm Oil (CPO) recovered. The Refined Bleached Deodorized Oil (RBDO) produced this year was processed further into Palm Olein. Thus, there were no RBDO sales in 2023.

Sales in 2023 and 2022 were as follows:

Product	2023 Sales (MT)	2022 Sales (MT)
Crude Palm Oil	2,564.48	1,553.21
Palm Kernel	34.40	82.97
Palm Acid Oil	79.86	120.91
Palm Fatty Acid Distillate	75.60	18.21
Palm Olein	104.56	85.76
Palm Stearin	121.31	59.95
Refined Bleached Deodorized Oil	-	20.54

On March 6, 2012, the BOD of ABERDI and NC approved and authorized the application of merger of the two subsidiaries. Before the SEC approved the Articles and Plan of Merger, the BOD and the stockholders of both companies approved and ratified the subscription of ABERDI to the 750,000 unsubscribed shares of Nakeen Corp. at P1.00 per share with 50M as additional paid-in capital. The BOD and shareholders of the company also approved the filing with Securities and Exchange Commission (SEC) the amended Articles and Plan of Merger reflecting the new capital structure of the Nakeen Corp. and specifying the effectivity date of the revised merger to be the first day of the subsequent month following the SEC approval.

On February 19, 2013, the BOD of Nakeen approved the filing of the amended Articles and Plan of Merger using the 2012 audited Financial Statements. The amended articles and plan was filed with the SEC on July 24, 2013 to amend certain provision on the articles and plan of merger as follows:

1. Issuance of the Company's shares to Nakeen's shareholders in exchange of the net assets of the latter as result of the merger.
2. Specify the effectivity date of the merger which will be the first day of the month succeeding the month of approval of the merger by the SEC.

On February 11, 2015, SEC denied the petition to amend plan of merger. The Company and Nakeen's management filed a request for reconsideration to approve the petition. On August 2, 2022, the motion for reconsideration has been denied before the SEC. ABERDI and Nakeen Corporation shall continue to operate as a separate entity based on its primary purpose of existence.

The Company entered into a lease agreement with Nakeen Corporation for the plantation area inclusive of the standing crops, properties and equipment effective January 1, 2013 which expired on December 31, 2013 with an option to pre-terminate the lease agreement as agreed by both parties. Also provided in the lease agreement, from October 1, 2012 up to December 31, 2012, the Company shall be given access to enter Nakeen's premises for the set-up, construction and preparation for its intended use of the plantation area. The lease was extended up to April 1, 2020. The lease contract with NAKEEN was renewed and expired on April 1, 2022. The same was renewed and extended for another three (3) years which will expire on April 1, 2025.

ABERDI posted a net loss of ₱155.6 million this year as compared from previous year's net loss of ₱119.1 million, a 31% incremental loss amounting ₱36.5 million. The sales increased by 13% with ₱131.0 million in 2023 as compared to ₱116.1 million in 2022. The gross profit also decreased by 146% from ₱28.4 million to gross loss of ₱13.0 million. General and administrative expenses increased from ₱140.5 million to ₱143.4

million, a 2% increase amounting to ₱2.9 million. Net loss before income tax was ₱143.9 million in 2023 and ₱121.9 million in 2022.

Total assets decreased by 16% or ₱153.5 million from ₱988.2 million in 2022 to ₱834.7 million in 2023. Current receivables were recorded at ₱9.0 million in 2023 which increased from ₱6.0 million in 2022. Inventories decreased by 98% or ₱91.9 million this year. Advances to a related party decreased by 27% or ₱8.5 million. Deposit for stock subscription - Liability increased by 1% or ₱8.6 million with the balance of ₱936.4 million in 2023. Total liabilities grew from ₱974.8 million in 2022 to ₱976.8 million in 2023. Total equity decreased from ₱13.4 million in 2022 to ₱142.1 million in 2023, a 1155% decrease.

### **SIMPLE HOMES DEVELOPMENT INC. is 100% owned by ABCI**

Andesite Corporation was originally registered as Andesite Holdings Corporation, it was incorporated in 1997 under SEC Registration No. A199703502. Its registered office address is at Cagayan de Oro City. Its primary purpose prior to the new amendment application is to engage in the business of agriculture.

ABCI bought Andesite Corporation from A Brown Energy Resources and Development Inc. (ABERDI) to undertake its socialized housing projects in December 2014.

On March 13, 2015, an application to amend its Articles of incorporation was filed to the Securities and Exchange Commission (SEC) to amend its corporate name to **Simple Homes Development, Inc.** (SHDI) and its primary purpose to invest in, purchase or otherwise acquire and own, hold sell, assign, transfer, mortgage, pledge, exchange, or otherwise dispose of real and personal property of every kind and description, including shares of stocks, bonds, debentures, notes, evidences of indebtedness, and other securities or obligations of any other corporation or association, domestic or foreign, for whatever legal purpose or purposes the same may have been organized without being a stock broker or dealer, and to pay therefore in money or by exchanging therefore stocks, bonds, or other evidences of indebtedness or securities of this or any other corporation and while the owner or holder of any such real or personal property, stocks, bonds, debentures, contracts or obligations, to receive, collect and dispose of the interest, dividends, and income arising from such property and to possess and exercise in respect thereof all the rights, powers, and privileges of ownership, provided the corporation shall not exercise the functions of a trust corporation. This was approved by SEC on April 10, 2015.

PHIVIDECA Industrial Authority (PIA) has awarded to the Corporation's subsidiary, Simple Homes Development, Inc. (SHDI), a twenty-five (25)-year land lease, renewable for another 25 years, and with option to purchase, over a 400-hectare land in Misamis Oriental subject to conditions to be approved by both parties. SHDI plans to partner with Huili Investment Fund Philippines to develop the property leased from PIA into a steel mill complex.

As of April 8, 2024, SHDI has not yet started its commercial operations and has no employee as of December 31, 2023.

Simple Homes Development, Inc. (SHDI) incurred net loss amounting to ₱271,131 and ₱291,096 in 2023 and 2022, respectively. Travel and transportation declined by 75% or ₱33 thousand and professional fee increased by 19% or ₱6 thousand. Total Assets amounted to about ₱101 thousand in 2023 and 2022. Total current liability is about ₱2.3 million with capital deficiency (negative equity) of almost ₱2.2 million as of December 31, 2023.

### **NAKEEN CORPORATION is 100% owned by ABERDI**

Nakeen Corporation (the "Company") was incorporated on February 26, 1997 under SEC Registration No. A199703509. Its primary purpose, as amended, is to engage in the business of agriculture in all aspects, including but not limited to, the operation of fishponds and fish pens, the raising of cattle, both large and small,

the raising of hogs and chicken and any and all other activities related to or incidental to the foregoing markets. The Company is also engaged in selling palm seedlings and bunches. As of December 31, 2023, it has no employees.

The Company's registered office address and principal place of business is Lonucan, Manolo Fortich, Bukidnon. Its commercial operations started on March 1, 2007 in line with the approval of the Board of Directors of ABERDI (parent company) to transfer the oil palm nursery and plantation operations.

On August 30, 2012, the Philippine Securities and Exchange Commission (SEC) approved the Company and ABERDI's Articles and Plan of Merger which was approved by their Board of Directors (BOD), in their meeting on March 6, 2012.

However, on July 31, 2012, before the SEC approved the Company's Articles and Plan of Merger which was filed on July 12, 2012, the BOD and the Stockholders of the Company approved and ratified the subscription by ABERDI to the 750,000 unsubscribed shares of the Company at ₱1 per share with ₱50 million as Additional paid-in capital. The BOD and the Stockholders of the Company also approved the filing with SEC of the amended Articles and Plan of Merger reflecting the new capital structure of the Company and specifying the effectivity date of the revised merger to be the first day of the subsequent month following the SEC approval.

On February 19, 2013, the BOD of Nakeen approved the filing of the amended Articles and Plan of Merger using the 2012 audited financial statements. The amended articles and plan was filed to the SEC on July 24, 2013 to amend certain provision on the Articles and Plan of Merger. On February 11, 2015, SEC denied the petition to amend the plan of merger. The Company filed for a request for reconsideration to approve the petition. On August 2, 2022, the motion for reconsideration has been denied before the SEC. Nakeen Corporation and ABERDI shall continue to operate as a separate entity based on its primary purpose of existence.

ABERDI entered into a lease agreement with the Company for the plantation area inclusive of the standing crops, properties and equipment effective January 1, 2013 with the option to pre-terminate the lease agreement as agreed by both parties. Also, as provided in the lease agreement, that from October 1, 2012 up to December 31, 2012, ABERDI shall be given access to enter the Company's premises for the set-up, construction and preparation for its intended use of the plantation area. The lease was extended up to April 1, 2020. The lease contract with ABERDI was renewed and expired on April 1, 2022. The same was renewed and extended for another three (3) years which will expire on April 1, 2025.

Kalabugao and Impasug-ong plantation and/or nursery are all located in Bukidnon, while Opol and Tignapoloan are located in Misamis Oriental. A total of 193,227 trees (net of mortality) were planted as of December 31, 2023.

Nakeen Corporation's (NC) total assets decreased by 8% from ₱205.1M to ₱189.1M. Property, Plant and Equipment – net amounted to ₱162.1M in 2023 from the previous year's ₱162.4M. Deposit for future stock subscription presented as noncurrent liability remained at ₱248.0 million in both years. It incurred capital deficiency (negative equity) of ₱63.6million and ₱47.3 million as of December 31, 2023 and December 31, 2022, respectively. Rental income (leasing revenue) amounted to ₱2.9M in 2023 and 2022. Cost of leasing amounted to ₱465 thousand for both 2023 and 2022. General and Administrative expenses increased by 1% which amounted to ₱1.4 million in 2023. Impairment loss increased by 54% amounting ₱6.0M from previous year's ₱11.1 million to this year's ₱17.1M which primarily resulted in net loss at ₱16.3 million in 2023 and at ₱10.2 million in 2022.

### **BONSAI AGRI CORPORATION is 100% owned by ABERDI**

The Company is wholly owned subsidiary of ABERDI. It was incorporated on February 26, 1997 under SEC Registration No. A199703510. The primary purpose of the Company as amended, is to engage in the business of agriculture in all aspect, including but not limited to, the operation of fishponds and fish pens, the raising of

cattle, both large and small, the raising of hogs and chicken and any and all other activities related to or incidental to the foregoing, and to market, sell, or otherwise dispose of any and all produce and products in both local and foreign markets. The Company has not started its commercial operations as of April 8, 2024. Its principal place of business is in Manolo Fortich, Bukidnon and has no employee as of December 31, 2023.

Bonsai's pre-operating loss increased to ₱147,669 this year from previous year's ₱136,231 due to higher professional fees and miscellaneous expenses in 2023. Its total assets primarily of land remained at about ₱2.2M for the last two years. Due to related party increased 9% from ₱1.6M in 2021 to ₱1.8M in 2022.

### **SURIGAO GREENS AGRI CORP. (SGAC) is 100% owned by ABCI**

Surigao Greens Agri Corp. was incorporated on February 11, 2023 with SEC Registration No. 2023020085735-42. ABCI has subscribed one hundred percent (100%) of SGAC's outstanding capital stock at incorporation. SGAC's primary purpose is to engage in the business of processing, milling and refining palm oil to manufacture crude palm oil, refined beached deodorized palm oil, palm olein, and other products and to distribute such products on a wholesale or retail basis, provided that the Corporation shall not solicit accept or take investments/placements from the public and neither shall it issue investment contracts. Its principal place of business is in Barobo, Surigao del Sur and has 18 employees as of December 31, 2023.

Surigao Greens Agri Corp. (SGAC) has executed an Asset Purchase Agreement consisting of several parcels of land with total land area of Seventy Thousand (70,000) square meters and a Palm Oil Milling Plant located in Tambis, Barobo, Surigao del Sur. The Palm Oil Milling Plant consists of a factory building and machineries with a rated capacity of 10 metric tons (MT) per hour.

The purchase of the Palm Oil Milling Plant in Surigao del Sur will allow access to an existing and operational and cost-efficient crude palm oil milling plant that is able to source palm oil fresh fruit bunches from nearby plantation farms in the region (Surigao and Agusan).

The acquisition will also provide operational and supply chain synergies with existing palm oil milling and refinery facilities in Impasug-ong, Bukidnon that are currently operated by A Brown Energy and Resources Development Inc. (ABERDI), another A Brown subsidiary. Operational and cost-cutting synergies within the group can be realized by having access to more palm oil fresh fruit bunches from nearby plantations, reduced logistics and transport costs, and being better positioned to pursue further growth opportunities in the Group's palm oil business.

Surigao Green Agri Corp. generated ₱3.4 million net income on its first year of operation. From its sales of ₱124.7 million and cost of sales of ₱91.5 million, its gross income reached ₱33.2 million which is 27% of its sales. General and Administrative expenses amounted to ₱29.0 million resulting to about ₱4.2 million operating income. Income tax expense amounted to ₱837k. SGAC's total current assets amounted to ₱17.8 million while its property, plant and equipment – net totaled ₱111.8 million. Thus, its accumulated total assets summed at ₱129.6 million. Accounts and other payables were valued at ₱38.5 million while deposit for future stock subscription were at ₱75.3 million as of end of 2023.

### **MASINLOC CONSOLIDATED POWER, INC. (MCPI) 49% owned by ABCI**

MCPI was registered with the Securities and Exchange Commission on 4 July 2007 with SEC Registration No. CS200710562. Its primary purpose is to engage in, conduct and carry on the business of construction, planning, purchasing, management and operation of power plants and the purchase, generation, production, supply and sale of electricity, to enter into all kinds of contracts for the accomplishment of the aforementioned purpose. Its current address is at Unit 103-B Cedar Mansion 1 Saint Jose Maria Escriva Drive, Ortigas Center, Brgy San Antonio, Pasig City. The Company has not started its commercial operations as of April 8, 2024 and has no employee as of December 31, 2023.

On March 22, 2023, Masinloc Consolidated Power, Inc. (MCPI) has secured the approval of the Securities and Exchange Commission (SEC) on the shortening of its corporate term from fifty (50) years from and after the date of incorporation to seventeen years (17) years from and after the date of issuance of the Certificate of Incorporation, or on 3 July 2024.

Masinloc's net loss this year declined by 101% from last year's ₱6,795,119 to this year's ₱67,809 net loss. Bulk of its charges last year came from the recognized impairment loss on refundable deposits at ₱6.7 million. Professional fees which amounted to ₱41,304 also increased. The total assets of the Company stood at merely ₱40,703 as of December 31, 2023.

### **PALM THERMAL CONSOLIDATED HOLDINGS CORP. (PTCHC) is 100% owned by ABCI**

Palm Thermal Consolidated Holdings Corp. (PTCHC) was registered with the Securities and Exchange Commission on 22 November 2010 with SEC Registration No. CS201018744. Its current address is at Unit 103-B Cedar Mansion 1 Saint Jose Maria Escriva Drive, Ortigas Center, Brgy San Antonio, Pasig City. Its primary purpose is to purchase, acquire, own, hold, lease, sell and convey properties of every kind and description, including lands, buildings, factories and warehouses and machinery, equipment, the goodwill, shares of stock, equity, rights, and property of any person, firm, association, or corporation and other personal properties as may be necessary or incidental to the conduct of the corporate business, and to pay in cash, shares of its capital stock, debentures and other evidences of indebtedness, or other securities, as may be deemed expedient, for any business or property acquired by the corporation.

Palm Thermal is the corporate vehicle for ABCI's entry in the power generation business. After the acquisition of PCPC by PTCHC, it entered into various agreements with other investors. PCPC and PCLHC had merged with PCPC as the surviving entity. As of December 31, 2023, the company has no employees.

On January 6, 2015, the SEC approved PCPC's application of the increase in authorized capital stock to 6,000,000,000 shares divided into 1,500,000,000 common shares and 4,500,000,000 redeemable preferred shares both with a par value of P1.00 per share which reduced PTCHC equity interest in PCPC to 20%.

PTCHC posted a net income amounting to ₱189.7 million in 2023 which is higher than the net income of ₱49.7 million in 2022. Dividend income declared from its investee company this year at ₱190 million is 280% higher as compared to the ₱50 million last year. The general and administrative expenses increased this year from ₱213k in 2022 to ₱253k in 2023. Impairment loss decreased from ₱57k to ₱18k in 2023. The total assets of PTCHC decreased to ₱ 920.8 million this year as compared to ₱940.8 million last year inclusive of the ₱920.7 million investment in associate. Dividend receivable amounting ₱20.0 million as of end of last year was already collected this year. The deposits for future subscription presented as non-current liability remained at ₱ 749.4 million as of end of this year.

### **PALM CONCEPCION POWER CORPORATION (PCPC) is 20% owned by PTCHC**

Palm Concepcion Power Corporation (formerly DMCI Concepcion Power Corporation) (PCPC) was registered with the Securities and Exchange Commission on 08 November 2007 with SEC Registration No. CS200718932. Its primary purpose is to acquire, design, construct, invest in, and operate power generating plants in the Municipality of Concepcion, Province of Iloilo and engage in the business of a Generation Company in accordance with Republic Act No. 9136 otherwise known as the Electric Power Industry Reform Act of 2001 (the "EPIRA"); and its implementing rules and regulations; and to design, develop assemble and operate other power related facilities, appliances and devices. Its principal place of business is at Sitio Puntales, Brgy. Nipa, Concepcion, Iloilo, Philippines (as amended on 07 January 2011 by the Board of Directors and approved by the SEC on 09 March 2011).

PCPC is the project company for the 2 x 135-megawatt coal-fired power plant in Concepcion, Iloilo. The power plant project is a base load plant that uses Circulating Fluidized Bed Combustion (CFBC) technology that is highly efficient and low-pollution. The first 135MW unit was designed to address the power supply requirements of the Visayas grid and provide a steady flow of power to the growing businesses and economic development in the islands of Panay, Negros, Cebu and even Leyte.

In July 2013, the lending banks signed the term loan financing totaling to Php 10B to partially finance the Engineering, Procurement and Construction (EPC) and finance costs of the project. These were China Banking Corporation (Php 3.5B); Asian United Bank (Php 2.5B) and BDO Unibank, Inc. (Php 4B). BDO Capital & Investment Corporation acted as the Lead Arranger and Sole Bookrunner for the term loan facilities.

PCPC started construction of the first 135MW in 2013 and was able to complete the project after 37 months and 22 days. Its commercial operations commenced on August 16, 2016. Ten (10) electric cooperatives have signed up offtake agreements with PCPC's first 135MW unit for their base load power capacity requirements. The project site is designed to operate and support two units of 135MW.

The new Environmental Compliance Certificate (ECC-OC-1911-0033) was released by the Environmental Management Bureau of DENR last October 8, 2020 which now covers both Units 1 and 2 of the 2 x 135-MW CFBC Coal-Fired Power Plant Project of PCPC.

### **NORTHMIN RENEWABLES CORP. (NRC) - formerly HYDRO LINK PROJECTS CORP. (HLPC) is 100% owned by ABCI**

Northmin Renewables Corp. (NRC), at its former name, Hydro Link Projects Corp. (HLPC) was registered with the Securities and Exchange Commission on 6 May 2010 with SEC Registration No. CS201006733. Its primary purpose is to engage in, conduct, and carry on the business of developing, constructing, operating, and maintaining hydro-electrical plants and system and other power generating or converting stations, manufacture, operation, and repair of related mechanical and electric equipment.

NRC/HLPC is a registered renewable energy developer with the Department of Energy. NRC/HLPC will be ABCI's vehicle to pursue renewable energy projects. NRC/HLPC remains on the lookout for opportunities at any stage of development from greenfield opportunities to acquisition of operating power projects.

On July 24, 2023, Hydro Link Projects Corp. (HLPC) approved the following amendments to its Articles of Incorporation (AOI)

1. FIRST ARTICLE changing the name of the Corporation to "NORTHMIN RENEWABLES CORP.";
2. SECOND ARTICLE changing the primary purpose to "to invest in renewable energy projects and all other energy related investments.";
3. THIRD ARTICLE changing the principal office of the Corporation to 104-B Cedar Mansion 1, Escriva Drive, Brgy. San Antonio, Pasig City;
4. SEVENTH ARTICLE increasing the authorized capital to One Hundred Million Pesos (Php100,000,000.00) divided into One Million (1,000,000) common shares with a par value of One Hundred Pesos (Php100.00) per common share.

The SEC approved the amendments to its Articles of Incorporation on December 29, 2023.

NRC/HLPC was notified on December 6, 2023 of the Department of Energy's award for the Wind Energy Service Contracts for the Bukidnon Wind Power Project and the Misor Wind Power Project. The service contracts are effective November 28, 2023.

NRC/HLPC has been duly registered as a Renewable Energy Developer of Bukidnon Wind Power Project located in Malaybalay City, Cabanglasan and San Fernando, Bukidnon which is covered by Wind Energy Service Contract No. 2023-10-333 and of Misor Wind Power Project located in Balingoan, Claveria, Salay,



Sugbongcogon, Kinoguitan, Talisayan, and Medina, Misamis Oriental which is covered by Wind Energy Service Contract No. 2023-10-335.

NRC/HLPC is appointed by the Department of Energy as having the exclusive right to explore, develop, and utilize the Wind Energy Resources within the applied contract areas. With the award of the service contract, NRC/HLPC will proceed with pre-development activities and studies to ascertain the feasibility of the applied areas.

As of December 31, 2023, NRC/HLPC has no employee and not started commercial operations as of April 8, 2024.

NRC/HLPC's pre-operating net loss decreased by 90% from ₱4.6 million in 2022 to ₱439k in 2023 primarily due to the provision of impairment loss amounting to ₱4.6 million in 2022. The property and equipment – net of ₱4.6 million in 2021 was totally impaired in 2022. In 2023, property and equipment-net was recorded at ₱1.6 million. The deposit for future stock subscription under non-current liability in 2022 about ₱26 million was converted to equity. Relative to NRC/HLPC's increased authorized capital stock and required subscription of shares, capital stock has increased from ₱16.0 million in 2022 to ₱37.0 million in 2023. Subscription receivable amounted to about ₱15.8 million and additional paid-in capital amounted to about ₱29.8 million. Total Assets increased by 4556% or ₱8.8 million from ₱192k in 2022 to ₱8.9 million in 2023.

### **PEAKPOWER ENERGY, INC. (PEI) is 20% owned by ABCI**

Peakpower Energy, Inc. (PEI) was registered with the Securities and Exchange Commission on 19 February 2013 with SEC Registration No. CS201303004. Its primary purpose is to purchase, acquire, own and hold, shares of stock, equity, rights and property of energy companies and to others and to provide management services and/or shared services to its subsidiaries and affiliates or to third parties engaged in the energy business. Its principal place of business is at 3/F Joy-Nostalg Center, # 17 ADB Ave., Ortigas Center, Pasig City.

Peakpower Energy, Inc. was formed in 2013 to construct diesel/bunker-fired power plant projects designed to generate peaking energy in various A+/Green-rated electric cooperatives in Mindanao. These projects are Build-Operate-Maintain and Transfer (BOMT) agreements for brand new engines, which will last for 15 years through its subsidiaries as operating units: Peakpower Soccsargen, Inc., Peakpower San Francisco, Inc. and Peakpower Bukidnon, Inc.

### **PEAKPOWER SOCCSARGEN, INC. (PSI) is 100% owned by PEI**

Peakpower SOCCSARGEN Inc. (PSI) was registered with the Securities and Exchange Commission on 18 February 2013 with SEC Registration No. CS201302468. Its primary purpose is to acquire, design, develop, invest in, and operate power generating plants in the General Santos City and engage in the business of a generation company in accordance with Republic Act No. 9136 otherwise known as the Electric Power Industry Reform Act of 2001 (EPIRA) and its implementing rules and regulations, develop and operate conventional and renewable energy resources, sell electricity and carbon credits, act as a wholesale and retail electricity supplier and aggregator and maintain power plants, among others.

Peakpower Soccsargen Inc. (PSI) is a 34.8MW diesel/bunker-fired power plant located in General Santos City. It has a 15-year BOMT agreement with the South Cotabato II Electric Cooperative Inc. (SOCOTECO 2).

The Energy Regulatory Commission (ERC) issued the Certificate of Compliance (COC) for PSI's first 20.9MW (3 units of 6.97MW) capacity last December 1, 2014. Commercial operations started on January 27, 2015.

The 13.9MW (2 units of 6.97MW) Power Plant expansion declared commercial operations last September 12, 2017. ERC granted the COC of the expansion on February 20, 2018.

SOCOTECO 2 is the largest distribution utility in Mindanao and its franchise area includes General Santos City, the municipalities of Glan, Malapatan, Alabel, Malungon, Kiamba, Maasim and Maitum in Sarangani and the municipalities of Polomolok and Tupi in South Cotabato.

### **PEAKPOWER SAN FRANCISCO, INC. (PSFI) is 100% owned by PEI**

Peakpower San Francisco, Inc. (PSFI) was registered with the Securities and Exchange Commission on 22 May 2013 with SEC Registration No. CS201309160. Its primary purpose is to acquire, design, develop, invest in, and operate power generating plants in the Agusan del Sur and engage in the business of a generation company in accordance with Republic Act No. 9136 otherwise known as the Electric Power Industry Reform Act of 2001 (EPIRA) and its implementing rules and regulations, develop and operate conventional and renewable energy resources, sell electricity and carbon credits, act as a wholesale and retail electricity supplier and aggregator and maintain power plants, among others.

Peakpower San Francisco Inc. (PSFI) is a 10.4MW diesel/bunker-fired power plant with business address located in San Francisco, Agusan del Sur. It has a 15-year BOMT agreement with the Agusan del Sur Electric Cooperative Inc. (ASELCO).

ERC issued the Certificate of Compliance (COC) for the first 5.2MW capacity on March 23, 2015. Commercial operations started on January 26, 2018.

The 5.2MW power plant expansion was granted its Provisional Certificate of Compliance on September 27, 2017, which was extended on February 20, 2018. The expansion plant started commercial operations on January 26, 2018.

ASELCO's franchise area includes the municipalities of San Francisco, Prosperidad, Rosario, Trento, Bunawan, Veruela, Sta. Josefa, Loreto, Sibagat, Esperanza, Talacogon, La Paz, San Luis and Bayugan City.

### **PEAKPOWER BUKIDNON, INC. (PBI) - 100% owned by PEI**

Peakpower Bukidnon Inc. (PBI) was registered with the Securities and Exchange Commission (SEC) on July 24, 2014 with SEC Registration No. CS201414293 primarily to acquire, develop, construct, invest in and operate power generating plants in Bukidnon and engage in the business of a generation company in accordance with Republic Act No. (RA) 9136 otherwise known as the Electric Power Industry Reform Act of 2001 (the "EPIRA") and its implementing rules and regulations, and to develop, assemble and operate other power related facilities, appliances, and devices, and develop and operate conventional and renewable energy resources, sell electricity and carbon credits, act as a wholesale and retail electricity supplier and aggregator, operate and maintain power plants, securing any needed licenses to engage in such business activities and purchasing or otherwise acquiring, for the purpose of holding or disposing of the same, shares of stock, equity, rights, and property of any person, firm, association, or corporation engaged in industries or activities related to energy development, paying for the same in cash, shares of stocks, or bonds of this corporation.

Peakpower Bukidnon Inc. (PBI) is a 10.4MW diesel/bunker-fired power plant with business address located in Barangay Alae, Manolo Fortich, Bukidnon. It has a 15-year BOMT agreement with the Bukidnon Second Electric Cooperative Inc. (BUSECO).

ERC issued a Provisional Certificate of Compliance for the 10.4MW (2 units of 5.2MW) on November 21, 2017, which was extended on February 20, 2018. PBI commenced commercial operation on March 26, 2018.

BUSECO's franchise area includes the municipalities of Libona, Manolo Fortich, Sumilao, Baungon, Malitbog, Talakag, Impasug-ong, Malaybalay, Lantapan and Cabanglasan, all in the Province of Bukidnon.

### **AB BULK WATER COMPANY, INC. (ABWCI) is 100% owned by ABCI**

AB Bulk Water Company, Inc. (ABWCI) was incorporated on March 31, 2015 with SEC Registration No. CS201506364 to engage in the business of holding and providing rights to water, to public utilities and cooperatives or in water distribution in the Municipality of Opol or to engage in business activities related to water development.

ABWCI is currently pursuing the proposed Bulk Water Supply Project for the Municipality of Opol in Misamis Oriental. The Project will tap the water resources of Lumayagan River and aims to supply about 40 million liters per day (MLD) of potable water to cater the present and future requirements of the municipality. Other potential service areas include the neighboring municipalities of Opol – the expanding water needs of Cagayan de Oro City, the city of El Salvador, and the municipalities of Alubijid, Laguindingan, and Gitagum.

The detailed engineering design of the Project has been completed confirming the technical viability of the project as defined during the pre-feasibility study. The Water Permit has already been granted by the National Water Resources Board (NWRB). Likewise, the Environmental Compliance Certificate (ECC) has been secured from the Department of Environment and Natural Resources (DENR). The Watershed Management Study was also completed with the involvement of different LGU sectors and stakeholders.

The project will provide potable water through a bulk supply agreement with a water distribution company such as the Cagayan de Oro Water District (COWD), the biggest local water distribution company.

ABWCI is currently reviewing project parameters of the Lumayagan River source and is exploring the viability of tapping other bulk water potential source available in Cagayan de Oro City.

ABWCI's pre-operating loss amounted to ₱159 thousand and ₱48 thousand as of December 31, 2023 and 2022, respectively. The increase was due to higher professional fees; taxes and licenses and travel and transportation expenses. The Company's total assets remained at ₱19.3 million this year which consists primarily of construction in progress amounting to ₱18.7 million as of December 31, 2023 and 2022, respectively. It pertains to costs incurred by the Company related to development of its facilities such as the cost for the design of water treatment plant and transmission, permits and registration fees, professional fees and other costs.

### **BLAZE CAPITAL LIMITED – 100% owned by ABCI**

Blaze Capital Limited is a British Virgin Islands company, incorporated and registered on August 8, 2011 with BVI Company No. 1665528. It was acquired by ABCI on May 22, 2017. Blaze Capital Limited has a 33.33% ownership in East West Rail Transit Corporation (EWRTC) which is part of a consortium for the East-West Railway Project.

The (EWRP) is a proposed 9.67-km railway line starting at Lerma St. in Sampaloc, Manila and terminating at University Ave. in Diliman, Quezon City. The proposed line will serve the Espana Blvd.-Quezon Ave. corridor located in the City of Manila and Quezon City.

The Consortium, composed of EWRTC and Alloy MTD Group (represented by MTD Philippines Inc.), submitted an unsolicited proposal to the Philippine National Railways to finance, build and then operate and maintain the East West Rail Project.

The Consortium has already sought endorsement from the respective hosts LGUs' (Manila and Quezon City) and the No Objection Clearance, in support to their previous no objection in 2017 (Manila) and 2018 (Quezon City).

The Consortium is currently working on updating the proposal to align with the changes in the revised 2022 Implementing Rules and Regulations of the BOT Law. The updated project documents will present an updated technical proposal, ridership post-pandemic era, project cost, and other pertinent changes as will be presented to the current PNR Board and subsequently for PNR endorsement to NEDA Board.

Blaze Capital Ltd. posted a net loss of \$5,313 and \$4,101 in 2023 and 2022, respectively. BCL recognized an unrealized foreign exchange loss of \$13 and \$169 in 2023 and 2022, respectively. It also incurred \$5,326 operating expenses in 2023 as compared to \$3,932 in 2022. Its total assets remained at about \$2.4 million in 2023 and 2022 which includes the \$1.5 million investment in associate and about \$0.9 million due from related party.

### **VIRES ENERGY CORPORATION (VEC) – 99.995% owned by ABCI**

ABCI acquired 99.995% of the outstanding capital of Vires Energy Corporation (“VEC”) from Argo Group Pte. Ltd. of Singapore in June 2020. It was incorporated on March 11, 2015 with SEC Registration No. CS201504660. In March 2023, ABCI acquired the remaining 0.005% of the shares of VEC, thus, increasing its ownership to 100%. As of December 31, 2023, there were four (4) employees of VEC.

VEC was incorporated in 2015 and is the proponent of the Integrated Floating LNG Storage and Regasification Terminal and a 500MW Floating Natural Gas-Fired Power Plant Project located in Barangay Simlong, Batangas City. Unlike the conventional land-based facility, the Project will use a Floating Power Plant (FPP) or power barge.

The Environmental Compliance Certificate (ECC) and Board of Investments registration for fiscal incentives has been secured for both the Floating Power Plant and the LNG Terminal components of the project. The Department of Energy Issued a Notice to Proceed (NTP) in April 2021 for the LNG Storage and Regasification Terminal component.

The Pre-Front End Engineering Design Phase (Pre-FEED) for the marine and onshore facilities and the floating power plant conducted by Seanergy Singapore and London Marine Consultants was completed in October 2021 and April 2022, respectively. The Front End Engineering Design (FEED) phase of the facilities is ongoing. VEC has secured the project site in Barangay Simlong, Batangas City. The property will be developed to include the power barge mooring area or jetty, switchyard, onshore facilities and the balance of plant infrastructure.

Vires Energy is currently seeking a long-term gas supply contract and base load power off-take agreements. The power plant project is in a position to be in commercial operations by January 2028.

Vires Energy Corporation (VEC) posted a net loss of ₱6.5 million this year and ₱4.5 million last year which increased by 42% primarily due to the Company's higher general and administrative expenses by ₱1.9 million. The property, plant and equipment-net increased by 15% or ₱23.7 million from ₱154.0 million in 2022 to ₱177.7 million in 2023. Other non-current assets also increased by 54% or ₱2.3 million, which currently at ₱6.7 million. Its total assets increased by 12% which amounted to ₱185.6 million in 2023 and ₱165.2 million in 2022. Deposit for future stock subscription presented as non-current liability increased by 36% or about ₱27.3 million from ₱75.8 million in 2022 to ₱103.1 million in 2023. Equity decreased by 3% or ₱6.5 million from ₱74.4 million in 2022 to ₱67.9 million in 2023.

## **IRRADIATION SOLUTIONS INC. (ISI) – 100% owned by ABCI**

In January 2021, the Securities and Exchange Commission (SEC) approved the incorporation of the ABCI's new subsidiary, Irradiation Solutions, Inc. (ISI) with SEC Registration No. 2021010004587-27. ISI is developing the Tanay E-Beam and Cold Storage Facility. The project is envisioned to be the first Commercial E-Beam Facility to be built in the Philippines. As of December 31, 2023, it has thirteen (13) employees.

The E-Beam Facility will be able to provide services for the sterilization of medical masks, dressings, syringes and surgical staplers and a wide among application for single-use medical devices. The facility will be able to provide commercial irradiation services to improve the quality of agricultural and fishery products. This will enable local products, fruits, and seafood to be of export quality and gain wider access to international markets. The E-Beam technology is used in more than 60 countries and is considered the most economical alternative among available commercial sterilization methods.

The Board of Investments (BOI) has granted approval for the project as Pioneering status under the Republic Act No. 11534 or the Corporate Recovery and Tax Incentives for Enterprises (CREATE) Act. The project has secured all necessary approvals and permitting required for construction.

The Tanay E-Beam and Cold Storage Facility is currently under construction. As of February 2024, construction progress is substantially completed, and commercial operation of the facility is targeted by March 2024.

Irradiation Solutions Inc. (ISI) posted a net loss of ₱10.1 million this year, which is higher by 309% or ₱7.6 million, compared to the ₱2.5 million net loss last year due to higher general and administrative expenses this year. ISI's construction in progress significantly increased by 168% or ₱251.6 million from ₱149.6 million in 2022 to ₱401.1 million in 2023 since the Tanay E-Beam and Cold Storage Facility is currently under construction. Property, plant and equipment also increased by 4844% and recorded at ₱4.5 million as of end of 2023. Other non-current assets was also recorded at ₱138.3 million this year while deposit for future stock subscriptions (DFFS) reported under non-current liability was reduced to ₱80.0 million, lower by ₱23.2 million as compared in the previous year. Accounts and other payables grew by 6073% to ₱15.9 million while loans payable rose by 666% to ₱380.4 million. The DFFS reported under equity amounted to ₱40.0 million.

## **PHIGOLD LTD. (PhiGold) - 18.70%**

PhiGold Limited, a company incorporated in the Cayman Islands on October 20, 2010, is the holding company of the Group comprising PhiGold Plc (100%) and its wholly owned subsidiary PhiGold Mining Limited, both incorporated in England and Wales. The two subsidiaries, however, are currently inactive. PhiGold with its principal activity of investing in gold mining assets has invested 40% in the total voting rights in PhiGold Metallic Ore Inc. (PMOI), a gold mining company incorporated in the Philippines last January 7, 2008. Upon the sale of PMOI shares from PhiGold Mining Limited to PhiGold Limited in March 2011, PMOI is already a direct subsidiary of PhiGold Limited.

PMOI is the contractor of its acquired mining property covered by Mineral Production Sharing Agreement 190-2009-XIII (MPSA 190) granted by the Philippine Government through the Mines and Geosciences Bureau (MGB) under the Department of Environment and Natural Resources (DENR). It has a term of 25 years and is renewable for another term of 25 years. MPSA 190, which has gold and other mineral deposits, is situated in Barobo, Surigao del Sur and has an area of 449.49 hectares. Its exploration period is two (2) years initially and renewable every two years but not to exceed eight (8) years in total. On August 24, 2011, all documentary requirements submitted to MGB Regional Office in Surigao have been forwarded to MGB Central Office in Manila. These documents are required in the conversion of MPSA from Exploration status into Development and Production. On October 11, 2011, the provincial board of Surigao del Sur has resolved to approved and endorsed the mining operations of PMOI. The provincial board resolution has also been submitted to MGB.

With the promising prospect in mining industry due to the increasing gold prices in the world market, A Brown Company's Board of Directors approved on November 29, 2011 the acquisition of 29,376,039 of PhiGold

Limited shares representing 22.87% of its outstanding equity. With the entry of the new investor in Phigold, ABCI's equity interest reduced to 18.7%.

## **Joint Venture with GET Philippines on ABC Electric Shuttle Service**

On February 21, 2023, the Board of Directors of A Brown Company, Inc. ("**ABCI**") has authorized the Corporation to enter into a joint venture with GET Philippines, Inc. ("**GET**") to create, promote, operate and manage the ABC Electric Shuttle Service as a clean, efficient, modern and green mass transport system in Cagayan de Oro ("**the Project**").

GET will incorporate and set up a new company ("**JV Co.**") to be jointly owned with ABCI for the purpose of initially owning ten (10) Community Optimized Managed Electric Transport (COMET) electric vehicles that will be deployed for the Project.

On December 12, 2023, the Board of Directors of A Brown Company, Inc. ("ABCI") has approved some proposed amendments to the Joint Venture Agreement with GET Philippines, Inc. ("GET").

The following terms of the Joint Venture Agreement will be amended:

1.) The JV Co. will now have an authorized capital stock of Thirty Million Pesos (Php30,000,000.00) divided into Thirty Million (30,000,000) shares with par value of One Peso (Php1.00), instead of the previously planned authorized capital stock of One Hundred Million Pesos (Php100,000,000.00).

2.) Upon incorporation, the initial subscription to JV Co.'s shares shall be Ten Million Pesos (Php10,000,000.00), which is a reduction from the initial planned subscription of Forty-Five Million Pesos (Php45,000,000.00).

3.) GET will no longer be the sole initial subscriber to the JV Co.'s authorized capital stock upon incorporation with a subsequent transfer of fifty percent (50%) of its shareholdings to ABCI, as originally planned.

4.) Thus, upon incorporation, each of GET and ABCI will now initially subscribe to Five Million (5,000,000) shares each at a subscription price of Twenty-Two Million Five Hundred Thousand Pesos (Php22,500,000.00). The additional paid-in capital ("APIC") in the amount of Seventeen Million Five Hundred Thousand Pesos (Php17,500,000.00) shall be paid into JV Co. either upon incorporation or immediately after its incorporation. The JV Co. will be owned upfront by GET and ABCI in equal shares of fifty percent (50%) each.

5.) GET has an option to make its equity contribution in the JV Co. in the form of new COMET electric vehicles in lieu of cash.

6.) Upon incorporation, the fifth member of the Board shall initially be vacant and the Board seat shall be reserved to be filled by an independent director, as defined under Title III Section 22 of the Revised Corporation Code, who shall be jointly nominated by ABCI and GET after incorporation.

The reduction in the capitalization of the JV Co. at incorporation has been agreed upon by ABCI and GET to reduce the filing fees and the documentary stamp taxes.

## **(2) Business of Issuer**

### **Principal Products and Services**

A Brown Company, Inc. ("ABCI") is a publicly listed corporation which has major interest in the property development and investment in listed and non-listed companies. It is engaged in the business of real estate development located in Cagayan de Oro City and Initao in Misamis Oriental, Cainta, Rizal; Valencia City, Bukidnon and Butuan City, Agusan del Norte. ABCI, through its subsidiaries, also ventured into palm oil milling, power generation, investment in gold mining assets and real estate brokerage.

Real estate is one of the core businesses of A Brown. Its prime real estate development property is Xavier Estates in Cagayan de Oro City. It is Mindanao's most successful high-end residential subdivision. All real estate developments follow the concept of a mixed-use, nature-themed, well-planned integrated community. In recent years, the Company has expanded to economic and socialized housing projects.

## **HIGH-END PROPERTIES**

**Xavier Estates** ("XE") - located in Fr. Masterson Avenue, Upper Balulang, is the pioneer in premier mixed-use development in Northern Mindanao. This 220-hectare development sprawled on a panoramic plateau overlooking the City has now become 288 hectares through additional acquisitions of adjacent developable areas over the years. It is a perfectly master planned community which guarantees luxury, elegance, prestige, convenience and security. It has 24-hour security, tree-lined streets and landscaped roadways, high pressure sodium streetlamps, centralized water supply system and water treatment facility, parks and playground, jogging and bicycle paths, forest park and bird sanctuary. Within the Estates, there is a fully air-conditioned chapel. Nearby is a school offering preparatory and elementary education, convenience stores, gasoline station and the Xavier Sports and Country Club – *the first and only country club with proprietary membership*. Other modern conveniences are also within reach such as SM mall and a par 72-hole golf course. Just across it, is Xavier University – a grade school and high school university run by the Jesuits including the newly built IT College. Corpus Cristi School, a grade and high school, non-sectarian institution run by lay Christians is also minutes away from Xavier Estates.

**Teakwood Hills Subdivision** is located in Barangay Agusan, Cagayan de Oro City, some 2.3 kilometers from the national highway going uphill. This new and idyllic enclave has a breathtaking endless view of the mountains and the sea. It was inaugurated on September 22, 2007. Part of its master plan development is a perimeter fence with ingress and egress controlled by two gates, 24 hour security, private cul-de-sac with esplanades and parks designed to create a pastoral ambience. The roads are eight meters wide and lined with trees. It has a club house with recreational amenities such as infinity swimming pool and basketball court. Lot sizes starts from a minimum cut of 250 sq.m., all with a 180-degree scenic view of the famous Macajalar bay and an elevation of 220 meters above sea level.

Teakwood Hills Phase 3 occupies three (3) hectares in the northern portion of the upscale property. It is coined as Belle del Mar (*Charm of the Sea*) as it overlooks the waters. It offers lots for sale at 180sqm to 316sqm.

**Teakwood Crest Subdivision** is located a kilometer away from Teakwood Hills Subdivision in Barangay Balubal, Cagayan de Oro City. Overlooking Macajalar Bay, this property provides a refreshing take from the sea breeze. This property is classified under open market housing, shall have a minimum lot cut of 150 sqm for sale. Total saleable area is 3.7 hectares.

**Valencia Estates** is located in Barangay Lumbo, Valencia City, Bukidnon was launched in October 2008. It is a 11.72 hectares project with an estimated 351 saleable lots ranging from 150 to 293 sq.m. each. Valencia Estates' amenities are patterned after the excellent standards of a plush subdivision with a road network of 15 meters for the main road, 10 meters for the service roads complete with sodium street lamps; a basketball court, a clubhouse with a swimming pool. It also has open spaces and playground, perimeter fence and a 24-hour security service.

**Coral Resort Estates** is a mixed-use development located at Brgy. Pagahan, Initao, Misamis Oriental, between the cities of Cagayan de Oro and Iligan. The project is 60 kilometers from Cagayan de Oro and is 27 kilometers away from the Laguindingan International Airport. The development includes a ₱ 30 million clubhouse. The total land area is 10 hectares with a total development area of 5.397 hectares with an average lot cut of 250 sqm. Phase 1 of the project will comprise 82 lots. Cluster A has 42 saleable lots with an area of 2.5 hectares while Cluster B has 40 saleable lots with an area of 2.9 hectares.

**Coral Resort Estates Phase 2** is situated in the southern part of Coral Resort Estates. It covers approximately 4 hectares comprising of lots for sale ranging from 180 to 398 sqm. **Coral Resort Estates Phase 3** which is approximately 5 hectares offers saleable lots with an area ranging from 180 to 380 sqm.

Coral Resort offers a one-of-a-kind experience to its residents, away from the city, and nature's breeze at its greatest. Residents get the best spot of the breathtaking infinite view of the blue sea while enjoying the coolness of the fresh breeze.

**West Highlands** is a residential estate located in Brgy. Bonbon, Butuan City. The project is just 3 kilometers from the JC Aquino Avenue junction and approximately a five-kilometer drive to all major establishments and service facilities in the city. The total area of development of Phase 1 is 25.9 hectares and 289 feet above sea level which gives you an opportunity to have an exclusive view of the historic Mt. Mayapay or the cityscape. Situated at the delta of the mighty Agusan River, Butuan was a trading entrepot that flourished about 900-1000AD within the Southeast Asian maritime trading empire. It is also in Butuan that actual specimens of the ancient boats known as balanghai-today aptly renamed the Butuan Boats- were found.

**West Highlands Phase 2** was launched in October 2017 with a total of 156 lots for sale. There are 75 fairway and 81 inner lots. Fairway Lots have an average of 360 sq.m. lot cut while inner lots have an average of 250 sq.m. lot cut.

West Highlands Golf Club features a 9-hole golf course. Opened for public use in November 2016, the golf course is frequented by local and national golfers. This one-of-a-kind executive all-weather golf course offers Mindanao's first paspalum re: eco-friendly turf grass and moderately undulated green and fairways. A 16-lane driving range is also one of the features in the area.

**Xavier Estates Phase 6 – Ignatius Enclave** features house and lot units and prime lots. House and Lot units are single detached with lot area of 110 to 120 sq.m. and floor area of 60 sq.m. Prime lots have lot cuts of 250 to 400 sq.m. Aimed at fostering The Happy Community concept, the modern minimalist houses introduced ABCI's first venture into the vibrant house colors of yellow, orange, blue and green accents. Abundant green open spaces shall also highlight the subdivision.

**Xavier Estates Phase 6 – Ignatius Enclave 2** located in the lower tier of the Balulang scape. It features house and lot units. These single detached two-storey units have floor area of 120 sqm and are located in 120 sqm lot areas. House could also be built in bigger lots ranging from 150 sqm to 415 sqm.

**The Terraces** in Xavier Estates highlights prime cascading ridge lots of 180 to 400 sq.m. in size. Located in the terraces-like land configuration, this area commands a 180-view of the city of Cagayan de Oro and the mountains of Bukidnon and is low dense with less than 46 lots for sale.

**Mountain Pines Farm 2** is located in Brgy. Kalugmanan, Manolo Fortich in the Province of Bukidnon. This is the first residential farm-lot type or the gentleman's farm concept. Presenting sweater-weather at 1,200 meters above sea level it is located in the cool pine tree-bordered confines at the foothills of Mt Kitanglad Range. It is a stone's throw away from Mindanao's famous adventure forest park and is surrounded by well-appointed high value crop farms. Total land area covers approximately 20 hectares with saleable lots with maximum lot cuts at 1,600sqm. It features a clubhouse and community center with parks and open spaces.

**Adelaida Meadow Residences** is situated in Brgy Bancasi, less than a kilometer away from Butuan City Airport. It is within the 7-kilometer radius of schools, malls, churches and hospitals in the downtown area. It lies 5 kilometers from Caraga's first paspalum te golf course, the West Highlands Golf Club. It offers single detached house and lot packages in 120 sqm lot area. Buyers have a choice between two model houses: Amethyst and Sapphire. Amethyst is a two-storey modern house with a total of 64.88 sqm floor area while Sapphire is a two-storey modern house with a 117.5 sqm floor area. This gated community has its parks and playground and community facility.



## **Economic Housing**

**Xavier Estates Ventura Residences** (Phase V-A) is the first venture of A Brown Company, Inc. into the middle market house-and-lot package. Ventura Residences is nestled inside the Xavier Estates, a secluded place in a guarded gated community. Alicia-modified model house has three rooms and a master's bedroom; three toilet and bath (T & B); a maid's quarter with separate T & B; a carport and terrace. Ventura Residences has parks and playground and 6-meter wide service roads.

**Ventura Lane** is located beside Ventura Residences with lot cuts of 250 sq.m. while Cluster B & C have lots cut at 110sq.m.

**Xavierville Homes Subdivision** is adjacent to the Xavier Estates project. It is an economic housing development under BP 220. Phase 1 has an area of 1.8 hectares while Phase 2 has an area of 0.60 hectares for a total of 131 saleable lots.

**East Cove Village** is located in Barangay Sto. Domingo, Cainta, Rizal which is conveniently situated at the back of Robinsons shopping center and very accessible by public transportation along Ortigas Extension. This master planned mini subdivision will have the atmosphere of resolute safety and conspicuous ambiance of a first-rate community and neighborhood, truly an affordable world of enclave living. It is a 2.6 hectares project with 140 lots. It was opened to the market in 2005 and was sold out in less than 2 years. It has a perimeter fence for security and privacy, landscaped entrance gate, wide cemented roads – 10 meters wide main road and 8 meters wide auxiliary roads, concrete curbs and gutters, paved sidewalks lined with trees, storm drainage system, mercury lamps along the road, park and playground, street lamps and centralized water system. The HLURB had issued the Certificate of Completion of the project in February 2009 and the Local Government Unit has already accepted the donation of its open spaces and road lots. On January 21, 2012, the village administration was turned over by ABCI to the new set of officers of the Homeowner's Association.

**Adelaida Park Residences** located below Xavier Estates is the first residential subdivision in the region offering a ridgeview linear park. The linear park is 410 linear meters in length with park lights along the jogging path/bicycle path. Single detached and attached house and lot units are offered with lot area ranging 90-161 sq.m. with floor area ranging 60-60.5 sq.m. Adelaida Park Residences has single houses sufficiently spaced from each other with its own parking space; is a gated community with ranch-type perimeter fence; has proposed pavilion; and is certified flood-free with an elevation of 157 feet above river bank.

**Xavier Estates Phase 5B – Ventura Residences II** also features house and lot units and prime lots. Located at the back of Ventura Residences I, this second phase have the identical house colors of orange and cream as the first phase. House and Lot units are single detached with a lot area of 110 to 170 sq.m. and floor area of 80 sq.m.. Prime lots with lot cuts of 110 to 500 sq.m. are located by the ridge.

**Adelaida Mountain Residences** is a new master planned integrated community rising in the cool hills of Tanay, Rizal. It overlooks views of Sierra Madre Mountains and the Laguna Lake. Being anywhere around 400 to 500 meters above sea level, weather stays relatively cool. With approximately 12 hectares of development, saleable lots range from 252sqm to 834sqm.

## **Socialized Housing**

**St. Therese Subdivision** is a socialized housing project located in mid-Balulang, Cagayan de Oro City. It is about 1.67-hectare project with 155 saleable lots ranging from 50 to 75 sq. m. with floor area of 25 to 28 square meters. There are 91 units of row houses; 38 units of duplexes and 17 units of single-attached that have been for the project.

**Mountain View Homes.** is another socialized housing project of ABCI. Phase 1 opened in February 2015 with 215 houses and lot units while Phase 2 was opened in November 2016 with 83 house and lots units. Located in Mid-Balulang, Cagayan de Oro City. Mountain View Homes is accessible to churches, schools, malls and commercial establishments. The socialized housing project has row houses with lot area of 50 sq.m. and floor

area of 26sq.m. Single detached units for economic housing have a lot area of 75-143 sq.m. and floor area of 36-38 sq.m.

**Mangoville.** The “Sosyal Socialized Housing” project of A Brown Company located in Barangay Agusan, Cagayan de Oro features duplex house designs and with own parking space; with 10-meter wide main roads and 8-meter wide inner roads; with guardhouse and perimeter fence; and with an elevation of 169 meters above sea level overlooking Macajalar Bay. Mangoville is built on a 3.5 hectares area with a total of 235 housing units. Each unit of the duplex house has a lot area of 67.5 sq. m. and a floor area of 22 sq.m.

**Adelaida Homes** is the 1st socialized housing project of ABCI in Luzon, specifically situated in Brgy. Sampaloc, Tanay, Rizal. It opened with 137 house and lot units. The row houses have a lot area that starts at 40sqm and floor area that starts at 26sqm.

Similar to Adelaida Mountain Residences, these properties are very accessible to most places of interest like town malls, restaurants, town markets, churches and tourist attractions like swim resorts, eco parks, falls and others within 200m to less than 10km in distance from the project site.

Sales recorded for the year includes units that were fully booked and were amortizing based on percentage of completion.

**Foreign Sales** not applicable

**Product Lines:**

Net Sales	80.97%
Equity in Net Earnings of Associates	16.94%
Rental Income	0.74%
Financial Income	0.02%
Others	1.31%
	<u>100.00%</u>

The Company has five categories for products and services. The **first** category covers real estate activities, sale of palm olein, palm stearin, refined bleached deodorized oil, palm acid oil, palm fatty acid distillate, kernels, and crude palm oil processed from the mill plant of ABERDI, and water services. The revenue from this category accounts for about 80.97% of the total income. The **second** category covers equity in net earnings of associates. The **third** category covers rental income from investment property. The **fourth** category includes interest income for saving accounts and in-house financed lot sales. The **fifth** category is an income derived from water tapping fees, transfer fees and other water charges, service fees, penalties on late payments; income from forfeited deposits and dividend income,

**Distribution Methods of Products and Services**

Acknowledging the dynamism of the marketplace, ABCI started opening its sellers' market. From five (5) partner realties, it has accredited various realties selling ABCI properties in Cagayan de Oro; Initao, Misamis Oriental; Butuan; and Bukidnon.

In 2023, the performing realties are Abejo Realty, Aimpire Realty, ANJY Realty, Appena Realty, Asunto-Yecyec Realty, Bachelors Realty and Brokerage, BCP Realty, CDO Brokers and Associates, Chee Realty and Development Corp, CLM Realty, DK Realty Philippines, Eagleridge Realty, El Hebra Realty, ES Realty, Fam Associates Realty and Services, Geomatics Realty, Golden Nest Realty and Brokerage, Home Solutions Realty, Homeland Realty, JET Realty, LA Keystone Realty, Land Asia Realty and Devt Corp, Leuterio Realty and Brokerage, Maria Lee Realty and Brokerage, Marian Realty, Property Provider Realty, R&K Realty, Richlands Realty, Seankirsten Realty, Sit Benedictus Realty, Surprising Star Realty, Truly Wealthy Realty, U1st Realty and Brokerage, VEFF Realty Services, VZ Stellar Realty, VA Realty and ZMS Realty.

Different realties for the Tanay, Rizal projects were also accredited. They are Mensu Realty Marketing & Development Corp., Marian Realty, EMEA Realty, Move In Realty Corporation, Individual Brokers Teresita Alfonso and Dr. Arlene Aida Arcilla.

Significantly, on top of the regular commissions, sellers receive novel incentives such as huge cash incentives, travel perks, and branded bags or watches or jackets.

The first Hall of Famer Award was presented to Rizalinda Chee-de Jong of Chee Realty and Development Corporation. A loyal broker of ABCI for 25 years, Ms. de Jong was a consistent gold awardee and has exhibited outstanding sales leadership and exemplary and unparalleled sales performance all these years. Moreso, outstanding brokers and realties are recognized through Monthly Sales Achievers Ceremonies, Quarterly Awarding Ceremonies and the Annual Sales Conference.

The Brokers' Care and Engagement Programs were instituted and has significantly increased the brokers' attention to ABCI projects, making it top-of-the-mind when selling. Aside from the personal chat and exchange with the individual brokers, company activities included them such as health and wellness programs and the women's talk. Regular personal exchanges between ABCI heads and sellers have boosted loyalty.

There is an increased number of site activities such as kick-off sales conferences, project launchings and blessings, groundbreaking ceremonies, product knowledge seminars and site tours. These projects intensify product awareness for sellers.

Online engagements are also increased. Presence in the social media is intensified with regular postings, immediate response mechanism and provision of marketing materials to sellers for their own boosting efforts.

For the first time in September 2023, ABCI feted performing brokers to a Fiesta Travel Extravaganza in Bangkok, Thailand with highlights of visiting the infrastructure projects in the area.

Under the Chief Executive Officer, the ABCI Sales and Marketing Department continues to brainstorm for promotions and advertisements aimed to respond to the market's preferred choice of real estate products.

Lastly, these changes are all anchored on the ABCI vision of "Creating enlightened and happier communities for the common good".

## **New Products or Services**

After the introduction to the market of the Company's projects like Coral Resort Estates Phase 2 and Phase 3; Teakwood Hills Phase 3; Ignatius Enclave 2; Adelaida Homes and Adelaida Mountain Residences, the recent addition to the Company's real estate portfolio includes Mountain Pines Farm 2; Adelaida Meadow Residences and Teakwood Crest Subdivision.

ABCI is in the planning stage for the vertical market. In the pipeline are three condominium projects to be located in Uptown, Cagayan de Oro; Initao, Misamis Oriental; and Butuan City.

Another masterplanned community shall soon rise Tanay, Rizal.

## **Competition**

Among several real estate business developments in Cagayan de Oro City, Camella Homes and Johndorf Ventures Inc. **Pueblo de Oro Development Corporation, and Cebu Landmasters** are competitors offering same product and pricing packages as that of Adelaida Park Residences, Ignatius Enclave and Ventura Residences under the economic housing category. Ayala Land's Alegria Hills claim to be a competitor of Teakwood Hills' magnificent and endless view. For the project in Valencia City, Mountain Breeze is the project

in the same category. For Butuan City, other players are the developers of Camella, Filinvest and VCDU projects. Ayala Land, Johndorf Ventures Inc., and Camella are competitors in the socialized housing. For the lot only market in Cagayan de Oro, competitor is Pueblo de Oro Development Corporation (mixed use development) **and Robinson's**.

Most buyers of ABCI real estate projects regard its value appreciation potentials as highly attractive. Another plus factor is the dynamism of its marketing group which is ably handled by its very able marketing personnel in tandem with its well-trained sales agents/brokers. This is the Company's commitment to offer affordable lot and house and lot packages for a well-planned project focused on family oriented and nature-themes environment. The key is security, good location and accessibility to basic locations (supermarkets, churches, public utilities, etc.). It is able to compete for its ability to attract customers which greatly depend on the quality and location of the projects, reputation as a developer, and reasonable prices and pricing schemes and the concept of a well-planned integrated community.

For the Oil Palm Mill, the competitors are Filipinas Palm Oil Plantation, Inc. (Rosario, Agusan del Sur), Kenram Industrial & Development, Inc. (Kenram, Isulan Kultan Kudarat), Agumil Philippines, Inc. (Trento, Agusan del Sur), Univanich Palm Oil Inc. (Carmen, North Cotabato) and Palm Asia Milling Corp. (Matanao, Davao del Sur).

### **Sources and Availability of Raw Materials**

Construction materials for the Cagayan de Oro project were mostly sourced within the city while those used for Manila Operations were also sourced in Manila. The Company is not dependent upon any single supplier. Projects are awarded to qualified bidders. Thus, the Company's suppliers are just related to supplies needed for maintenance and/or office needs. List of its principal suppliers are provided on Exhibit Ia, Ib and Ic, page 101-103.

For Palm Oil Operations, fresh fruit bunch suppliers are from nearby towns of Bukidnon, Misamis Oriental, Cagayan de Oro City, Cotabato City, Agusan del Sur, Sultan Kudarat, and North Cotabato while the buyers for the crude palm oil (CPO) are from Cagayan de Oro City, Surigao del Norte, Iligan City and Butuan City.

### **Customer Profile**

For projects offered in 2022, there is 64% representation from businessmen and professionals from Northern Mindanao and the Caraga Region. There is also a notable increase of house purchases from Overseas Filipino Workers from 19% in 2021 to 26% in 2022. The remaining markets are for government employees and those married to foreigners. There is also a new market coming from the retirees market, those with Cagayan de Oro roots and have stayed abroad, and are starting to invest in local properties.

Payment habits are good and very keen on the project's completion. For East Cove Village, the lot buyers were 72 local and 68 from OFWs. On the other hand, the buyers for Teakwood Hills Subdivision, Valencia Estates and West Highlands are local businessmen and professionals and OFWs who want to upgrade their location. Buyers for Mountain View Homes are teachers, government employees and professionals. Adelaida Park Residences' buyers are local professionals and businessmen while Ignatius Enclave and Ventura Residences II attracted OFWs, managers and executives of private companies, businessmen, and second-home buyers. Mountain Pines Farm attracted a majority of businessmen.

Buyers for Crude Palm Oil (CPO) are from Davao, Bukidnon, Butuan, Cagayan De Oro, Iligan City. However, we have bulk sales for processed palm oil products like palm olein same with palm stearin. Likewise, our Golden Belle brand packaging products (18 kgs in Plastic Container and 50 ml Roll Type Pouches) are focus within Northern Mindanao Areas. While other processed palm oil by products like Palm Fatty Acid and Palm Acid Oil are sold to export buyers.

## **Related Parties**

The Company and its subsidiaries and certain affiliates, in the ordinary course of business have entered into transactions with each other principally consisting of reimbursement of expenses and management agreements. All transactions were done on commercial terms and arms-length basis. See Note 15 of the attached Notes to the Consolidated Financial Statements.

**Patents, Trademarks, etc.** Not applicable

## **Government Regulations**

There are no existing governmental regulations which may have adverse effects on the business. Licenses to sell for all on-going projects have been secured.

Phases 1 to 4 of Xavier Estates have accordingly been secured and compliance with all the requirements of HLURB have been undertaken. The existing real estate project called Xavier Estates has been granted an Environmental Clearance Certificate (ECC) No. 10(43)00-01-31-1502-50110 which was released on January 31, 2000 consolidating the four phases (I, II, III, IV) of the project. The said certificate supersedes the ECCs previously issued to Phases I, II and III. Xavier Estates Block 62 and 63 belong to Phase 1 of XE project which has an alteration permit no. 026-2008 while its ECC is 10(43)00 01-31-1502-50110. Phase V of Xavier Estates has been issued an ECC No. R10-0912-0091. It supersedes ECC No. 10(43)00 01-31-1502-50110. The project is being visited twice a year by the Multi-partite Monitoring Team to check the Company's compliance to the ECC issued. ABCI pays an annual fee for its Mindanao projects and its being handled by the Guardians of the Earth Association, Inc.

Teakwood Hills Subdivision's ECCs are (43)06 09-11 4294-50200 and R10-0912-0090, Development Permit No. is 014-2007, and License to Sell are 25268 and 030226 which amends LTS Nos. 18507/24800/28390. For Xavierville Homes Subdivision its ECC is 10(43)05 05-16 4004-50200, Development permit no. is 010-2007 and License to Sell are 18500/22399. Valencia Estates ECC license is R10-1001-0009/10(13)07 07-30 4456-50200 while its Development Permit is 07/01 and its License to Sell are 19846 and 24770. For the Cainta project, an ECC has been issued last November 6, 2003 under no. 4A-2003-1100-8410 and a development permit issued by the Sangguniang Bayan of Cainta, Rizal under Resolution No. 2003-084. The HLURB License to Sell No. 11990 was released in February 2005. Saint Therese Socialized Housing has been issued with ECC No. R10-0912-0089, Development Permit No. 002-2011 and License to Sell No. 24799 while Initao Coral Resort Estates has an ECC No. R10-1001-0013 with Development Permit No. 2011-04-01 and License to Sell Nos. 28380/28404/029461. Ventura Residences ECC License is R10-0912-0091, Development Permit No. 007-2011 and License to Sell are 25834/25265/029473/030205 while for Ventura Lane's ECC No. is R10-0912-0091, Development Permit is 007-2011 and License to Sell No. is 02469. In Butuan City's West Highlands, the only golf and residential estates in Caraga region has an ECC No. R13-1204-037, Certificate of Registration No. 23586 and License to Sell Nos. 25889 which was amended to 28412, 28413 & 029465. The LTS for West Highland Phase 2A is 031773. Mt. View Homes has an ECC No. R10-1408-0217 with Development Permit No. 005-2014 and License to Sell No. 029442 for its socialized housing and License to Sell No. 029443 for its economic housing. Mt. View Homes 2 has License to Sell No. 031712 for its economic housing and License to Sell No. 031713 for its socialized housing. Adelaida Park Residences has License to Sell No. 031714.

The Mangoville project has secured its Development Permit No. 004-2017 and License to Sell No. 031789. Xavier Estates Phase 6 - Ignatius Enclave has an ECC No. R10-0912-0091, Development Permit No. 006-2018 and License to Sell No. 033723. Xavier Estates Phase 5B - Ventura Residences 2 has an ECC No. OL-R10-2018-0091, Development Permit No. 007-2018 and License to Sell No. 033724. Development Permit No. 005-2018 and License to Sell No. 033722 were also issued for The Terraces in Xavier Estates.

Xavier Estates Phase 6 Ignatius Enclave Phase 2 - issued Provisional License to Sell REM-LS-22-001 on December 27, 2021. Teakwood Hills Belle del Mar (Phase 3) - issued Provisional License to Sell REM-LS-22-002 on December 27, 2021. Coral Resort Estates Phase 2 - issued Provisional License to Sell REM-LS-21-017 on July 23, 2021.

Teakwood Crest – issued License to Sell No. 0000931 in December 2023.

The Palm Oil Mill's ECC 10(13)06 04-19 4210-31171 was issued on April 19, 2006. It was amended to include Palm Oil Refinery with Fractionation Plant which was approved on February 6, 2013. For the oil palm plantation project, its ECC no. 10(13)07 03-20 4384-31171 was issued on March 20, 2007. For Kalabugao nursery, the Philippine Coconut Authority registration was approved and released last December 24, 2008. While the permit to import oil palm seeds were released on January 12, 2009.

ABERDI received its License to Operate as Food Manufacturer with LTO NO. CFRR-RX-FM-1195 from Food and Drug Administration on July 1, 2016. In addition, the company also received the HALAL registration certificate for the Refined Palm Oil Products on April 29, 2016 with IDCP-NO. 2016-F-828.

Palm Concepcion Power Corp. (formerly DMCI Concepcion Power Corp.) was granted ECC No. 0606-006-4021 dated May 27, 2007 as amended in November 4, 2010 for the proposed construction of the power plant. Endorsements from different levels of the local government units were also issued for the project, namely: Sangguniang Barangay Resolution No. 2004-17 dated December 22, 2004; SB Resolution No. 2005-06 dated January 24, 2005 and SB Resolution No. 2011-068 dated June 13, 2011 (which affirms earlier Resolution and recognizing new corporate name), Provincial Development Council through Resolution No.2005-031 dated July 5, 2005 which favorably endorsing the project to the Regional Development Council; from the Office of the Provincial Governor of Iloilo dated November 10, 2011 and from the Office of the Municipal Mayor of Concepcion, Iloilo dated November 10, 2011.

The Department of Energy (DOE) endorsed the project to the National Grid Corporation of the Philippines (NGCP) to conduct Grid Impact Study (GIS) on February 16, 2011 and classified the project from "Indicative" to "Committed" on February 10, 2012.

The Department of Natural Resources (DENR) granted PCPC's request for ECC extension on May 9, 2012 and likewise approved the request for ECC amendment for the increase in capacity from 100 MW to 135 MW and relocation of certain project components on October 12, 2012.

With the ECC amendment, the company once again consulted the local government units and appropriate Resolutions interposing no objections were passed and issued as follows: "Sangguniang Barangay Resolution No. 2012-19 dated October 17, 2012 affirming Resolution No. 2012-04; Sangguniang Bayan Resolution No. 2012-99 dated November 5, 2012 affirming SB Resolution No, 2011-69 and Provincial Development Council Executive Committee Resolution No. 2013-034 dated March 13, 2013 affirming the Provincial Development Council's Resolution No. 2005-031.

The Board of Investments (BOI) issued the Certificate of Registration (2012-114) to PCPC on June 27, 2012 and approved PCPC's request for amendment for the change in ownership and increase in capacity from 100 MW to 135 MW on October 2, 2012.

The Environmental Management Bureau (EMB)- Region 6, granted PCPC the Authority to Construct (14-AC-F-0630-1258) and Permit to Operate (14-POA-F-0630-1258) Air Pollution Source and Control Installations on November 3, 2014. A Discharge Permit (15-DPW-F-0630-1258) was also issued by EMB on January 5, 2015, allowing PCPC to discharge treated wastewater to Concepcion Bay.

With the request of PCPC to DENR to amend its ECC for the extension of the 350-meter pier conveyor facility, DENR issued a new ECC (ECC-CO-1409-0022) to PCPC on June 19, 2015.

The National Water Resources Board (NWRB) issued a Conditional Water Permit (CWP No. 11-26-14-036) to PCPC on November 26, 2014 granting PCPC to use Concepcion Bay as water source for its desalination plant. Thereafter, the CWP issued was superseded by NWRB as they issued a Water Permit to PCPC with No. 023707 on January 22, 2016.

The Philippine Ports Authority (PPA) granted a Permit to Construct with No. 2015-001 to PCPC on April 24, 2015 granting PCPC to construct a Private Non-commercial port in Barangay Nipa, Concepcion, Iloilo. PPA, then, issued a Certificate of Registration/Permit to Operate (No.491) to PCPC effective February 29, 2016.

The Energy Regulatory Commission issued to PCPC a Provisional Authority to Operate on July 14, 2016 for its 135 MW Circulating Fluidized Bed Coal-Fired Power Plant. Moreover, the Department of Labor & Employment (DOLE) issued to PCPC Permit to Operate for its various power plant equipment in August 2016. Hence, on August 16, 2016, the said plant started its commercial operations. Ten (10) distribution utilities and electric cooperatives have signed up with PCPC for their base load power capacity requirements.

To date, PCPC has renewed its permits as required by various government agencies and is continuously fulfilling its purpose by serving the needs of its customers, helping ensure that homes and businesses have dependable and uninterrupted power supply, which they can afford, as it continues to uphold its commitment to the environment and host communities.

**Personnel complement** of A Brown Group of Companies as of December 31, 2023 is presented below.

As to position:

Positions	No. of Personnel
Officers	10
Managers (including AVPs)	25
Supervisors	46
Rank and File	204
<b>Total</b>	<b>285</b>

As to function:

Positions	No. of Personnel
Operations	152
Sales and Marketing	24
Accounting/Credit and Collection/Finance	29
Administration	80
<b>Total</b>	<b>285</b>

The Company expects to maintain its number of employees in the next 12 months.

## Risks

A Brown Company, Inc. and its subsidiaries are exposed to financial, operational and administrative risks which are normal in the course of the business, depending on the business industry sector where each of the subsidiaries operate. It is subject to significant competition in each of its principal businesses. ABCI competes with other developers and developments to attract lot buyers and customers for its real estate and palm oil operation. Other risks that the company may be exposed to are the following: changes in Philippine interest rates, changes in the value of the Peso, changes in construction material and labor costs, power rates and other costs, changes in laws and regulations that apply to the Philippine real estate industry and changes in the country's political and economic conditions as well as global health risk or pandemic. Please refer to Note 23 of the Notes to the Audited Consolidated Financial Statements for the discussion on Financial Risk Management Objectives and Policies.

The Company and its subsidiaries have formed board committees composed by their respective directors to mitigate if not to avoid these risks. The Audit Committee and Risk Committee in cooperation with the Company's external and internal auditors exercise the oversight role in managing these risks. It also manages the financial and business risks in accordance with the company's risk profile and risk culture to strengthen the company's position when faced with these risks.

Even larger economies are confronted with downside risk on its credit ratings. Other sovereignties have also been feared to default on its obligations. Global financial crisis if not contained will have a ripple effect to other volatile economies as investors lost confidence and hold back investment.

In recent years, the Philippines enjoys an unprecedented level of confidence among international business community and has improved its global competitiveness rankings. It has received an investment grade and stable outlook on its long-term sovereign credit ratings among the three major credit ratings agencies. The improvement of credit ratings will provide a lower cost of capital on its borrowings.

In spite of opportunities, downside risks to growth exist with the presence of external and domestic shocks. The slowdown in large emerging economies, and conflicts in Middle East and Europe particularly the Ukraine-Russia conflict are some of the external forces that would pull growth opportunities down. Disasters arising from natural hazards, delays in infrastructure and reconstruction projects, logistics bottlenecks and thin power reserves are perceived to be internal forces that will hamper growth.

As the heat of the global recession hampers growth, the country may be able to weather a global economic slowdown for as long as the fiscal reforms are sustained. Regulatory agencies are also key partners in combating financial crisis through continued vigilance in their examination of compliance to rules and regulations, pro-active in implementing economic programs to sustain pump-priming activities and responsive to the needs of time like the implementation of economic bail-out plan in order to curtail the systemic effect of sectoral crisis trickling down to the whole economy that will affect all local business sectors. Bangko Sentral ng Pilipinas in particular should remain steadfast in its mandate to maintain effective financial system and institute preventive and corrective measures to alleviate the ill-effects of the startling financial difficulty i.e. credit crunch resulting to home foreclosures that became the housing crisis which will ultimately affect the whole economy if not resolved in immediacy. The government should also have the capacity to fix and clean-up the mess that scandals and accusations of graft and corruption within the bureaucracy to encourage and boost foreign and domestic investors' confidence. Although this may have an indirect impact on the company's growth but if the economic slowdown will set in, inevitably this will weaken the business volume, revenue and profits. It may affect the Company's business activity – low demand, higher interest rates and stiff competition. Global pandemic like COVID-19 is creating unprecedented economic havoc due to lockdowns that limit economic activities and to practice physical distancing to curb widespread infection to the populace.

The company is also subject to risks inherent in real estate development. There is a risk that financing for development may not be available on favourable terms; that construction may not be completed on schedule or within budget due to shortages of materials, work stoppages due to unfavourable weather conditions, unforeseen engineering, environmental and geological problems and unanticipated cost increases; that new governmental regulations including changes in building and planning regulations and delays to obtain requisite construction and occupancy permits; and developed properties may not be leased or sold in profitable terms and the risk of purchaser and/or tenant defaults.

On the other hand, there are also factors that expose the Plantation to risks. These are the peace and order condition of the plantation sites, infestation of pests and diseases and farm to market road (provincial and barangay roads). Generally, the peace and order situation in the plantation area is stable. Coordination for security is made with the cooperation from the local government. Weather disturbance which causes landslides making the roads impassable also delay transporting the fruit bunches to the mill plant.

Risk factors for the mill business are as follows: i) breakdown of one major equipment such as purifier, steam boiler, turbo-alternator and/or fruit digester will paralyze the operation for days, weeks or months; ii) non-



adherence to environmental restrictions may cause plant closure or work stoppage; iii) unplanned breakdown of High Power Boiler equipment for Refinery and Chiller for Fractionation can cause to cease operation.

*Disclaimer: This Annual Report may contain certain forward-looking statements, which involve risks, uncertainties, and assumptions. The forward-looking statements contained in this Annual Report are based upon what management of the Company believes are reasonable assumptions at the date of this report. There can be no assurance that forward-looking statements will prove to be accurate, as actual results and future events could differ materially from those anticipated in such statements.*

## **Research and Development**

The Company is currently doing market studies for a possible expansion of its palm oil plantation and possible projects related to energy and power. The Company does not expect to conduct any significant product research and development in the foreseeable future other than related to its existing operations.

## **Item 2. PROPERTIES**

Real properties owned by A Brown Company, Inc. and its subsidiaries are shown on Exhibit IIa, IIb and IIc, page 104-118. Most of the properties were already transferred under ABCI's name. The merger of ABCI and several of its subsidiaries in December 1999 and June 2002 as mentioned in Item 1 of Part 1, has caused the inclusion of properties under East Pacific Investors Corp. (EPIC), but legally, the owner is already ABCI. For properties with individual names indicated, the documentation on the transfer of ownership is still on process. Some real properties were on lease with contracts providing for renewal options subject to mutual agreement of the parties. Rental rates are based on prevailing market rates for the said properties. Other real properties that the Company intends to acquire are still under review depending on the factor/s such as demographics and accessibility to public transport. ABCI's preferred mode of acquisition would be thru purchase or joint ventures with landowners. It continues to assess its landholdings to identify properties which no longer fit its overall business strategy and hence, can be disposed of.

## **Item 3. LEGAL PROCEEDINGS**

The Company has contingent liabilities for lawsuits and various other matters occurring in the ordinary course of business. On the basis of information furnished by the legal counsel, management believes that none of these contingencies will materially affect the Company's financial position and results of operation.

## **Item 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS**

Except for the matters taken up during the Annual Stockholders' Meeting, there was no other matter submitted to a vote of security holders during the period covered by this report.

## **PART II SECURITIES OF THE REGISTRANT**

### **Item 5. MARKET FOR REGISTRANT'S COMMON SHARES AND RELATED STOCKHOLDER MATTERS**

#### **Market Information – Common Shares**

The common shares of ABCI had been listed at the Philippine Stock Exchange (PSE) since February 1994. The table below shows the high and low sales prices of the Company's common shares on the PSE for each quarter within the last two (2) fiscal years, to wit:

Quarter	Year 2023		Year 2022	
	High	Low	High	Low
Jan-Mar	0.84	0.70	0.97	0.72
Apr-Jun	0.79	0.71	0.92	0.71
Jul-Sept	0.77	0.64	0.86	0.71
Oct-Dec	0.71	0.61	0.77	0.69

The Company's common stock price was trading as high as ₱0.84 and as low as ₱0.61 for the four quarters of the year. It also closed lower at ₱0.65 on December 29, 2023 as compared to the closing price of ₱0.73 on December 29, 2022.

The table below shows the high and low sales prices of the Company's common shares on the PSE for the 1<sup>st</sup> quarter of 2024 to wit:

Month	Year 2024	
	High	Low
January	0.68	0.63
February	0.67	0.63
March	0.67	0.61

On March 26, 2024, ABCI's common stocks were traded at a high of ₱0.65 and a low of ₱0.63 at the Philippine Stock Exchange with closing price of ₱0.65. The common stocks are not traded in any foreign market.

#### **Market Information – “Series A” Preferred Shares**

The “Series A” preferred shares of ABCI have been listed at the Philippine Stock Exchange (PSE) on November 29, 2021. The table below shows the high and low sales prices of the Company's “Series A” preferred shares on the PSE for each quarter within the last two (2) fiscal years, to wit:

Quarter	Year 2023		Year 2022	
	High	Low	High	Low
Jan-Mar	103.00	99.70	106.00	102.30
Apr-Jun	103.00	100.00	109.00	102.00
Jul-Sept	101.00	90.00	107.00	100.00
Oct-Dec	98.00	95.00	103.90	99.00

The Company's “Series A” preferred stock price was trading as high as ₱103.00 and as low as ₱90.00 for the four quarters of the year. It also closed at ₱96.15 on December 28, 2023 as compared to the ₱100.00 on December 28, 2022.

The table below shows the high and low sales prices of the Company's "Series A" preferred shares on the PSE for the 1<sup>st</sup> quarter of 2024 to wit:

Month	Year 2024	
	High	Low
January	98.00	96.90
February	99.50	95.00
March	97.50	95.10

On March 27, 2023, ABCI's "Series A" preferred stocks were traded at a high and a low of ₱97.50 at the Philippine Stock Exchange with closing price of ₱97.50. The stocks are not traded in any foreign market.

#### **Market Information – "Series B" Preferred Shares**

The "Series B" preferred shares of ABCI have been listed at the Philippine Stock Exchange (PSE) on February 23, 2024.

The table below shows the high and low sales prices of the Company's "Series B" preferred shares on the PSE for the 1<sup>st</sup> quarter of 2024 to wit:

Month	Year 2024	
	High	Low
January	-	-
February	103.50	102.50
March	103.50	100.00

On March 20, 2024, ABCI's "Series B" preferred stocks were traded at a high and a low of ₱100.10 at the Philippine Stock Exchange with closing price of ₱100.10. The stocks are not traded in any foreign market.

#### **Market Information – "Series C" Preferred Shares**

The "Series C" preferred shares of ABCI have been listed at the Philippine Stock Exchange (PSE) on February 23, 2024.

The table below shows the high and low sales prices of the Company's "Series C" preferred shares on the PSE for the 1<sup>st</sup> quarter of 2024 to wit:

Month	Year 2024	
	High	Low
January	-	-
February	103.50	102.50
March	103.50	100.00

On March 20, 2024, ABCI's "Series B" preferred stocks were traded at a high and a low of ₱100.10 at the Philippine Stock Exchange with closing price of ₱100.10. The stocks are not traded in any foreign market.

#### **Holders of Common and Preferred Equity**

The number of holders of common and "Series A" preferred stock as of December 31, 2023 are 2,088 and three (3), respectively. Please refer to Exhibit III, page 119 on the top twenty (20) common shareholders and three (3) registered "Series A" preferred shareholders, the number of common and "Series A" preferred shares and the percentage of the total common and "Series A" preferred shares outstanding held by each as of December 31,

2023. As of March 31, 2024, the number of holders of common and “Series A” preferred stock are 2,086 and three (3), respectively.

As of December 31, 2023 and 2022, the Company is compliant with the minimum public float requirement of the Philippine Stock Exchange (PSE) at 33.89% and 33.95%, respectively. The Company’s public float of 33.89% and 33.95% are equivalent to 803,881,595 and 805,421,595 shares out of the 2,372,367,911 outstanding common shares, respectively.

### **Shares Buy-Back Program – Common Shares**

On August 17, 2020, the Board of Directors approved the implementation of a share buyback program of up to Fifty Million Pesos (₱50,000,000.00) worth of the Company’s common shares to be sourced from its internally generated funds, with the following terms and conditions:

- a. The objective of the share buyback program is to enhance shareholder value. Through the buying back of common shares, capital is distributed back to the shareholders while taking advantage of the undervalued market price.
- b. Subject to appropriate disclosures to the Philippine Stock Exchange and the Securities and Exchange Commission, the share buyback program shall commence upon approval by the Board of Directors of the Company and will be effective for a period of One (1) year from commencement or upon utilization of the approved amount, or as may otherwise be approved by the Board of Directors.
- c. The share buyback program will be implemented in the open market through trading facilities of the Philippine Stock Exchange.
- d. Mr. Robertino E. Pizarro, President and CEO, and Mr. Paul B. Juat, Vice President have been authorized by the Board to implement the share buyback program.
- e. The share buyback program will not affect the Company’s ability to invest in existing business and projects in development.

As of December 31, 2020, the Company bought back its 25,663,000 own common shares for a total amount of Php 21,172,800.00 thereby increasing its total treasury shares to 25,664,014 which included the 1,014 aggregate fractional shares.

On May 25, 2021, the Board of Directors approved the extension of the share buy-back program for an additional amount of One Hundred Million Pesos (₱100,000,000.00) from the initial Fifty Million Pesos (₱50,000,000.00) worth of the Company’s common shares which was approved on August 17, 2020 with the same terms and conditions.

The program will be effective for a period of one (1) year from the date of approval of the Board of Directors. The fund sources will be the dividends from the investment in power companies and internally generated income.

As of December 31, 2021, the Company bought back its 78,755,000 own common shares for a total amount of Php 70,427,490.00 thereby increasing its total treasury shares to 78,756,014 which included the 1,014 aggregate fractional shares.

As of December 31, 2022 with last buy-back transaction on April 1, 2022, the Company bought back its 105,300,000 own common shares for a total amount of Php 94,679,070.00 thereby increasing its total treasury shares to 105,301,014 which included the 1,014 aggregate fractional shares.

## **Dividend – Common Shares**

A Php 0.05/share cash dividend was declared by the Company for the year 2006 and was given to stockholders of record as at the close of business on January 15, 2007 and paid on February 8, 2007. The previous declaration was on June 1998 where a 10% stock dividend was given to stockholders of record as at the close of business on July 17, 1998.

On July 9, 2010, the BOD of the Parent Company resolved to declare a cash dividend equal to Php .20/share to shareholders of record as of August 6, 2010 payable on August 30, 2010.

On August 18, 2010, the Parent Company's Board of Directors approved the declaration of a total 63,120,433 of the Parent's treasury shares as property dividends. After the regulatory examination of the Securities and Exchange Commission (SEC), the Parent Company was directed on October 4, 2010 to set the record date. The Parent Company's Board of Directors set November 3, 2010 as the record date for the determination of Company's shareholders entitled to receive the property dividend. Shareholders as of the record date owning sixteen (16) shares shall be entitled to one (1) BRN treasury share. No fractional shares shall be issued. The Company was expected to complete the distribution of the property dividends by November 29, 2010.

The Board of Directors approved the 25% stock dividend equivalent to 346,573,307 shares on June 7, 2013. The record date was set on September 12, 2013 after the approval by the Securities and Exchange Commission of the Corporation's increase of its authorized capital stock from which the stock dividends were to be issued. The Corporation was to issue the said stock dividend shares on or before October 8, 2013.

On November 27, 2013, the company notified the investing public of the publication in a newspaper of general circulation of the Notice that the cash dividends which remain unpaid will be reverted to the corporation after thirty (30) days from publication. The said Notice was published in Manila Bulletin on November 28, 2013.

On 7 June 2013, the shareholders of A Brown Company, Inc. (the "Corporation") approved the issuance of stock dividends to the Corporation's shareholders. The stock dividend shares were to be issued out of an increase in the Corporation's authorized capital stock, which increase was approved by the Securities and Exchange Commission on 16 August 2013. The Corporation further indicated that it was not to issue fractional shares which were expected to arise from the stock dividend declaration; instead, the Corporation undertook to acquire said fractional shares from the shareholders concerned and pay the latter the monetary value thereof.

As of 28 November 2016, pursuant to the authority granted under Section 41 of the Corporation Code, the Corporation has acquired all of the unissued fractional shares arising from the 2013 stock dividend declaration, constituting an aggregate of One Thousand Fourteen (1,014) shares. These 1,014 shares shall henceforth be treated as Treasury Shares in the books of the Corporation.

On May 19, 2016 the Board of Directors approved the declaration of a twenty percent (20%) stock dividend, consisting of approximately 346,573,104 shares, to the Corporation's shareholders. The same was approved by SEC on January 27, 2017.

On March 8, 2017 the Parent Company distributed 20% stock dividend totalling to 346,572,301 shares, net of fractional shares, of the Parent Company's outstanding shares to the stockholders of record as at February 10, 2017.

There was no dividend declaration from 2017 to 2023.

## **Dividend – “Series A” Preferred Shares**

As and if cash dividends are declared by the Board of Directors on the Company's “Series A” preferred dividends, the cash dividends shall be at the fixed rate of 7.00% per annum which will be payable quarterly on March 1, May 29, August 29 and November 29 of each year subject to the certain limitations as provided for in

the Prospectus and Offer Supplement dated November 11, 2021. The cash dividends on “Series A” preferred shares is computed as  $7\% \times \text{Php } 100.00 \times 90/360$  amounting to Php 1.75 per share.

The following are the dividend declarations of the Company on “Series A” preferred shares in 2022:

<b>Declaration Date</b>	<b>Record Date</b>	<b>Payment Date</b>
February 2, 2022	February 16, 2022	March 1, 2022
April 29, 2022	May 17, 2022	May 30, 2022
April 29, 2022	August 3, 2022	August 30, 2022
April 29, 2022	November 3, 2022	November 29, 2022

Considering that 29 May 2022 (Sunday) and 29 August 2022 (National Heroes Day) are not Banking Days, dividends will be paid on the next succeeding Banking Day which is 30 May 2022 and 30 August 2022, respectively, without adjustment on the amount of dividends to be paid.

The cash dividend for this period - for 2022 will be paid out of the Corporation’s unrestricted retained earnings as of 31 December 2021.

The following are the dividend declarations of the Company on “Series A” preferred shares in 2023:

<b>Declaration Date</b>	<b>Record Date</b>	<b>Payment Date</b>
February 3, 2023	February 17, 2023	March 1, 2023
February 3, 2023	May 3, 2023	May 29, 2023
February 3, 2023	August 1, 2023	August 29, 2023
February 3, 2023	October 31, 2023*	November 29, 2023

\*On October 19, 2023, it was disclosed that the Record Date for the 29 November 2023 cash dividend was to be adjusted from 31 October 2023 to 03 November 2023 on account of the declaration of 30 October 2023 as a non-working holiday because of the Barangay and Sangguniang Kabataan Elections.

The cash dividend for this period – for 2023 will be paid out of the Corporation’s unrestricted retained earnings as of 31 December 2022.

The following are the dividend declarations of the Company on “Series A” preferred shares in 2024:

<b>Declaration Date</b>	<b>Record Date</b>	<b>Payment Date</b>
February 1, 2024	February 16, 2024	March 1, 2024
February 1, 2024	May 3, 2024	May 29, 2024
February 1, 2024	August 1, 2024	August 29, 2024
February 1, 2024	November 5, 2024	November 29, 2024

The cash dividend for this period – for 2024 will be paid out of the Corporation’s unrestricted retained earnings as of 31 December 2023.

**Dividend policy:**

Dividends are declared by the Company on its shares of stocks and are payable in cash or in additional shares of stock. The declaration and payment of dividends in the future will depend upon the earnings, cash flow and financial condition of the Company and other factors affecting the availability of unrestricted retained earnings, as prescribed under the Corporation Code. Dividend declaration must also take into account the Company’s capital expenditure and project requirements and settlement of its credit. Cash and property dividends are subject to

approval by the Company's Board of Directors while stock dividends require the approval of both the Company's Board of Directors and Stockholders. In addition, the payment of stock dividends is likewise subject to the approval of the SEC and PSE, if shares are to be listed with the Exchange. Other than the restrictions imposed by the Corporation Code of the Philippines, there is no other restriction that limits the Company's ability to pay dividends on common equity.

### **Recent Sales of Unregistered Securities or Exempt Securities, Including Recent Issuance of Securities Constituting an Exempt Transaction**

On May 19, 2016, the Board of Directors initially approved the amendment of the Corporation's Articles of Incorporation to increase its authorized capital stock (ACS) which was amended later on August 8, 2016 to increase its authorized capital stock (ACS) from the current Two Billion Pesos (P2,000,000,000.00) divided into Two Billion (2,000,000,000) Common Shares to up to Five Billion Pesos (P5,000,000,000.00) divided into Five Billion (5,000,000,000) Common Shares.

The first tranche of the increase in the Corporation's authorized capital stock, is implemented with an increase by One Billion Three Hundred Million Pesos (P1,300,000,000.00), divided into One Billion Three Hundred Million (1,300,000,000) Common Shares and out of said increase, the Twenty Percent (20%) stock dividend declared on May 19, 2016 are issued. This was approved by stockholders representing at least 2/3 of the outstanding capital stock during the Annual Stockholders' Meeting on September 28, 2016 and by the Securities and Exchange Commission (SEC) on January 11, 2017. On January 20, 2017, an SEC Order Fixing of Record Date of Stock Dividend as payment for the increase of capital stock was issued which authorized February 10, 2017 as record date of shareholders entitled on the stock dividends. On March 8, 2017, 346,572,301 shares were distributed to stockholders as 20% stock dividend.

On 12 October 2017, the Board approved the conversion of the Company's debt and deposits for future subscription amounting to Php 450,000,000 to equity at Php 1.13/share based on the 15-day volume weighted average price for the period ending on October 11, 2017. This conversion is broken down as follows:

<u>Debt</u>	Liability	Number of Shares
Brownfield Holdings Incorporated	₱ 250,000,000.00	221,238,938
<u>Deposits for future subscription</u>		
Valueleases, Inc.	₱ 100,000,000.00	88,495,575
RMEscalona Consulting, Inc.	100,000,000.00	88,495,575
Total	<u>₱ 450,000,000.00</u>	<u>398,230,088</u>

The transaction is intended to settle outstanding loan obligations as well as convert the deposits and at the same time strengthen the balance sheet of the Company. This allowed the Company to raise funds for expansion of existing businesses and investments in new projects.

Brownfield Holdings Incorporated (BHI) is an existing shareholder and a related party to the Issuer with an equity interest of 20.49% as of the transaction date. Valueleases Inc. and RMEscalona Consulting, Inc. are new investors and are not related parties to the Issuer or any existing shareholder.

The new issuance of shares to BHI, Valueleases, Inc. and RMEscalona Consulting, Inc. represent 8.93%; 3.57% and 3.57%, respectively to the resulting total issued and outstanding shares. The three subscribers are not related to each other and are not acting in concert. This represents the culmination of several months of fund-raising exercises that A Brown Company, Inc. has undertaken to enable it to strengthen its financial base as well as fund some of its on-going investments to ensure growth for the company.

The SEC-CRMD has issued SEC Order No. 001 - 2019 dated 11 June 2019 with regard to the debt-to-equity conversion as an exempt transaction under Section 10.1 (k) of the Securities Regulation Code.

There was no sale of unregistered securities by the registrant during the past three years except as discussed above.

## **Preferred Shares Offering – Registration, Issuance and Listing**

### **Preferred Shares – Series A**

On May 25, 2021, the BOD approved the offering and issuance of cumulative, non-voting, non-participating, non-convertible, peso-denominated perpetual preferred shares out of the authorized but unissued capital of the Corporation, with an aggregate issue amount of up to One Billion Five Hundred Million Philippine Pesos (₱1,500,000,000.00) to be registered with the Securities and Exchange Commission and listed on the Philippine Stock Exchange, Inc.

The preferred shares offering and issuance were subject to the SEC's approval on the Parent Company's amendment to the AOI approved by the BOD and shareholders on April 12, 2021 and June 24, 2021, respectively, to create preferred shares by reclassifying its authorized capital stock. On July 19, 2021, the Company filed with SEC the Registration Statement for the shelf registration of the preferred shares.

On 15 October 2021, the SEC issued the Certificate of Filing of Enabling Resolution dated 14 October 2021 in connection with the offer and issue of 50,000,000 cumulative, non-voting, non-participating, and non-convertible perpetual preferred shares, at an offer price of up to Php100.00 per share which was approved by the Board of Directors of the Company on July 15, 2021 and was filed with the SEC pursuant to Section 6 of the Revised Corporation Code of the Philippines (R.A. No. 11232).

The Parent Company received a "Pre-effective letter" dated 22 October 2021 on the same day issued by the SEC which confirmed that it favorably considered the Company's Registration Statement in relation to the Company's proposed shelf registration subject to compliance by the Company with the conditions prescribed in the Pre-effective letter.

On 10 November 2021, the Parent Company secured approval from the Philippine Stock Exchange (PSE) for the shelf-listing of up to 50 million preferred shares and the follow-on public offer of up to 15 million preferred shares. For the first tranche, A Brown will offer 10 million preferred shares at an offer price of P100 per share or P1B worth with an oversubscription option of up to 5 million preferred shares worth P500 million. On 11 November 2021, A Brown approved the preferred shares offering with an initial dividend rate of 7.0% p.a. to be paid quarterly.

On 12 November 2021, the Company received from the Securities and Exchange Commission (SEC):

(i) SEC MSRD Order No. 76 s. 2021 ("Order of Registration") for the shelf registration of up to 50,000,000 cumulative, non-voting, non-participating, non-convertible, and redeemable perpetual Preferred Shares of which the Initial Offer Shares are a part, dated 12 November 2021; and

(ii) Permit to Offer Securities for Sale ("Permit to Sell") covering the Initial Offer Shares, dated 12 November 2021.

On November 29, 2021, there were 13,264,900 "Series A" preferred shares that were issued and listed in the Philippine Stock Exchange with "BRNP" as its ticker symbol.

The Corporation designated and appointed PNB Capital and Investment Corporation as the sole issue manager.

The Parent Company may offer from time to time, in one (1) or more tranches in such amounts/issue price and under such terms and conditions as may be determined by Corporation in light of prevailing market and other conditions at the time of sale.

### **Preferred Shares – Series B and Series C**

On November 3, 2023, the Board of Directors approved the offer and sale to the public of up to 15,000,000 Non-Voting Preferred Shares (the "Offer"), to be issued and offered under the Corporation's 50,000,000



Preferred Shares Shelf Registration under MSRD Order No. 76 series of 2021 (the “Shelf Registration”). The Board likewise authorized Management to cause the preparation and filing of (i) a Registration Statement and Offer Supplement in relation to the Offer under the Shelf Registration; (ii) a Listing Application with the Philippine Stock Exchange (“PSE”) for the Offer; (iii) the approval of all the disclosures contained in the Registration Statement, the Offer Supplement, and Listing Application to be filed with the Securities and Exchange Commission and the PSE. In connection with the Offer, the amendment of the Company’s unaudited interim financial statements for the six months ended June 30, 2022 and June 30, 2023 was submitted. The amendment is being made arising from the review of the Company’s financial statements as part of the Offer.

The Company filed on November 7, 2023 with the Securities and Exchange Commission an Amended Registration Statement together with a Preliminary Offer Supplement for the issuance of 10,000,000 Preferred Shares with an oversubscription option of 5,000,000 Preferred Shares to be offered at an issue price of Php100.00 per share (the “Offer Shares”). The Offer Shares will be issued from the Company’s 50,000,000 Preferred Shares shelf registration under MSRD Order No. 76 Series of 2021.

On 23 January 2024, the SEC issued the Certificate of Filing of Enabling Resolution dated 12 January 2024 in connection with the offer and issue of up to 15,000,000 cumulative, non-voting, non-participating, non-convertible, peso-denominated, redeemable, perpetual preferred shares to be issued and offered under the Corporation’s 50,000,000 Preferred Shares registration which was approved by the Board of Directors of the Company on November 3, 2023 and was filed with the SEC pursuant to Section 6 of the Revised Corporation Code of the Philippines (R.A. No. 11232).

On 30 January 2024, the Parent Company secured approval from the Philippine Stock Exchange (PSE) of its listing application for the follow-on offering and listing of up to 15,000,000 Series B and C Preferred Shares (the “Offer Shares”) which is the second tranche of the Company’s 50,000,000 Preferred Shares Shelf Registration. On 05 February 2024, A Brown approved the preferred shares offering with an initial dividend rate of 8.25% and 8.75% p.a. for Series B and Series C, respectively to be paid quarterly.

On 08 February 2024, the Company received from the Securities and Exchange Commission (SEC) the Permit to Offer Securities for Sale (“Permit to Sell”) covering the Second Tranche Offer Shares, dated 08 February 2024.

On February 23, 2024, there were 7,431,750 “Series B” preferred shares and 6,941,000 “Series C” preferred shares that were issued and listed in the Philippine Stock Exchange with “BRNPB” and “BRNPC”, respectively as their ticker symbol.

For further information, kindly refer to the Prospectus and Offer Supplement dated November 11, 2021 (including the Order of Registration and Permit to Sell issued by the SEC dated November 12, 2021) with regard to “Series A” preferred shares offering and the Offer Supplement dated February 5, 2024 (including the Permit to Sell issued by the SEC dated February 8, 2024) with regard to “Series B” and “Series C” preferred shares offering which are accessible through the link: <https://abrown.ph/investor-relations/prospectus/>

#### **Uses of Proceeds from “Series A” Preferred Shares Offering**

For the year ending December 31, 2021, the proceeds of the Preferred Stocks Offering – Series A of 13.2649 million shares of A Brown Company, Inc. (BRNP) were applied as follows:

In Php Millions

Purpose	Per Offer Supplement	Actual Proceeds	Actual Disbursements - Annual - 2021	Balance for Disbursement - December 31, 2021
Development of Real Estate Projects	600.00	600.00	-	600.00
Landbanking	400.00	400.00	74.02	325.98
Finance Future	350.00	200.00	87.36	112.64

Funding Requirements for ISI				
General Corporate Purposes	150.00	126.49	22.83	103.61
	<b>1,500.00</b>	<b>1,326.49</b>	<b>184.21</b>	<b>1,142.28</b>
Interest Earned		.23	-	.23
		<b>1,326.72</b>	<b>184.21</b>	<b>1,142.51</b>

For the year ending December 31, 2022, the proceeds of the Preferred Stocks Offering – Series A of 13.2649 million shares of A Brown Company, Inc. (BRNP) were applied as follows:

In Php Millions

Purpose	Per Offer Supplement	Net Proceeds	Balance for Disbursement - December 31, 2021	Actual Disbursements - Annual - 2022	Balance for Disbursement - December 31, 2022
Development of Real Estate Projects	600.00	600.00	600.00	600.00	-
Landbanking	400.00	400.00	325.98	325.98	-
Finance Future Funding Requirements for ISI	350.00	200.00	112.64	112.64	-
General Corporate Purposes	150.00	105.87	103.66	103.66	-
	<b>1,500.00</b>	<b>1,305.87</b>	<b>1,142.28</b>	<b>1,142.28</b>	-

As of the 3rd Quarter Report ending September 30, 2022 on the disbursement on the proceeds, the Company reported the entire proceeds of Series A offering being fully utilized.

### **PART III FINANCIAL INFORMATION**

#### **Item 6. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION**

##### **Current Period (2023 & 2022) Operational and Financial Information**

##### **Financial Condition**

In Philippine-Peso			Horizontal Analysis Increase (Decrease)		Vertical Analysis	
	Audited 2023	Audited 2022	Amount	%	Audited 2023	Audited 2022
Current Assets	<b>5,410,422,650</b>	4,895,903,573	514,519,077	11%	<b>46%</b>	49%
Noncurrent Assets	<b>6,299,079,060</b>	5,109,943,219	1,189,135,841	23%	<b>54%</b>	51%
Total Assets	<b>11,709,501,710</b>	10,005,846,792	1,703,654,918	17%	<b>100%</b>	100%
Current Liabilities	<b>2,706,038,926</b>	2,093,509,315	612,529,611	29%	<b>23%</b>	21%
Noncurrent Liabilities	<b>1,931,490,689</b>	1,352,475,218	579,015,471	43%	<b>16%</b>	14%
Equity	<b>7,071,972,095</b>	6,559,862,259	512,109,836	8%	<b>60%</b>	66%
Total Liabilities and Equity	<b>11,709,501,710</b>	10,005,846,792	1,703,654,918	17%	<b>100%</b>	100%

**A Brown Company - CONSOLIDATED**  
**Statement of Financial Position items – December 2023 vs. December 2022**

The Group's total assets increased by 17% or **₱1.7 billion**, from a balance of **₱10.0 billion** as of end of the year 2022 to **₱11.7 billion** as of December 31, 2023.

The increase was contributed through the build-up in real estate held for sale by **₱609.7M**; non-current contract assets by **₱590.2M**; property, plant and equipment by **₱332.5M**; prepayments by **₱227.5M**; other non-current assets by **₱137.0M**; receivables by **₱98.9M**; investments in associates by **₱83.2M** and, among others as cash declined by **₱91.8M**; current portion of contract assets by **₱190.0M** and the inventories reduced by **₱84.0M**. The increase in the consolidated assets is coupled with the increase in short-term and long-term debt and the after-income tax earned as the sources of funds.

**Current Assets increased by 11% or ₱514.5 million as a result of the net effect of the following:**

**44% or ₱91.8M decrease in Cash** – due to the net effect of cash utilized for real estate development and landbanking as against the cash generated from collection of sales. The net cash flows used in operating and investing activities and net cash flows provided by financing activities were as follows: Net cash flows used in operating activities amounted to **₱483.9M** which included increase of real estate inventories by **₱497.2M**; increases in contract assets by **₱400.2M**; other current assets by **₱233.8M** and receivables by **₱109.9M** as against the decrease of other inventories by **₱84.0M**; increase in accounts and other payables by **₱36.6M**; increase in contract liabilities of **₱99.7M** and the **₱536.3M** operating income before working capital changes. Interest received amounted **₱486k**. Net cash flows used in investing activities amounted to **₱205.8M** which included acquisition of property, plant and equipment amounting to **₱388.0M** and increase in other non-current assets by **₱140.4M** against the cash provided from the dividends received from associates which amounted to **₱266.7M** and collection of receivables from related parties at **₱55.9M**. Net cash flows provided from financing activities amounted to **₱599.7M** which also included the receipt of the proceeds from long-term debt of **₱1.0B** and short-term debt of **₱830.7M**; payments made to short-term debt-net and the long-term debt amounted to **₱557.3M** and **₱405.7M**, respectively. Interest payments amounted to **₱181.3M** and debt issue cost-unamortized of **₱7.4M**. Preferred share dividends paid also amounted to **₱92.9M**. The negative effect of exchange rate changes on cash amounted to **₱1.7M**.

**37% or ₱98.9M increase in Current Portion of Receivables – net** due to the net effect of:

- a) **55% or ₱11.0M decrease in dividend receivable** - due to collection of previously declared dividend net of the recently declared dividend
- b) **85% or ₱137.9M increase in installment contract receivables on sale of real estate** - higher collection of non-current ICRs this year as compared from last year
- c) **34% or ₱5.7M increase in Trade Receivable** – directly related from the receivable from water service and sale of crude palm oil (CPO), palm olein, palm stearin and other palm products
- d) **15% or ₱1.2M increase in advances to officers and employees** – due to the increase in the advances of employees for liquidation
- e) **49% or ₱34.1M decrease in other receivables** – due to the liquidation of advances made to an investment
- f) **11% or ₱828k increase in allowance for credit losses** – due to the increase in the recognition of allowance for credit losses

**28% or ₱189.9M decrease in Current portion of Contract Assets** – pertains to the decrease in the amount collected from buyers that will be billed and collected within the year against the booking of sale based on completed portion of the contract.

**21% or ₱609.7M increase in Real estate inventories** – due to the net effect of the newly acquired land held for sale which increased by **13% or ₱103.6M** and the increase in construction and development costs of new projects and new phases of existing projects by **23% or ₱506.1M** as against units sold in all projects: increase

pertains to the newly acquired land for development and development costs in newly launches phases of existing projects, namely Coral Resorts Estates, Ignatius Enclave and Teakwood Hills and Adelaida Homes and Adelaida Mountain Residences.

**42% or P84.0M decrease in Other Inventories** – due to an adjustment in the cost of sales as well as the reevaluation of assets used in the production

**52% or P55.9M decrease in Receivables from related parties** – this pertains to receipt of payments from advances to a related party made during the year

**49% or P227.5M increase in Other current assets** – due to the net effect of:

- a) **64% or P163.3M** increase in deposit for land acquisition – as a result of additional land purchase to be held for sale, for development in the future and for land banking
- b) **13% or P15.4M** increase in creditable withholding taxes – as a result of higher creditable withholding taxes on sale of real estate
- c) **22% or P2.0M** increase in input taxes – directly related to the increase in the balance of input VAT passed on by the Company's suppliers and contractors in the ordinary course of its business which is applied against the output VAT payable by the Company on the sale of its goods and services
- d) **29% or P20.5M** increase in prepaid expenses – directly related to increase in prepaid expenses made by the Group during the year
- e) **407% or P9.7M** increase in cost to obtain contract – directly related to the increase of commission related to booked sales accounts under equity payments
- f) **P7.4M** increase in deposit in escrow - pertains to the established escrow account of the Parent Company which is held restrictedly in compliance with the Memorandum Circular No. 2020-06 issued by Department of Human Settlements and Urban Development (DHSUD) to undertake socialized housing projects and for the issuance of License to Sell for the ongoing Coral Real Estate Project Phase 3 under incentivized scheme.
- g) **2% or P16k** increase in refundable deposits - the increase is related to the new connections to the homeowners on their electric utilities
- h) **294% or P9.5M** increase in advances to suppliers - increase in advances to suppliers and contractors for materials to be used for the construction of its irradiation facility
- i) **37% or P355k** decrease in other current assets – miscellaneous – decrease due to the redemption of deposit from the suppliers

**Non-Current Assets increased by 23% or P1.2 billion** as a result of the net effect of the following:

**75% or P590.2M increase in Non-current portion of Contract Assets** – due to the increase of the completed portion of the contracted house and lot as against the receivable from the end buyers subject to billing within the next 12 months.

**20% or P61.4M increase in Equity Instruments at Fair Value through Other Comprehensive Income (EIFVOCI)** – due to the increase in value of the investment

**5% or P83.2M increase in Investment in Associates** – due to the Group's share/equity in the net profit of associates which is higher amounting to **P339.9M versus P316.4M** for 2023 and 2022, respectively as compared to dividends declared, amounting to **P255.7M** during the year versus **P130.0M** from previous year. The share in other comprehensive income amounted to **P1.1M in 2023 while in 2022 it amounted to P208k**.

**0% or P521k increase in Investment Properties** – due to the net effect on increase in acquisition of land held for capital appreciation by **1% or P3.4M** and decrease in land and building held for lease by **2% or P2.9M** during the year

**29% or P332.5M increase in Property, Plant and Equipment - net** due to the net effect in:

- a) 456% or ₱59.2M increase in Land due to new acquisitions
- b) 7% or ₱2.7M decrease in Leasehold improvements – net due to depreciation
- c) 10% or ₱26.1M decrease in Bearer Plants – net due to the ₱26.7M impairment of bearer plants-trees and ₱637k additions of bearer plants
- d) 8% or ₱16.7M decrease in RBD and Fractionation Machinerics - net due to depreciation
- e) 348% or ₱26.0M increase in Building and Improvements - net due to ₱24.0M additions; ₱3.1M reclassifications and the new recorded ₱1.1M depreciation
- f) 3% or ₱3.2M decrease in Machinery and Equipment- net due to lower new acquisitions at ₱22.5M as compared to the ₱25.7M depreciation
- g) 81% or ₱280.7M increase in Construction in Progress - net due to additional development cost of new projects e.g. Irradiation Solutions Inc. (ISI) with ₱290.1M additions and ₱9.4M reclassification
- h) 4% or ₱1.1M decrease in Right-of-Use Assets – net due to depreciation
- i) 13% or ₱16.4M increase in Other equipment – net due to ₱42.7M new purchases; ₱2.3M reclassifications which is higher than the ₱28.5M depreciation and ₱765k disposal

**100% or ₱15.6M decrease in Deferred Tax Assets** – directly related to the decrease this year in the tax effect of the allowance for impairment loss on PPE, the increase in tax effect of allowance for impairment – receivables; PFRS 16 adjustment and increase in tax effect of retirement liability of the Group recorded as compared last year.

**20% or ₱137.0M increase in Other Non-current assets** – due to the increase in refundable deposits - net of current portion by **7% or ₱3.2M**; increase in advances to third party by 50% or **₱108.0M** and increase in deferred input VAT by 46% or **₱29.3M** as against the decrease in deposits for land acquisition – noncurrent portion by **1% or ₱3.4M**;

**Total liabilities increased by 35% or ₱1.2 billion** as a result of the net effect on current and non-current liabilities:

**Current liabilities increased by 29% or ₱612.5 million** as a result of the net effect of the following:

**7% or ₱76.2M increase in Accounts payable and accrued expenses** – primarily due to the net effect of the following:

- a) 3% or ₱20.9M decrease in trade accounts payable – due to settlement of accounts
- b) 2% or ₱2.4M increase in accrued expenses – due to 4% or ₱2.1M increase in the accrual of contractual services, ₱107k increase in the accrual of payroll; 6% or ₱517k increase in the accrual of professional fees and 15% or ₱1.9M decrease in other accrued expenses on rentals and other recurring expenses and 24% or ₱1.6M increase in accrued interest payable
- c) 64% or ₱28.1M increase in retention payable- due to increase in the amount withheld by the Group on contractor's billings
- d) 40% or ₱66.6M increase in statutory payables – due to increase in dues for remittance to SSS, PHIC, HDMF and withholding taxes

**58% or ₱273.4M increase in Short-term Debt** – due to the net effect additional loan availed and payments made by the group during the year

**51% or ₱163.2M increase in Current portion of long-term debt** – effect on the higher current year due portion of the long-term debt against paid in 2023

**45% or ₱99.7M increase in Contract Liabilities** – due to increase in sales to which collections exceeds over the total recognized ICR and contract assets.

**Non-Current liabilities increased by 43% or ₱579.0 million** as a result of the net effect of the following:

**46% or ₱439.5M increase in Non-current portion of long-term debt** – due to the net effect of the increase in long term loans availed against the reclassification of the principal amount that will be due within one year and repayments.

**13% or ₱8.8M increase in Retirement benefit obligation** – as a result of the actuarial valuation of the retirement benefit obligation of the existing employees. There's a 15% or ₱10.8M increase in the present value of defined benefit obligation and a 48% or ₱2.0M decrease in the fair value of plan assets

**40% or ₱130.7M increase in Deferred tax liabilities-net** – primarily due to the increase in the tax effect of sales on deferred payment scheme; unamortized debt issue cost and prepaid commission off-setted by NOLCO, retirement benefit liability; MCIT ; fair value adjustment arising from business combination among others.

**Equity increased by 8% or ₱512.1 million as a result of the net effect of the following:**

**19% or ₱453.7M increase in the Retained Earnings** – the increase pertains to the net income of the Group

**46% or ₱61.4M decrease in Fair Value Reserve of EIFVOCI** – due to the increase in market value of equity instruments at fair value through other comprehensive income

**1% or ₱112k increase in Re-measurement loss on retirement benefits obligation, net of tax** - related to the actuarial valuation of retirement benefits obligation

**775% or ₱1.1M increase in Re-measurement loss on retirement benefits obligation of an associate**, net of tax – pertains to the increase of actuarial loss incurred by an associate's retirement plan

**26% or ₱1.7M decrease in Cumulative translation adjustment** – related to the exchange differences in foreign currency translation

## Results of Operation

In Philippine Pesos				Horizontal Analysis Increase (Decrease)				Vertical Analysis		
	Audited 2023	Audited 2022	Audited 2021	Amount 2023 vs 2022	%	Amount 2022 vs 2021	%	Audited 2023	Audited 2022	Audited 2021
Real estate sales	1,454,786,129	1,378,739,155	628,452,425	76,046,974	6%	750,286,730	119%	90%	91%	88%
Sale of agricultural goods	142,563,286	116,143,469	56,980,212	26,419,817	23%	59,163,257	104%	9%	8%	8%
Water service income	27,433,584	25,323,973	24,836,284	2,109,611	8%	487,689	2%	2%	2%	3%
<b>REVENUES</b>	<b>1,624,782,999</b>	<b>1,520,206,597</b>	<b>710,268,921</b>	<b>104,576,402</b>	<b>7%</b>	<b>809,937,676</b>	<b>114%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Cost of real estate sales	559,113,808	477,722,261	219,690,454	81,391,547	17%	258,031,807	117%	34%	31%	31%
Cost of agricultural goods sold	122,358,936	87,730,319	42,016,968	34,628,617	39%	45,713,351	109%	8%	6%	6%
Cost of water service income	16,660,359	14,212,257	9,579,082	2,448,102	17%	4,633,175	48%	1%	1%	1%
<b>COST OF SALES AND SERVICES</b>	<b>698,133,103</b>	<b>579,664,837</b>	<b>271,286,504</b>	<b>118,468,266</b>	<b>20%</b>	<b>308,378,333</b>	<b>114%</b>	<b>43%</b>	<b>38%</b>	<b>38%</b>
<b>GROSS PROFIT</b>	<b>926,649,896</b>	<b>940,541,760</b>	<b>438,982,417</b>	<b>(13,891,864)</b>	<b>-1%</b>	<b>501,559,343</b>	<b>114%</b>	<b>57%</b>	<b>62%</b>	<b>62%</b>
General, Administrative and Selling Expenses	541,469,373	472,282,218	284,537,926	69,187,155	15%	187,744,292	66%	33%	31%	40%
Equity in net earnings										
of associates	339,947,514	316,397,960	273,498,337	23,549,554	7%	42,899,623	16%	21%	21%	39%
Impairment loss	-	-	-	-	-	-	-	0%	0%	0%
Interest expense	(67,121,886)	(24,354,370)	(26,678,756)	42,767,516	176%	(2,324,386)	-9%	-4%	-2%	-4%
Realized gain (loss) on sale of EIFVPL	-	-	-	-	-	-	-	0%	0%	0%
Gain on bargain purchase	-	-	-	-	-	-	-	0%	0%	0%
Unrealized foreign exchange gain (loss)	(1,200)	2,472	(1,834)	(3,672)	-149%	4,306	235%	0%	0%	0%
Other income (expense) - net	41,809,768	28,183,979	19,565,759	13,625,789	48%	8,618,221	44%	3%	2%	3%
<b>Other Income (Expenses)</b>	<b>314,634,196</b>	<b>320,230,041</b>	<b>266,383,506</b>	<b>(5,595,845)</b>	<b>-2%</b>	<b>53,846,536</b>	<b>20%</b>	<b>19%</b>	<b>21%</b>	<b>38%</b>
<b>Income (Loss) Before</b>										
<b>Income Tax Provision for (Benefit from) Income Tax</b>	<b>699,814,719</b>	<b>788,489,583</b>	<b>420,827,997</b>	<b>(88,674,864)</b>	<b>-11%</b>	<b>367,661,586</b>	<b>87%</b>	<b>43%</b>	<b>52%</b>	<b>59%</b>
	<b>153,338,079</b>	<b>152,952,243</b>	<b>23,277,566</b>	<b>385,836</b>	<b>0%</b>	<b>129,674,677</b>	<b>557%</b>	<b>9%</b>	<b>10%</b>	<b>3%</b>
<b>NET INCOME (LOSS)</b>	<b>546,476,640</b>	<b>635,537,340</b>	<b>397,550,431</b>	<b>(89,060,700)</b>	<b>-14%</b>	<b>237,986,909</b>	<b>60%</b>	<b>34%</b>	<b>42%</b>	<b>56%</b>
Cumulative translation adjustment	(1,674,818)	55,193	2,497,714	(1,730,011)	3134%	(2,442,521)	-98%			
Net change in fair value of EIFVOCI	61,356,522	61,618,982	63,824,348	(262,460)	0%	(2,205,366)	-3%			
Remeasurement gain (loss) on defined benefit plan-net of tax	(112,236)	5,792,145	(1,956,732)	(5,904,381)	-102%	7,748,877	396%			
Equity in other comprehensive loss	(1,081,972)	207,803	384,182	(1,289,775)	-621%	(176,379)	-46%			
of associate										
<b>OTHER COMPREHENSIVE</b>										
<b>INCOME (LOSS) TOTAL COMPREHENSIVE</b>	<b>58,487,496</b>	<b>67,674,123</b>	<b>64,749,512</b>	<b>(9,186,627)</b>	<b>-14%</b>	<b>2,924,611</b>	<b>5%</b>			
<b>INCOME (LOSS)</b>	<b>604,964,136</b>	<b>703,211,463</b>	<b>462,299,943</b>	<b>(98,247,327)</b>	<b>-14%</b>	<b>240,911,520</b>	<b>52%</b>			

**A Brown Company - CONSOLIDATED  
Results of Operations  
For the Year Ended December 31, 2023**

The Consolidated Statement of Comprehensive Income (CSCI) for the year ending December 31, 2023 resulted to an after-tax net income of **₱546.5 million** which was lower by 14% or **₱89.1 million** compared to a **₱635.5 million** net income of last year.

The resulting after-tax income was primarily contributed by the gross profit from real estate sales amounting to **₱895.7 million** and the equity in net earnings of associates amounting to **₱339.9 million**. Although the revenues increased by 7% or **₱104.6 million**, the 20% or **₱118.5 million** increase in cost of sales and service has reduced the gross profit by 1% or **₱13.9 million** from previous year's **₱940.5 million** to current year's **₱926.6 million**. The 15% or **₱69.2 million increase** in general, administrative and selling expenses amounting to **₱541.5 million** as against the previous year's **₱472.3 million** as well as the 176% or **₱42.8 million** increase in interest expense further lowered the net income before income tax to **₱699.8 million** from previous year's **₱788.5 million**. The equity in net earnings of associates which grew by 7% or **₱23.5 million** and other income – net which expanded by 48% or **₱41.8 million** weren't enough to compensate the incremental interest payments. The provision for income tax amounting **₱153.3 million** has resulted to an after-tax net income of **₱546.5 million**.

The **₱61.4 million** net change in fair value of equity instruments through other comprehensive income (EIFVOCI) as reduced by the **₱1.7 million** cumulative translation adjustment, **₱1.1 million** equity in other comprehensive income (loss) of an associate and **₱112 thousand** remeasurement loss on defined benefit plan, net of tax effect resulted to the **₱605.0 million** total comprehensive income in 2023.

Comparative results between the CSCIs accounts of the two periods (2023 against 2022) are as follows:

**7% or ₱104.6M increase in Revenues due to:**

- a) **Increase in Real estate Sales by 6% or ₱76.0M** - Sales in 2023 were mostly house and lots with higher completion than last year
- b) **Increase in Sale of agricultural goods by 23% or ₱26.4M** – due to the following:
  - a. **Increase in Sales of crude palm oil by 24% or ₱24.4M** – this is due to the increase in quantity sold by 76% or 1,181 metric tons, from a volume of 1,553 metric tons in 2022 to 2,734 metric tons in 2023 with the average selling price decreased by 30% amounting **₱19,580** per metric ton from **₱65,976** per metric ton last year to **₱46,396** per metric ton in 2023.
  - b. **Increase in Palm Fatty Acid Distillate Sales by 132% or ₱1.2M** – this is due to the increase in quantity sold by 315% or 57 metric tons, from a volume of 18 metric tons in 2022 to about 76 metric tons in 2023 even if the average selling price decreased by 44% or **₱21,146** per metric ton from **₱48,000** per metric ton last year to **₱26,854** per metric ton in 2023.
  - c. **Decrease in Palm Olein Sales by 6% or ₱270k** – this is due to the decrease in the average selling price by 23% or **₱11,856** per metric ton from **₱51,567** per metric ton in 2022 to **₱39,711** per metric ton in 2023 though there was an increase in quantity sold by 22% or 19 metric tons, from a volume of 86 metric tons in 2022 to 105 metric tons in 2023.
  - d. **Increase in Palm Stearin Sales by 127% or ₱2.3M** - this is due to the increase in average selling price by 12% or **₱3,769** per metric ton from **₱30,426** per metric ton in 2022 to **₱34,195** per metric ton in 2023 coupled with an increase in quantity sold by 102% or 61 metric tons, from a volume of 60 metric tons in 2022 to 121 metric tons in 2023.
  - e. **Increase in Kernel by 85% or ₱785k** - the increase is due to higher quantity sold by 360% or 298 metric tons from 83 metric tons in 2022 to 381 metric tons in 2023, although the average selling price decreased by 60% or **₱6,664** per metric tons
  - f. **Decrease in sale of Palm acid oil by 5% or ₱194k** - this is due to the decrease in the average selling price by 62% or **₱19,896** per metric ton from **₱32,034** per metric ton in



2022 to **₱12,137** per metric ton in 2023 though the quantity sold increased by 151% or 182 metric tons from a volume of 121 metric tons in 2022 to 303 metric tons in 2023.

- g. Decrease in sale of refined bleached deodorized oil (RBDO) by 100% or **₱1.8M** - this is due to the sale of RBDO in 2022 but none in 2023 with average selling price of ₱85,281 and 21 metric tons of quantity sold.

- c) **Increase in Sales from water services by 8% or ₱2.1M** due to the increase in the turn-over of units and consumption of water by residents

**20% or ₱118.5M increase in Cost of Sales and Services due to:**

- a) **17% or ₱81.4M increase in cost of real estate** – the increase is relatively due to higher cost of sales of mostly house and lots with higher completion than what were sold last year
- b) Increase in Cost of Sale of agricultural goods by 39% or **₱34.6M** – due to the following:
  - a. **31% or ₱25.2M increase in cost of production of Crude palm oil** – the increase is relatively due to the proportionate increase in the quantity sold by 390% or 6,052 metric tons with a lower average cost of sale by 73% or **₱38,324 per metric ton**.
  - b. **1561% or ₱2.1M increase in cost of Palm Fatty Acid Distillate** - the decrease is to the proportionate increase in the quantity sold by 315% or 57 metric tons with increase in average cost of sale by 300% or **₱22,144 per metric ton**.
  - c. **Increase in cost of Kernel Nuts by 282% or ₱962k** - the increase is due to the increase in **quantity sold by 360% or 298 metric tons** despite the decrease in average cost of sale by 17% or **₱699 per metric ton**
  - d. **Increase in cost of Palm Acid Oil by 37% or ₱879k** – the increase is related to higher cost of production in the quantity sold by 151% or 182 metric tons with decrease average cost of sale by 46% or ₱9,056 per metric ton as compared last year
  - e. **Increase in cost of Palm Olein by 161% or ₱2.8M** - the increase is due to the increase in the cost of producing palm olein in the quantity sold by 22% or ₱19 per metric ton with increase in average cost of sale by 114% or ₱23,262 per metric ton.
  - f. **Increase in cost of Palm Stearin by 253% or ₱3.3M** - the increase is directly related to the increase in the quantity sold by 102% or 61 metric tons with increase in average cost of sale by 75% or **₱16,068 per metric ton**.
  - g. Decrease in cost of sale of refined bleached deodorized oil (RBDO) by 100% or **₱551k** - this is due to the sale of RBDO in 2022 but none in 2023 with average cost sale of ₱26,855 and 21 metric tons of quantity sold.

- c) **Increase in cost of water services by 17% or ₱2.4M** – due to the increased costs related to rendering water services

**15% or ₱69.2M increase in General, Administrative and Selling Expenses** - due to the following net effect of:

- a) **30% or ₱30.4M increase in Personnel expenses** - due to the increase in compensation and other benefits and increase in manpower in 2022
- b) **8% or ₱5.9M decrease in Marketing expenses** – due to the decrease in various sponsorships of events for ads and promotions and launching of new projects
- c) **17% or ₱5.3M decrease in Impairment Loss** – this pertains to the net of the impairment loss due to HLPC's CIP and MCPPI's refundable deposit recorded in 2022 which was offset by the additional impairment loss recorded for Nakeen Corporation's bearer plants this year
- d) **115% or ₱23.4M increase in Taxes and Licenses** – pertains to the increase in business permit fees
- e) **21% or ₱5.4M decrease in Outside Services** - due to the decrease in requirement of non-professional services on additional projects
- f) **36% or ₱4.9M increase in Professional Fees** – directly related to the increase in professional services incurred on the review of consolidated financial statements related to the Preferred Shares Offering – Series B and Series C

- g) **112% or ₱37.9M increase in Depreciation** – due to additional depreciation on assets used in the CPO production as well as additional depreciation from new equipment purchased
- h) **100% or ₱50.2M decrease in Provision for inventory losses** - due to the identified obsolete and damaged inventories which was recorded in 2022 but none in 2023
- i) **7% or ₱530k increase in Rental expense** – due to higher rental fee paid for an office space
- j) **65% or ₱10.6M increase in Utilities and supplies** – due to the increase in usage of utilities and supplies during the year.
- k) **2% or ₱898k increase in Transportation and Travel**– directly related to the various site visitations for real estate projects, plantation operations and power group operations.
- l) **7% or ₱778k increase in Retirement Benefits expense** – due to the increase in interest expense on defined benefit obligation of **₱2.6M** off-setted by the *decrease in current service cost of ₱1.7M* and increase in interest income on plan assets of 190k
- m) **66% or ₱6.3M increase in Repairs and Maintenance** – due to the increase in cost of repairs and maintenance to upkeep assets for lease during the year.
- n) **82% or ₱1.8M increase in Insurance** – due to additional properties and units insured
- o) **17% or ₱162k increase in Director Fees** – directly related to the per diem paid to directors on various directors' meetings conducted during the year which increased due to higher number of meetings that were being paid this year as compared to last year.
- p) **74% or ₱19.3M increase in Others** – includes notarization, insurance, bank charges, and expenses arising from business and research development and software maintenance.

**7% or ₱23.5M increase in Equity in net earnings of associates** – this pertains to the Group's 20% share on the net income of associates, e.g. PCPC and Peakpower Energy, Inc. and 33.33% share in the net loss of EWRTC, amounting to **₱339.9M versus ₱316.4M** for 2023 and 2022, respectively.

**149% or ₱4k decrease in Unrealized foreign exchange loss** – this pertains to the related higher foreign exchange gain translation from previous year's unrealized foreign exchange gain of **₱2.5k** to current year's unrealized foreign exchange loss of **₱1.2k**

**176% or ₱42.8M increase in Interest Expense** – directly related to the group's various loan availments

**44% or ₱8.6M increase in Other Income - net** – due to the net effect of the following:

- a.) **Increase in Income from forfeited deposits by 9% or ₱1.6M** – foreclosed accounts in 2023 is higher compared last year.
- b.) **Decrease in Dividend Income by 50% or 5k** – this pertains dividend income received from EIFVOCI
- c.) **Decrease in Gain on disposal of PPE by 100% or ₱100k** – this pertains to the sale of other equipment in 2022 but none in 2023
- d.) **Decrease in Interest income by 79% or ₱1.8M** – due to the decrease in the in-house financing of real estate sales this year as compared last year.
- e.) **Increase in Rental income by 360% or ₱11.7M** – due to the increase in the rental income from the lease of ABERDI's milling plant
- f.) **Increase in Other income- Tapping fees, transfer fees and other water charges by 55% or ₱2.3M** – income from tapping fees due to increase turn-over of units; transfer fees and other water charges

**₱386k** increase in Income Tax Expense - caused by the increased income tax expense applicable to the corresponding increase in taxable income before income tax.

With the foregoing decrease of after-tax income, total comprehensive income also decreased by **14% or ₱98.2M** due to additional net effect of the following:

- a.) decrease by **₱262k** of the net change in fair value of EIFVOCI
- b.) decrease by **102% or ₱5.9M** of the remeasurement loss on defined benefit plan-net of tax from prior year's remeasurement gain on defined benefit plan-net

c.) decrease by **621%** or **₱1.3M** of the share in other comprehensive loss of associates from prior year's share in other comprehensive loss of associates

d.) decrease by **3134%** or **₱1.7M** of the exchange differences in foreign currency translation

### Key Performance Indicator

Financial Ratios Consolidated Figures	Audited 12/31/2023	Audited 12/31/2022
Current ratio <sup>1</sup>	2.00:1	2.34:1
Current Debt to Equity Ratio <sup>2</sup>	0.38:1	0.32:1
Total Debt to Equity ratio <sup>3</sup>	0.66:1	0.53:1
Return on Assets <sup>4</sup>	5.03%	6.82%
Return on Equity <sup>5</sup>	8.02%	10.14%

<sup>1</sup>Current assets/Current liabilities

<sup>2</sup>Current liabilities/Stockholders' equity

<sup>3</sup>Total liabilities/Stockholders' equity

<sup>4</sup>Net income/Average Total assets

<sup>5</sup>Net income/ Average Stockholders' equity

Current ratio decreased from 2.34:1 to 2.00:1 in 2023 primarily due to lower net increase in current assets with only 11% or ₱514.5 million relative to the increase by 29% or ₱612.5 million of current liabilities. The lower increment in current assets relative to the increase in current liabilities was brought by the decrease in cash; lower current portion of contract assets; decrease in other inventories and receivables from related parties in 2023 while the increase in current liabilities is due to the increase in accounts and other payables; short-term debt and the current portion of the long-term debt. This ratio is a liquidity ratio that measures the Company's ability to pay short-term obligations or those within one year.

Current debt to equity ratio increased from 0.32:1 to 0.38:1 in 2023 was due to the increase in current liabilities by 29% or ₱612.5 million as against the increase in equity of only 8% or ₱512.1 million. The ratio indicates how much equity is available to cover the current debt.

Total debt to equity ratio increased from 0.53:1 to 0.66:1 in 2023 as a result of net increase in total liabilities by 35% or ₱1.2 billion as compared to the increase in equity by only 8% or ₱512.1 million. This ratio evaluates a company's financial leverage and is a measure of the degree to which a company is financing its operations through debt versus wholly-owned funds.

Return on assets (ROA) decreased in 2023 from 6.82% to 5.03% due to the net income after tax of ₱546.5 million which decreased by 11% or ₱88.7 million relative to the increase in the average total assets. ROA measures how efficient the company uses the assets it owns to generate profits.

Return on equity (ROE) also decreased from 10.14% to 8.02% in 2023 due to the decrease in net income after tax by 11% or ₱88.7 million relative to the increase in the average total equity. ROE measures the Corporation's profitability in relation to stockholders' equity.

## Prior Period (2022 & 2021) Operational and Financial Information

### Financial Condition

In Philippine Peso			Horizontal Analysis Increase (Decrease)		Vertical Analysis	
	Audited 2022	Audited 2021	Amount	%	Audited 2022	Audited 2021
Current Assets	<b>4,895,903,573</b>	4,642,563,369	253,340,204	5%	<b>49%</b>	54%
Noncurrent Assets	<b>5,109,943,219</b>	3,983,181,145	1,126,762,074	28%	<b>51%</b>	46%
Total Assets	<b>10,005,846,792</b>	8,625,744,514	1,380,102,278	16%	<b>100%</b>	100%
Current Liabilities	<b>2,093,509,315</b>	1,554,622,976	538,886,339	35%	<b>21%</b>	18%
Noncurrent Liabilities	<b>1,352,475,218</b>	1,097,296,114	255,179,104	23%	<b>14%</b>	13%
Equity	<b>6,559,862,259</b>	5,973,825,424	586,036,835	10%	<b>66%</b>	69%
Total Liabilities and Equity	<b>10,005,846,792</b>	8,625,744,514	1,380,102,278	16%	<b>100%</b>	100%

### A Brown Company - CONSOLIDATED

#### Statement of Financial Position items – December 2022 vs. December 2021

The Group's total assets increased by 16% or **₱1.4 billion**, from a balance of **₱8.6 billion** as of end of the year 2021 to **₱10.0 billion** as of December 31, 2022.

The increase was contributed through the build-up in real estate held for sale by **₱871.4M**; contract assets by **₱799.1M**; other non-current assets **₱396.9M**; property, plant and equipment by **₱218.5M**; investments in associates by **₱186.6M** and prepayments by **₱117.9M**, among others as cash declined by **₱1.1B** and the receivables reduced by **₱218.5M**. The increase in the consolidated assets is coupled with the increase in short-term and long-term debt and the after-income tax earned as the sources of funds.

#### Current Assets increased by 5% or **₱253.3 million** as a result of the net effect of the following:

**84% or ₱1.1B decrease in Cash** – due to the net effect of cash utilized for real estate development, landbanking, funding requirements of subsidiary ISI all sourced through the preferred shares offering as well as generated from collection of sales. The net cash used in operating and investing activities and net cash provided by financing activities are as follows: Net cash used in operating activities include acquisition of real estate properties and construction and development costs by **₱863.0M**; increases in contract assets by **₱799.1M**; other inventories by **₱72.3M** and other current assets by **₱133.6M** against the decrease of receivables by **₱158.5M**; increase of accounts and other payables by **₱400.9M**; increase in contract liabilities of **₱50.4M** and the **₱620.8M** operating income before working capital changes. Net cash used in investing activities include acquisition of property, plant and equipment amounting to **₱285.1M** and increase in other non-current assets by **₱396.9M** against the cash provided from the dividends received from associates which amounted to **₱190.0M** and collection of receivables from related parties at **₱19.5M**. Financing activities also include the receipt of the proceeds from long-term debt of **₱484.7M** and short-term debt of **₱326.9M**; payments made to short-term debt-net and the long-term debt amounted to **₱298.3M** and **₱257.2M**, respectively. Interest payments amounted to **₱96.0M** and shares buy-back totalled **₱24.3M**. Preferred share dividends paid also amounted to **₱92.9M**.

**39% or ₱171.5M decrease in Current Portion of Receivables – net** due to the net effect of:

- a) **75% or ₱60.0M decrease in dividend receivable** - due to collection of previously declared dividend net of the recently declared dividend

- b) **43% or ₱121.9M decrease in installment contract receivables on sale of real estate** - higher collection of current ICRs and no reclassification of non-current ICRs this year as compared from last year
- c) **29% or ₱6.7M decrease in Trade Receivable** – directly related from the receivable from water service and sale of crude palm oil (CPO), palm olein, palm stearin and other palm products
- d) **157% or ₱5M increase in advances to officers and employees** – due to the increase in the advances of employees for liquidation
- e) **25% or ₱13.8M increase in other receivables** - due to the advances made to homeowners' association of one of the Company's projects
- f) **28% or ₱1.7M increase in allowance for credit losses** - due to the additional provision of expected credit losses

**270% or ₱499.1M increase in Current portion of Contract Assets** – pertains to the increase in the completed portion of the contract against the amount collected from buyers that will be billed and collected within the year.

**42% or ₱871.4M increase in Real estate inventories** – due to the net effect of the newly acquired land held for sale which increased by **55% or ₱287.6M** and the increase in construction and development costs of new projects and new phases of existing projects by **37% or ₱583.7M** as against units sold in all projects: increase pertains to the newly acquired land for development and development costs in newly launches phases of existing projects, namely Coral Resorts Estates, Ignatius Enclave and Teakwood Hills and Adelaida Homes and Adelaida Mountain Residences.

**14% or ₱24.1M increase in Inventories** – due to lower inventory turn-over of palm olein thereby increasing its inventory and the growing piles of construction materials ready for use

**15% or ₱19.5M decrease in Receivables from related parties** – this pertains to receipt of payments from advances to a related party made during the year

**34% or ₱117.9M increase in Prepayments and Other current assets** – due to the net effect of:

- a) **62% or ₱98.0M** increase in deposit for land acquisition – as a result of additional land purchase to be held for sale, for development in the future and for land banking
- b) **26% or ₱25.1M** increase in creditable withholding taxes – as a result of higher creditable withholding taxes on sale of real estate and the increase in withholding by suppliers and contractors related to development costs versus utilization of creditable withholding taxes.
- c) **4% or ₱371k** increase in input taxes – directly related to the increase in the balance of input VAT passed on by the Company's suppliers and contractors in the ordinary course of its business which is applied against the output VAT payable by the Company on the sale of its goods and services
- d) **13% or ₱7.9M** increase in prepaid expenses – directly related to increase in prepaid expenses made by the Group during the year
- e) **81% or ₱10.3M** decrease in prepaid commission – directly related to the increase in booked sales and completion of the sales transaction
- f) **89% or ₱6.6M** decrease in refundable deposits - the decrease is related to the turnover to the homeowners the electric utilities
- g) **480% or ₱3.4M** increase in other current assets – miscellaneous – increase in advances to suppliers and contractors.

**Non-Current Assets increased by 28% or ₱1.1 billion** as a result of the net effect of the following:

**100% or ₱47.0M decrease in Non-current portion of Receivables-net** – due to reclassification to current Installment Contracts Receivable (ICR) already due for collection

**62% or ₱300.1M increase in Non-current portion of Contract Assets** – due to increase in sales to which revenue is already recognized to the extent of percentage-of-completion (POC) prior to billing for the next 12 months.

**26% or ₱61.6M increase in Equity Instruments at Fair Value through Other Comprehensive Income (EIFVOCI)** – due to the increase in value of the investment

**12% or ₱186.6M increase in Investment in Associates** – due to the Group's share/equity in the net profit of associates which is higher amounting to **₱316.4M versus ₱273.5M** for 2022 and 2021, respectively as compared to dividends declared, amounting to **₱130.0M** during the year versus **₱152.4M** from previous year.

**1% or ₱6.0M increase in Investment Properties** – due to the net effect on increase in acquisition of land held for capital appreciation by 3% or **₱8.8M** and decrease in land and building held for lease by 2% or **₱2.8M** during the year

**24% or ₱218.5M increase in Property, Plant and Equipment** - net due to the net effect in:

- a) **15% or ₱6.5M** decrease in Leasehold improvements – net due to depreciation
- b) **7% or ₱20.3M** decrease in Bearer Plants – net due to depreciation and impairment of bearer plants-trees
- c) **5% or ₱10.1M** decrease in RBD and Fractionation Machineries - net due to depreciation
- d) **5% or ₱427k** decrease in Building and Improvements - net due to ₱412k new additions and the new recorded ₱839k depreciation
- e) **26% or ₱22.9M** increase in Machinery and Equipment- net due to higher new acquisitions at ₱29.6M as compared to the ₱6.7M depreciation
- f) **131% or ₱196.1M** increase in Construction in Progress - net due to additional development cost of new projects e.g. ISI and VEC
- g) **₱135k** decrease in Right-of-Use Assets – net due to depreciation
- h) **43% or ₱37.0M** increase in Other equipment – net due to ₱54.4M new purchases which is higher than the ₱17.4M depreciation and ₱375k disposal

**35% or ₱4.0M increase in Deferred Tax Assets** – directly related to the increase this year in the tax effect of the allowance for impairment loss on PPE, the increase in tax effect of allowance for impairment – receivables and increase in tax effect of retirement liability of the Group recorded as compared last year.

**143% or ₱397.0M increase in Other Non-current assets** – due to the increase in deposits for land acquisition – noncurrent portion by **₱347.3M**; increase in refundable deposits - net of current portion by **18% or ₱7.6M**; increase in advances to third party by **6% or ₱12.6M** and increase in deferred input VAT by **87% or ₱29.5M**

**Total liabilities increased by 30% or ₱794.1 million** as a result of the net effect on current and non-current liabilities:

**Current liabilities increased by 35% or ₱538.9 million** as a result of the net effect of the following:

**46% or ₱343.9M increase in Accounts payable and accrued expenses** – primarily due to the net effect of the following:

- e) **62% or ₱294.0M** increase in trade accounts payable – due to increase in development costs to be settled in the subsequent year
- f) **7% or ₱14.6M** increase in accrued expenses – due to accrual of contractual services, professional fees, rentals and other recurring expenses
- g) **14% or ₱5.5M** increase in retention payable- due to increase in the amount withheld by the Group on contractor's billings
- h) **97% or ₱26.2M** increase in statutory payables – due to increase in dues for remittance to SSS, PHIC, HDMF and withholding taxes
- i) **126% or ₱3.6M** increase in accrued interest payable – due to increase in accrued interest from loans availed by the Group

**6% or ₱28.6M increase in Short-term Debt** – due to the net effect additional loan availed and payments made by the group during the year

**58% or P116.0M increase in Current portion of long-term debt** – effect on the higher current year due portion of the long-term debt against paid in 2022

**30% or P50.4M increase in Contract Liabilities** – due to increase in sales to which collections exceeds over the total recognized ICR and contract assets.

**Non-Current liabilities increased by 23% or P255.2 million** as a result of the net effect of the following:

**13% or P108.4M increase in Non-current portion of long-term debt** – due to the net effect of the increase in long term loans availed against the reclassification of the principal amount that will be due within one year and repayments.

**2% or P1.0M decrease in Retirement liability** – as a result of the actuarial valuation of the retirement benefit obligation of the existing employees. Although there's an increase in the present value of defined benefit obligation of P207k, the decrease in the fair value of plan assets of P1.3M is much higher, which resulted to a net decrease in retirement liability.

**83% or P147.8M increase in Deferred tax liabilities** - due to the increase in the tax effect of sales on deferred payment scheme

**Equity increased by 10% or P586.0 million** as a result of the net effect of the following:

**30% or P546.1M increase in the Retained Earnings** – the increase pertains to the net income of the Group

**34% or P24.3M increase in the Treasury Shares** – the increase pertains to the shares buy-back program of the Company which started on August 17, 2020 and extended on May 25, 2021 until its last transaction in April 2022, with 26,545,000 and 53,092,000 acquired shares in 2022 and 2021, respectively.

**32% or P61.6M decrease in Fair Value Loss of EIFVOCI** – due to the increase in market value of equity instruments at fair value through other comprehensive income or available for sale investments

**21% or P5.8M decrease in Re-measurement loss on retirement benefits obligation, net of tax** - related to the actuarial valuation of retirement benefits obligation

**60% or P208k decrease in Re-measurement loss on retirement benefits obligation of an associate**, net of tax – pertains to the reduction of actuarial loss incurred by an associate's retirement plan

**1% or P55k increase in Cumulative translation adjustment** – related to the exchange differences in foreign currency translation

**106% or P3.5M decrease in Non-controlling interest** – related to the share of the non-controlling interest on the net losses of subsidiary

## Results of Operation

In Philippine Pesos	Audited			Horizontal Analysis Increase (Decrease)				Vertical Analysis		
	2022	2021	2020	Amount 2022 vs 2021	%	Amount 2021 vs 2020	%	Audited 2022	Audited 2021	Audited 2020
Real estate sales	1,378,739,155	628,452,425	761,538,359	750,286,730	119%	(133,085,934)	-17%	91%	88%	88%
Sale of agricultural goods	116,143,469	56,980,212	79,088,786	59,163,257	104%	(22,108,574)	-28%	8%	8%	9%
Water service income	25,323,973	24,836,284	23,417,340	487,689	2%	1,418,944	6%	2%	3%	3%
<b>REVENUES</b>	<b>1,520,206,597</b>	<b>710,268,921</b>	<b>864,044,485</b>	<b>809,937,676</b>	<b>114%</b>	<b>(153,775,564)</b>	<b>-18%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Cost of real estate sales	477,722,261	219,690,454	353,431,663	258,031,807	117%	(133,741,209)	-38%	31%	31%	41%
Cost of agricultural goods sold	87,730,319	42,016,968	60,135,511	45,713,351	109%	(18,118,543)	-30%	6%	6%	7%
Cost of water service income	14,212,257	9,579,082	5,733,021	4,633,175	48%	3,846,061	67%	1%	1%	1%
<b>COST OF SALES AND SERVICES</b>	<b>579,664,837</b>	<b>271,286,504</b>	<b>419,300,195</b>	<b>308,378,333</b>	<b>114%</b>	<b>(148,013,691)</b>	<b>-35%</b>	<b>38%</b>	<b>38%</b>	<b>49%</b>
<b>GROSS PROFIT</b>	<b>940,541,760</b>	<b>438,982,417</b>	<b>444,744,290</b>	<b>501,559,343</b>	<b>114%</b>	<b>(5,761,873)</b>	<b>-1%</b>	<b>62%</b>	<b>62%</b>	<b>51%</b>
General, Administrative and Selling Expenses	472,282,218	284,537,926	273,385,676	187,744,292	66%	11,152,250	4%	31%	40%	32%
Equity in net earnings of associates	316,397,960	273,498,337	175,888,940	42,899,623	16%	97,609,397	55%	21%	39%	20%
Interest expense	(24,354,370)	(26,678,756)	(25,245,886)	(2,324,386)	-9%	1,432,870	6%	-2%	-4%	-3%
Realized gain (loss) on sale of EIFVPL	-	-	12,478,111	-	-	(12,478,111)	-100%	0%	0%	1%
Gain on bargain purchase	-	-	2,659,077	-	-	(2,659,077)	-100%	0%	0%	0%
Unrealized foreign exchange gain (loss)	2,472	(1,834)	1,129	4,306	235%	(2,963)	-262%	0%	0%	0%
Other income (expense) - net	28,183,979	19,565,759	8,784,492	8,618,220	44%	10,781,267	123%	2%	3%	1%
<b>Other Income (Expenses)</b>	<b>320,230,041</b>	<b>266,383,506</b>	<b>174,565,863</b>	<b>53,846,535</b>	<b>20%</b>	<b>91,817,643</b>	<b>53%</b>	<b>21%</b>	<b>38%</b>	<b>20%</b>
<b>Income (Loss) Before Income Tax</b>	<b>788,489,583</b>	<b>420,827,997</b>	<b>345,924,477</b>	<b>367,661,586</b>	<b>87%</b>	<b>74,903,520</b>	<b>22%</b>	<b>52%</b>	<b>59%</b>	<b>40%</b>
<b>Provision for (Benefit from) Income Tax</b>	<b>152,952,243</b>	<b>23,277,566</b>	<b>51,820,371</b>	<b>129,674,677</b>	<b>557%</b>	<b>(28,542,805)</b>	<b>-55%</b>	<b>10%</b>	<b>3%</b>	<b>6%</b>
<b>NET INCOME (LOSS)</b>	<b>635,537,340</b>	<b>397,550,431</b>	<b>294,104,106</b>	<b>237,986,909</b>	<b>60%</b>	<b>103,446,325</b>	<b>35%</b>	<b>42%</b>	<b>56%</b>	<b>34%</b>
Cumulative translation adjustment	55,193	2,497,714	2,993,975	(2,442,521)	-98%	(496,261)	-17%			
Net change in fair value of EIFVOCI	61,618,982	63,824,348	8,025,652	(2,205,366)	-3%	55,798,696	695%			
Remeasurement gain (loss) on defined benefit plan-net of tax	5,792,145	(1,956,732)	(5,209,889)	7,748,877	396%	(3,253,157)	-62%			
Equity in other comprehensive loss of an associate	207,803	384,182	(731,525)	(176,379)	-46%	1,115,707	153%			
<b>OTHER COMPREHENSIVE INCOME (LOSS)</b>	<b>67,674,123</b>	<b>64,749,512</b>	<b>5,078,213</b>	<b>2,924,611</b>	<b>5%</b>	<b>59,671,299</b>	<b>1175%</b>			
<b>TOTAL COMPREHENSIVE INCOME (LOSS)</b>	<b>703,211,463</b>	<b>462,299,943</b>	<b>299,182,319</b>	<b>240,911,520</b>	<b>52%</b>	<b>163,117,624</b>	<b>55%</b>			



**A Brown Company - CONSOLIDATED  
Results of Operations  
For the Year Ended December 31, 2022**

The Consolidated Statement of Comprehensive Income (CSCI) for the year ending December 31, 2022 resulted to an after-tax net income of **₱635.5 million** which increased by 60% or **₱238.0 million** compared to a **₱397.6 million** net income of last year.

The resulting after-tax income was primarily contributed by the gross profit from real estate sales amounting to **₱901.0 million** and the share in net income of associates amounting to **₱316.4 million**. Although the increase by 114% or **₱501.6 million** in gross profit was tremendous this year amounting to **₱940.5 million** as compared from previous year's **₱439.0 million**, the same was reduced by the 66% or **₱187.7 million** increase in the general, administrative and selling expenses amounting to **₱472.3 million** and the 557% or **₱129.7 million** increase in income tax expense amounting to **₱153.0 million** this year. The **₱61.6 million** net change in fair value of equity instruments through other comprehensive income (EIFVOCI) and the **₱5.8 million** remeasurement gain on defined benefit plan, net of tax effect contributed the increase in the total comprehensive income from **₱462.3 million** in 2021 to **₱703.2 million** in 2022.

Comparative results between the CSCIs accounts of the two periods (2022 against 2021) are as follows:

**114% or ₱809.9M increase in Revenues due to:**

- d) Increase in Real estate Sales by 119% or ₱750.3M** - Sales in 2022 were mostly high end and economic units from the new projects during the year compared to the sales last year. For 2021, there is a decrease in lots that were available for sale for high end and economic units
- e) Increase in Sale of agricultural goods by 104% or ₱59.2M** – due to the following:
  - a. Increase in Sales of crude palm oil by 193% or ₱70.1M** – this is due to the increase in quantity sold by 87% or 724 metric tons, from a volume of 830 metric tons in 2021 to 1,553 metric tons in 2022 with the average selling price increased by **₱25,107** per metric ton from **₱40,869** per metric ton last year to **₱65,976** per metric ton in 2022.
  - b. Decrease in Palm Fatty Acid Distillate Sales by 54% or ₱1.0M** – this is due to the decrease in quantity sold by 76% or 59 metric tons, from a volume of 77 metric tons in 2021 to 18 metric tons in 2022 even if the average selling price increased by **₱23,485** per metric ton from **₱24,515** per metric ton last year to **₱48,000** per metric ton in 2022.
  - c. Decrease in Palm Olein Sales by 73% or ₱12.0M** – this is due to the decrease in the average selling price by 22% or **₱14,623** per metric ton from **₱66,190** per metric ton in 2021 to **₱51,567** per metric ton in 2022 and the decrease in quantity sold by 65% or 162 metric tons, from a volume of 248 metric tons in 2021 to 86 metric tons in 2022.
  - d. Increase in Palm Stearin Sales by 3% or ₱61k** - this is due to the increase in average selling price by 71% or **₱12,619** per metric ton from **₱17,808** per metric ton in 2021 to **₱30,426** per metric ton in 2022 despite the decrease in quantity sold by 39% or 39 metric tons, from a volume of 99 metric tons in 2021 to 60 metric tons in 2022.
  - e. Increase in Kernel and Kernel Nuts by ₱270k** - the increase is due to higher quantity sold by 47% or 27 metric tons from 56 metric tons in 2021 to 83 metric tons in 2022, although the average selling price decreased by 4% or 473 metric tons,
  - f. Increase in sale of refined bleached deodorized oil (RBDO) by ₱1.8M** - this is due to the sale of RBDO in 2022 but none in 2021 with average selling price of **₱85,281** and 21 metric tons of quantity sold.
- f) Increase in Sales from water services by 2% or ₱488k** due to the increase in the turn-over of units and consumption of water by residents

**114% or ₱308.4M increase in Cost of Sales and Services due to:**

- a) 117% or ₱258.0M increase in cost of real estate** – the increase is relatively due to higher sales of high end and economic units during year as compared in 2021

- b) **Increase in Cost of Sale of agricultural goods by 109% or P45.7M** – due to the following:
  - a. **223% or P57.8M increase in cost of production of Crude palm oil** – the increase is relatively due to the proportionate increase in the quantity sold by 87% or 724 metric tons with an increase in average cost of sale by 60% or **P18,127 per metric ton**.
  - b. **90% or P1.2M decrease in cost of Palm Fatty Acid Distillate** - the decrease is relatively to the proportionate to the decrease in the quantity sold by 76% or 59 metric tons with decrease in average cost of sale by 56% or **P9,317 per metric ton**.
  - c. **Increase in cost of Kernel and kernel Nuts by 139% or P199k** - the increase is due to the increase in *in quantity sold by 47% or 27 metric tons* despite the decrease in average cost of sale by 29% or **P1,723 per metric ton**
  - d. **Decrease in cost of Palm Olein by 86% or P10.7M** - the decrease is due to the decrease in the cost of producing palm olein in the quantity sold by 65% or P162 per metric ton with decrease in average cost of sale by 22% or P14,624 per metric ton.
  - e. **Increase in cost of Palm Stearin by 5% or P63k** - the increase is directly related to the increase sale of palm stearin with the increase in average cost of sale of P12,619 per metric ton despite a decrease in quantity sold by 39% or 39 metric tons.
  - f. **Increase in cost of sale of refined bleached deodorized oil (RBDO) by P551k** - this is due to the sale of RBDO in 2022 but none in 2021 with average cost sale of P26,855 and 21 metric tons of quantity sold.
  
- c) **Increase in cost of water services by 48% or P4.6M** – due to the increased costs related to rendering water services

**66% or P187.7M increase in General, Administrative and Selling Expenses** - due to the following net effect of:

- a) **49% or P33.1M increase in Personnel expenses** - due to the increase in compensation and other benefits and increase in manpower in 2022
- b) **51% or P25.8M increase in Marketing expenses** – due to the increase in various sponsorships of events for ads and promotions and launching of new projects
- c) **90% or P15.2M increase in Impairment Loss** – this pertains to the impairment of HLPC’s Construction-In-Progress (CIP) and MCPI’s refundable deposit
- d) **17% or P4.2M decrease in Taxes and Licenses** – pertains to the decrease in business permit fees
- e) **76% or P11.3M increase in Outside Services** - due to the increase in requirement of non-professional services on additional projects
- f) **19% or P2.1M increase in Professional Fees** – directly related to the increase in consultancy services incurred by the Group
- g) **2% or P605k increase in Depreciation** – due to increase wear and tear and usage of PPEs
- h) **P50.2M increase in Provision for inventory losses** - due to increase in the identified obsolete and damaged finished agricultural goods inventories
- i) **8% or P647k decrease in Rental expense** – due to lower rental fee paid for an office space
- j) **145% or P9.6M increase in Utilities and supplies** – due to the increase in usage of utilities and supplies during the year.
- k) **119% or P23.5M increase in Transportation and Travel**– directly related to the various site visitations for real estate projects, plantation operations and power group operations.
- l) **37% or P2.9M increase in Retirement Benefits expense** – due to the increase in current service cost by **P2.6M**; increase in interest expense on defined benefit obligation by **P275k** and decrease in interest income on plan assets by 16k
- m) **130% or P5.4M increase in Repairs and Maintenance** – due to the increase in cost of repairs and maintenance during the year.
- n) **159% or P1.3M increase in Insurance** – due to additional properties and units insured
- o) **17% or P141k increase in Director Fees** – directly related to the per diem paid to directors on various directors’ meetings conducted during the year which increased due to higher number of meetings that were being paid this year as compared to last year.
- p) **7% or P122k decrease in Provision for expected credit losses** – due to decrease in expected credit losses or bad debts

- q) **78% or P11.5M increase in Others** – includes notarization, trainings and seminars, bank charges, and expenses arising from business and research development and software maintenance.

**16% or P42.9M increase in Equity in net gain (loss) of an associates** – this pertains to the Group's 20% share on the net earnings of associates, e.g. PCPC and Peakpower Energy, Inc., amounting to **P316.4M versus P273.5M** for 2022 and 2021, respectively.

**235% or P4k increase in Unrealized foreign exchange gain (loss)** – this pertains to the related higher foreign exchange gain translation from previous year's unrealized foreign exchange loss of 1.8k to current year's unrealized foreign exchange gain of 2.5k

**9% or P2.3M decrease in Interest Expense** – directly related to the group's various loan availment

**44% or P8.6M increase in Other Income - net** – due to the net effect of the following:

- Increase in Income from forfeited deposits by 52% or P6.3M** – foreclosed accounts in 2022 is higher compared last year.
- Increase in Dividend Income by 43% or 3k** – this pertains dividend income received from EIFVOCI
- Decrease in Gain on disposal of PPE by 65% or P189k** – this pertains to the sale of other equipment which is higher in 2021 as compared in 2022
- Increase in Interest income by 7% or P147k** – due to the increase in the in-house financing of real estate sales this year as compared last year.
- Increase in Rental income by 2991% or P3.1M** – due to the increase in the rental income from real estate properties for lease this year as compared from last year.
- Decrease in Other income- Tapping fees, transfer fees and other water charges by 16% or P767k** – income from tapping fees due to decrease turn-over of units; transfer fees and other water charges

**557% or P129.7M increase in Provision for Income Tax** due to increased taxable income from increased collections compared to the same YTD period last year

With the foregoing increase of after-tax income, total comprehensive income also increased by **52%** or **P240.9M** due to additional net effect of the following other comprehensive income (loss) items:

- decrease by **3%** or **P2.2M** of the net change in fair value of EIFVOCI
- increase by **396%** or **P7.7M** of the remeasurement gain on defined benefit plan-net of tax from prior year's remeasurement loss on defined benefit plan-net
- decrease by **46%** or **P176k** of the share in other comprehensive income of associates
- decrease by **98%** or **P2.4M** of the exchange differences in foreign currency translation

#### Key Performance Indicator

Financial Ratios Consolidated Figures	Audited 12/31/2022	Audited 12/31/2021
Current ratio <sup>1</sup>	2.34:1	2.99:1
Current Debt to Equity Ratio <sup>2</sup>	0.32:1	0.26:1
Total Debt to Equity ratio <sup>3</sup>	0.53:1	0.44:1
Return on Assets <sup>4</sup>	6.82%	5.26%
Return on Equity <sup>5</sup>	10.14%	7.77%

<sup>1</sup>Current assets/Current liabilities

<sup>2</sup>Current liabilities/Stockholders' equity

<sup>3</sup>Total liabilities/Stockholders' equity

<sup>4</sup>Net income/Average Total assets

<sup>5</sup>Net income/ Average Stockholders' equity

Current ratio decreased from 2.99:1 to 2.34:1 in 2022 primarily due to lower net increase in current assets with only 5% or **₱253.3** million relative to the increase by 35% or **₱538.9** million of current liabilities. The decrease in current assets was brought by the cash disbursements in 2022 of the bulk of the proceeds of preferred shares offering received in 2021 while the increase in current liabilities is due to the increase in accounts and other payables and the current portion of the long-term debt. This ratio is a liquidity ratio that measures the Company's ability to pay short-term obligations or those within one year.

Current debt to equity ratio increased from 0.26:1 to 0.32:1 in 2022 was due to the increase in current liabilities by 35% or **₱538.9** million as against the increase in equity of only 10% or **₱586.0** million. The ratio indicates how much equity is available to cover the current debt.

Total debt to equity ratio increased from 0.44:1 to 0.53:1 in 2022 as a result of net increase in total liabilities by 30% or **₱794.1 million** as compared to the increase in equity by only 10% or **₱586.0 million**. This ratio evaluates a company's financial leverage and is a measure of the degree to which a company is financing its operations through debt versus wholly-owned funds.

Return on assets (ROA) increased in 2022 from 5.26% to 6.82% due to the net income after tax of **₱635.5 million** which increased by 60% or **₱238.0 million** relative to the increase in the average total assets. ROA measures how efficient the company uses the assets it owns to generate profits.

Return on equity (ROE) also increased from 7.77% to 10.14% in 2022 due to the increase in net income after tax by 60% or **₱238.0 million** relative to the increase in the average total equity. ROE measures the Corporation's profitability in relation to stockholders' equity.

### **Prior Period (2021 & 2020) Operational and Financial Information**

#### **Financial Condition**

In Philippine Peso	Audited 2021	Audited 2020	Horizontal Analysis Increase (Decrease)		Vertical Analysis	
			Amount	%	Audited 2021	Audited 2020
Current Assets	<b>4,642,563,369</b>	3,666,756,179	975,807,190	27%	<b>54%</b>	56%
Noncurrent Assets	<b>3,983,181,145</b>	2,835,696,279	1,147,484,866	40%	<b>46%</b>	44%
Total Assets	<b>8,625,744,514</b>	6,502,452,458	2,123,292,056	33%	<b>100%</b>	100%
Current Liabilities	<b>1,554,622,976</b>	1,465,955,213	88,667,763	6%	<b>18%</b>	23%
Noncurrent Liabilities	<b>1,097,296,114</b>	782,064,735	315,231,379	40%	<b>13%</b>	12%
Equity	<b>5,973,825,424</b>	4,254,432,510	1,719,392,914	40%	<b>69%</b>	65%
Total Liabilities and Equity	<b>8,625,744,514</b>	6,502,452,458	2,123,292,056	33%	<b>100%</b>	100%

#### **A Brown Company - CONSOLIDATED**

#### **Statement of Financial Position items – December 2021 vs. December 2020**

The Group's total assets increased by **33% or ₱2.1 billion**, from a balance of **₱6.5 billion** as of end of the year 2020 to **₱8.6 billion** as of December 31, 2021.

The increase was primarily contributed by the receipt of cash proceeds from the preferred shares offering which increased cash by **₱1.0B**. The build-up in contract assets by **₱573.2M**; real estate held for sale by **₱517.0M** and

investment properties by **₱352.3M** also augment such growth even if the receivables declined by **₱549.1M**. The increase in the consolidated assets is coupled with the increase in short-term and long-term debt, the preferred shares offering in excess of par and the after-income tax earned as the sources of funds.

**Current Assets increased by 27% or ₱975.8 million as a result of the net effect of the following:**

**452% or ₱1.0B increase in Cash** – due to the net effect of the net cash provided by financing activities and net cash used in operating and investing activities. The receipt of cash in the issuance of “Series A” preferred shares amounting to **₱1.3B** contributed to the bulk of the increase in cash. Financing activities also include the receipt of the proceeds from long-term debt of **₱547.2M** and short-term debt of **₱157.1M**; payments made to short-term debt-net and the long-term debt amounted to **₱127.8M** and **₱315.6M**, respectively. Interest payments amounted to **₱87.7M** and shares buy-back amounted to **₱49.4M**. Investing activities include the dividends received from associates amounted to **₱160.4M**, acquisition of and proceeds from sale of property, plant and equipment at **₱69.4M** and **₱1.5M**, respectively; acquisition of investment properties at **₱205.7M** and other non-current assets-planned acquisition of land/lot at **₱21.3M**. Collection of advances to a related party amounted to **₱8.6M**.

**56% or ₱569.7M decrease in Current Portion of Receivables – net** due to the net effect of:

- a) **9% or ₱8.0M decrease in dividend receivable** - due to collection of previously declared dividend net of the recently declared dividend
- b) **63% or ₱488.8M decrease in installment contract receivables on sale of real estate** - higher collection of current ICRs and lower reclassification of non-current ICRs this year as compared from last year
- c) **19% or ₱3.8M increase in Trade Receivable** – directly related from the receivable from water service and sale of crude palm oil (CPO), palm olein, palm stearin and other palm products
- d) **7% or ₱211k increase in advances to officers and employees** – due to the increase in the advances of employees for liquidation
- e) **58% or ₱75.1M decrease in other receivables** - due to the collection of receivable from sale of equity instrument
- f) **43% or ₱1.8M increase in allowance for credit losses** - due to the additional provision of expected credit losses

**143% or ₱108.8M increase in Current portion of Contract Assets** – pertains to the increase in the completed portion of the contract against the amount collected from buyers that will be billed and collected within the year.

**33% or ₱517.0M increase in Real estate inventories** – due to the net effect of the newly acquired land and the development costs of new phases of existing projects as against units sold in all projects: ₱324.1M increase pertains to the newly acquired land for development while ₱192.8M pertains to development costs in newly launches phases of existing projects, namely Coral Resorts Estates, Ignatius Enclave and Teakwood Hills.

**19% or ₱28.1M increase in Inventories** – due to lower inventory turn-over of crude palm oil thereby increasing its inventory and the growing piles of construction materials ready for use

**32% or ₱163.6M decrease in Other current assets** – due to the net effect of:

- a) **50% or ₱160.3M decrease in deposit for land acquisition** – as a result of reclassification of the account to real estate held for sale on fully paid acquisition and scheduled for developed landbanking
- b) **37% or ₱26.1M increase in creditable withholding taxes** – as a result of higher creditable withholding taxes on sale of real estate versus utilization of creditable withholding taxes.
- c) **9% or ₱5.3M increase in prepaid expenses** – directly related to decrease in prepaid expenses made by the Group during the year
- d) **77 % or ₱29.3M decrease in input VAT** – directly related to application of input taxes against output VAT made by the Group during the year

- e) **20% or P3.3M decrease in prepaid commission** – directly related to decrease pre-payments of commission to brokers and marketing agents
- f) **75% P2.1M decrease in other current assets – miscellaneous** – decrease in advances to suppliers and contractors.

**Non-Current Assets increased by 37% or P1.1 billion** as a result of the net effect of the following:

**78% or P20.7M increase in Non-current portion of Receivables-net** – due to reclassification to current Installment Contracts Receivable (ICR) already due for collection

**2258% or P464.4M increase in Non-current portion of Contract Assets** – due to increase in sales to which revenue is already recognized to the extent of percentage-of-completion (POC) prior to billing for the next 12 months.

**36% or P63.8M increase in Equity Instruments at Fair Value through Other Comprehensive Income (EIFVOCI)** – due to the increase in share price of equity instruments at FVOCI

**8% or P121.4M increase in Investment in Associates** – due to the Group's share/equity in the net profit of associates which is higher amounting to **P273.5M versus P175.9M** for 2021 and 2020, respectively. as compared to dividend received and/or receivable, amounting to **P152.4M versus P175.0M**, during the year

**363% or P352.3M increase in Investment Properties** – due to the increase in acquisition of land held for capital appreciation by 215% or **P205.6M** and increase in land and building held for lease by 9107% or **P146.6M** during the year

**1% or P8.6M increase in Property, Plant and Equipment** - net due to the net effect in:

- a) **13% or P6.5M decrease in Leasehold improvements** – net due to depreciation
- b) **5% or P14.6M decrease in Bearer Plants** – net due to depreciation and impairment of bearer plants-trees
- c) **5% or P10.5M decrease in RBD and Fractionation Machineries** - net due to depreciation
- d) **9% or P826k decrease in Building and Improvements** - net due to depreciation
- e) **24% or P27M decrease in Machinery and Equipment**- net due to higher depreciation amounting to P 7.4M as compared to new acquisitions which amounted to P3.0M. There was also a reclassification from Machinery and Equipment to Other Equipment account amounting to P22.6M
- f) **47% or P48.2M increase in Construction in Progress** - net due to additional development cost of new projects e.g. VEC
- g) **P61k decrease in Right-of-Use Assets** – net due to depreciation
- h) **31% or P19.9M increase in Other equipment** – net due to new purchases and reclassifications which is higher than the depreciation and disposal

**30% or P5.0M decrease in Deferred Tax Assets** – directly related to the decrease this year in the tax effect of the allowance for impairment loss on PPE and decrease in tax effect of retirement liability of the Group recorded last year.

**77% or P121.3M increase in Other Non-current assets** – due to the increase in refundable deposits - net of current portion by 5% or **P1.9M**; decrease in advances to third party by 76% or **P87.46M** and increase in deferred input VAT 1822% or **P32.0M**

**Total liabilities increased by 18% or P403.9 million** as a result of the net effect on current and non-current liabilities:

**Current liabilities increased by 6% of P88.7 million** as a result of the net effect of the following:

**18% or P111.5M increase in Accounts payable and accrued expenses** – primarily due to the net effect of the following:

- a) **15% or P61.0M increase in trade accounts payable** – due to increase trade payables
- b) **32% or P47.7M increase in accrued expenses** – due to accrual of contractual services, professional fees, rentals and other recurring expenses
- c) **16% or P5.4M increase in retention payable**- due to increase in the amount withheld by the Group on contractor's billings
- d) **11% or P3.3M decrease in statutory payables** – due to decrease in dues for remittance to SSS, PHIC, HDMF and withholding taxes
- e) **34% or P727k increase in accrued interest payable** – due to increase in accrued interest

**7% or P29.3M increase in Short term Debt** – due to the net effect additional loan availed and payments made by the group during the year

**21% or P52.5M decrease in Current portion of long-term debt** – effect on the lower current year due portion of the long-term debt against paid in 2021

**P437k increase in Contract Liabilities** – due to increase in sales to which collections exceeds over the total recognized ICR and contract assets.

**Non-Current liabilities increased by 40% or P315.2 million** as a result of the net effect of the following:

**50% or P284.2M increase in Non-current portion of long-term debt** – due to the net effect of the increase in long term loans availed against the reclassification of the principal amount that will be due within one year and repayments.

**13% or P8.0M increase in Retirement liability** – as a result of the actuarial valuation of the retirement benefit obligation of the existing employees

**15% or P23.0M increase in Deferred tax liabilities** - due to the increase in the tax effect of sales on deferred payment scheme

**Equity increased by 40% or P1.7 billion** as a result of the net effect of the following:

**1% or P13.3M increase in Capital Stock** – the increase pertains to the issuance of 13,264,900 “Series A” preferred shares with par value of **P1.00 per share in 2021**.

**203% or P1.3B increase in Additional Paid-In Capital** – the increase pertains to the issuance of 13,264,900 “Series A” preferred shares at an offer price of **P100.00** per share with an excess of **P99.00** per share over its **P1.00** par value in 2021.

**28% or P397.6M increase in the Retained Earnings** – the increase pertains to the net income of the Group

**233% or P49.4M increase in the Treasury Shares** – the increase pertains to the shares buy-back program of the Company which started on August 17, 2020 and extended on May 25, 2021.

**25% or P63.8M decrease in Fair Value Loss of EIFVOCI** – due to the increase in market value of equity instruments at fair value through other comprehensive income or available for sale investments

**8% or P2.0M increase in Re-measurement loss on retirement benefits obligation, net of tax** - related to the actuarial valuation of retirement benefits obligation

**53% or P384k decrease in Re-measurement loss on retirement benefits obligation of an associate**, net of tax – pertains to the reduction of actuarial loss incurred by an associate's retirement plan

**62% or P2.5M increase in Cumulative translation adjustment** – related to the exchange differences in foreign currency translation

## Results of Operation

In Philippine Pesos				Horizontal Analysis				Vertical Analysis		
	Audited 2021	Audited 2020	Audited 2019	Increase (Decrease)				Audited 2021	Audited 2020	Audited 2019
				Amount 2021 vs 2020	%	Amount 2020 vs 2019	%			
Real estate sales	628,452,425	761,538,359	942,735,766	(133,085,934)	-17%	(181,197,407)	-19%	88%	88%	92%
Sale of agricultural goods	56,980,212	79,088,786	63,724,600	(22,108,574)	-28%	15,364,186	24%	8%	9%	6%
Water service income	24,836,284	23,417,340	21,349,825	1,418,944	6%	2,067,515	10%	3%	3%	2%
<b>REVENUES</b>	<b>710,268,921</b>	<b>864,044,485</b>	<b>1,027,810,191</b>	<b>(153,775,564)</b>	<b>-18%</b>	<b>(163,765,706)</b>	<b>-16%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>
Cost of real estate sales	219,690,454	353,431,663	355,232,138	(133,741,209)	-38%	(1,800,475)	-1%	31%	41%	35%
Cost of agricultural goods sold	42,016,968	60,135,511	49,684,623	(18,118,543)	-30%	10,450,888	21%	6%	7%	5%
Cost of water service income	9,579,082	5,733,021	11,989,512	3,846,061	67%	(6,256,491)	-52%	1%	1%	1%
<b>COST OF SALES AND SERVICES</b>	<b>271,286,504</b>	<b>419,300,195</b>	<b>416,906,273</b>	<b>(148,013,691)</b>	<b>-35%</b>	<b>2,393,922</b>	<b>1%</b>	<b>38%</b>	<b>49%</b>	<b>41%</b>
<b>GROSS PROFIT</b>	<b>438,982,417</b>	<b>444,744,290</b>	<b>610,903,918</b>	<b>(5,761,873)</b>	<b>-1%</b>	<b>(166,159,628)</b>	<b>-27%</b>	<b>62%</b>	<b>51%</b>	<b>59%</b>
General, Administrative and Selling Expenses	284,537,926	273,385,676	287,159,196	11,152,250	4%	(13,773,520)	-5%	40%	32%	28%
Equity in net earnings of associates	273,498,337	175,888,940	380,303,831	97,609,397	55%	(204,414,891)	-54%	39%	20%	37%
Interest expense	(26,678,756)	(25,245,886)	(23,059,066)	1,432,870	6%	2,186,820	9%	-4%	-3%	-2%
Realized gain (loss) on sale of EIFVPL	-	12,478,111	(32,094,814)	(12,478,111)	100%	44,572,925	139%	-	1%	-3%
Gain on bargain purchase	-	2,659,077	-	(2,659,077)	100%	2,659,077	100%	-	0%	-
Unrealized foreign exchange gain (loss)	(1,834)	1,129	10,668	(2,963)	262%	(9,539)	-89%	0%	0%	0%
Unrealized gain (loss) on EIFVPL	-	-	(43,513,896)	-	-	43,513,896	100%	-	-	-4%
Other income (expense) - net	19,565,759	8,784,492	20,993,466	10,781,267	123%	(12,208,974)	-58%	3%	1%	2%
<b>Other Income (Expenses)</b>	<b>266,383,506</b>	<b>174,565,863</b>	<b>302,640,189</b>	<b>91,817,643</b>	<b>53%</b>	<b>(128,074,326)</b>	<b>-42%</b>	<b>38%</b>	<b>20%</b>	<b>29%</b>
<b>Income (Loss) Before Income Tax Provision for (Benefit from) Income Tax</b>	<b>420,827,997</b>	<b>345,924,477</b>	<b>626,384,911</b>	<b>74,903,520</b>	<b>22%</b>	<b>(280,460,434)</b>	<b>-45%</b>	<b>59%</b>	<b>40%</b>	<b>61%</b>
	<b>23,277,566</b>	<b>51,820,371</b>	<b>131,591,686</b>	<b>(28,542,805)</b>	<b>-55%</b>	<b>(79,771,315)</b>	<b>-61%</b>	<b>3%</b>	<b>6%</b>	<b>13%</b>
<b>NET INCOME (LOSS)</b>	<b>397,550,431</b>	<b>294,104,106</b>	<b>494,793,225</b>	<b>103,446,325</b>	<b>35%</b>	<b>(200,689,119)</b>	<b>-41%</b>	<b>56%</b>	<b>34%</b>	<b>48%</b>
Cumulative translation adjustment	2,497,714	2,993,975	4,111,237	(496,261)	-17%	(1,117,262)	-27%			
Net change in fair value of EIFVOCI	63,824,348	8,025,652	(1,086,232)	55,798,696	695%	9,111,884	839%			
Remeasurement gain (loss) on defined benefit plan-net of tax	(1,956,732)	(5,209,889)	(10,048,492)	(3,253,157)	-62%	(4,838,603)	-48%			
Equity in other comprehensive loss of an associate	384,182	(731,525)	-	1,115,707	153%	(731,525)	100%			
<b>OTHER COMPREHENSIVE INCOME (LOSS) TOTAL COMPREHENSIVE INCOME (LOSS)</b>	<b>64,749,512</b>	<b>5,078,213</b>	<b>(7,023,487)</b>	<b>59,671,299</b>	<b>1175%</b>	<b>12,101,700</b>	<b>172%</b>			
<b>INCOME (LOSS)</b>	<b>462,299,943</b>	<b>299,182,319</b>	<b>487,769,738</b>	<b>163,117,624</b>	<b>55%</b>	<b>(188,587,419)</b>	<b>-39%</b>			



**A Brown Company - CONSOLIDATED  
Results of Operations  
For the Year Ended December 31, 2021**

The Consolidated Statement of Comprehensive Income (CSCI) for the year ending December 31, 2021 resulted to an after-tax net income of **₱397.6 million** which increased by 35% or **₱103.4 million** compared to a **₱294.1 million** net income of last year .

The resulting after-tax income was primarily contributed by the share in net income (loss) of associates and the significant lower cost of sales and services incurred relative to the lower revenues this year. The lower income tax expense due to CREATE also added the increase in the net income earned this year. The 695% or **₱55.8 million** increase in the Net change in fair value of equity instruments through other comprehensive income (EIFVOCI) also contributed the increase in the total comprehensive income from **₱299.2 million** in 2020 to **₱462.3 million** in 2021.

Comparative between the CSCIs accounts of the two periods (2021 against 2020) are as follows:

**18% or ₱153.8M decrease in Revenues due to:**

- a) **Decrease in Real estate Sales by 17% or ₱133.1M** - Sales in 2020 were mostly high end and economic units compared to the sales this year. For 2021, there is a decrease in lots that were available for sale for high end and economic units as compared last year.
- b) **Decrease in Sale of agricultural goods by 28% or ₱22.1M** – due to the following:
  - a. **Decrease in Sales of crude palm oil by 41% or ₱23.3M** – this is due to the decrease in quantity sold by 61% or 1,310 metric tons, from a volume of 2,140 metric tons in 2020 to 830 metric tons in 2021; even though the average selling price increased by **₱14,148** per metric ton from **₱26,721** per metric ton last year to **₱40,869** per metric ton in 2021.
  - b. **Decrease in Palm Fatty Acid Distillate Sales by 65% or ₱3.5M** – this is due to the decrease in quantity sold by 74% or 225 metric tons, from a volume of 302 metric tons in 2020 to 77 metric tons in 2021 even if the average selling price increased by **₱6,718** per metric ton from **₱17,797** per metric ton last year to **₱24,515** per metric ton in 2021.
  - c. **Increase in Palm Olein Sales by 75% or ₱7.1M** – this is due to the increase in the average selling price by 46% or **₱20,835** per metric ton from **₱45,355** per metric ton in 2020 to **₱66,190.48** per metric ton in 2021 and the increase in quantity sold by 20% or 41.67 metric tons, from a volume of 206.46 metric tons in 2020 to 248.13 metric tons in 2021.
  - d. **Decrease in Palm Stearin Sales by 47% or ₱1.6M** - this is due to the decrease in quantity sold by 49% or 94 metric tons, from a volume of 193 metric tons in 2020 to 99 metric tons in 2021 even if the average selling price increased by 3% or **₱541.34** per metric ton from **₱17,266** per metric ton in 2020 to **₱17,808** per metric ton in 2021
  - e. **Increase in Kernel and Kernel Nuts by ₱655k** - the increase is due to no sale of kernel and kernel nuts from last year since the production of kernel and kernel nuts in the previous year was only sold in 2021 due to decrease in market demand on the product in the previous year
  - f. **Decrease in Palm Kernel Cake by 100% or ₱337k**– the decrease is due to no sale of kernel cake this year since ABERDI did not trade (buy and sell) on such product in 2021 due to low market demand
  - g. **Decrease in sale of Palm acid oil by 33% or ₱1.2M** - this is due to the decrease in quantity sold by 58% or 163 metric tons, from a volume of 281 metric tons in 2020 to 118 metric tons in 2021 even if the average selling price increased by **₱8,197** per metric ton from **₱12,469** per metric ton in 2020 to **₱19,876** per metric ton in 2021
- c) **Increase in Sales from water services by 6% or ₱1.4M** due to the increase in the turn-over of units and consumption of water by residents

**35% or ₱148.0M decrease in Cost of Sales and Services due to:**

- a) **38% or ₱133.7M decrease in cost of real estate** – the decrease is relatively due to lower sales of high end and economic units during year as compared in 2020
- b) **Decrease in cost of sale of agricultural goods by 30% or ₱18.1M** – due to the following:
  - a. **43% or ₱18.6M decrease in cost of production of Crude palm oil** – the decrease is relatively due to the proportionate decrease in sales of crude palm oil
  - b. **80% or ₱5.0M decrease in cost of Palm Fatty Acid Distillate** - the decrease is relatively to the proportionate to the decrease in sales of palm fatty acid distillate
  - c. **Increase in cost of Kernel and kernel Nuts by ₱143k** - the increase is due to no sale of kernel nuts from last year
  - d. **Decrease in cost of Palm Acid Oil by 1% or ₱21k** – the decrease is related to lower cost of production as compared last year
  - e. **Increase in cost of Palm Olein by 133% or ₱7.1M** - the increase is due to the increase in the cost of producing palm olein
  - f. **Decrease in cost of Palm Stearin by 51% or ₱1.3M** - the decrease is directly related to the decrease sale of palm stearin
  - g. **Decrease in cost of Palm kernel cake by 100% or ₱448k** - the decrease is directly related to the decrease sale of palm kernel cake
- c) **Increase in cost of water services by 67% or ₱3.8M** – due to the increased costs related to rendering water services

**4% or ₱11.2M increase in General, Administrative and Selling Expenses** - due to the following net effect of:

- a) **9% or ₱6.8M decrease in Personnel expenses** - due to the lower compensation and other benefits for those who filled-up vacancies in manpower in 2021
- b) **28% or ₱11.1M increase in Marketing expenses** – due to the increase in various sponsorships of events for ads and promotions and various training activities of accredited real estate brokers and agents of the Parent Company
- c) **43% or ₱12.5M decrease in Impairment Loss** – this pertains to the impairment of bearer plants-trees
- d) **7% or ₱1.8M decrease in Taxes and Licenses** – pertains to the decrease in documentary stamp taxes on loans in 2021 and application of tax credit with LGU
- e) **1% or ₱127k decrease in Outside Services** - due to the decrease in requirement on additional project
- f) **66% or ₱4.5M increase in Professional Fees** – directly related to the increase in consultancy services incurred by the Group in the market study on irradiation services as well as on environmental research and examination services.
- g) **19% or ₱5.4M increase in Depreciation** – due to increase wear and tear and usage of PPEs
- h) **100% or ₱2.0M decrease in Provision for inventory losses** - due to identified obsolete and damaged inventories recorded in the previous year as compared to none this year
- i) **4% or ₱315k decrease in Rental expense** – due to prepaid land rights reclassification to ROU asset in 2021; hence, a decrease in rent expense (from prepaid land rights)
- j) **22% or ₱1.9M decrease in Utilities and supplies** – due to the decrease in usage of utilities and supplies during the year.
- k) **1080% or ₱18.1M increase in Transportation and Travel**– directly related to the various site visitations for real estate projects, plantation operations and power group operations.
- l) **6% or ₱425k increase in Retirement Benefits expense** - due to the net effect of the increase in current service cost by ₱776k; decrease in interest expense on defined benefit obligation by ₱416k and decrease in interest income on plan assets by ₱64k
- m) **17% or ₱612k increase in Repairs and Maintenance** – due to the increase in cost of repairs and maintenance during the year.
- n) **163% or ₱524k increase in Insurance** – due to additional properties and units insured
- o) **46% or ₱701k decrease in Director Fees** – directly related to the per diem paid to directors on various directors' meetings conducted during the year which decreased due to lower number of meetings that were being paid this year as compared to last year.

- p) **52% or ₱2.0M decrease in Provision for expected credit losses** – due to decrease in expected credit losses or bad debts
- q) **9% or ₱1.4M decrease in Others** – includes notarization, insurance, bank charges, and expenses arising from business and research development and software maintenance.

**55% or ₱97.6M increase in Equity in net gain (loss) of an associates** – this pertains to the Group's 20% share on the net income of associates, e.g. PCPC and Peakpower Energy, Inc., amounting to **₱273.5M versus ₱175.9M** for 2021 and 2020, respectively.

**100% or ₱2.7M decrease in Gain on bargain purchase** – due to the acquisition of Vires Energy Corporation last year with the total fair value of net assets acquired being higher than the acquisition cost.

**100% or ₱12.5M decrease in Realized Gain on sale of equity instruments at fair value through profit and loss (EIFVPL)** – this pertains to the sale of equity instruments in 2020 that were classified as EIFVPL in 2018 upon adoption of PFRS 9 and no transaction involving the sale of equity instruments at fair value through profit and loss for current period.

**262% or ₱3k decrease in Unrealized foreign exchange gain (loss)** – this pertains to the related lower foreign exchange gain translation

**6% or ₱1.4M increase in Interest Expense** – directly related to the group's various loan availment

**123% or ₱10.8M increase in Other Income - net** – due to the net effect of the following:

- a) **Increase in Income from forfeited deposits by 411% or ₱9.7M** – foreclosed accounts in 2021 is higher compared last year.
- b) **Decrease in Dividend Income by 96% or 194k** – this pertains dividend income received from EIFVOCI
- c) **Decrease in Gain on disposal of PPE by 257% or ₱473k** – this pertains to the sale of machinery and other equipment which is higher in 2020 as compared in 2021
- d) **Increase in Interest income by 7% or ₱139k** – due to the increase in the in-house financing of real estate sales this year as compared last year.
- e) **Increase in Other income- Tapping fees, transfer fees and other water charges by 12% or ₱514k** – income from tapping fees due to increase turn-over of units; transfer fees and other water charges

**55% or ₱28.5M decrease in Provision for Income Tax** - caused by the decreased income tax rate effected by the CREATE law which decrease the corporate tax rate from 30% to 25% in the current year.

With the foregoing increase of after-tax income, total comprehensive income also increased by 55% or **₱163.1M** due to additional net effect of the following other comprehensive income (loss) items:

- a.) increase by 695% or **₱55.8M** of the net change in fair value of EIFVOCI
- b.) increase by 62% or **₱3.3M** of the remeasurement gain (loss) on defined benefit plan-net of tax
- c.) increase by 153% or **₱1.1M** of the share in other comprehensive income of associates
- d.) decrease by 17% or **₱496k** of the exchange differences in foreign currency translation

## Key Performance Indicator

Financial Ratios Consolidated Figures	Audited 12/31/2021	Audited 12/31/2020
Current ratio <sup>1</sup>	2.99:1	2.50:1
Current Debt to Equity Ratio <sup>2</sup>	0.26:1	0.34:1
Total Debt to Equity ratio <sup>3</sup>	0.44:1	0.53:1
Return on Assets <sup>4</sup>	5.26%	4.67%
Return on Equity <sup>5</sup>	7.77%	7.15%

<sup>1</sup>Current assets/Current liabilities

<sup>2</sup>Current liabilities/Stockholders' equity

<sup>3</sup>Total liabilities/Stockholders' equity

<sup>4</sup>Net income/Average Total assets

<sup>5</sup>Net income/ Average Stockholders' equity

Current ratio increased from 2.50:1 to 2.99:1 in 2021 primarily due to net increase in current assets with 27% or **₱975.8 million** relative to the increase by 6% of **₱88.7 million** of current liabilities. The increase in current assets was brought by the cash received from the proceeds of preferred shares offering. This ratio is a liquidity ratio that measures the Company's ability to pay short-term obligations or those within one year.

Current debt to equity ratio decreased from 0.34:1 to 0.26:1 in 2021 was due to the increase in equity by 40% or **₱1.7 billion** as against the increase in current liabilities of 6% or **₱88.7 million**. The ratio indicates how much equity is available to cover the current debt.

Total debt to equity ratio decreased from 0.53:1 to 0.44:1 in 2021 as a result of net increase in equity brought about by the issuance of preferred shares as well as the net income earned during the period and other comprehensive income after deducting treasury shares. Although the total liabilities increased by 18% or **₱403.9 million**, the shareholders' equity increased by 40% or **₱1.7 billion**. This ratio evaluates a company's financial leverage and is a measure of the degree to which a company is financing its operations through debt versus wholly-owned funds.

Return on assets (ROA) increased in 2021 from 4.67% to 5.26% due to the net income after tax of **₱397.6 million** which increased by 35% or **₱103.4 million** relative to the increase in the average total assets. ROA measures how efficient the company uses the assets it owns to generate profits.

Return on equity (ROE) also increased from 7.15% to 7.77% in 2021 due to the increase in net income after tax by 35% or **₱103.4 million** relative to the increase in the average total equity. ROE measures the Corporation's profitability in relation to stockholders' equity.

Financial soundness indicators are also shown on Exhibit IV, page 120-121.

## Material Event/s and Uncertainties

The Company has no other events to report on the following:

- Any known trends, demands, commitments, events or uncertainties that will have a material impact on its liquidity.
- Any material commitments for capital expenditures.
- Any known trends, events or uncertainties that have had or that are reasonably expected to have a material favorable or unfavorable impact on net sales/revenues/income from continuing operations.
- Any significant elements of income or loss that did not arise from the issuer's continuing operations.
- Any seasonal aspects that had a material effect on the financial condition or results of operations.

- f) Events that will trigger direct or contingent financial obligation that is material to the company, including any default or acceleration of an obligation
- g) All material off-balance sheet transactions, arrangement, obligations (including contingent obligations), and other relationships of the company with unconsolidated entities or other persons created during the reporting period.

### **Company's Vision, Mission and Objectives**

ABCI Group of Companies has envisioned to be an enterprise working towards enlightened and happier communities for the common good. For the property sector, it envisioned in making dreams come true for happier families. For the Agri-business sector, it envisioned to be the country's leader in producing basic products sustainably for the world. For the Utilities sector, it envisioned in energizing the country's development.

Its mission is to commit to deliver excellent products and services that will ensure growth, financial stability and sustainability by: thinking innovatively, building lasting relationships and acting with genuine concern for all our stakeholders and the environment, responsibly utilizing and managing resources for the development of products and services for love of the common good, incessantly providing means for its workers to develop their potentials to the fullest and living the company's shared values of love for work and passion for excellence, family spirit, integrity in everything we do.

To maximize the shareholders' value and achieve its vision, mission and objectives, the company plans to undertake activities in the short-term to long-term as discussed below.

#### **Prospects of Real Property Development:**

Real estate is and will still continue to be a good investment at all economic levels of society (Villegas, 2020). As shelter is one of the three basic necessities of human beings including food and clothing.

The Philippines is a place to seriously consider for those looking for a profitable return on their real estate investment. This country has a burgeoning population of young professionals and an economy that is expanding quickly, which presents enormous opportunities for real estate investors (Romano, 2023).

A number of factors have contributed to the notable progress in the Philippine residential sector over the last ten years: Increased housing supply due to developers constructing more residential units; urbanization and migration led to the development of more housing projects; government initiatives for affordable housing; infrastructure improvements that create new spaces for residential construction; more adaptable financing choices provided by financial institutions; and, the discerning tastes of a burgeoning middle class.

Due to population growth, urbanization, and the emergence of the middle class, there is an increasing demand for residential real estate in urban areas. Developers concentrate on creating mixed-use areas with a range of spaces, including retail, business, and residential. These projects offer premium real estate, mid-range condominiums, and economical homes to suit various market niches.

With its wide-ranging effects throughout the nation, the Philippine economy counts significantly on the real estate sector. Statistica (2023) reported that the Philippine real estate industry contributed 536.44 billion pesos to the national economy in 2022.

The real estate sector has also historically contributed significantly to employment growth. In the fields of construction, real estate development, property management, sales, and associated businesses, it has generated a great deal of job opportunities. According to the 2020 Annual Survey of Philippine Business and Industry (ASPBI), more than 97,000 individuals were employed in real estate, renting and business activities. (PSA, 2023)

An important driver of economic growth, infrastructure expansion and the construction of both residential and non-residential buildings contributed to a 1.8% increase in the number of building permits authorized in the first quarter of 2022. Data from PSA reported that these developments amount to 86.78 billion pesos. (PSA, 2022)

In 2024, the Philippine real estate market offers a variety of prospects, driven by a robust economy and evolving market patterns. Increased public spending has been a significant accelerator in this trajectory, which was evident in the third quarter of 2023. Opportunities for real estate development are created by government programs focused on urban revitalization and infrastructure development, especially in the neighborhoods surrounding these new projects. Growing demand for real estate locations will help developers, and as these places gain in a following, landlords will profit from increased rental returns. (Taleon in SKF, 2024)

As per report from the Bangko Sentral ng Pilipinas, residential property values increased in the third quarter of 2023, rising by 12.9% coming mostly from single detached and attached houses outside of the National Capital Area. This growth indicates changing consumer preferences and opportunities for market expansion outside Metro Manila. Communities and townships provide a combination of residential, educational, commercial and recreational establishment and stands to gain from the increasing desire for homes outside of the capital.

In 2024, the Philippine real estate market is expected to undergo a significant shift. With the demand for housing and office space outside of Metro Manila increasing, landlords and developers may find it advantageous to go outside of the core business districts due to shifting market dynamics. The real estate industry is still at the forefront of these dynamic changes, with the retail sector's resiliency, the demand for social and collaborative office spaces, and the recovery of the hospitality industry all contributing to the positive outlook. (Santos Knight Frank, 2024)

*Sources:*

*Invest in the Philippine Real Estate Market Today, Housing Interactive Real Estate News, Minerva Romano, June 2023*

*Statista, March 10, 2023: Real estate sector gross value added Philippines 2020-2022*

*PSA: Release Date: January 17, 2023: 2020 Annual Survey of Philippine Business and Industry (ASPBI) – Real Estate Activities Sector: Preliminary Results*

*PSA, Release Date: 13 May 2022: Construction Statistics from Approved Building Permits, First Quarter 2022*

*Santos, Knight, and Frank, 2024: Philippines Real Estate Outlook 2024 Growth Paths*

However, despite the annual increase in real estate developments, the Philippine housing backlog is still high. Industry players foresee that this may even increase in the next years through 2030 if the demand for socialized houses or mass houses in particular is not addressed. Sixty-seven percent (67%) of the housing needs in the country are economic and socialized houses. Demand for low cost and socialized housing is actually increasing faster than what the developers can deliver.

***New Housing Need, 2012-2030***

<b>Market Segment</b>	<b>Price Range</b>	<b>Units Needed</b>	<b>% of TOTAL Need</b>
<b>Can't Afford/Needs Subsidy</b>	400K & below	1,449,854	23%
<b>Socialized Housing</b>	400K & below	1,582,497	25%
<b>Economic Housing</b>	400K – 1.25M	2,588,897	42%
<b>Low Cost Housing</b>	1.25M – 3M	605,692	10%
<b>Mid Cost Housing</b>	3M – 6M	No need	
<b>High End Housing</b>	> 6M	No need	
<b>TOTAL Need</b>		6,226,940	

Total New Need Average: **345,941** housing units per year

***Estimated Backlog by 2030\****

<b>Those who can't afford</b>	832,046
<b>Backlog, as of 2011</b>	3,087,520
<b>Total Housing Backlog, as of 2011</b>	3,919,566
<b>New Housing Need, 2012-2030</b> (345,941 units/yr X 18 yrs.)	6,226,540
<b>Housing Production Capacity</b> (200,000 units/yr X 18 yrs.)	3,600,000
<b>Backlog by 2030</b>	6,546,106

*\*If no special housing program is created.*

Source: <http://industry.gov.ph/industry/housing/>

## **Plan of Action**

### Short Term Prospects

#### **Real Property Development:**

Being at the forefront in real estate development in Mindanao, the management and the Board of ABCI will continue to pursue its real estate projects in key cities in the Land of Promise. Overtime, ABCI was able to build a reputation and credibility to deliver first class development. It has created a niche in Mindanao and has carved a name to beckon with when it comes to property development. It shall take advantage of the continuous demand in Xavier Estates lots since it is still the preferred place due to its aura. Xavier Estates Phase V-A Ventura Residences offered Ventura Lane and Clusters B&C for the lot-only market. The strongest factor especially among the OFWs and foreigners married to a Filipino are its tree-lined streets now fully-grown, its in-house water system, strict security system, the largest clubhouse in Mindanao as well as having a luxurious view of nature on top of a plateau. Teakwood sales are beginning to pick-up and are also the preferred place compared to its competitors due to its magnificent location which is overlooking the Macajalar Bay. Coral Resort Estates is gaining popularity among local residents due to the tranquility the water front offers. Adelaida Park Residences is ABCI's response to the growing demand for economic house and lot packages. The project gained edge because of its ridgeview linear park and single houses sufficiently spaced from each other. Mountain View Homes Phase 2 attracted teachers, government employees and managers. ABCI will continue to focus on increasing revenue generation and profit through innovation by introducing new products and services that would meet customer expectations and satisfaction, reduction of costs and expenses, and increasing efficiency in its operations to continuously provide the growth of shareholder value. Through its subsidiaries' diversified ventures, it will keep on pursuing businesses which will eventually replace the adhesive and chemical business ABCI was known for.

ABCI's foresight to provide healthy, environment-friendly, and low-dense community concepts to the market served as the pillar of continuing unprecedented sales. Despite the effect of COVID-19 pandemic to the economy, ABCI remained strong and continues to expand and diversify in other business segments.

#### Cagayan de Oro City projects:

**Teakwood Hills:** Horizontal development has three (3) phases. Phase 1 & 2 are expected to produce a total of 543 saleable lots after an alteration has been made for the development area of 40 and 5.2 hectares, respectively. Phase 1 is 81% complete while Phase 2 is 100% complete. Phase 3 (Belle del Mar) with development area of 2.138 hectares and 42 saleable lots only is 100% complete.

Teakwood Crest Subdivision which is located a kilometer away from Teakwood Hills is now 78% complete.

On the other hand, **Xavierville Homes** is already 100% complete as to horizontal works. There were 131 saleable lots that were subdivided from the 4.8 hectares of development.

**Xavier Estates Phase 5A – Ventura Residences** is 100% complete. Cluster A is subdivided to produce 130 saleable house and lot packages which were already completed. Cluster B and C also provided 139 saleable lots. **Ventura Lane** on the other hand is already 100% developed, it offers 30 lots with cuts starting at 250sq.m. Clusters B & C have lot cuts at 110 sq.m.

**Xavier Estates Phase 5B – Ventura Residences II** also features house and lot units and prime lots. Located at the back of Ventura Residences I, this second phase have the identical house colors of orange and cream as the first phase. House and Lot units are single detached with a lot area of 110 to 170 sq.m. and floor area of 80 sq.m.. Prime lots with lot cuts of 110 to 500 sq.m. are located by the ridge. Its horizontal development is 100% complete while its vertical construction is at 100% complete. The project has 74 units (50 house and lot with 23 lot only) with 48 already complete and two (2) are in progress.

ABCI launched **Adelaida Park Residences**, located in Upper Balulang, Cagayan de Oro. Economic house and lot units are sold in 90sq.m. lot area with floor area of 60 sq.m. and single detached houses in 115-161 sq.m. of 65.5 sq.m. Total development area is 4.4 hectares with a total of 215 saleable units. Its horizontal development is 100% complete while its vertical construction is at 99% complete.

**Xavier Estates Phase 6 – Ignatius Enclave** features house and lot units and prime lots. House and Lot units are single detached with lot area of 110 to 120 sq.m. and floor area of 60 sq.m. Prime lots have lot cuts of 250 to 400 sq.m. Its horizontal development is 100% complete while its vertical construction is at 96% complete.

**Xavier Estates Phase 6 – Ignatius Enclave 2** features house and lot units. These single detached two-storey units have floor area of 120 sqm and are located in 120 sqm lot areas. House could also be built in bigger lots ranging from 150 sqm to 415 sqm. Its horizontal development is 99% complete while its vertical construction is at 65% complete.

**The Terraces** in Xavier Estates highlights prime cascading ridge lots of 180 to 400 sq.m. in size. Located in the terraces-like land configuration, this area commands a 180-view of the city of Cagayan de Oro and the mountains of Bukidnon and is low dense with less than 46 lots for sale. Its horizontal development is 98% complete.

#### Cagayan de Oro City - Socialized Housing project:

**St. Therese Subdivision** located in mid-Balulang, Cagayan de Oro is a 1.67-hectare socialized housing that will provide 155 lots of which 91 lots have row houses with lot area of 50 sq.m. while 38 units are duplexes and 26 are single-attached with lot area of either 68 sq.m. or 75 sq.m. The project is already 100% done.

**Mountain View Homes Phase 1** is located in mid-Balulang, Cagayan de Oro City. This has a development area of 2.3 hectares with 216 saleable house and lots. Project development is 100% accomplished with amenities.

**Mountain View Homes Phase 2** with 1.3 hectares development area, it offers 83 saleable houses and lot units. The row houses have lot area of 50 sq.m. and floor area of 26sq.m. while single detached units for economic housing have a lot area of 75-143 sq.m. and floor area of 36-38 sq.m. The project is already 100% done.

**Mangoville.** The “Sosyal Socialized Housing” project of A Brown Company located in Barangay Agusan, Cagayan de Oro features duplex house designs and with own parking space; with 10-meter wide main roads and 8-meter wide inner roads; with guardhouse and perimeter fence; and with an elevation of 169 meters above sea level overlooking Macajalar Bay. Mangoville is built on a 3.5 hectares area with a total of 235 housing units. Each unit of the duplex house has a lot area of 67.5 sq. m. and a floor area of 22 sq.m. Its horizontal development is 100% complete while its vertical construction is at 94% complete.



#### Misamis Oriental project:

Another residential development is located in Initao, Misamis Oriental with a total land area of 10 hectares. This development, **Coral Resort Estates** is currently working on its Phase 1 with two clusters. Cluster A has 40 saleable lots and 2 house and lot units with a development area of 2.5 hectares. Cluster B has developmental area of 2.9 hectares with 40 saleable lots. The project has already been 100% accomplished for Cluster A and Cluster B. Phase 2 with development area of 4.2225 hectares and 103 saleable lots only is 100% complete. Phase 3 with development area of 5.2764 hectares and 69 saleable lots only is 77% complete.

#### Butuan project:

**West Highlands Phase 1** is a residential estate located in Brgy. Bonbon, Butuan City with a total development area of 25.9 hectares. Phase 1 of the project is expected to generate 322 saleable lots. The project development is 100% accomplished with spillway, concrete barrier, riprap and spine road.

In October 2017, **West Highlands Phase 2** was launched. West Highlands Phase 2 is a community located beside holes Number 5, 6, 7, 8 of the West Highlands Golf Club. Lot cuts range from 350 sq.m. to 717 sq.m. for Fairway Lots; while Inner Fairway Lots range from 219 sq.m. to 344 sq.m. The project development is 100% done.

#### Rizal project:

**Adelaida Homes** is the 1st socialized housing project of ABCI in Luzon, specifically situated in Brgy. Sampaloc, Tanay, Rizal. It opened with 137 house and lot units. The row houses have a lot area that starts at 40sqm and floor area that starts at 26sqm. Its horizontal development is 100% complete while its vertical construction is at 96% complete.

**Adelaida Mountain Residences** is a new master planned integrated community rising in the cool hills of Tanay, Rizal. It overlooks views of Sierra Madre Mountains and the Laguna Lake. Being anywhere around 400 to 500 meters above sea level, weather stays relatively cool. With approximately 12 hectares of development, saleable lots range from 252sqm to 834sqm. Its horizontal development is 97% complete.

#### Medium to Long-Term Prospects.

##### **Real Property Development:**

There is a rise in the demand of housing requirements for middle income, starter families and single market. To address these markets, ABCI intends to develop socialized and economic housing in Cagayan de Oro City.

The Uptown Metropolis located in the east side of Xavier Estates shall soon rise. It shall have a space for a commercial mall, shoppe houses, town houses, condominium and a central business district. This plan shall soon put the uptown area of Cagayan de Oro City in the new places to be.

ABCI is in the planning stage for the vertical market. In the pipeline are three condominium projects to be located in Uptown, Cagayan de Oro; Initao, Misamis Oriental; and Butuan City.

Another master-planned community will soon rise Tanay, Rizal.

##### **PROSPECTS OF PALM OIL:**

The palm oil industry is a promising enterprise as the palm oil continuously being considered as the most important tropical vegetable oil in the global oils and fats industry, in terms of production and trade.

Key industry players are positive about the bright prospects of increasing palm oil production in the world market not to mention the great demand from the domestic market and the prospect of eventually exporting palm oil globally. This growing demand presents an opportunity for ABERDI to expand its current crude oil capacity of 10 tons per hour to 30 tons per hour. This expansion requires an additional 2,800 hectares of oil palm plantation representing 50% of the additional requirement of 5,500 hectares. Suitable lands for expansion are available in Misamis Oriental and Bukidnon Provinces due to its strategic proximity to the mill. More importantly, these areas have adequate and ideal available land; in good climatic conditions; and has a vast potential area for oil palm plantation.

There are now seven (7) out of nine (9) milling plants in the country which are located in Mindanao. On top of this, two (2) additional milling plants are in the pipeline. Out of the nine (9) plants, two (2) have upgraded into refinery plants. ABERDI is the second next to Caraga Oil Refinery Inc. (CORI).

### **Plan of Action**

To respond to the lack of adequate local production, the management has targeted to develop 2,000 hectares of oil palm plantation in Province of Bukidnon and Misamis Oriental areas through a growership program. As of the end of 2023, about 3,699.085 (gross area) hectares were already acquired for development, of which almost 1,547.96 hectares were planted while about 2,652.62 hectares total area potential for planting. The Company is anticipating the signing of agreements with local communities in Misamis Oriental and Bukidnon interested for its expansion program aggregating to 2,000 hectares. Due to the synergy and tax efficiency, ABERDI and Nakeen Corp. have applied for an Amended Articles and Plan of Merger as approved by its Board of Directors and shareholders.

The Company is also looking to pursue further growth opportunities in the Group's palm oil business in Surigao and Agusan region. As of writing, Surigao Greens Agri Corp. (SGAC), a newly incorporated subsidiary of A Brown Company, has executed an Asset Purchase Agreement consisting of several parcels of land with total land area of Seventy Thousand (70,000) square meters and a Palm Oil Milling Plant located in Tambis, Barobo, Surigao del Sur. The Palm Oil Milling Plant consists of a factory building and machineries with a rated capacity of 10 metric tons (MT) per hour. The purchase of the Palm Oil Milling Plant in Surigao del Sur will allow access to an existing and operational and cost-efficient crude palm oil milling plant that is able to source palm oil fresh fruit bunches from nearby plantation farms in the region (Surigao and Agusan).

ABERDI's refinery with fractionation machine is now operational in full capacity of 50 MT/day. Likewise, the company is producing Palm Olein, Palm Stearin and Palm Fatty Acid Distillate in bulk sales. In 2016, it has already engaged in branding and packaging of premium cooking oil labelled as "Golden Belle".

The company's strategic Route to Market design is divided into two (2) service packages. First service package is direct serve outlets which will cover industrial or food processing companies, supermarkets, hyper-marts, wholesalers, groceries, catering services, hotels and restaurants around Mindanao region. Second service package will be indirect serve outlets like sari-sari stores, traditional food outlets, mini marts, direct household consumptions or specials events markets will serve by our potential Trade Execution Partners (TRP). This Dealership System has good functional discounts plus variable incentive scheme. This will provide customers and consumers excellent service and good margin to the best quality products.

### **PROSPECTS OF POWER GENERATION:**

#### **Vision**

The "Build, Build, Build" program of the Duterte administration serves as a guide of the Department of Energy (DOE) in its programs for 2020. This program emphasizes the crucial role of energy, particularly building sufficient capacity, as the key to sustaining the country's economic growth.

At present, the country is still on its quest to obtain energy security and equity, considering the affordability and access of electric supply. However, the Philippine Power System remained generally stable and that the DOE will ensure the sustainable implementation of the rules and laws for the security of our energy supply through competition, access to bilateral markets, anti-monopoly measures, least-cost power, and the protection of the environment.

### **Demand and Forecast**

Increase in energy demand are expected from the distinct growth in the industrial, commercial, and domestic sectors of the country. In addition, electrification continues—households in areas such as parts of Mindanao and Mindoro, which are not fully grid-connected, are likely to gain better access to electricity supply in the coming years with the target to reach 100% electrification across the Philippines by 2022.

By 2040, the country's electricity demand is projected to grow by about 5% annually. And to meet this demand including reserve requirements, a total of 43,765 MW additional capacities must come online.

Peak electricity demand is predicted at 12,285 megawatts (MW) for Luzon; 2,519 MW for Visayas and 2,278 MW for Mindanao, for 2020, according to DOE.

With the additional 237MW on 2017—comprising of 63% coal, 33% solar, and 4% oil-based sources, the energy department is expecting that enough power reserves will meet the demand. In addition, 19,934 MW of capacity is still under development with committed and "indicative" projects until 2025.

Adequate power supply across all three grids—Luzon, Visayas, Mindanao, is forecasted assuming that nothing deviates from the projections based on planned outages, the maintenance program, and the historical peaks and these projected rise in demand by DOE.

### **Solutions**

To solve the country's energy security woes, DOE initiated the issuance of policies for resiliency, conducted of performance assessment and technical audit for all energy facilities, and reactivated the Inter-Agency Task Force on Securing Energy Facilities, among others.

DOE also called for the full cooperation of all industry stakeholders in monitoring and responding to the power demand-supply situations, they also encourage consumers to practice energy efficiency and conservation measures.

### **Coal Power Generation**

Coal consumption in the Philippines is relatively high as the energy sector is highly reliant on coal-fired power plants. Coal power plants generated 46.8 million MWh in 2017, making up half of the country's power generation mix.

According to forecasts, the share of coal power plants will increase from about 30% in 2010 to around 50% in 2030. This share will further increase to 65% by 2050 since the existing natural gas plants are retired in the future. Over 25% of 2050 capacity will be diesel. It is also assumed that all of electricity demand will be supplied through electricity grids in which plants are dispatched to minimize variable costs.

In conclusion, energy remains a crucial element in economic growth and development of any country. According to the National Economic and Development Authority (NEDA), the potential of the Philippines of reaching high-income status by 2040 provided the economy grows consistently by 7.0 percent annually.

Meanwhile, the Philippines scored 4.2 out of 7 in terms of sufficiency and reliability of power supply, as showed in a World Economic Forum report, and still showing great probability of improvement in the energy industry. Strong coordination among energy stakeholders, coupled with the additional power generation capacities, are paving way in responding to the challenges of the industry.

*Sources: DOE, NGCP, ADB, NEDA, Philippine Star*

## **Plan of Action**

### **Coal-Fired Power Project:**

As economic activities continue to expand in the Visayas, specifically in Panay, a need for a more stable and sufficient power supply situation is a must. The 2 x 135 MW coal-fired power plant project in Concepcion, Iloilo was developed due to the foreseen power capacity requirements in the Visayas region. The first unit of this new base load plant was designed to address the power supply requirements of the Visayas grid and provide a steady flow of power when it goes on line. Palm Concepcion Power Corporation (PCPC), the project proponent, constructed the power plant in 2013. The power plant is equipped with a steam turbine generator manufactured by Alstom of Europe.

PCPC started commercial operations of the first unit of the 135 MW Circulating Fluidized Bed Combustion (CFBC) power plant on August 16, 2016. It was inaugurated by the Philippine President Rodrigo R. Duterte in Malacañang on November 28, 2016. It is now delivering power supply to Panay, Negros, and the rest of Visayas.

Ten (10) distribution utilities and electric cooperatives have signed up with PCPC for their base load power capacity requirements in order to deliver reliable and stable power generation supply to industrial, commercial, and residential consumers.

For the second unit, requirements for the Environment Compliance Certificate (ECC) have been completed and were already submitted to the Department of Environment and Natural Resources (DENR).

The power plant takes pride with the capability of its CFBC Technology and the sound environmental measures being practiced in the power plant as it maintained its excellent emission performance vis-a-vis the DENR standards.

At present, PCPC is fulfilling its purpose by serving the needs of its customers, helping ensure that homes and businesses have dependable and uninterrupted power supply, which they can afford, as it continues to uphold its commitment to the environment and host communities.

### **Bunker-Fired Power Project:**

Peakpower Energy, Inc. (PEI) was set up in 2013 to implement projects designed to generate peaking energy across various A+/Green rated electric cooperatives in Mindanao. These are Build-Operate-Transfer agreements for brand new bunker-fired engines, which will last for 15 years.

After signing a Power Purchase and Transfer Agreements for 20-megawatt of peaking power supply with South Cotabato II Electric Cooperative (SOCOTECO II) and 5-megawatt supply with Agusan del Sur Electric Cooperative (ASELCO) in 2013, the respective plants Peakpower Soccsargen, Inc. (PSI) and Peakpower San Francisco, Inc. (PSFI) are commercially operational, supplying the very much needed power capacities in their franchise areas.

Expansion of these two plants are also completed and has already declared their commercial operations last September 2017 and January 2018, respectively. A third plant, Peakpower Bukidnon, Inc. (PBI) which is a 2 x 5.2MW peaking plant and embedded to Bukidnon Second Electric Cooperative (BUSECO) declared commercial operations on March 2018, and was inaugurated a year after.

Recently, PEI officially appointed Wartsila Philippines Inc., a leading supplier of power solutions in the country, to operate the mobilization and maintain the facilities of PEI's three diesel power plants in Mindanao. On October 11, 2019, PEI and Wartsila Philippines Inc. signed an operations and maintenance contract agreement for all its three power plants.

## **Impact of Economic/Political Uncertainties:**

The Company's performance will continue to hinge on the overall economic performance of the country. Interest rate movements may affect the performance of the real estate industry, including the Company. Good governance will definitely lead to better economy and better business environment and vice-versa. After the change of leadership as the result of the May 2022 National Elections, political stability encourages people to work better and spend more and the investors to infuse funds for additional investment. Given the other positive economic indicators like recovery in exports, sustained rise in remittances and growing liquidity in the domestic financial market, the government's projected growth targets are attainable.

The annual average headline inflation (2018=100) of the country for the year 2023 was 6.0%, which is higher than the 2022 and 2021 average inflation rate of 5.8% and 3.9%, respectively. The 2018 rate was slightly lower at 5.2% as compared to the 2023 rate as the Philippine Statistics Authority (PSA) data showed.

Under the leadership of President Ferdinand R. Marcos, Jr., the government has committed to take on a more intensified approach in 2024 to mitigate the effects of inflation. Investments in flood control infrastructure and post-harvest facilities will be prioritized in order to stabilize the supply of key agriculture commodities. Subsidies and financial assistance to farmer beneficiaries are also available for managing rising production costs and to sustain the productivity of the sector. Other measures include increasing the agriculture sector's productivity, filling the domestic supply gap through timely and adequate importation based on ex-ante demand and supply analysis, and further strengthening the government's commitment to address anti-competitive practices.

With the looming El Niño that is expected to continue this month and will likely persist throughout March to May 2024, the Marcos, Jr. administration is prepared with the El Niño Mitigation and Adaptation Plan with the Department of Agriculture (DA) as the implementing agency to help lessen the impact of El Niño on the agriculture and fishery industries. At the same time, the Bureau of Customs (BOC) will continue to combat anti-competitive practices by implementing intensified border control measures, monitoring unfair trade practices, and filing legal cases.

As inflation in rice continues to accelerate due to persistent higher prices in the international market, the President signed Executive Order (EO) No. 50 which extends the modified rates of key imported commodities, such as rice, until December 2024. Additionally, a rice importation agreement with India is currently underway, and a possible expansion of the Unilateral Minimum Access Volume (MAV) of select commodities, in consultation with stakeholders.

In mitigating non-food inflation, conservation and supply management measures are being implemented, particularly on energy and water. To help mitigate oil inflation, the government will issue guidelines for the voluntary increase of ethanol blend for gasoline, which could help decrease the cost of gasoline. Meanwhile, the enacted 2024 General Appropriations Act (GAA) provision on fuel subsidies for the transport sector now requires a shortened trigger period for the release of fuel subsidies to enable the timely distribution of subsidies to drivers and operators.

To help mitigate the second-round effects of toll rate hikes on food inflation, the government will soon release the guidelines for the implementation of the toll rate hike exemption for trucks catering to agricultural goods. The Department of Finance (DOF) is working closely with the Toll Regulatory Board (TRB) and tollway concessionaires toward the finalization of the said guidelines.

The expected completion of critical transmission projects in the first quarter of 2024, particularly the Mindanao-Visayas Interconnection project and the Cebu-Negros-Panay 230kv Backbone Stage 3 shall also help moderate energy prices in the Visayas region by enabling the complementation between excess energy demand from Visayas and the energy surplus in Mindanao as well as address the ongoing grid disturbances in the island

For 2024, the Development Budget Coordination Committee (DBCC) expects inflation rate to return to the target range of 2.0 to 4.0 percent until 2028. The BSP attributes the projected deceleration in inflation to three main factors—the expected easing in global oil and non-oil prices, the negative base effects from the transport fare adjustments in 2022, and the impact of BSP’s cumulative policy rate adjustments. Inflation is expected to taper off in 2023 although upside risks remain. Likewise, monetary tightening that came as a response to curb inflation, is expected to drag economic growth. In previous years, the inflation target was an appropriate quantitative representation of the BSP’s medium-term price stability goal that is conducive to the balanced and sustainable growth of the Philippine economy.

The BSP Governor believed that continued and effective implementation of direct non-monetary interventions and policy reforms to alleviate supply constraints remains crucial in keeping the trajectory of inflation within the target band.—Nevertheless, the BSP is closely monitoring developments and challenges to ensure that the monetary policy stance remains consistent with its price and financial stability objectives.

As part of the 8-point Socioeconomic Agenda of the Marcos Administration and as laid out in the Philippine Development Plan (PDP) 2023-2028, the government will continue to prioritize addressing the impact of inflation as it remains to be a challenge not only in the country, but throughout the globe.

The Philippines finished strong in 2023 with a full-year gross domestic product (GDP) growth rate of 5.6 percent, outpacing major economies in Asia, such as China (5.2 percent), Vietnam (5.0 percent), and Malaysia (3.8 percent) based on the latest available data though fall short of its growth target of 6.5 to 7.5 percent for the 2023 and was lower than the 7.6 percent growth in 2022. The 2022 GDP growth was the highest since 1976. This was also a reverse from 2020 that shrank the economy by 9.5%, the worst contraction since 1946 and sharpest among the largest economies of Asia-Pacific due to uncontrolled COVID-19 outbreak combined with strict nationwide lockdowns and mobility restrictions, a succession of natural disasters, and delays in budget execution which weighed on public investment. The contraction in 2020 was the low end of the -8.5 to -9.5 percent estimate of the Development Budget and Coordination Committee (DBCC) in light of the lingering public health crisis.

For 2024, the government targets 6.5 to 7.5 percent GDP growth. Among these sectors that would support economic expansion are international tourism, the Build Better More program of the administration, and the mass housing projects under the Pambansang Pabahay Para sa Pilipino or the 4PH Program. NEDA would also study the benefits of the proposal to amend the Constitution’s economic provisions. However, with latest trade outlook of the Bangko Sentral ng Pilipinas (BSP) and the International Monetary Fund (IMF) amid global trade disruptions and geopolitical tensions, the government revised downward the GDP outlook to 6 to 7 percent.

The forecast is an optimistic outlook despite. The country’s bustling manufacturing sector, record-low unemployment, and stable and resilient banking system can alleviate buffers against external headwinds and indicate a resilient economy.

To achieve these goals, there are risks that lie ahead. Extreme weather disturbances like global warming and strong typhoons will be the biggest roadblock. The agriculture sector challenge is to make it resilient to such shocks. Reducing the cost of food, especially of rice, is important in reducing poverty. At the same time, there’s need to raise productivity in the agricultural sector by helping farmers transition to higher value crops and making technology easily accessible. Other potential downside risks also include greater volatility in capital flows, and geopolitical risks and global pandemic. Thus, the government needs to remain vigilant and consider potential repercussions to the Philippine economy.

### **Global Health Crisis – Pandemic (e.g. COVID-19)**

However, health crisis that became pandemic will certainly have tremendous impact on the economy.

After the spread of COVID-19 led to the lockdown of the entire island of Luzon, which accounts for 73 percent of the country's GDP, economic managers were not so optimistic of its impact.

In May 2023, the head of the UN World Health Organization (WHO) has declared 'with great hope' an end to COVID-19 as a public health emergency, stressing that it does not mean the disease is no longer a global threat.

On July 21, 2023, President Ferdinand R. Marcos, Jr. issued Proclamation No. 297 lifting the State of Public Health Emergency throughout the Philippines due to COVID-19 which was declared by former President Rodrigo Duterte through Proclamation No. 922 dated March 8, 2020.

The government has adopted measures including the relaxation of regulation for those affected by the epidemic, utilized programs providing unemployment/sickness benefits and established strategic commodities inventory, among others. The Socioeconomic Planning Office recommended in preparing the economy for a rebound by taking advantage of the situation and boosting infrastructure, rehabilitate the ecosystem, craft local government tourism master plans and the upgrading of facilities by the private sector. Additional suggestions include promoting domestic tourism by developing a new campaign for domestic travel, the provision of retooling measures like livelihood training, encouraging strategic investments in the field of medicine and the establishment of a Center for Disease Control-like network.

*Source: NEDA Reports, PNA Report and Various News Articles*

#### Impact on Real Estate Sales

There is a continued rise in the demand for real estate in Northern Mindanao and Caraga shown in the current sales reservations. The Company made an unprecedented move to immediately shift to the digital platform. These include regular online presence through Facebook and direct messaging to the brokers. These are also online facilities implemented to ensure continuity in equity payments and sales reservation. A challenge was posted by buyers who had difficulty transitioning from their traditional banking style to online payments but these were being responded to. There were reduced foot traffic at the onset of COVID-19 to sites. However, this has gradually increased as the Company implemented safety protocols on site. Website is already upgraded.

#### Supply Chain Risks

There is a potential risk of shortage of construction materials and supplies because of supply issues from sources in COVID-19 affected countries. Shortage of imported construction materials might lead to an increase in development costs. To mitigate the impact of potential shortages, we have implemented contingency strategies such as increased inventory and advanced procurement of construction materials.

With the recommended social distancing and adoption of flexible work arrangements, our personnel and brokers' efficiency in handling administrative work (e.g. processing of sale documents; processing of government permits and license; etc.) may be impaired.

We have also instituted increased health awareness in all our offices and project sites. Constant disinfecting and sanitation of the offices and model houses in the all project sites is done. Constant hand-washing is promoted and health and temperature monitoring is conducted with the use of thermal scanners.

We believe that the Company's available cash, including cash flow from operations and drawings from existing and anticipated credit facilities, will provide sufficient liquidity to fund our projected operating, investment, capital expenditures and debt service requirements for the next twelve months. We have also implemented a number of initiatives under our liability management program to meet our debt service requirements in the short and medium term.

The Company does not expect to conduct any product research and development in the foreseeable future. No extraordinary purchase or sale of plant and equipment are expected beyond those in the regular course of the

Company's operations. 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 nor 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.

### **Significant Change in the number of employees**

The Brown Group of Companies foresees to maintain the number of employees. Hiring of employees will continue in the regular course of the business as the need arises.

### **Item 7. FINANCIAL STATEMENTS**

Please see the attached Audited Parent and Consolidated Financial Statements and schedules listed in the accompanying Index to Financial Statements and Supplementary Schedules, presented herewith as Exhibit VI and Exhibit VII.

### **Item 8. CHANGES IN AND DISAGREEMENT WITH ACCOUNTANTS ON ACCOUNTING AND FINANCIAL DISCLOSURES**

In the best interest of the Corporation, as well as the shareholders, higher standards of governance have been followed including the change of external auditor as mandated by SRC Rule 68(3)(b), as amended. Accordingly, the Board of Directors on 02 May 2018, upon the recommendation of the Audit Committee, with the approval of the stockholders of A Brown Company, Inc. on 28 June 2018, has appointed SGV & Co. as the new external auditor for the year ended December 31, 2018. The recommendation has not been prompted by any disagreement that has arisen between the Corporation and the previous external auditor.

For the year 2018, the Partner-In-Charge of the independent examination is John T. Villa. For the audit years 2019 to 2022, Alvin M. Pinpin is the Partner-In-Charge.

Representatives of the external auditor shall be present during annual meetings and will be given the opportunity to make a statement if they desire to do so. They are also expected to respond to appropriate questions if needed.

#### **External Auditor Prior to 2018**

The accounting firm of Constantino Guadalquiver & Co., (CG & Co.) was duly appointed as the Independent Public Accountants on 28 August 2009.

There was no instance that CG & Co. had any disagreement relating to accounting principles or practices, financial statement disclosures or auditing scope or procedure. Per SEC Memo Circular of 2005 – Amendments to SRC Rules 68 and 68.1, "... the external auditors shall be rotated every after five (5) years of engagement. In case of a firm, the signing partner shall be rotated every after said period. The reckoning date for such rotation shall commence in year 2002 ...". For five consecutive years (2009 to 2013), Rogelio M. Guadalquiver is the Partner-In-Charge of the independent examination who was replaced by Annalyn B. Artuz for audit year 2014 to 2016. For the audit year 2017, Rogelio M. Guadalquiver is the Partner-In-Charge.



## External Audit Fees and Services

A) Aggregate fees billed for the calendar years 2023 and 2022 for the audit of financial statements:

	<u>2023</u>	<u>2022</u>
1) Regular Annual Audit of Financial Statements (inclusive of VAT)	₱ 3,086,720	₱ 2,700,320
Review of Interim Financial Statements (2 <sup>nd</sup> and 3 <sup>rd</sup> Quarter 2023) (inclusive of VAT)	₱ 11,480,000	₱ -
2) The nature of services comprising the fees includes the following:		
a) Audit in accordance with generally accepted auditing standards.		
b) Examination of the company's internal control structure for the purpose of establishing a basis for determining the nature, timing and extent of auditing procedures necessary for expressing an opinion.		
c) Procedures designed to provide reasonable assurance of detecting errors and irregularities that are material to the financial statements.		
d) Audit and Business Advisory		

The above annual audit fee was charged to the Parent Company and its subsidiaries for their stand-alone financial statements and the Group's consolidated financial statements. The audit fee inclusive of VAT of the Parent Company's twelve (12) and eleven (11) subsidiaries in 2023 and in 2022 were ₱1,597,120 and ₱1,210,720, respectively.

The review of interim consolidated financial statements of the Parent Company covered 2<sup>nd</sup> and 3<sup>rd</sup> Quarter of 2023 during the Preferred Shares Offering – Series B and Series C.

B) Aggregate fees billed for the calendar years 2023 and 2022 for Tax Compliance Audit/ Tax Services are as follows:

	<u>2023</u>	<u>2022</u>
1) Tax Compliance Audit/ Tax Services (Inclusive of VAT)	₱ -	₱ -
2) The nature of services comprising the fees includes the following:		
a) In-depth review of company's records to ascertain compliance with the rules and regulations of the Bureau of Internal Revenue and the local government;		
b) Review completeness of documents for BIR and local government purposes;		
c) Evaluation of income and business tax positions based on past and current operations to determine tax savings and/or exposures;		
d) Recommend corrective measures to ensure compliance with tax laws; and		
e) Recommend measures for tax- savings purposes.		

The tax services evaluated the tax position of the Parent Company and determined tax savings and/or exposures on a prospective transaction with different scenarios.

C) Services other than the services reported under items (a) and (b) include the agreed-upon procedures on the use of the proceeds from the preferred shares offering.

	<u>2023</u>	<u>2022</u>
1) Agreed-upon procedures on the annual and quarterly report on the use of the proceeds from the preferred shares offering	₱ -	₱ 364,000

The engagement involves the performance of agreed-upon procedures on the Quarterly Progress Report/Annual Summary Report on the Application of Proceeds from the preferred shares offering of the Parent Company for the year ending December 31, 2022 as required by the Philippine Stock Exchange and the Securities and Exchange Commission.

The ABCI Audit Committee recommends to the Board and stockholders the appointment of the external auditor and the fixing of audit fees. The Board and stockholders approve the Audit Committee's recommendation.

During end-of-audit, an initial conference by the external auditors with the management's authorized representatives discusses the initial findings. After the clarification conference, the external auditors together with the partner in-charge will discuss before the rest of the Audit Committee. If there are any revisions, another round of discussion will be set before the audited reports are finalized, accepted and approved.

## **Part IV MANAGEMENT AND CERTAIN SECURITY HOLDERS**

### **Item 9. DIRECTORS AND EXECUTIVE OFFICERS OF THE ISSUER**

Board of Directors for July 2022 to June 2023

Listed below are ABCI's directors with their corresponding positions and offices held. The directors assumed their directorship during the annual stockholders' meeting for a term of one year or until the election of new directors in the next stockholders' meeting.

#### **INFORMATION ABOUT EACH DIRECTOR AND EXECUTIVE OFFICER**

##### **WALTER WILLIAM B. BROWN, Director and Chairman**

Walter W. Brown, Filipino, 84, is Director and Chairman of A Brown Company, Inc. Prior to his re-election in December 2018 as Chairman of the Company, he was conferred as Chairman Emeritus in September 2016. He is also the Chairman of A Brown Energy & Resources Development Inc., Palm Thermal Consolidated Holdings Corporation, PeakPower Energy Inc. and Monte Oro Resources and Energy, Inc. He is Director and Executive Vice-President of Atok-Big Wedge Co., Inc. (PSE: AB), a listed in the Philippine Stock Exchange.

He received two undergraduate degrees: B.S. Physical Science (1959) and B.S. Geology (1960), both from the University of the Philippines, and postgraduate degrees from Stanford University: M.S. Economic Geology (1963), and Ph.D. in Geology, Major in Geochemistry (1965). He was also a candidate for Master of Business Economics (1980) from the University of Asia & Pacific (formerly Center for Research & Communications).

He was formerly associated with the following companies as Chairman or as President or Director: Apex Mining Co. Inc., Philex Mining Corporation, National Grid Corporation of the Philippines, Atlas Consolidated Mining Co., Philodrill Corporation, Petroenergy, Philippine Realty & Holdings Corporation, Dominion Asia Equities, Inc. (Belle Corp.), Palawan Oil & Gas Exploration (Vantage Equities), 7 Seas Oil Company, Inc. (Abacus), Universal Petroleum (Universal Rightfield), Sinophil Corporation, Asian Petroleum Corporation, Acoje Mining Corporation, Semirara Coal Corporation, Surigao Consolidated Mining Inc. (Suricon), Vulcan Industrial and Mining Corporation, San Jose Oil, Seafont Petroleum, and Basic Petroleum. He was also Technical Director of Dragon Oil, a company listed on the London Stock Exchange.

He is currently Chairman and Director of Family Farm School (PPAI), Chairman and President of Studium Theologiae Foundation, and President of Philippine Mine Safety & Environment Association (PMSEA), and

lifetime member of the Geological Society of the Philippines. He was a member of the Board of Trustees of Xavier University from 2003 to 2014, concurrently serving as Vice Chairman from 2006 to 2014.

**ANNABELLE P. BROWN, Director**

Ms. Annabelle P. Brown, Filipino, 81. Director of A Brown Company, Inc. from 1992 to present. She holds the position of: Treasurer since 1993 to July 2011, and Member of the Executive Committee and Corporate Governance Committee.

She is Chair and Director of PBJ Corporation; Chairman of the Board of Petwindra Media Inc.; Treasurer of Brown Resources Corporation; Treasurer/ Director of Bendana-Brown Holdings Corporation, President and Director of Pine Mountain Properties Corporation. She is also a Director of the following corporations: North Kitanglad Agricultural Corp., Cogon Corporation, Shellac Petrol Corp and Palm Concepcion Power Corporation. She has no directorship in other listed companies.

Her civic involvement includes: Founding Chairperson of Alalay sa Pamilya at Bayan (APB) Foundation, Inc. (2009 to present), Development Advocacy for Women Volunteerism (DAWV) Foundation, Inc. (1988 to present), Professional and Cultural Development for Women (PCDW) Foundation, Inc. (1979 to present); Consultant/Moderator of EDUCHILD Foundation, Inc. (1985 to present) and Chair of the Rosevale School, CDO (2011 to present).

Mrs. Brown holds a Bachelor of Science in Business Administration degree from the University of the Philippines, Diliman, Quezon City and is a candidate for a degree in Masters in Business Economics at the University of Asia and Pacific (formerly CRC).

For her outstanding contribution to the academe, business and socio-community development, Mrs. Brown is a recipient of several awards and citation, latest are the 2010 Soroptimists Award and 2010 UPCBA Distinguished Alumna Award.

**ROBERTINO E. PIZARRO, Director and President and Chief Executive Officer**

Mr. Robertino E. Pizarro, Filipino, 69, was elected as President and Chief Executive Officer on December 7, 2018. Prior to his current position, he was an Executive Chairman beginning September 2016 until March 2017 when it was changed to Chairman. He was the President of the company from August 2003 to Sept. 2016. He finished the course on Strategic Business Economic Program at University of Asia and the Pacific (Aug 2002–Aug 2003). He was the former (2017 to 2018) and is the present President and Member of the Board of Directors of Cagayan de Oro Chamber of Commerce and Industry. He is also the President of ABERDI, Brown Resources Corporation, NAKEEN Corporation (February 26, 1997 to present), Xavier Sports and Country Club (1999 to present), Simple Homes Development, Inc., Bonsai Agricultural Corporation and Minpalm Agricultural Co., Inc. (2004 to present). He was the former President and now Director of Philippine Palmoil Development Council, Inc. (PPDCI).

As three-time elected President of Cagayan de Oro Chamber of Commerce and Industry Foundation (2017, 2018 and 2020), Mr. Pizarro presides over the 422-member chamber. He will espouse increased and satisfied membership; and calls for its members to take advantage of the Duterte administration's thrust to develop the countryside and to ramp up economic activities in the rural areas. These economic benefits mean development of the city and its neighboring areas, bringing in tourists, increasing the number of business meetings and conventions, and promoting a conducive business atmosphere. He is also an advocate of the Metro Cagayan de Oro.

Mr. Pizarro is in the forefront of introducing new concepts for urban planning, infrastructure and land management focusing on real estate development in Mindanao. Under his leadership, ABCI introduced Cagayan de Oro's first mixed-use, nature-themed, well-planned integrated residential subdivision, the Xavier Estates. ABCI also developed Northern Mindanao's first agri-residential subdivision in Bukidnon; first residential resort in Misamis Oriental; and the first residential estates in Caraga Region located beside a driving range and

a golf course. The demand for ABCI real estate properties continue to be strong due to its idyllic views, high elevation and flood-free locations, well-developed infrastructure with wide main roads, centralized water system and tree-lined streets and landscaped roadways.

As Director and former President of the Philippine Palm Oil Development Council, Inc. (PPDCI), he espoused agriculture development and job creation in the countryside. New interests and investments in the oil palm industry were created during his term. During the 8<sup>th</sup> National Palm Oil Congress, which he chaired, the utilization of unproductive lands and promotion of economic stability through investments in the palm oil industry was highlighted.

He has no directorship in other publicly-listed companies.

#### **ELPIDIO M. PARAS, Independent Director**

Engr. Elpidio M. Paras, Filipino, 71, Independent Director, June 28, 2002 to present. He obtained his Bachelor of Science major in Mechanical Engineering from the De La Salle University (1974). He is the President and CEO of Parasat Cable TV, Inc. (1991 to present), UC-1 Corporation (2002 to present), President - Promote Northern Mindanao Foundation, Inc. (2019 to present), President – Cagayan de Oro Chamber (2007), Chairman of the Board of Trustees – Xavier University (2007 to 2016) and independent director of Southbank. He is a founding member of the Philippine Society for Orphan Disorders (PSOD). He was also a Board member of the Cagayan de Oro International Trade and Convention Center Foundation, Inc. (2005). He is also a member of PhilAAPA (Philippine Association of Amusement Parks& Attractions). He was also three-time President and Chairman of the Philippine Cable TV Association and currently he is a Vice President for the Mindanao area. He is the Co-Chair of the NEDA-Regional Development Council (RDC)-X.

He has no directorship in other publicly-listed companies.

#### **THOMAS G. AQUINO, Independent Director**

Dr. Thomas G. Aquino, Filipino, 74, Independent Director since March 12, 2012 to present, has a Doctorate in Management from IESE Business School, University of Navarre (Spain), a Master of Science in Industrial Economics, University of Asia and the Pacific, and a Bachelor's Degree in Economics, University of the Philippines. He has professional expertise in business strategy, trade, investments and technology promotion, industrial policy and international trade negotiations.

Dr. Aquino served at the Philippine Department of Trade and Industry as Acting Secretary and as Senior Undersecretary in charge of the country's international trade promotions and trade policy negotiations at the World Trade Organization and the ASEAN Economic Community. A prior position was Supervising Governor of the Board of Investments representing the private sector. Dr. Aquino was recipient of the Presidential Service Award for extraordinary contribution of national impact on public interest, security and patrimony, the Gawad Mabini Award rank of Grand Cross (Dakilang Kamanong) for distinguished service to the country at home and abroad, and the Philippines-Japan Society Medal of Honor.

Dr. Aquino is a Director of NOW Corporation (PSE:NOW), an Independent Director of Alsons Consolidated Resources, Inc. (PSE:ACR) and PRYCE Corporation (PSE:PPC), publicly-listed companies on the Philippine Stock Exchange, also Chairman of REID Foundation and Senior Fellow at the CRC Foundation.

**ANTONIO S. SORIANO, Director**

Atty. Antonio S. Soriano, Filipino, 75, Director from Aug 2007 to present and Corporate Secretary (June 2002 to Nov. 2008). He obtained his Bachelor of Laws Degree from the University of the East in 1974 and was admitted to the Bar in 1975. He is the Senior Managing Partner of Soriano, Saarenas & Llido Law Office. He acts as the Corporate Secretary of the following: RISE Foundation, Inc. (1994 to present), ICS Development Corporation (1980 to present), PACEMAN General Services (1993 to present), Kagayhaan-Davao Resources Management Corporation (1994 to present), Kagayhaan - Cagayan de Oro City Resources Management Corporation (1993 to present), Chairman of Xavier Sports and Country Club (2000 to present), and Roadside Shops, Inc. (2000 to present). He is the Chairman of Cagayan de Oro Medical Centre, Philippine National Red Cross and First Industrial Plastic Ventures, Inc. (present). He is also active in civic and professional organizations like Integrated Bar of the Phils. – Misamis Oriental Chapter (Vice-President 1984-1986), Rotary Club of Cagayan de Oro City (IPP & SAG), Philippine Association of Voluntary Arbitrators (member - 1994) and Court of Appeals Mediation-Mindanao Station (member - 2007). He was also elected as Vice Mayor of Cagayan de Oro City from 1992-1995 and member of the City Council of the same city from 1988-1992. During his tenure he was able to pass several ordinances and resolutions that contributed to the development of the City. He has no directorship in other publicly-listed companies.

**JOSELITO H. SIBAYAN, Director**

Joselito H. Sibayan, Filipino, 65, was appointed as Director and Treasurer of A Brown Company, Inc. on March 28, 2017. His designation as Treasurer ceased on May 04, 2017. Currently, he is an Independent Director of Apex Mining Co. Inc. (PSE:APX), a publicly-listed company. He is also President and CEO of Mabuhay Capital.

Prior to forming Mabuhay Capital, he was the Vice-Chairman of Investment Banking-Philippines and Philippine Country Manager for Credit Suisse First Boston (1998-2005). He held various positions from Senior Vice-President, Head of International Fixed Income Sales to Executive Director and Chief Representative at Natwest Markets (1993-1998). He was also the Head of International Fixed Income Sales at Deutsche Bank in New York (1988-1993). He spent 35 years in investment banking with experience spanning securities sales and trading, capital-raising, and mergers & acquisitions advisory. He was previously an Independent Director of SM Prime Holdings, Inc. (PSE: SMPH).

Mr. Sibayan obtained his MBA from the University of California in Los Angeles and his B.S. Chemical Engineering from De La Salle University – Manila.

**RENATO N. MIGRIÑO, Director and Treasurer**

Mr. Renato N. Migriño, Filipino, 74, is the Director and Treasurer of A Brown Company, Inc. effective January 2, 2019. He was formerly an Independent Director of Mabuhay Vinyl Corporation and Treasurer of Apex Mining Co., Inc., both listed companies and former Director and Treasurer of Monte Oro Resources & Energy, Inc. Prior to his joining Apex Mining Co., Inc., Mr. Migriño was Treasurer, Chief Financial Officer, Senior Vice President for Finance, and Compliance Officer of Philex Mining Corporation, Director and Chief Financial Officer of Philex Gold Inc., and Director of FEC Resources Inc., Silangan Mindanao Mining Co., Inc., Brixton Energy & Mining Corporation and Lascogon Mining Corporation. He was also formerly Senior Vice President & Controller of Benguet Corporation. He has no directorship in other publicly-listed companies.

He was formerly the Treasurer (from September 1, 2015 to March 28, 2017) and a Director (from September 28, 2016 to March 28, 2017) of A Brown Company, Inc.

Mr. Migriño obtained his Bachelor of Science degree in Commerce (minor in Management) from Philippine College of Commerce (now the Polytechnic University of the Philippines) and thereafter his Certified Public Accountant (CPA) license. He also attended the Management Development Program (MDP) at Asian Institute of Management; Executive Program – Stanford University at the National University of Singapore; Allen

Management Program at Louis A. Allen Associates, Inc. and Strategic Business Economics Program (SBEP) at the University of Asia & the Pacific.

### **JUN HOU, Director**

Mr. Jun Hou, Chinese, 53, holds the position of Executive Chairman of Huli Fund Philippines, a firm that specializes in buyout investments especially in real estate, energy, minerals, and health industries. He is the President of Yi Ding Tai International Corporation from 2012 to present, a company which conducts its operations in the Philippines and is based in the People's Republic of China. Mr. Hou has been with Bank of America Merrill Lynch in both the United States and Hong Kong branches. He has extensive experience in international investment banking. He has no directorship in other publicly-listed companies.

Mr. Hou obtained his Bachelor of Science degree from Northeastern Financial University and attended SBEP at the University of Asia & the Pacific.

### **Company Officers of A Brown Company, Inc.**

**WALTER W. BROWN, Chairman** (refer above for his profile)

**ROBERTINO E. PIZARRO, President & Chief Executive Officer**  
(refer above for his profile)

**RENATO N. MIGRIÑO, Director and Treasurer** (refer above for his profile)

**MARIE ANTONETTE U. QUINTO, Chief Finance Officer**

Atty. Marie Antonette U. Quinto, Filipino, 47, joined the A Brown Group of Companies in November 2013 as Comptroller. She was appointed as Chief Finance Officer effective September 1, 2015 until December 31, 2017. Thereafter, she was appointed as Vice President-Comptroller effective January 1, 2018. She assumed the Chief Finance Officer effective March 1, 2019. She was formerly a Director of the company.

She finished her Bachelor of Science in Accountancy at the University of San Carlos Cum Laude in 1997. She became a Certified Public Accountant in December the same year. She finished her Master's in Business Administration at Southwestern University last May 2003. She finished her Bachelor in Laws at Xavier University Ateneo de Cagayan last May 2009 and passed the bar examination given last November 2011. She is a candidate for Doctor in Education Planning and Supervision. She has also taken courses with institutions such as the Asian Institute of Management and American Management Association.

She started as a Staff Auditor of Sycip, Gorres Velayo and Company, CPAs in November 1997. She joined the Multi Stores Corporation, Operator of SM Department Store Cebu in July 1998. After almost five years she was promoted to Finance and Admin Manager and was transferred to Shopping Center Management Corporation-Cagayan de Oro, the operator of SM Mall Cagayan de Oro. She spent fifteen (15) years of her life with the SM Group of Companies.

**JOHN L. BATAAC, Executive Vice-President**

Engr. John L. Bataac, Filipino, 54, is the Executive Vice President of A Brown Company Inc. who was elected on June 30, 2023. He was an AVP from Aug 2008 until he was appointed as VP effective June 2014. He was elected concurrently as Chief Operating Officer starting January 1, 2019. He is a Civil, Sanitary and Geodetic Engineer. He graduated from the University of the East in 1991 for his Civil Engineering course, at National University in 1994 for Sanitary Engineering and at The University of Northern Eastern Philippines in 1998 for Geodetic Engineering. He used to be an Instructor at the International Training Center for Surveyors (Sept 1991

to April 1995), a Manager for Project Development of A Brown Company, Inc. (May 1995 to July 2000) and a Technical Consultant of Green Square Properties Corp. (2000 to 2008). He is also a member of the following organizations: Philippine Institute of Civil Engineers (PICE), Philippine Society of Sanitary Engineers (PSSE) and Geodetic Engineers of the Philippines (GEP).

**PAUL FRANCIS B. JUAT, Executive Vice President**

Mr. Paul Francis B. Juat, Filipino, 31, is the Executive Vice President of A Brown Company Inc. effective July 3, 2023. He was initially appointed as Vice President on January 1, 2019. He is also the President of various subsidiaries of the Group, namely, Irradiation Solutions Inc., Vires Energy Corp., and Northmin Renewables Corp. He is a director of Atok-Big Wedge Co. (PSE:AB), a publicly-listed company. He is also a director of Brownfield Holdings Corporation, North Kitanglad Agricultural Company, Inc., PBJ Corporation, and Pine Mountain Properties Holdings Corporation.

He started his career as Business Development Analyst under the Wind Business Unit of Energy Development Corporation. He also served as Assistant to President & CEO of Apex Mining Co., Inc. from 2016 to 2023.

He obtained his Bachelor's degree in Industrial Engineering from the University of the Philippines Diliman in 2015.

**JASON C. NALUPTA, Corporate Secretary**

Jason C. Nalupta, Filipino, 52, is the Corporate Secretary of the Corporation. He is also currently the Corporate Secretary or Assistant Corporate Secretary of listed firms Asia United Bank, Belle Corporation, Crown Asia Chemicals Corporation, and Pacific Online Systems Corporation. He is also a Director and/or Corporate Secretary or Assistant Corporate Secretary of private companies Sino Cargoworks Agencies, Inc., Falcon Resources, Inc., Mercury Ventures, Inc., Total Gaming Technologies, Inc., Parallax Resources, Inc., SLW Development Corporation, Metropolitan Leisure & Tourism Corporation, Xirrus, Inc., Glyphstudios, Inc., Loto Pacific Leisure Corporation, Sta. Clara International Corporation, and PinoyLotto Technologies Corporation. He is a Partner at Tan Venturanza Valdez Law Offices specializing in corporate, securities, and business laws. Mr. Nalupta earned his Juris Doctor degree, as well as his Bachelor of Science degree in Management (major in Legal Management), from the Ateneo de Manila University in 1996 and 1992, respectively. Mr. Nalupta was admitted to the Philippine Bar in 1997.

**DANIEL WINSTON C. TAN-CHI, Assistant Corporate Secretary**

Daniel Winston C. Tan-chi, Filipino, 45, is appointed Assistant Corporate Secretary of A Brown Company Inc. effective October 25, 2017.

Currently, he is the Corporate Secretary of Palm Thermal Consolidated Holdings, Hydro Link Projects Corp., Masinloc Consolidated Power, Inc., AB Bulk Water Company, Inc. and another 33 non-listed companies. He has 19 years of experience in the legal services industry with a solid background in the areas of Project and Debt Financing, Mergers & Acquisitions, Joint Ventures, Labor Disputes and Real Estate.

Mr. Tan-chi is a Partner in the law firm of Picazo Buyco Tan Fider & Santos where he started his career in 2005. He graduated from the Ateneo de Manila University with a degree in Bachelor of Science in Legal Management in 2000. He also received his Juris Doctor from the Ateneo de Manila Law School in 2004.

## **ALLAN ACE MAGDALUYO, Compliance Officer**

Allan Ace Magdaluyo, Filipino, 43, is appointed Compliance Officer of A Brown Company Inc. effective October 25, 2017. He started his career in A Brown Company, Inc. as Investor Relations Officer in June 2010 and promoted as Finance Manager and Senior Finance Manager in 2012. He graduated his BS Accountancy degree at Mindanao State University – Marawi as Magna Cum Laude and College Leadership Awardee in 2000. He took and passed the May 2001 CPA Board Examination. After obtaining his CPA license, he worked as an Accountant II in the Department of Education – Division of Agusan del Sur before he embarked on his graduate studies. He graduated his Master of Science in Finance degree at University of the Philippines – Diliman in 2008 and had completed his academic units for a Master in Public Administration at Bukidnon State University – San Francisco External Studies in 2004. He obtained his license as a Real Estate Broker in 2011 and Real Estate Appraiser in 2013.

Previously, he worked as internal auditor for an IT software firm in Makati and had also a short stint as a college instructor when he was still working in his province.

### **b) Identify Significant Employees**

Every employee of the Company is expected to perform the function assigned to him and contribute his share to the business. While each employee's role is important, there is no employee who is not an executive officer who is expected by the company to make a significant contribution to the business.

### **c) Family Relationship**

Walter W. Brown, the Chairman of the Company, is married to Annabelle Pizarro Brown. Robertino E. Pizarro, the President and Chief Executive of the Corporation, is the brother of Annabelle Pizarro Brown. Paul Francis B. Juat is the grandson of Walter W. Brown and Annabelle P. Brown.

### **d) Involvement in Certain Legal Proceedings**

The Company has no knowledge of any involvement by the members of the Board of Directors or Executive Officers in any legal proceeding affecting or involving themselves or their properties, or of said persons being subject to any order, judgment or decree before any court of law or administrative body in the Philippines. Neither have said persons filed any petition for suspension of payments or bankruptcy/ insolvency nor have been convicted by final judgment of any violation of a securities or commodities law or any offense punishable by laws of the Republic of the Philippines or any other country during the past five (5) years up to the latest date.

## **Item 10. EXECUTIVE COMPENSATION**

### **Directors**

The regular directors receive P10,000 while the Chairman of the Board and the independent directors receive P15,000 as per diem for every board and committee meeting. As provided in the By-Laws Article V, Section 1 (as amended and adopted by the BOD on March 12, 2012 pursuant to the power delegated by the stockholders representing at least two-thirds (2/3) of the outstanding capital stock of the corporation), a bonus may be distributed to the members of the Board of Directors, officers and employees "upon the recommendation of the Compensation and Remuneration Committee and shall not exceed ten (10) per centum of the net income of the corporation (excluding the unrealized equity in the net earnings of affiliated and subsidiary corporations) before this bonus and taxes of the preceding year or preceding years if in a cumulative basis..." The said bonus is to be pro-rated with respect to Director's attendance and for those who have served for less than one year.



The total compensation received by each director for 2023:

Directors	Compensation	Per Diem	Total
Walter W. Brown	2,821,440	120,000	2,941,440
Annabelle P. Brown		90,000	90,000
Robertino E. Pizarro	6,529,400	90,000	6,439,400
Elpidio M. Paras		225,000	225,000
Thomas G. Aquino		240,000	240,000
Antonio S. Soriano		140,000	140,000
Joselito H. Sibayan		70,000	70,000
Renato N. Migriño		60,000	60,000
Jun Hou		60,000	60,000

**Officers** The Company adopts a performance-based compensation scheme as incentive. Payments to all senior personnel from Manager and up were all paid in cash. The total annual compensation includes the basic salary and other variable pay (performance bonus and other taxable income). Each executive officer executed an employment contract with the Company for an indefinite period (the terms and conditions of which are in accordance with existing laws) and is entitled to receive retirement benefits in accordance with the terms and conditions of the Company's BIR-registered Employees' Retirement Fund.

Other than the previously exercised stock option plan, there are no stock, non-cash compensation, warrants or options granted to the officers and directors. There are no other material term or other arrangement, other than the above to which any Director / Officer named above was compensated.

### Summary of Compensation

Name	Position	As of December 31, 2023			2024 (Estimates)		
		Salary	Per Diem*	Others/Bonus	Salary	Per Diem*	Others/Bonus
Walter W. Brown	Chairman						
Robertino E. Pizarro	President & CEO						
Paul Francis B. Juat	Vice President						
John L. Batac	VP - Construction and Development/ Chief Operating Officer						
Marie Antonette Quinto	Chief Finance Officer						
all above-named Directors & Officers as a group		16,095,117	210,000	1,444,047	16,069,749	210,000	1,444,047
all other officers including managers and directors as a group unnamed <i>* includes travel allowance</i>		16,178,392	885,000	1,603,283	18,950,940	885,000	1,425,409

Name	Position	As of December 31, 2022		
		Salary	Per Diem*	Others/ Bonus
Walter W. Brown	Chairman			
Robertino E. Pizarro	President & CEO			
Paul Francis B. Juat	Vice President			
John L. Batac	VP - Construction and Development/			
Marie Antonette Quinto	Chief Operating Officer			
all above-named Directors & Officers as a group	Chief Finance Officer	14,801,946	180,000	2,699,915
all other officers and directors as a group unnamed <i>* includes travel allowance</i>		17,998,428	740,000	2,622,497

#### Item 11. SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNER

a) As of December 31, 2023, the company knows of no beneficial owner of 5% or more among stockholders except as set forth below:

Title of Class	Name, Address of Record Owner and Relationship with Issuer	Relationship with Issuer	Name of Beneficial Owner and Relationship with Record Owner	Citizenship	No. of Shares Held	Percent to Total Outstanding Capital Stock
Common	<b>PCD Nominee Corporation (Filipino) (adjusted),</b> ** 29th Floor, BDO Equitable Tower, 8751 Paseo De Roxas, Makati City 1226		Various individuals/ Entities	Filipino	661,830,014	27.8974%
Common	<b>PCD Nominee Corporation (Non-Filipino),</b> 29th Floor, BDO Equitable Tower, 8751 Paseo De Roxas, Makati City 1226		Various individuals/ Entities	Alien	18,740,201	0.7899%
Common	<b>Walter W. Brown,</b> No. 10, Giraffe St., Greenmeadows, Quezon City	Chairman	Direct and Indirect	Filipino	501,727,372	21.1488%
Common	<b>Annabelle P. Brown</b> No. 10, Giraffe St., Greenmeadows, QC,	Director	Direct and Indirect	Filipino	205,444,488	8.6599%

Common	<b>Brownfield Holdings, Inc.</b> , 3301-C PSE Tektite West Tower, Exchange Road, Ortigas Center, Pasig City	Stockholder	Direct	Filipino	842,754,901	35.5238%
	<b>TOTAL</b>				<b>2,230,496,976</b>	<b>94.0199%</b>
	** PCD Nominee Corporation has a total shares of 1,977,755,159 or 83.3663% (Filipino - 1,959,014,958 or 82.5764% and Non-Filipino - 18,740,201 or 0.7899%) of the outstanding capital stock including clients - beneficial owners owning 5% or more as enumerated below: ** The following are the PCD participants with shareholdings of 5% or more of the outstanding capital stock:					
	<i>COL Financial Group, Inc.</i> <i>2401-B East Tower, PSE Centre, Exchange Road, Ortigas Center, Pasig City</i>				891,971,013	37.60%
	<i>Campos, Lanuza &amp; Company, Inc.</i> <i>Unit 2003B East Tower, PSE Centre, Exchange Road, Ortigas Center, Pasig City</i>				354,455,501	14.94%
	<i>F. Yap Securities, Inc.</i> <i>17F, Lepanto Building, 8747 Paseo de Roxas, Makati City</i>				193,961,974	8.18%
	<i>Maybank ATR-Kim Eng Securities, Inc.</i> <i>17F, Tower One &amp; Exchange Plaza, Makati City</i>				145,932,107	6.15%
	<i>Wealth Securities, Inc.</i> <i>15F, PSE Tower, 5th Avenue cor 28<sup>th</sup> St., Bonifacio Global City, Taguig City</i>				134,069,012	5.65%
	** The following are the clients - beneficial owners (Filipino) of the PCD participants owning 5% or more of the OCS:					
	<i>Walter W. Brown (direct and indirect)</i> <i>No. 10 Giraffe St., Greenmeadows, Quezon City</i>				323,294,169	13.63%
	<i>Annabelle P. Brown (direct and indirect)</i> <i>No. 10 Giraffe St., Greenmeadows, Quezon City</i>				131,135,874	5.53%
	<i>Brownfield Holdings, Inc.</i> <i>3301-C PSE Tektite West Tower, Exchange Road, Ortigas Center, Pasig City</i>				842,754,901	35.52%

- PCD Nominee Corporation, a wholly-owned subsidiary of Philippine Central Depository, Inc. ("PCD"), is the registered owner of the shares in the books of the Company's transfer agent in the Philippines. The beneficial owners of such shares are PCD's participants who hold shares on their behalf or in behalf of their clients. PCD is a private company organized by major institutions actively participating in the Philippine capital markets to implement an automated book-entry system of handling securities transaction in the Philippines.
- Brownfield Holdings Inc. (BHC) is represented by its authorized officer as approved by its Board of Directors to vote or direct the voting or disposition of BHC's shareholdings in the company.

(b) Shares held by Directors and Officers as of December 31, 2023:

#### Common Shares

Title of Class	Name of Beneficial Owner	Citizenship	No. of Common Shares Owned	Nature of Ownership (r/b)	Percent of Class
Common	Walter W. Brown	Filipino	501,727,372	direct & indirect	21.1488%
Common	Annabelle P. Brown	Filipino	205,444,488	direct & indirect	8.6599%
Common	Robertino E. Pizarro	Filipino	3,105,143	direct & indirect	0.1309%
Common	Antonio S. Soriano	Filipino	911,581	r/b	0.0384%
Common	Elpidio M. Paras	Filipino	1,581	r/b	0.0001%

Common	Thomas G. Aquino	Filipino	3,500	r/b	0.0001%
Common	Joselito H. Sibayan	Filipino	146,400	r/b	0.0062%
Common	Renato N. Migriño	Filipino	120	r/b	0.0000%
Common	Jun Hou	Chinese	100	r/b	0.0000%
Common	Marie Antonette U. Qunito	Filipino	120	r/b	0.0000%
Common	John L. Batac	Filipino	-		0.0000%
Common	Paul Francis B. Juat	Filipino	7,243,410	r/b	0.3053%
Common	Jason C. Nalupta	Filipino	-		0.0000%
Common	Daniel Winston C. Tan-Chi	Filipino	7,147,600	r/b	0.3013%
Common	Allan Ace R. Magdaluyo	Filipino	-		0.0000%
	Total		725,731,415		

#### “Series A” Preferred Shares

Title of Class	Name of Beneficial Owner	Citizenship	No. of "Series A" Preferred Shares Owned	Nature of Ownership (r/b)	Percent of Class
Series A Preferred	Daniel Winston C. Tan-Chi	Filipino	54,000	direct	0.4071%
	Total		54,000		

(c) Changes on control – There had been no change of control in the company that had occurred since the beginning of the last fiscal year. Furthermore, management is not aware of any arrangement which may result in a change in control of the company.

(d) Voting Trust Holder – A Brown Company, Inc. knows no person/s holding more than 5% of common shares under a voting trust or similar agreement.

#### Item 12. CERTAIN RELATIONSHIP AND RELATED TRANSACTIONS

The Company, being a Parent Company, in its regular course of trade or business, enters into transactions with its subsidiaries consisting of reimbursement of expenses, purchase of other assets, construction and development contracts, management, marketing and service agreements. Sales and purchases of goods and services to and from related parties are made at arms-length transaction.

No other transaction was undertaken by the Company in which any Director or Executive Officers was involved or had a direct or indirect material interest except on the receipt of non-interest bearing loans from the family of Dr. Walter W. Brown. On 12 October 2017, the Board approved the conversion of the Company’s debt amounting to ₱250,000,000 to equity at Php 1.13/share based on the 15-day volume weighted average price for the period ending on October 11, 2017. Please refer to Note 15 of the accompanying Notes to the Consolidated Financial Statement for a discussion on other Related Party transactions.

For the past five years, the Company did not enter into any contract with promoters.

## PART V - CORPORATE GOVERNANCE

### Item 13. Discussion of Compliance with leading practices on Corporate Governance:

- a. The Company's Board of Directors approved on May 31, 2017 the Revised Manual on Corporate Governance pursuant to SEC Memorandum Circular No. 19, Series of 2016.
- b. The Company has participated in the Corporate Governance Survey per SEC Memorandum Circular No. 8, series of 2008 and used the CG Scorecard as its performance evaluation checklist for year 2009 to 2012. With the issuance of SEC Memorandum Circular No. 5 Series of 2013, as amended, the Company submitted its Annual Corporate Governance Report (SEC Form ACGR) for 2012 on July 1, 2013. Thereafter, the company submitted the ACGR on the following dates:

Report	Date Submitted
Consolidated Changes in the Annual Corporate Governance Report for 2013 (with updates as of May 9, 2014)	May 13, 2014
Consolidated Changes in the Annual Corporate Governance Report for 2014	January 09, 2015
Consolidated Changes in the Annual Corporate Governance Report for 2014 (with updates as of June 19, 2015)	June 24, 2015
Consolidated Changes in the Annual Corporate Governance Report for 2015	January 08, 2016
Consolidated Changes in the Annual Corporate Governance Report for 2015 (with updates as of September 28, 2016)	October 03, 2016
Consolidated Changes in the Annual Corporate Governance Report for 2016	May 30, 2017
Changes in the Annual Corporate Governance Report as of October 25, 2017	November 02, 2017

- c. The Company's Corporate Governance Compliance Officer submitted the Certification on Compliance with its Revised Manual on Corporate Governance for Year 2012 to the SEC on January 29, 2013 and to the PSE on February 04, 2013 confirming that ABCI has conformed to and complied with the provisions and leading practices and principles on good corporate governance as set forth in the Manual and SEC Code of Corporate Governance, as amended. The Company likewise submitted its 2015 PSE Corporate Governance Guidelines Disclosure Template to the exchange and duly posted on the PSE website on March 29, 2016 reflecting the company's level of adoption of the PSE recommended corporate governance guidelines as embodied under PSE Memorandum No. 2010-0574 dated November 26, 2010. The 2016 PSE Corporate Guidelines Disclosure Template was submitted to the exchange on March 30, 2017.

The Securities and Exchange Commission (SEC) and the Philippine Stock Exchange, Inc. (PSE) have completed the harmonization of the SEC Annual Corporate Governance Report (ACGR) and PSE Corporate Governance Guidelines Disclosure Survey (CGR-1) into one report dubbed as the "Integrated Annual Corporate Governance Report" (I-ACGR). For the year 2017, listed companies are no longer required to submit the ACGR and CGR-1. SEC mandated all publicly-listed companies to submit an Integrated Annual Corporate Governance Report ("I-ACGR") on May 30 of the following year per Memorandum Circular No. 15, Series of 2017. The Company submitted its I-ACGR on May 31, 2019 and May 30, 2018 covering the year 2018 and 2017, respectively. The SEC Form I-ACGR for 2019 was filed on August 28, 2020 through PSE Edge and emailed to SEC-CGFD and posted on PSE Website and acknowledged through email by SEC on September 1, 2020. For the SEC Form I-ACGR covering 2020, the report was filed on June 25, 2021 through PSE Edge and posted on PSE Website on June 28, 2021. The same report was emailed to SEC-CGFD and the receipt was acknowledged thereof through email from SEC-CGFD on June 25, 2021. For the SEC Form I-ACGR covering 2021, the report was filed on May 30, 2022 through PSE Edge and posted on PSE Website on the same day. The same report was emailed to SEC-CGFD on May 30, 2022 and the receipt was acknowledged thereof through email from SEC-CGFD on May 31, 2022. For the SEC Form I-ACGR covering 2022, the report was filed on May 30, 2023 through PSE Edge and posted on PSE Website on the same day.

The same report was emailed to SEC-CGFD on May 30, 2023 and the receipt was acknowledged thereof through email from SEC-CGFD on the same day.

- d. The Company's Corporate Secretary submitted to the SEC on January 6, 2017 the Certification on attendance of members of Board of Directors for the year 2016. For the year 2017, pursuant to the provision of Memorandum Circular No. 15, Series of 2017, the companies are no longer required to file updates and changes on the I-ACGR within five (5) days from the occurrence of the reportable changes. The directors' attendance to the twelve (12) Board meetings held for the year is as follows:

	Date of BOD Meeting - 2023											
	Jan 17	Feb 3	Feb 21	Apr 14	Apr 28	June 30	June 30*	Aug 14	Oct 24	Nov 3	Dec 12	Dec 27
Walter W. Brown	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Annabelle P. Brown	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Robertino E. Pizarro	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Elpidio M. Paras	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Thomas G. Aquino	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Antonio S. Soriano	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Joselito H. Sibayan	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Renato N. Migriño	✓	✓	✓	✓	✓	✓	✓	✓	✓	-	✓	✓
Jun Hou	✓	✓	✓	-	✓	✓	✓	✓	✓	✓	✓	✓

Note:

\* Organizational Meeting

The attendance of Directors in Board Committee Meetings for 2023 is as follows:

Board Committee	Directors	Position	No. of Meetings Attended	Attendance (%)
Audit Committee	Elpidio M. Paras	Chair / ID	10 out of 10	100.00%
	Thomas G. Aquino	Member/ ID	10 out of 10	100.00%
	Antonio S. Soriano	Member	10 out of 10	100.00%
Risk Committee	Thomas G. Aquino	Chair/ ID	2 out of 2	100.00%
	Elpidio M. Paras	Member/ ID	2 out of 2	100.00%
	Antonio S. Soriano	Member	2 out of 2	100.00%
Corporate Governance Committee	Elpidio M. Paras	Chair / ID	2 out of 2	100.00%
	Thomas G. Aquino	Member/ ID	2 out of 2	100.00%
	Annabelle P. Brown	Member	2 out of 2	100.00%
	Robertino E. Pizarro	Member	2 out of 2	100.00%
Related Party Transaction Committee	Thomas G. Aquino	Chair/ ID	2 out of 2	100.00%
	Elpidio M. Paras	Member / ID	2 out of 2	100.00%
	Joselito H. Sibayan	Member	1 out of 2	50%
Executive Committee	Walter W. Brown	Chair	1 out of 1	100.00%
	Annabelle P. Brown	Member	1 out of 1	100.00%
	Robertino E. Pizarro	Member	1 out of 1	100.00%
	Antonio S. Soriano	Member	0 out of 1	-

Note: ID – Independent Director

- e. Part of the measures being adopted by ABCI in order to comply with the leading practices is the participation and attendance by members of the Board and top level management in corporate governance conducted by

accredited institutions. For the year 2023, sixteen (16) directors and officers attended a seminar/webinar on Corporate Governance.

- f. Annual self-assessment of the Board of Directors to determine compliance not only with its Manual of Corporate Governance but also all other regulations and rules prescribing good corporate governance is regularly being done.
- g. Adoption of best practices and creation of different committees such as Audit, Nomination, Compensation and Governance. The Board of Directors organized the committee - Committee on Corporate Culture and Values Formation to promote, foster, and institutionalize the corporate vision, mission, core values, good corporate governance and ethical conduct among the members of the Board, officers and employees of the company. The formation of the Risk Committee to effectively manage financial and business risks in accordance with company's risk profile and risk culture will strengthen the company's position in terms of mitigated exposures. The different board and management committees also perform oversight functions over compliance with the Manual and other corporate policies of ABCI. On December 20, 2018, the Board of Directors re-organized its Board Committees, with the Compensation Committee and Corporate Culture and Values Formation Committee being subsumed under the Corporate Governance Committee. The existing Board Committees are as follows: Executive Committee, Audit Committee, Risk Committee, Corporate Governance Committee and Related Party Transaction Committee.
- h. The Board of Directors through the recommendation of the Governance Committee has approved in December 2014 the Company's whistle blowing policy which provided the guidelines on handling employee disclosure or complaints of violation of the corporate governance rules which protects whistleblower from retaliation and ensures confidentiality and fairness in the handling of a disclosure or complaint. Likewise, the Insider Trading Policy has been approved to apprise and ensure compliance by all members of the Board of Directors, officers and employees of their obligations under the applicable securities laws to refrain from trading (buying and selling) the Issuer's securities based on inside information and tipping or passing information to someone who may use such information to trade Issuer's securities during prescribed blackout periods. The policy also includes the requirement to report their direct and indirect beneficial ownership of the Issuer's shares as well as any changes in such beneficial ownership within the prescribed period. The policy was adopted in keeping with the trend on sound corporate governance practices that support the integrity of capital market based on the principle of "equal opportunity based on equal access of information".
- i. The Company acknowledges the importance of the role of stakeholders in corporate governance which includes customers' welfare, supplier/contractor selection practices, environmentally friendly value-chain, community interaction, anti-corruption programs and procedures and creditors' rights.

The company is dedicated to satisfying its customers, listening to their requests and understanding their expectations. It likewise strives to meet their expectations in affordability, quality and on-time delivery. The suppliers deserve fair and equitable treatment, clear agreements and honest feedback on performance and delivery. While cultivating professional relationships with the suppliers, the company shall maintain an honest, objective and efficient procurement process which is in accordance with Company's procurement policies and procedures. The Company's officers and employees may not solicit or accept gifts, payment or gratuities from our suppliers. (Promotional items of nominal value may be accepted.) Any financial interests in a company's supplier or someone seeking to become a supplier must be reported to the company. The company's policies in this area go beyond the law of prohibiting kickbacks. It must avoid even the appearance of improper conduct in all our business dealings. The company has been long committed to minimizing our environmental impact by complying with all the laws and regulations relating to environmental protection in the communities we operate: developing land into residential communities, from planting to milling of the agricultural produce and building essential energy infrastructure. In the communities where we operate, the company works to make a positive and lasting difference in people's lives. The Company does so by building homes for happier families, by producing basic products sustainably for the world, by energizing the country's development and by providing financial support on improving its road networks, rehabilitation of its utility systems, promoting and preserving the cultural beliefs, customs and education of indigenous people and by protecting the environment. The Company's Employee Code of Conduct seeks a behavior that manifests Love for Truth.

This includes the practice of such virtues as honesty, concern and loyalty towards our company which should go beyond self-interest. This hopes to instill a true spirit of service with a high sense of responsibility. Employees are re-oriented of Company's procedures and policies and it sponsors retreat and recollection for renewal including attendance to seminar and workshops for improvement of skills and competence as part of Company's employee's health, safety and welfare. The company acknowledges the creditors' rights to transparency or full disclosure of financial and key performance information, compliance to the loan covenants and their rights of possession of the collateral and reorganization and liquidation rights. Their rights shall be protected and shall hold appropriate means of redress for infringement of right. The corporation shall notify beforehand the creditors concerned for matters that may bring changes in the creditors' priority or may have material influence on the possibility of collecting credit.

- j. The Compliance Officer of ABCI coordinates with the Board and management committees in monitoring compliance with the Manual, determine the violations, if any, and recommend penalties for such violations. He/She also helps identify, monitor and control compliance risks.
- k. ABCI was recognized as one of the 1-Golden Arrow Awardees during the ACGS Golden Arrow Awards Night on January 20, 2023 at Sheraton Manila Hotel by the Institute of Corporate Directors (ICD). At this event, over 80 companies were recognized as the top Philippine publicly listed companies in corporate governance based on the 2021 ASEAN Corporate Governance Scorecard (ACGS) Assessment Results.

The Company was again recognized as one of the 1-Golden Arrow Awardees during the ACGS Golden Arrow Awards Night on September 28, 2023 at Okada Manila Hotel. The in-person event recognized the top Philippine publicly listed companies and insurance companies in corporate governance based on the 2022 ASEAN Corporate Governance Scorecard (ACGS) and Corporate Governance Scorecard (CGS) Assessment Results, respectively.

The ACGS measures the performance of the companies in the areas of facilitating the rights and the equitable treatment of shareholders, how they relate to their different stakeholders, ensuring transparency and accountability through timely disclosure of material information, and how the board guides the company strategically, monitors the management, and ensures the board's accountability to the company and the shareholders. The scorecard is composed of 184 questions based on publicly available disclosures on the companies' websites. It aims to raise the corporate governance standards and practices of the country and to make well-governed Philippine publicly listed companies attractive to investors.

The Golden Arrow is awarded to companies that achieved a score of at least 80 points in the ACGS Assessment. At this point, the company has exhibited observable conformance with the Philippine Code of Corporate Governance and internationally recommended corporate governance practices as espoused by the ACGS. Five (5) levels of performance in corporate governance will be conferred. Each ascending level is depicted by an increasing number of golden arrows, as follows:

- ACGS score of 80 to 89 points 1-arrow recognition
- ACGS score of 90 to 99 points 2-arrow recognition
- ACGS score of 100 to 109 points 3-arrow recognition
- ACGS score of 110 to 119 points 4-arrow recognition
- ACGS score of 120 to 130 points 5-arrow recognition

There are no known material deviations from the Revised Manual on Corporate Governance by ABCI.



## PART VI – 2023 Corporate Social Responsibility

CSR Initiative	Beneficiaries
KAISA-lan ng Bayan: A Mass Wedding	ABCI sponsored the church wedding of five (5) unwed couples from agency workers who have been living together with their children, emphasizing their commitment to promoting strong family values. By celebrating and affirming the value of commitment, ABCI fosters a more supportive and inclusive community.
Dugong A Brown: Year 13	In the 13th year of Dugong A Brown: A Blood Letting Activity, an accumulated total of 422 bags or 138,800 cc of blood were successfully donated in partnership with the Philippine Red Cross.
A Brown Goes Green: Tree Growing Activity	In the 2nd year of "A Brown Goes Green" initiative, ABCI employees planted 200 teak and marang tree seedlings at St. Therese Phase 2, Balulang, Cagayan de Oro. This tree-growing activity is in line with the goal of the company to promote environmental sustainability and contribute to the greening of the community.
Pet Ko, Love Ko: Free Anti-Rabies Vaccination Drive	In celebration of the Rabies Awareness Month and as part of the company's advocacy to promote a safe and rabies-free subdivision, the Safety & Health Committee of ABCI in partnership with ABEC Co and CDO City Veterinary Office conducted, 'Pet ko, Luv Ko,' an animal welfare event where 73 dogs and cats were successfully vaccinated from rabies.
Gift-giving to the Group's agency workers and Chosen Households near West Highlands Subdivision.	ABCI has spread holiday cheer by gifting 371 agency workers with Christmas Gift Pack for their families and 10kg of rice each. This gesture recognizes their hard work and ensures they feel valued during the festive season. On the other hand, ABCI employees of Butuan had their "Christmas Caroling" with the proceeds being used to buy goods and were given to 20 chosen households in Brgy, Kinamlutan, Butuan City near where West Highland Subdivision is situated. The food pack consists of grocery items with 5 kilo rice.
E-konsulta for Free for all Agency Workers	ABCI has initiated a groundbreaking initiative by inviting PhilHealth Region X to implement "E-Konsulta," with Physicians providing free consultations to 120 agency workers and security guards as part of the expanded Primary Care Benefit. Through this collaborative effort, ABCI aims to enhance healthcare accessibility for frontline workers, leveraging digital platforms to facilitate convenient access to medical expertise. This initiative highlights ABCI's proactive approach towards addressing healthcare needs while promoting preventive care, setting a precedent for public-private partnerships in advancing healthcare equity and fostering a healthier community.

## PART VII – EXHIBITS AND SCHEDULES

Item 14. Exhibits and Reports on SEC Form 17-C

(a) Exhibits – See accompanying Index to Exhibits (page 100)

The following exhibit is incorporated by reference in this report:

(10) 2023 Consolidated Audited Financial Statements and Supplementary Schedules

The other exhibits, as indicated in the Index to Exhibits are either not applicable to the company or require no answer.

(b) Reports on SEC Form 17-C - Exhibit V (page 122)

**UPON THE WRITTEN REQUEST OF A STOCKHOLDER, THE COMPANY WILL PROVIDE WITHOUT CHARGE A COPY OF THE COMPANY'S ANNUAL REPORT ON SEC FORM 17-A FREE OF CHARGE. THE STOCKHOLDER MAY BE CHARGED A REASONABLE COST FOR PHOTOCOPYING THE EXHIBITS.**

ALL REQUESTS MAY BE SENT TO THE FOLLOWING ADDRESS:

**A BROWN COMPANY, INC.**  
Ground Floor, 119 CSB Bldg., Dr. Lazcano St.,  
Sacred Heart, 1103 Quezon City  
(Liaison Office)

Attention: **Atty. Jason C. Nalupta**  
**Corporate Secretary**

**SIGNATURES**

Pursuant to the requirements of Section 17 of the Code and Section 141 of the Corporation Code, this report is signed on behalf of the issuer by the undersigned, thereunto duly authorized, in the City of QUEZON CITY on APR 08 2024.


**A BROWN COMPANY, INC.**  
Issuer

By:

  
**Walter W. Brown**  
Chairman

  
**Marie Antonette U. Quinito**  
Chief Finance Officer


  
**Robertino E. Pizarro**  
President & Chief Executive Officer

  
**Jason C. Nalupta**  
Corporate Secretary

**SUBSCRIBED AND SWORN** to before me this APR 08 2024, affiants exhibiting to me their respective passports, as follows:

<b>NAMES</b>	<b>COMPETENT EVIDENCE OF IDENTITY</b>	<b>DATE OF ISSUE</b>	<b>PLACE OF ISSUE</b>
Walter W. Brown	Passport No. P0742117C	June 30, 2022	DFA NCR Central
Robertino E. Pizarro	Passport No. P8882731B	February 8, 2022	DFA Cagayan de Oro
Marie Antonette U. Quinito	Passport No. P6933691B	June 5, 2021	DFA Cagayan de Oro
Jason C. Nalupta	Passport No. P7670714A	June 26, 2018	DFA NCR South

Doc. No. 221  
Page No. 45  
Book No. X11-D  
Series of 2024

  
**Atty. RIZAL JOSE P. VALMORES**  
NOTARY PUBLIC  
UNTIL DECEMBER 31, 2024  
ADM. MATTER NO. 153  
PTR NO. 5081994D 01-02-2024 / Q.C.  
IBP NO. 329024 / 12-15-2023 / Q.C.  
ROLL NO. 28435  
MCLE NO. VII-0030835 / 09-08-2023  
And. Room 204 Margarita Bldg. No. 28  
Matalino St. cor. Masikap Ext. Central Dist. Q.C.

INDEX TO EXHIBITS  
FORM 17-A

No.		Page No.
(3)	Plan of Acquisition, Reorganization, Arrangement, Liquidation, or Succession	n.a.
(5)	Instruments Defining the Rights of Security Holders, Including Indentures	n.a.
(8)	Voting Trust Agreement	n.a.
(9)	Material Contracts	n.a.
(10)	Annual Report to Security Holders, Form 11-Q or Quarterly Report to Security Holders	n.a.
(13)	Letter re Change in Certifying Accountant	n.a.
(16)	Report Furnished to Security Holders	n.a.
(18)	Subsidiaries of the Registrant (refer below – Exhibit 18)	p. 100
(19)	Published Report Regarding Matters Submitted to Vote of Security Holders	n.a.
(20)	Consent of Experts and Independent Counsel	n.a.
(21)	Power of Attorney	n.a.
(29)	Additional Exhibits	n.a.

n.a. not applicable or require no answer.

**EXHIBIT 18 SUBSIDIARIES OF THE REGISTRANT**

Please refer to Note 1 of the accompanying Notes to Consolidated Financial Statement for details.

## Item 1. Business

**LIST OF ACCREDITED SUPPLIERS (TOP 20) – ABCI**  
**For the Year 2023**

Name	Address
Ara Industrial Supply	Sacred Heart, Carmen, Cagayan de Oro City
BME Partners, Inc.	Dr 7 GSC/RA Bldg., Gusa, Cagayan de Oro City
Butuan Champion Hardware	570 Conception cor. Lopez Jaena St., Butuan City
Butuan Metro Hardware Incorporated	Mont. Boulevard cor. Burgos St., Tandang Sora, Butuan City
Cabadbaran Concrete Products	Mabini, Cabadbaran, Agusan del Norte 8605
Cagayan Nippon Hardware	Pres. Roxas-JT.Borja Sts., Cagayan de Oro City
Davao Golden Hardware, Inc.	Goldcrest Bldg., KM 3, McArthur Hi-Way, Brgy. Matina, Davao City
EFCO Philippines, Ltd.	Cupang, Muntinlupa City
Filmix Concrete Industries, Inc.	Purok 4A, Alubijid, Buenavista, Agusan del Norte 8601
FMV Drilling Industries Sales and Services	Dr 2 Raagas Cmpd, Zone 2 Kauswagan, Cagayan de Oro City
GTS Construction Supply & Dev't. Corp.	Corrales Ext., Cagayan de Oro City
JJ Horizon Co. Inc.	0241 Purok Sampaguita San Roque Iligan City 9200
Jopca Corporation	Phase 1/57 Aries St., Villa Ernesto, Gusa 9000 Cagayan de Oro City
MDS Aggregates and Trucking Services	Zone 9 Anhawon Bulua, Cagayan de Oro City
NJJ General Merchandise	Dr 2 Dayandayan Apt., Crossing Camaman-an, Cagayan de Oro City
Oro Mighty Enterprises	Lapasan, Cagayan de Oro City
Reynan Earthfill Quarrying	Purok 1 Rizal, Buenavista, Agusan del Norte
S-So Corporation	T.Neri St., Baloy, Tablon, Cagayan de Oro City
Suyo Construction Supply	P. Ong St. Poblacion, Naawan, Misamis Oriental 9023
Wilcon Depot, Inc. - CDO	Zone 5 Cugman, Cagayan de Oro City (Capital) Mis. Or. Philipines 9000

**LIST OF ACCREDITED SUPPLIERS (TOP 20) – ABERDI**  
**For the Year 2023**

<b>Name</b>	<b>Address</b>
Beta Technologies, Inc.	301F Ramos St., Cebu City
Goodwish Enterprises	Osmena St., Cagayan de Oro City
F.D.J. Rosmar Corp.	Baloy, Cagayan de Oro City
McKupler Inc.	Bulua, Cagayan de Oro City
JNK Trading & Gen. Mdse.	Lower Jasaan, Misamis Oriental
Chemi Source Unlimited Corp.	Sasa, Davao City
JET Tech Energy & Const. Group	Alaminos, Laguna
Mainframe Industrial Sales	Dagohoy Road, Butuan City
Oro Mighty Enterprises	Lapasan Hi-way, Cagayan de Oro City
Degalen Corp.	Gusa Hi-way, Cagayan de Oro City
Mr. Electric Industrial Supply	Macasandig, Cagayan de Oro City
Cagayan de Oro Gas Corp.	Igpit, Cagayan de Oro City
BME Partners, Inc.	Gusa Hi-way, Cagayan de Oro City
Cagayan Nippon Hardware	Pres.Roxas-J.Rborja St.Cag.de Oro City
Fargo Motor Parts, Inc.	Osmena St., Cagayan de Oro City
Columbia Computer Center	Tirso-Neri St., Cagayan de Oro City
Solid Wheels Auto Tire Trading	Osmena St., Cagayan de Oro City
Metro Ace Innovplas Corporation	Malagamot Plant, Davao City
Crown Paper & Stationeries	Veles St., Cagayan de Oro City
Anvit Hridhaan Trading Inc.	Corrales Extn., Cagayan de Oro City

**LIST OF ACCREDITED SUPPLIERS (TOP 20) – SGAC**  
**For the Year 2023**

Name	Address
VEPCO Group Distribution Corp.	Osmena St., Brgy. 24, Cagayan de Oro City
S-So Corporation	T. Neri St., Baloy, Tablon, Cagayan de Oro City
Beta Technologies, Inc.	301F Ramos St., Cebu City
Schalen Sales Corp.	Kimwa Comp., Baloy Tablon, CDO
Jargs Surveillance Sales and Services	Xavierville Homes, Upper Balulang, CDO
Harnwell Chemicals Corp.	Bonifacio, Day-as, Cebu City
Goodwish Enterprises	Osmena St., Cagayan de Oro City
Goldtown Industrial Sales Corp.	Lapasan, Cagayan de Oro City
Isalama Industries, Inc.	229 Pres. Sergio Osmena St., Cagayan de Oro City
JNK Trading & Gen. Mdse.	Lower Jasaan, Misamis Oriental
Jasha Construction	Poblacion, Prosperidad, Agusan del Sur
JET Tech Energy & Const. Group	Alaminos, Laguna
Oro Mighty Enterprises	Lapasan Hi-way, Cagayan de Oro City
Degalen Corp.	Gusa Hi-way, Cagayan de Oro City
Mr. Electric Industrial Supply	Macasandig, Cagayan de Oro City
BME Partners, Inc.	Gusa Hi-way, Cagayan de Oro City
Cagayan Nippon Hrdware	Pres. Roxas-J.R. Borja St., Cagayan de Oro City
Fargo Motor Parts, Inc.	Osmena St., Cagayan de Oro City
Columbia Computer Center	Tirso-Neri St., Cagayan de Oro City
Solid Wheels Auto Tire Trading	Osmena St., Cagayan de Oro City

Item 2. Properties

List of Properties as of December 31, 2023

Location	Area in Square Meters	Transfer Certificate of Title No.	Owned By
<b>Luzon</b>			
Simlong, Batangas	22,302	Tax Dec Nos. 0085-01079, 0085-00288, 0085-00656, 0085-00377, 0085-01078, 0085-01077, 0085-00037, 0085-00405, 0085-00106	A Brown Company, Inc.
Tungkod Sta. Maria, Laguna	48,947	TCL-1637, TCL-2170, TCL-2172	Esteban B. Alviz, Mercedita A. Ildefonso, Zosimo B. Alviz  <i>(Title pending transfer to A Brown Company, Inc.)</i>
Brgy. Toro & Cuiat, Quezon City	2,949	N-259913	Bendaña Brown Pizarro Association  <i>(Title under the former name of A Brown Company, Inc.)</i>
	2,601	368563 (T-124809)	Bendaña Brown Pizarro Association  <i>(Title under the former name of A Brown Company, Inc.)</i>
Angono, Rizal	263	683785	A Brown Company, Inc.
Binangonan, Rizal	100,962	M-57817	A Brown Company, Inc.
	17,619	M-57815	A Brown Company, Inc.
	12,152	M-57818	A Brown Company, Inc.
	1,396	M-57816	A Brown Company, Inc.
	8,238	M-61843	A Brown Company, Inc.
	8,568	M-116204	A Brown Company, Inc.
Halang na Gubat, Plaza-Aldea, Tanay, Rizal	10,441	M-119613	A Brown Company, Inc.
Sampaloc, Tanay, Rizal	201,491	069-2010000935	A Brown Company, Inc.
	455	069-2010000938	A Brown Company, Inc.
	38,474	069-2011000172	A Brown Company, Inc.
	104,032	069-2011000173	A Brown Company, Inc.
	2,414	069-2011000170	A Brown Company, Inc.
	62,112	069-2011000174	A Brown Company, Inc.
	3,847	069-2011000168	A Brown Company, Inc.
	2,363	069-2011000169	A Brown Company, Inc.
Bayukan Sampaloc, Tanay, Rizal	248.60	069-2011000166	A Brown Company, Inc.
Cuyambay Tanay, Rizal	58,020	069-2010000910	A Brown Company, Inc.
	135,094	M-29489	A Brown Company, Inc.
	71,675	M-29486	A Brown Company, Inc.
	55,551	M-145741	A Brown Company, Inc.
	44,563	M-145742	A Brown Company, Inc.
	25,871	Tax Dec No. 18 TN 003 01436	A Brown Company, Inc.



	12,409	Tax Dec No. 18 TN 003 01434	A Brown Company, Inc.
Inasaran Cuyambay, Tanay, Rizal	71,203	M-120978	A Brown Company, Inc.
Tanay, Rizal	36,095	Tax Dec No. 18 TN 011 03007	A Brown Company, Inc.
	268,814	069-2017005788	A Brown Company, Inc.
	8,163	069-2017005789	A Brown Company, Inc.
Inasaran Tandang Kutyo, Tanay, Rizal	69,085	M-29491	A Brown Company, Inc.
Inasaran Cuyambay, Tanay, Rizal	12,962	M-84261	A Brown Company, Inc.
Bayukan Sampaloc Tanay, Rizal	16,601	Tax Dec No. 18 TN 003 01715	Jerry Baltazar  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	21,885.80	M-116205	A Brown Company, Inc.
Malapapaya Sampaloc Tanay (Goat Farm), Rizal	36,275	OCT# M-4728	Renato Sapico  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	9,000	069-2023010349	Roger Sapico  <i>Title pending transfer to A Brown Company, Inc.)</i>
Napatir Sampaloc, Tanay, Rizal	28,327	069 2010000582	A Brown Company, Inc.
	9,375.63	069-2022007434	A Brown Company, Inc.
	10,716	069-2022003394	A Brown Company, Inc.
	8,765	069-202211955	A Brown Company, Inc.
	1,342	069-202211970	A Brown Company, Inc.
	18,489	069-202211954	A Brown Company, Inc.
	4,248	069-202211953	A Brown Company, Inc.
	12,841	069-202211957	A Brown Company, Inc.
	7,350	069-202211956	A Brown Company, Inc.
	1,133	069-2023005580	Ruben Roa  <i>(Title pending transfer to A Brown Company, Inc.)</i>
Sampaloc, Tanay, Rizal	16,500	M-1238	Renee S.R. Indiongco  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	938	M-1205	Renee S.R. Indiongco  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	150,010	M-97624	A Brown Company, Inc.
Malapapaya Sampaloc Tanay	10,000	069-2022006363	A Brown Company, Inc.
	33,798	069-2022006363	A Brown Company, Inc.
Inasaran Cuyambay, Tanay	104,043.64	069-2023001676	Avelino Gana and Ines Recelis- Gana  <i>(Title pending transfer to A Brown Company, Inc.)</i>

Sampaloc Road, Sampaloc, Tanay, Rizal	115,483	069-2021001076	A Brown Company, Inc.
	12,952	069-2021001073	A Brown Company, Inc.
	11,700	069-2021001075	A Brown Company, Inc.
	1,080	069-2021001074	A Brown Company, Inc.
	203	069-2012005944	A Brown Company, Inc.
	244	069-2012005946	A Brown Company, Inc.
	41,300	069-2021003854	A Brown Company, Inc.
	41,300	069-2022001044	A Brown Company, Inc.
	41300	069 2022012113	A Brown Company, Inc.
	27057	069 2022009675	A Brown Company, Inc.
	2200	069 2023000108	A Brown Company, Inc.
	2300	069 2023000109	A Brown Company, Inc.
	2300	069 2023000110	A Brown Company, Inc.
	2700	069 2023000111	A Brown Company, Inc.
	2700	069 2023000112	A Brown Company, Inc.
	2750	069 2023000113	A Brown Company, Inc.
	2800	069 2023000114	A Brown Company, Inc.
	3201	069 2023000118	A Brown Company, Inc.
	3006	069 2023000122	A Brown Company, Inc.
	6357	069 2023000123	A Brown Company, Inc.
Sampaloc Road, Sampaloc, Tanay, Rizal	2187	069 2023000116	A Brown Company, Inc.
	3054	069 2023000115	A Brown Company, Inc.
	2188	069 2023000119	A Brown Company, Inc.
	2187	069 2023000117	A Brown Company, Inc.
	2188	069 2023000120	A Brown Company, Inc.
	2188	069 2023000121	A Brown Company, Inc.
	2022	TCT# M-9935	Silvino Epistola, et. al.  <i>(Title pending transfer to A Brown Company, Inc.)</i>
Banlic Sampaloc Tanay	42,563	069-2023003251	Teresita p. Catolos  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	42,565	069-2023003249	Avelino P. Catolos  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	42,565	069-2023003252	Avelino P. Catolos  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	42,564	069-2023003250	Teresita P. Catolos  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	40,785	069-2022011390	Sps. Miguel M. De Guia and Erlinda B. De Guia  <i>(Title pending transfer to A Brown Company, Inc.)</i>

	40,785	069-2022011388	Sps. Miguel M. De Guia and Erlinda B. De Guia  <i>(Title pending transfer to A Brown Company, Inc.)</i>
	40,785	069-2022011389	Sps. Miguel M. De Guia and Erlinda B. De Guia  <i>(Title pending transfer to A Brown Company, Inc.)</i>

**EXHIBIT- IIb**

Location	Area in Square Meters	Transfer of Certificate of Title No.	Owned By
<b>Mindanao</b>			
Balubal, Cagayan de Oro	19,054	OCT-2012000116	A Brown Company, Inc.
	30,914	T-190653	
	21,761	Various Lots 1. T-189737 2. T-189740 3. T-189742 4. T-189761 5. T-189765 6. T-189776 7. T-189779 8. T-189785 9. T-189786 10. T-189795 11. T-189796 12. T-189797 13. T-189801 14. T-189802 15. T-189803 16. T-189804 17. T-189809 18. T-189811 19. T-189817 20. T-189822 21. T-189823 22. T-189825 23. T-189826 24. T-189827 25. T-189832 26. T-189850 27. T-189859 28. T-189866 29. T-189867 30. T-189868 31. T-189869 32. T-189870 33. T-189871 34. T-189872 35. T-189873 36. T-189876 37. T-189877 38. T-189893 39. T-189894 40. T-189895 41. T-189896 42. T-189897 43. T-189898 44. T-189899 45. T-189900 46. T-189901 47. T-190273	A Brown Company, Inc.

	48. T-190274 49. T-190286 50. T-190287 51. T-190288 52. T-190289 53. T-190290 54. T-190291 55. T-190292 56. T-190293 57. T-190294 58. T-190295 59. T-190296 60. T-190297 61. T-190298 62. T-190299 63. T-190300 64. T-190301 65. T-190302 66. T-190303 67. T-190304 68. T-190305 69. T-190306 70. T-190307 71. T-190308 72. T-190309 73. T-190310 74. T-190311 75. T-190312 76. T-190313 77. T-190328 78. 137-2012007474 79. 137-2012007475 80. 137-2012007476 81. 137-2012007477 82. 137-2012007478 83. 137-2012007479 84. 137-2012007480 85. 137-2012007481 86. 137-2012007482 87. 137-2012007483 88. 137-2012007484 89. 137-2012007485 90. 137-2012007486 91. 137-2012007487 92. 137-2012007488 93. 137-2012007489 94. 137-2012007490 95. 137-2012007491 96. 137-2012007492 97. 137-2012007493 98. 137-2012007494 99. 137-2012007495 100. 137-2012007496 101. 137-2012007497 102. 137-2012007506	
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	103. 137-2012007507 104. 137-2012007508 105. 137-2012007509 106. 137-2012007520 107. 137-2012007521 108. 137-2012007522 109. 137-2012007523 110. 137-2012007524 111. 137-2012007525 112. 137-2012007526 113. 137-2012007527 114. 137-2012007528 115. 137-2012007529 116. 137-2012007530 117. 137-2012007531 118. 137-2012007532 119. 137-2012007533 120. 137-2012007534 121. 137-2012007535 122. 137-2012007536 123. 137-2012007537 124. 137-2012007538 125. 137-2012007539 126. 137-2012007540 127. 137-2012007541 128. 137-2012007550 129. 137-2012007551 130. 137-2012007552 131. 137-2012007553 132. 137-2012007572 133. 137-2012007573 134. 137-2012007574 135. T-189891 136. T-189892 137. 137-2012007449 138. 137-2012007450 139. 137-2012007454 140. 137-2012007455 141. 137-2012007456 142. 137-2012007457 143. 137-2012007458 144. 137-2012007473 145. 137-2012007571 146. 137-2012007576 147. 137-2012007599	
28,610	T-203935	Manuel Engwa
13,355	137-2011004268	Brown Resources Corporation
44,300	P-2124	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
32,300	P-2123	Deed of Absolute Sale executed in favor of A Brown

			Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	12,863	P-5273	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
Balulang, Cagayan de Oro	100	137-2019008753	A Brown Company, Inc.
	151	137-2019008769	A Brown Company, Inc.
	115	137-2019008855	A Brown Company, Inc.
	164	137-2019008938	A Brown Company, Inc.
	142	137-2019008957	A Brown Company, Inc.
	250	137-2019009000	A Brown Company, Inc.
	34,696	137-2019009006	A Brown Company, Inc.
	13,430	137-2019009008	A Brown Company, Inc.
	28,764	137-2022005832-92	A Brown Company, Inc.
	47,549	137-2011003402	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	59,388	137-2011003401	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	3,033	Various Lots 1. T-166075 2. T-181555 3. T-113584 4. T-113708 5. T-113828 6. T-148878 7. T-176854 8. 137-2014002455 9. 137-2014002456 10. 137-2014002457 11. 137-2014002458	A Brown Company, Inc.
	40,854	137-2022007121-212	A Brown Company, Inc.
	23,618	OCT-0502	A Brown Company, Inc.
	26,389	2022000119	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
18,887	2022000117	Deed of Absolute Sale	

			executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	10,568	2022000118	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	10,569	2022000126	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
Macasandig, Cagayan de Oro	1,193	Lot 2771-D-6-A-2-A	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	39,582	137-2015000374	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
Mambuaya, Cagayan de oro	28,464	OCT P-3115	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
Bayanga Cagayan de Oro	10,795	TCT No 1192	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	21,468	TCT No 48646	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	39,691	T-116620	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	30,000	T-617	Deed of Absolute Sale executed in favor of A Brown



			Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	30,000	T-618	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	30,000	T-619	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	30,000	T-620	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	30,000	T-621	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	37,500	T-173730	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
	43,843	Tax Declaration No. G-214453	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
Dansolihon, Cagayan de Oro	77,825	OCT-68 <i>(portion only)</i>	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
Butuan, Agusan del Norte	300	RT-3023	A Brown Company, Inc.
	373	T-50346	A Brown Company, Inc.
	2,277	RT-50356	A Brown Company, Inc.
	1,237	T-50356	A Brown Company, Inc.
	5,671	T-50352	A Brown Company, Inc.
	5,671	T-50349	A Brown Company, Inc.
	2,903	157-2014000948	A Brown Company, Inc.
	30,771	157-2018001091	A Brown Company, Inc.

	92,933	157-2018001110	A Brown Company, Inc.
	2,813	157-2018001181	A Brown Company, Inc.
	42,922	157-2018001182	A Brown Company, Inc.
	6,276	157-2021000420	A Brown Company, Inc.
	5,091	157-2021004058	A Brown Company, Inc.
	9,694	157-2021004059	A Brown Company, Inc.
	49,746	157-2022003246	A Brown Company, Inc.
	49,817	157-2022003503	A Brown Company, Inc.
	36,698	157-2010000675	A Brown Company, Inc.
	53,694	08-07-0001-02183	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	4,938	Various Lots 1. 157-2018001079 2. 157-2018001083 3. 157-2018001086 4. 157-2018001087 5. 157-2018001095 6. 157-2018001096 7. 157-2018001097 8. T-33904 9. T-33908 10. T-34187 11. T-34192 12. T-34193 13. T-34196 14. T-33957 15. T-33958	A Brown Company, Inc.
	35,606	157-2021003474	A Brown Company, Inc.
Manapa, Buenavista, Agusan del Norte	32,012	RT-3883	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	50,000	OCT-2021000289	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	50,000	OCT-2021000290	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	39,908	OCT-2021000291	Deed of Absolute Sale executed in favor of A Brown Company, Inc.

			<i>(Title to be transferred to A Brown Company, Inc.)</i>
	6,224	OCT-2021000292	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	45,309	OCT-2021000293	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	42,031	Lot 42031 <i>(portion only)</i>	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	2,624	Lot 2488	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	3,515	158-2017000299 <i>(portion only)</i>	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
Libertad, Agusan del Norte	7,490	35082	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	2,500	35081	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	46,874	157-2023001746	A Brown Company, Inc.
	20,000	157-2023002948	A Brown Company, Inc.
	8,387	133-2023002347	A Brown Company, Inc.
Casisang, Bukidnon	9,551	133-2023002348	A Brown Company, Inc.
	9,709	133-2023002349	A Brown Company, Inc.
	9,251	133-2023002350	A Brown Company, Inc.
Valencia, Bukidnon	35,606	157-2021003474	A Brown Company, Inc.
	76,478	T-59889	A Brown Company, Inc.
	37,787	T-59814	A Brown Company, Inc.
	2,979	T-59813	A Brown Company, Inc.

	42,151	T-61498	A Brown Company, Inc.
	47,865	T-61499	A Brown Company, Inc.
	61,036	T-62236	A Brown Company, Inc.
Damilag, Bukidnon	32,933	T22705	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
Kalugmanan,Manolo Fortich, Bukidnon	31,070	P-21787	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	11,653	T-122618	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	36,430	Untitled Property	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be issued to be issued in favor of A Brown Company, Inc.)</i>
	29,257	P-75403	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	27,290	P-21747	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	26,515	P-7053	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	38,522	P-75138	Deed of Absolute Sale executed in favor of A Brown Company, Inc.  <i>(Title to be transferred to A Brown Company, Inc.)</i>
	Initao, Misamis Oriental	214	Untitled Property

		Company, Inc. <i>(Title to be issued to be issued in favor of A Brown Company, Inc.)</i>
2,204	21-0013-06953 (tax dec only)	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
2,696	F-944	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
3,278	TCT No. 24134	A Brown Company, Inc.
9,303	TCT No. 37641	A Brown Company, Inc.
10,272	TCT No. 48473	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
21,368	OCT No. 0-884	A Brown Company, Inc.
12,318	136-2013000765	A Brown Company, Inc.
22,227	136-2013000766	A Brown Company, Inc.
5,673	136-2013000767	A Brown Company, Inc.
6,547	136-2013000768	A Brown Company, Inc.
5,999	KOT CARP2014000977	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
6,409	21-0013-09029	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
5,447	21-0013-06944	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>
10,422	P-35226	Deed of Absolute Sale executed in favor of A Brown Company, Inc. <i>(Title to be transferred to A Brown Company, Inc.)</i>

**EXHIBIT- IIc**

**Properties owned by the Subsidiaries**

<b>Location</b>	<b>Area in Square Meters</b>	<b>Transfer Certificate of Title No.</b>	<b>Owned By</b>
Pagahan, Initao, Misamis Oriental	7,840	T-2764	Bonsai Agri Corporation <i>(a subsidiary of A Brown Company, Inc.)</i>
Impasug-ong, Bukidnon	160,000	T-90115	50,000 sqm. each owned by A Brown Energy and Resources Development, Inc. and Nakeen Corporation; 40,000 sqm. owned by Bonsai Agri Corporation; and 20,000 sqm. owned by Brown Resources Corporation.
Libertad, Butuan City	20,000	RT-19966	Simple Homes Development, Inc. <i>(a subsidiary of A Brown Company, Inc.)</i>
Tambis, Barobo, Surigao del Sur	18,573 20,000 3,442 27,985	CARP2018000236 CARP201800023 TD NO. 01-0019-00399 TD NO. 01-0019-00260	Deed of Absolute Sale executed in favor of Surigao Greens Agri Corp.  <i>(Title to be transferred to Surigao Greens Agri Corp., a subsidiary of A Brown Company, Inc.)</i>

**EXHIBIT- III**

**A BROWN COMPANY, INC.**  
**LIST OF TOP 20 COMMON STOCKHOLDERS**  
As of December 31, 2023

Rank	Name of Stockholders	Number Common Stock Outstanding	Percent to Total Outstanding
1	PCD NOMINEE CORPORATION - FILIPINO** (excluding Treasury Shares)	1,959,014,958	82.5764%
2	BROWN, WALTER W.	176,880,000	7.4558%
3	JIN NATURA RESOURCES CORPORATION	102,000,000	4.2995%
4	PBJ CORPORATION	74,306,496	3.1322%
5	PCD NOMINEE CORPORATION - NON-FILIPINO	18,740,201	0.7899%
6	TAN, A. BAYANI K.	2,033,120	0.0857%
7	BROWN, WALTER W. OR ANNABELLE P. BROWN	1,550,566	0.0654%
8	TAN, MA. GRACIA P.	1,123,089	0.0473%
9	PIZARRO, ROBERTINO E.	1,060,613	0.0447%
10	DAVILA REGINA	938,462	0.0396%
11	FERNANDEZ, LUISITO	853,147	0.0360%
	GANDIONCO, ANDREA L.	853,147	0.0360%
12	LORENZO, ALICIA P.	750,769	0.0316%
13	LAGDAMEO, JR., ERNESTO R.	602,690	0.0254%
14	KALINANGAN YOUTH FOUNDATION, INC.	561,123	0.0237%
15	KING, JOSEFINA B.	557,334	0.0235%
16	GAMILIA, JULIANA	544,615	0.0230%
17	EBC SECURITIES CORPORATION	518,221	0.0218%
18	TAN, JOAQUIN T.Q.	511,885	0.0216%
19	TRIFELS, INC.	481,905	0.0203%
20	IGNACIO, EDGARDO	472,512	0.0199%
		<b>2,344,354,853</b>	<b>98.8192%</b>
	<i>** The following are the clients - beneficial owners owning 5% or more:</i>		
	<i>Walter W. Brown (direct and indirect)</i>	323,294,169	13.6275%
	<i>Annabelle P. Brown (direct and indirect)</i>	131,135,874	5.5276%
	<i>Brownfield Holdings Inc.</i>	842,754,901	35.5238%

**A BROWN COMPANY, INC.**  
**LIST OF "SERIES A" PREFERRED STOCKHOLDERS**  
As of December 31, 2023

Rank	Name of Stockholders	Number "Series A" Preferred Stock Outstanding	Percent to Total Outstanding
1	PCD NOMINEE CORPORATION - FILIPINO	13,184,330	99.3926%
2	PCD NOMINEE CORPORATION - NON-FILIPINO	75,570	0.5697%
3	G.D. TAN & CO., INC.	5,000	0.0377%
		<b>13,264,900</b>	<b>100.0000%</b>

## Item 6. Management Discussion and Analysis

## FINANCIAL SOUNDNESS INDICATORS

Financial Ratios Consolidated Figures	Audited 12/31/2023	Audited 12/31/2021	Audited 12/31/2021
Current ratio <sup>1</sup>	2.00:1	2.34:1	2.99:1
Quick ratio <sup>2</sup>	0.20:1	0.28:1	1.19:1
Solvency ratio <sup>3</sup>	0.13:1	0.19:1	0.16:1
Total Debt to Equity ratio <sup>4</sup>	0.66:1	0.53:1	0.44:1
Asset to Equity ratio <sup>5</sup>	1.66:1	1.53:1	1.44:1
Interest coverage ratio <sup>6</sup>	4.62x	8.82x	5.48x
Return on Equity <sup>7</sup>	8.02%	10.14%	7.77%
Return on Assets <sup>8</sup>	5.03%	6.82%	5.26%
Net Profit Margin ratio <sup>9</sup>	33.6%	41.8%	55.97%

<sup>1</sup>Current assets/Current liabilities

<sup>2</sup>Current assets less contract assets, inventories and prepayments/Current liabilities

<sup>3</sup>Net Income plus depreciation/Total liabilities

<sup>4</sup>Total liabilities/Stockholders' equity

<sup>5</sup>Total assets/Stockholders' equity

<sup>6</sup>Earnings before income tax, interest, depreciation and amortization/Total Interest Payment

<sup>7</sup>Net Income/ Average Total stockholders' equity

<sup>8</sup>Net income/Average Total assets

<sup>9</sup>Net income/Revenue

#### Current Ratio

The current ratio is a liquidity ratio that measures a company's ability to pay short-term obligations or those due within one year. It tells investors and analysts how a company can maximize the current assets on its statement of financial position (balance sheet) to satisfy its current debt and other payables.

#### Acid test Ratio or Quick Ratio

The acid-test, or quick ratio, compares a company's most short-term assets to its most short-term liabilities to see if a company has enough cash to pay its immediate liabilities, such as short-term debt.

#### Solvency Ratio

Solvency ratio is one of the various ratios used to measure the ability of a company to meet its long-term debts. Moreover, the solvency ratio quantifies the size of a company's after-tax income, not counting non-cash depreciation expenses, as contrasted to the total debt obligations of the firm. Also, it provides an assessment of the likelihood of a company to continue congregating its debt obligations.

#### Debt-to-equity Ratio

The debt-to-equity (D/E) ratio is used to evaluate a company's financial leverage and is calculated by dividing a company's total liabilities by its shareholder equity. It is a measure of the degree to which a company is financing its operations through debt versus wholly owned funds. More specifically, it reflects the ability of shareholder equity to cover all outstanding debts in the event of a business downturn. The debt-to-equity ratio is a particular type of gearing ratio.

#### Asset-to-equity Ratio

The asset to equity ratio reveals the proportion of an entity's assets that has been funded by shareholders. A low ratio indicates that a business has been financed in a conservative manner, with a large proportion of investor funding and a small amount of debt. A high asset to equity ratio can indicate that a business can no longer access additional debt financing, since lenders are unlikely to extend additional credit to an organization in this position.



### Interest Coverage Ratio

The interest coverage ratio measures the number of times a company can make interest payments on its debt before interest and taxes (EBIT). In general, the lower the interest coverage ratio is, the higher the company's debt burden, which increases the possibility of bankruptcy.

### Return on Assets (ROA)

The Return on Assets (ROA) figure gives investors an idea of how efficient the company uses the assets it owns to generate profits. The higher the ROA number, the better, because the company is earning more money on less investment.

### Return on equity (ROE)

Return on equity (ROE) is a measure of financial performance calculated by dividing net income by shareholders' equity. It is considered a measure of a corporation's profitability in relation to stockholders' equity. Whether ROE is deemed good or bad will depend on what is normal among a stock's peers. A good rule of thumb is to target an ROE that is equal to or just above the average for the peer group.

### Net Profit Margin

The net profit margin is a ratio formula that compares a business profits to its total expenses. The net profit margin allows analysts to gauge how effectively a company operates. The higher the net profit margin, the more money a company keeps.

## Item 14. Exhibits and Reports on SEC Form 17-C

Reports on SEC Form 17-C that were filed for the year covered by this report are listed below:

<b>Date of the Report</b>	<b>Particulars</b>
December 12, 2023	Amendment to the Joint Venture Agreement with Get Philippines, Inc. – Electric Shuttle Service in Cagayan de Oro
December 06, 2023	DOEs Award of Hydro Link Projects Corp.'s Two (2) Wind Energy Service Contracts
November 28, 2023	Qualified Institutional Buyers' (QIB) Briefing – Preferred Shares Offering – Series B and C - Amendment
November 23, 2023	Qualified Institutional Buyers' (QIB) Briefing – Preferred Shares Offering – Series B and C
November 07, 2023	Filing of Amended Registration Statement for the Issuance of Up to 15,000,000 Preferred Shares
November 03, 2023	Approval of Preferred Shares Offering and Issuance of Amended Unaudited Interim Condensed Consolidated Financial Statements as of June 30, 2023
October 19, 2023	Declaration of Cash Dividends on “Series A” Preferred Shares – Amendment
July 24, 2023	Amendments of the Articles of Incorporation of Subsidiary – Renaming Hydro Link Projects Corp. (HLPC) to Northmin Renewables Corp. (NRC)
June 30, 2023	Results of Annual Stockholders' Meeting and Organizational Meeting
May 05, 2023	Press Release – A Brown Audited Consolidated FY2022 Results
April 14, 2023	Schedule of Annual Stockholders' Meeting
March 27, 2023	Acquisition of the Remaining Shares of Vires Energy Corporation (VEC)
March 22, 2023	Shortening the Corporate Term of a Subsidiary – Masinloc Consolidated Power, Inc. (MCPI)
March 06, 2023	Purchase of Palm Oil Estate Farm by ABCI's New Subsidiary – Surigao Greens Agri Corp. (SGAC)
February 21, 2023	Joint Venture Agreement with GET Philippines, Inc. - Electric Shuttle Service in Cagayan de Oro
February 13, 2023	Approval of the Incorporation of New Subsidiary - Surigao Greens Agri Corp.
February 03, 2023	Declaration of Cash Dividends on Series A Preferred Shares
January 23, 2023	Annual Report on the Use of Proceeds from Preferred Shares Offering - Series A - For the Year 2022
January 17, 2023	New Subsidiary to be Incorporated – Surigao Greens Agri Corp.



## AUDIT COMMITTEE REPORT

April 8, 2024

### **The Board of Directors A Brown Company, Inc.**

The Audit Committee represents and assists the Board of Directors in its general oversight of the Company's accounting and financial reporting processes, audits of the financial statements, and internal control and audit functions. The Committee also takes the appropriate actions to set the overall corporate "tone" for quality financial reporting, sound business risk practices, and ethical behavior.

Further to our compliance with applicable corporate governance laws and rules, we confirm for 2023 that:

- The Audit Committee is chaired by an independent director as determined by the Board of Directors.
- In the best interest of the Corporation, as well as the shareholders, that higher standards of governance have been followed including the change of external auditor as mandated by SRC Rule 68(3)(b), as amended. Accordingly, the Board of Directors, upon the recommendation of the Audit Committee, with the approval of the stockholders of A Brown Company, Inc., appointed Sycip Gorres Velayo & Co., CPAs (SGV) as the new external auditor for the year ended December 31, 2018 and was re-appointed for the years ended thereafter including December 31, 2023. The recommendation was not prompted by any disagreement that had arisen between the Corporation and the previous external auditor.
- In the performance of our oversight responsibilities, we have reviewed and discussed the audited financial statements of A Brown Company, Inc. and Subsidiaries, or ABCI Group, as of and for the year ended December 31, 2023 with ABCI Group's management, which has the primary responsibility for the financial statements, and with Sycip Gorres Velayo & Co., CPAs (SGV), the ABCI Group's independent auditor, which is responsible for expressing an opinion on the conformity of the ABCI Group's audited financial statements in accordance with Philippine Financial Reporting Standards.
- We have discussed with Sycip Gorres Velayo & Co., CPAs (SGV) the matters required to be discussed by the applicable regulatory requirements, which includes their independence from the ABCI Group and the ABCI Group's management. Sycip Gorres Velayo & Co., CPAs (SGV) has confirmed its independence and compliance with the requirements provided by the Code of Ethics for Professional Accountants in the Philippines.
- We have discussed with the ABCI Group's internal audit group and Sycip Gorres Velayo & Co., CPAs (SGV) the overall scope and plans for their respective audits. We also met with the ABCI Group's internal audit group and representatives from Sycip Gorres Velayo & Co., CPAs (SGV) to discuss the results of their examinations, their evaluations of the ABCI group's internal controls and the overall quality of the ABCI Group's financial reporting.
- Based on the reviews and discussions referred to above, in reliance on the ABCI Group's management and Sycip Gorres Velayo & Co., CPAs (SGV) and subject to the limitations of our role, we recommended to the Board of Directors and the Board has approved the inclusion of the ABCI Group's audited financial statements as of and for the year ended December 31, 2023 in the ABCI Group's Annual Report to the Stockholders and to the Philippine Stock Exchange, Inc. and the Securities and Exchange Commission on SEC Form 17-A.

  
**ELPIDIO M. PARAS**  
Chairman  
Independent Director

  
**THOMAS G. AQUINO**  
Member  
Independent Director

  
**ANTONIO S. SORIANO**  
Member  
Director

APR 08 2024

SUBSCRIBED AND SWORN to before me this \_\_\_\_\_ day of \_\_\_\_\_, affiants exhibiting to me their respective passports, as follows:

Names	Passport No.	Date of Issue	Place of Issue
Elpidio M. Paras	P7154412A	May 12, 2018	DFA – Cagayan de Oro
Thomas G. Aquino	P9335247B	March 25, 2022	DFA – Manila
Antonio S. Soriano	P6300499A	March 17, 2018	DFA – Cagayan de Oro

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Page No. 45  
Book No. XII-D  
Series of 2024

  
**Atty. RIZAL JOSE F. VALMORE**  
NOTARY PUBLIC  
UNTIL DECEMBER 31, 2024  
ADM. MATTER NO. 153  
PTR NO. 5094994D 01-02-2024 / Q.C.  
IBP NO. 329024 / 12-15-2023 / Q.C.  
ROLL NO. 28435  
MCLE NO. VII-0030835 / 09-08-2023  
Add. Room 201 Margarita Bldg. No. 28  
Matalino St. cor. Masikap Ext. Central Dist. Cebu



## File Upload



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Mon, Apr 15, 2024 at 11:23 AM

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Cc: TAXDEPT@abrown.ph

Hi A BROWN COMPANY INC,

**Valid files**

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**Invalid file**

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Transaction Code: **AFS-0-BKJEK75G07EL99GFFQQTRP44M041W1NYTY**Submission Date/Time: **Apr 15, 2024 11:23 AM**Company TIN: **002-724-446**

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- The submitted forms, documents and attachments are complete, truthful and correct based on the personal knowledge and the same are from authentic records;
- The submission is without prejudice to the right of the BIR to require additional document, if any, for completion and verification purposes;
- The hard copies of the documents submitted through this facility shall be submitted when required by the BIR in the event of audit/investigation and/or for any other legal purpose.

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# COVER SHEET

for  
**AUDITED FINANCIAL STATEMENTS**

SEC Registration Number

0 0 0 0 0 0 3 1 1 6 8

**COMPANY NAME**

A B R O W N C O M P A N Y , I N C .

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

X A V I E R E S T A T E S U P T O W N , A I R P O R T  
R O A D , B A L U L A N G , C A G A Y A N D E O R O  
C I T Y

Form Type

A A P F S

Department requiring the report

C R M D

Secondary License Type, If Applicable

N / A

**COMPANY INFORMATION**

Company's Email Address: **abci\_headoffice@abrown.ph**  
Company's Telephone Number: **N/A**  
Mobile Number: **(+63)9178737268**  
No. of Stockholders: **Common - 2,086; Preferred - 3**  
Annual Meeting (Month / Day): **Any day of June**  
Fiscal Year (Month / Day): **December 31**

**CONTACT PERSON INFORMATION**

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

Name of Contact Person: **Atty. Marie Antonette U. Qunito**  
Email Address: **maquinito@abrown.ph**  
Telephone Number/s: **(088) 324-0150**  
Mobile Number: **(+63)9173146242**

**CONTACT PERSON'S ADDRESS**

**Xavier Estates, Uptown, Airport Road, Balulang, Cagayan de Oro City, Philippines**

**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.





April 8, 2024

The Securities and Exchange Commission  
The SEC Headquarters, 7907 Makati Avenue  
Salcedo Village, Bel-Air, Makati City

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

The management of **A Brown Company, Inc.** (the "Company") is responsible for the preparation and fair presentation of the financial statements including the schedules attached therein, for the years ended December 31, 2023 and 2022, 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 is responsible for overseeing the Company's financial reporting process.

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

**Sycip Gorres Velayo & Co.**, the independent auditor 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, has expressed its opinion on the fairness of presentation upon completion of such audit.

**WALTER W. BROWN**  
Chairman

**ROBERTINO E. PIZARRO**  
President and Chief Executive Officer

**MARIE ANTONETTE U. QUINITO**  
Chief Finance Officer

**APR 08 2024**

SUBSCRIBED AND SWORN to before me this \_\_\_\_\_ day of \_\_\_\_\_, affiants exhibiting to me their respective passports, as follows:

Names	Competent Evidence of Identity	Date of Issue	Place of Issue
Walter W. Brown	P0742117C	June 30, 2022	DFA – NCR Central
Robertino E. Pizarro	P8882731B	February 8, 2022	DFA – Cagayan de Oro
Marie Antonette U. Quinito	P6933691B	June 5, 2021	DFA – Cagayan de Oro

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Page No. 45  
Book No. XI-1  
Series of 222

**ATY. RIZAL JOSE S. VALMORON**  
NOTARY PUBLIC  
UNTIL DECEMBER 31, 2024  
ADM. MATTER NO. 153  
PTR NO. 5097394D 01-02-2024 / Q.C.  
IBP NO. 329024 / 12-15-2023 / Q.C.  
ROLL NO. 28435  
MCLE NO. VII-0036835 / 09-06-2023  
And Room 201 Margarita Bldg. No. 28  
Matalino St. cor. Masikap Ext. Central Dist. C.C.



## INDEPENDENT AUDITOR'S REPORT

The Board of Directors and Stockholders  
A Brown Company, Inc.  
Xavier Estates Uptown, Airport Road  
Balulang, Cagayan de Oro City

### Report on the Audit of the Parent Company Financial Statements

#### Opinion

We have audited the parent company financial statements of A Brown Company, Inc. (the Parent Company), which comprise the parent company statements of financial position as at December 31, 2023 and 2022, and the parent company statements of comprehensive income, parent company statements of changes in equity and parent company statements of cash flows for the years then ended, and notes to the parent company financial statements, including material accounting policy information..

In our opinion, the accompanying parent company financial statements of the Parent Company as at December 31, 2023 and 2022, and for the years then ended are prepared in all material respects, in accordance with Philippine Financial Reporting Standards (PFRSs), as modified by the application of the financial reporting reliefs issued and approved by the Securities and Exchange Commission (SEC), as described in Note 2 to the parent company financial statements.

#### Basis for Opinion

We conducted our audits in accordance with Philippine Standards on Auditing (PSA). Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Parent Company Financial Statements* section of our report. We are independent of the Parent Company 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 parent company 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.

#### Emphasis of Matter

We draw attention to Note 2 to the parent company financial statements which indicates that the parent company financial statements have been prepared in accordance with PFRSs, as modified by the application of the financial reporting reliefs issued and approved by the SEC in response to the COVID-19 pandemic. The impact of the application of the financial reporting reliefs on the 2023 parent company financial statements are discussed in detail in Note 2. Our opinion is not modified in respect of this matter.



## **Responsibilities of Management and Those Charged with Governance for the Parent Company Financial Statements**

Management is responsible for the preparation and fair presentation of the parent company financial statements in accordance with PFRSs, as modified by the application of financial reporting reliefs issued and approved by the SEC, as described in Note 2 to the parent company financial statements and for such internal control as management determines is necessary to enable the preparation of parent company financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the parent company financial statements, management is responsible for assessing the Parent 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 Parent Company or to cease operations, or has no realistic alternative but to do so.

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

## **Auditor's Responsibilities for the Audit of the Parent Company Financial Statements**

Our objectives are to obtain reasonable assurance about whether the parent company 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 PSA will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these parent company financial statements.

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

- Identify and assess the risks of material misstatement of the parent company 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 Parent Company'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 Parent Company'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 parent company 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 Parent Company to cease to continue as a going concern.

- Evaluate the overall presentation, structure and content of the parent company financial statements, including the disclosures, and whether the parent company financial statements represent the underlying transactions and events in accordance with PFRSs, as modified by the application of financial reporting reliefs issued and approved by the SEC, as described in Note 2 to the parent company financial statements.

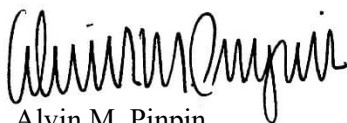
We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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, actions taken to eliminate threats or safeguards applied.

#### **Report on the Supplementary Information Required Under Revenue Regulations 15-2010**

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information required under Revenue Regulations 15-2010 in Note 26 to the parent company financial statements is presented for purposes of filing with the Bureau of Internal Revenue and is not a required part of the basic financial statements. Such information is the responsibility of the management of A Brown Company, Inc. The information has been subjected to the auditing procedures applied in our audit of the basic financial statements. In our opinion, the information is fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

SYCIP GORRES VELAYO & CO.



Alvin M. Pinpin  
Partner

CPA Certificate No. 94303

Tax Identification No. 198-819-157

BOA/PRC Reg. No. 0001, August 25, 2021, valid until April 15, 2024

BIR Accreditation No. 08-001998-070-2023, October 23, 2023, valid until October 22, 2026

PTR No. 10079991, January 6, 2024, Makati City

April 8, 2024



**A BROWN COMPANY, INC.****PARENT COMPANY STATEMENTS OF FINANCIAL POSITION**

	<b>December 31</b>	
	<b>2023</b>	<b>2022</b>
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash (Note 4)	<b>₱99,665,075</b>	₱135,786,328
Receivables (Note 5)	<b>354,501,651</b>	235,171,194
Contract assets (Note 14)	<b>494,203,019</b>	684,156,555
Receivables from related parties (Note 15)	<b>89,849,323</b>	135,994,883
Real estate inventories (Note 6)	<b>3,571,105,773</b>	2,961,366,258
Other current assets (Note 8)	<b>788,197,668</b>	566,181,474
<b>Total Current Assets</b>	<b>5,397,522,509</b>	4,718,656,692
<b>Noncurrent Assets</b>		
Contract assets - net of current portion (Note 14)	<b>1,375,188,278</b>	784,993,918
Equity instruments at fair value through other comprehensive income (EIFVOCI) (Note 7)	<b>362,386,957</b>	301,030,435
Investment in an associate (Note 9)	<b>110,000,000</b>	110,000,000
Investments in subsidiaries (Note 10)	<b>792,370,347</b>	744,870,347
Deposit for future stock subscription (Note 15)	<b>1,996,269,246</b>	1,934,493,651
Investment properties (Note 11)	<b>453,785,317</b>	453,264,654
Property and equipment (Note 12)	<b>136,285,524</b>	121,365,517
Other noncurrent assets (Note 8)	<b>631,834,072</b>	611,526,399
<b>Total Noncurrent Assets</b>	<b>5,858,119,741</b>	5,061,544,921
<b>TOTAL ASSETS</b>	<b>₱11,255,642,250</b>	₱9,780,201,613

**LIABILITIES AND EQUITY****Current Liabilities**

Accounts and other payables (Note 13)	<b>₱1,061,350,738</b>	₱1,007,778,612
Short-term debt (Note 16)	<b>745,414,000</b>	472,019,208
Current portion of long-term debt (Note 16)	<b>480,838,826</b>	317,602,384
Contract liabilities (Note 14)	<b>319,515,433</b>	219,826,474
<b>Total Current Liabilities</b>	<b>2,607,118,997</b>	2,017,226,678

*(Forward)*

	<b>December 31</b>	
	<b>2023</b>	<b>2022</b>
<b>Noncurrent Liabilities</b>		
Long-term debt - net of current portion (Note 16)	<b>₱1,018,359,189</b>	₱909,647,980
Deferred tax liabilities - net (Note 20)	<b>467,523,344</b>	336,783,085
Retirement benefit obligation (Note 19)	<b>77,179,969</b>	68,998,747
<b>Total Noncurrent Liabilities</b>	<b>1,563,062,502</b>	1,315,429,812
<b>Total Liabilities</b>	<b>4,170,181,499</b>	3,332,656,490
<b>Equity</b>		
Capital stock (Note 17)		
Common stock	<b>2,477,668,925</b>	2,477,668,925
Preferred stock	<b>13,264,900</b>	13,264,900
Additional paid-in capital (Note 17)	<b>1,931,178,758</b>	1,931,178,758
Treasury shares - common (Note 17)	<b>(94,932,275)</b>	(94,932,275)
Fair value reserve of EIFVOCI (Note 7)	<b>(71,683,836)</b>	(133,040,358)
Remeasurement loss on retirement benefit obligation - net of tax (Note 19)	<b>(21,254,630)</b>	(21,142,395)
Retained earnings (Note 17)	<b>2,851,218,909</b>	2,274,547,568
<b>Total Equity</b>	<b>7,085,460,751</b>	6,447,545,123
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>₱11,255,642,250</b>	₱9,780,201,613

*See accompanying Notes to Parent Company Financial Statements.*



**A BROWN COMPANY, INC.****PARENT COMPANY STATEMENTS OF COMPREHENSIVE INCOME**

	<b>Years Ended December 31</b>	
	<b>2023</b>	<b>2022</b>
<b>REVENUES</b>		
Real estate sales (Note 23)	<b>₱1,454,786,129</b>	₱1,378,739,155
Water service (Note 23)	<b>27,433,584</b>	25,323,973
	<b>1,482,219,713</b>	1,404,063,128
<b>COST AND EXPENSES</b>		
Cost of real estate sales (Note 6)	<b>559,113,808</b>	477,722,261
Cost of water service revenue	<b>16,660,359</b>	14,212,257
	<b>575,774,167</b>	491,934,518
<b>GROSS PROFIT</b>	<b>906,445,546</b>	912,128,610
<b>GENERAL, ADMINISTRATIVE AND SELLING EXPENSES</b> (Note 18)	<b>339,101,407</b>	311,081,054
<b>OTHER INCOME (EXPENSES)</b>		
Dividend income (Notes 7, 9 and 10)	<b>275,719,594</b>	190,010,618
Interest expense (Note 16)	<b>(67,121,886)</b>	(24,034,420)
Income from forfeited deposits (Note 23)	<b>20,026,646</b>	18,401,162
Interest income (Notes 4 and 5)	<b>443,098</b>	2,251,669
Gain on sale of property and equipment (Note 12)	<b>–</b>	10,399
Miscellaneous income (Notes 11 and 21)	<b>8,767,991</b>	7,201,465
	<b>237,835,443</b>	193,840,893
<b>INCOME BEFORE INCOME TAX</b>	<b>805,179,582</b>	794,888,449
<b>PROVISION FOR INCOME TAX</b> (Note 20)		
Current	<b>4,876,270</b>	4,700,784
Deferred	<b>130,777,671</b>	146,762,794
	<b>135,653,941</b>	151,463,578
<b>NET INCOME</b>	<b>669,525,641</b>	643,424,871
<b>OTHER COMPREHENSIVE INCOME (LOSS)</b>		
<i>Item that will not be reclassified to profit or loss in subsequent periods:</i>		
Remeasurement gain (loss) on defined benefit plan – net of tax effect (Note 19)	<b>(112,235)</b>	4,009,905
Net change in fair value of EIFVOCI (Note 7)	<b>61,356,522</b>	61,618,982
	<b>61,244,287</b>	65,628,887
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>₱730,769,928</b>	₱709,053,758

See accompanying Notes to Parent Company Financial Statements.



**A BROWN COMPANY, INC.**  
**PARENT COMPANY STATEMENTS OF CHANGES IN EQUITY**  
**FOR THE YEARS ENDED DECEMBER 31, 2023 AND 2022**

	Common Stock	Preferred Stock	Additional Paid-in Capital	Treasury Shares	Fair Value Reserve of EIFVOCI	Remeasurement Gain (Loss) on Retirement Obligation - net of tax	Retained Earnings	Total
<b>At January 1, 2023</b>	<b>₱2,477,668,925</b>	<b>₱13,264,900</b>	<b>₱1,931,178,758</b>	<b>(₱94,932,275)</b>	<b>(₱133,040,358)</b>	<b>(₱21,142,395)</b>	<b>₱2,274,547,568</b>	<b>₱6,447,545,123</b>
Dividend declaration (Note 17)	-	-	-	-	-	-	(92,854,300)	(92,854,300)
Net income	-	-	-	-	-	-	669,525,641	669,525,641
Other comprehensive income (loss)	-	-	-	-	61,356,522	(112,235)	-	61,244,287
Total comprehensive income (loss)	-	-	-	-	61,356,522	(112,235)	669,525,641	730,769,928
<b>At December 31, 2023</b>	<b>₱2,477,668,925</b>	<b>₱13,264,900</b>	<b>₱1,931,178,758</b>	<b>(₱94,932,275)</b>	<b>(₱71,683,836)</b>	<b>(₱21,254,630)</b>	<b>₱2,851,218,909</b>	<b>₱7,085,460,751</b>
<b>At January 1, 2022</b>	<b>₱2,477,668,925</b>	<b>₱13,264,900</b>	<b>₱1,931,178,758</b>	<b>(₱70,618,247)</b>	<b>(₱194,659,340)</b>	<b>(₱25,152,300)</b>	<b>₱1,723,983,297</b>	<b>₱5,855,665,993</b>
Acquisitions of treasury shares (Note 17)	-	-	-	(24,314,028)	-	-	-	(24,314,028)
Dividend declaration (Note 17)	-	-	-	-	-	-	(92,860,600)	(92,860,600)
Net income	-	-	-	-	-	-	643,424,871	643,424,871
Other comprehensive income	-	-	-	-	61,618,982	4,009,905	-	65,628,887
Total comprehensive income	-	-	-	-	61,618,982	4,009,905	643,424,871	709,053,758
<b>At December 31, 2022</b>	<b>₱2,477,668,925</b>	<b>₱13,264,900</b>	<b>₱1,931,178,758</b>	<b>(₱94,932,275)</b>	<b>(₱133,040,358)</b>	<b>(₱21,142,395)</b>	<b>₱2,274,547,568</b>	<b>₱6,447,545,123</b>

See accompanying Notes to Parent Company Financial Statements.



**A BROWN COMPANY, INC.****PARENT COMPANY STATEMENTS OF CASH FLOWS**

	<b>Years Ended December 31</b>	
	<b>2023</b>	<b>2022</b>
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Income before income tax	<b>₱805,179,582</b>	₱794,888,449
Adjustments for:		
Dividend income (Notes 7, 9 and 10)	<b>(275,719,594)</b>	(190,010,618)
Interest expense (Note 16)	<b>67,121,886</b>	24,034,420
Depreciation (Notes 11 and 12)	<b>19,714,084</b>	13,095,744
Retirement benefit expense (Note 19)	<b>10,763,011</b>	9,605,244
Unrealized foreign exchange loss (gain)	<b>(245,366)</b>	679,977
Interest income from cash deposits (Note 4)	<b>(85,625)</b>	(895,609)
Gain on sale of property and equipment (Note 12)	<b>–</b>	(10,399)
Operating income before working capital changes	<b>626,727,978</b>	651,387,208
Decrease (increase) in:		
Receivables	<b>(110,330,457)</b>	136,680,487
Contract assets	<b>(400,240,824)</b>	(799,123,017)
Real estate inventories	<b>(497,155,957)</b>	(787,727,299)
Other current assets	<b>(226,892,464)</b>	(168,213,611)
Increase in:		
Accounts and other payables	<b>49,252,995</b>	295,186,502
Contract liabilities	<b>99,688,959</b>	50,423,855
Net cash used in operations	<b>(458,949,770)</b>	(621,385,875)
Dividends received	<b>266,719,594</b>	190,010,618
Interest received from cash deposits	<b>85,625</b>	895,609
Net cash flows used in operating activities	<b>(192,144,551)</b>	(430,479,648)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Additions to:		
Property and equipment (Note 12)	<b>(42,260,213)</b>	(81,073,596)
Investment in a subsidiary (Note 10)	<b>(12,500,000)</b>	–
Deposit for future stock subscription (Note 15)	<b>(96,775,595)</b>	(203,694,258)
Collections of receivables from related parties	<b>46,145,560</b>	22,020,630
Proceeds from sale of property and equipment (Note 12)	<b>–</b>	10,399
Increase in other noncurrent assets	<b>(23,739,673)</b>	(354,916,907)
Net cash flows used in investing activities	<b>(129,129,921)</b>	(617,653,732)

*(Forward)*



	<b>December 31</b>	
	<b>2023</b>	<b>2022</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from:		
Long-term debt (Note 24)	<b>₱680,469,040</b>	₱434,720,800
Short-term debt (Note 24)	<b>830,721,000</b>	326,857,000
Payments of:		
Short-term debt (Note 24)	<b>(557,326,208)</b>	(290,298,812)
Long-term debt (Note 24)	<b>(405,725,064)</b>	(257,176,254)
Interest (Note 24)	<b>(165,501,615)</b>	(95,672,901)
Preferred share dividend (Note 24)	<b>(92,854,300)</b>	(92,860,600)
Debt issue cost (Note 24)	<b>(4,875,000)</b>	(3,180,000)
Acquisitions of treasury shares - common (Note 17)	-	(24,314,028)
Net cash flows from (used in) financing activities	<b>284,907,853</b>	(1,924,795)
<b>EFFECT OF EXCHANGE RATE CHANGES ON CASH</b>	<b>245,366</b>	(679,977)
<b>NET DECREASE IN CASH</b>	<b>(36,121,253)</b>	(1,050,738,152)
<b>CASH AT BEGINNING OF YEAR</b>	<b>135,786,328</b>	1,186,524,480
<b>CASH AT END OF YEAR (Note 4)</b>	<b>₱99,665,075</b>	₱135,786,328

*See accompanying Notes to Parent Company Financial Statements.*



## **A BROWN COMPANY, INC.**

### **NOTES TO PARENT COMPANY FINANCIAL STATEMENTS**

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#### **1. Corporate Information**

A Brown Company, Inc. (the Parent Company or ABCI), a publicly-listed company, was incorporated and registered with the Philippine Securities and Exchange Commission (SEC) on December 21, 1966 as Bendana Brown Pizarro and Associates, Inc. to primarily engage in the business of property development and to invest in shares of stocks of listed companies.

The Parent Company is engaged in the business of real estate development in Cagayan de Oro City and Initao in Misamis Oriental; Tanay, Rizal; Valencia City, Bukidnon and Butuan City, Agusan del Norte. The Parent Company, through its subsidiaries, also ventured into palm oil milling, power generation and irradiation services.

The Parent Company's common and preferred shares of stock are listed and are currently traded at the Philippine Stock Exchange (PSE) (see Note 17).

The principal place of business and registered office address of the Parent Company is Xavier Estates Uptown, Airport Road, Balulang, Cagayan de Oro City.

The accompanying financial statements as at and for the years ended December 31, 2023 and 2022 were approved and authorized for issue by the BOD on April 8, 2024.

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#### **2. Material Accounting Policy Information**

##### Basis of Preparation

The parent company financial statements have been prepared using the historical cost basis except for EIFVOCI that are carried at fair value. The parent company financial statements are presented in Philippine Peso (₱), which is also the Parent Company's functional currency. All values are rounded to the nearest Philippine Peso, unless otherwise indicated.

##### Statement of Compliance

The financial statements of the Parent Company have been prepared in compliance with Philippine Financial Reporting Standards (PFRSs):

- a. Assessing if the transaction price includes a significant financing component discussed in Philippine Interpretations Committee (PIC) Questions and Answers (Q&A) No. 2018-12-D;
- b. Treatment of land in the determination of percentage of completion (POC) discussed in PIC Q&A No. 2018-12-E; and,
- c. Application of International Financial Reporting Interpretations Committee (IFRIC) Agenda Decision on Over Time Transfer of Constructed Goods (PAS 23, *Borrowing Cost*).

The Parent Company has availed of the reliefs granted by the SEC under Memorandum Circular (MC) No. 34-2020 which further extended the deferral of the above PIC Q&As until December 31, 2023.

The details and the impact of the deferral of the above financial reporting reliefs are discussed in the Changes in Accounting Policies and Disclosures section.



The term PFRSs in general includes all applicable PFRSs, Philippine Accounting Standards and interpretations of the Philippine Interpretations Committee, Standing Interpretations Committee (SIC) and the International Financial Reporting Interpretations Committee (IFRIC) which have been approved by the Financial Reporting Standards Council.

The Parent Company also prepares and issues consolidated financial statements for the same period as the separate financial statements presented in compliance with PFRSs.

#### Adoption of New and Amended Accounting Standards and Interpretations

The accounting policies adopted are consistent with those of the previous financial year, except that the Parent Company has adopted the following new accounting pronouncements starting January 1, 2023. The Parent Company has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective.

The adoption of these pronouncements did not have any significant impact on the Parent Company's financial position or performance, unless otherwise indicated.

The nature and impact of each new standard and amendment are described below:

▪ Amendments to PAS 1 and PFRS Practice Statement 2, *Disclosure of Accounting Policies*

The amendments provide guidance and examples to help entities apply materiality judgements to accounting policy disclosures. The amendments aim to help entities provide accounting policy disclosures that are more useful by:

- Replacing the requirement for entities to disclose their “significant” accounting policies with a requirement to disclose their ‘material’ accounting policies, and,
- Adding guidance on how entities apply the concept of materiality in making decisions about accounting policy disclosures.
- The amendments to the Practice Statement provide non-mandatory guidance.

▪ Amendments to PAS 8, *Definition of Accounting Estimates*

The amendments introduce a new definition of accounting estimates and clarify the distinction between changes in accounting estimates and changes in accounting policies and the correction of errors. Also, the amendments clarify that the effects on an accounting estimate of a change in an input or a change in a measurement technique are changes in accounting estimates if they do not result from the correction of prior period errors.

▪ Amendments to PAS 12, *Deferred Tax related to Assets and Liabilities arising from a Single Transaction*

The amendments narrow the scope of the initial recognition exception under PAS 12, so that it no longer applies to transactions that give rise to equal taxable and deductible temporary differences.

The amendments also clarify that where payments that settle a liability are deductible for tax purposes, it is a matter of judgement (having considered the applicable tax law) whether such deductions are attributable for tax purposes to the liability recognized in the financial statements (and interest expense) or to the related asset component (and interest expense).



- Amendments to PAS 12, *International Tax Reform – Pillar Two Model Rules*

The amendments introduce a mandatory exception in PAS 12 from recognizing and disclosing deferred tax assets and liabilities related to Pillar Two income taxes.

The amendments also clarify that PAS 12 applies to income taxes arising from tax law enacted or substantively enacted to implement the Pillar Two Model Rules published by the Organization for Economic Cooperation and Development (OECD), including tax law that implements qualified domestic minimum top-up taxes. Such tax legislation, and the income taxes arising from it, are referred to as ‘Pillar Two legislation’ and ‘Pillar Two income taxes’, respectively.

The temporary exception from recognition and disclosure of information deferred taxes and the requirement to disclose the application of the exception, apply immediately and retrospectively upon adoption of the amendments in June 2023.

Meanwhile, the disclosure of the current tax expense related to Pillar Two income taxes and the disclosures in relation to periods before the legislation is effective are required for annual reporting periods beginning on or after January 1, 2023.

#### Standards Issued but Not Yet Effective

Pronouncements issued but not yet effective are listed below. Unless otherwise indicated, the Parent Company does not expect that the future adoption of the said pronouncements will have a significant impact on its financial statements. The Parent Company intends to adopt the following pronouncements when they become effective.

#### *Effective beginning on or after January 1, 2024*

- Amendments to PAS 1, *Classification of Liabilities as Current or Non-current*
- Amendments to PFRS 16, *Lease Liability in a Sale and Leaseback*

#### *Effective beginning on or after January 1, 2025*

- PFRS 17, *Insurance Contracts*

#### *Deferred effectivity*

- Deferral of Certain Provisions of PIC Q&A 2018-12, PFRS 15 Implementation Issues Affecting the Real Estate Industry (as amended by PIC Q&As 2020-02 and 2020-04)

On February 14, 2018, the PIC issued PIC Q&A 2018-12 which provides guidance on some PFRS 15 implementation issues affecting the real estate industry. On October 25, 2018 and February 8, 2019, the SEC issued MC No. 14-2018 and MC No. 3-2019, respectively, providing reliefs to the real estate industry by deferring the application of certain provisions of this PIC Q&A for a period of three years until December 31, 2020. On December 15, 2020, the SEC issued MC No. 34-2020 which further extended the deferral of certain provisions of this PIC Q&A until December 31, 2023 as follows:

- a. Assessing if the transaction price includes a significant financing component as discussed in PIC Q&A 2018-12-D (as amended by PIC Q&A 2020-04)
- b. Treatment of land in the determination of the POC discussed in PIC Q&A 2018-12-E



To assist real estate companies to finally adopt the said PIC and IFRIC pronouncements and enable them to fully comply with PFRS 15 and revert to full PFRS, the Commission en banc, in its meeting held on July 8, 2021, approved the amendment to the transitional provisions in the above MCs which would provide real estate companies the accounting policy option of applying either the full retrospective approach or modified retrospective approach when they apply the provisions of the PIC and IFRIC pronouncements.

The Parent Company availed of the SEC reliefs to defer the above specific provisions of PIC Q&A No. 2018-12. Had these provisions been adopted, the Parent Company assessed that the impact would have been as follows:

- a. The mismatch between the POC of the real estate projects and right to an amount of consideration based on the schedule of payments provided for in the contract to sell (CTS) might constitute a significant financing component. In case of the presence of significant financing component, the guidance should have been applied retrospectively and would have resulted in restatement of prior year financial statements. Adoption of this guidance would have impacted interest income, interest expense, revenue from real estate sales, installment contracts receivable (ICR), provision for deferred income tax, deferred income tax asset or liability for all years presented, and the opening balance of retained earnings. The Parent Company has yet to assess if the mismatch constitutes a significant financing component for its CTSs.
- b. The exclusion of land in the determination of POC would have reduced the POC of real estate projects. Adoption of this guidance would have reduced revenue from real estate sales, cost of sales and ICR; increased real estate inventories and would have impacted deferred income tax asset or liability and provision for deferred income tax for all years presented, and the opening balance of retained earnings.

The above would have impacted the cash flows from operations and cash flows from financing activities for all years presented.

- IFRIC Agenda Decision on Over Time Transfer of Constructed Goods (PAS 23, *Borrowing Cost*)

In March 2019, IFRIC published an Agenda Decision on whether borrowing costs can be capitalized on real estate inventories that are under construction and for which the related revenue is/will be recognized over time under paragraph 35(c) of PFRS 15, *Revenue from Contracts with Customers*. IFRIC concluded that borrowing costs cannot be capitalized for such real estate inventories as they do not meet the definition of a qualifying asset under Philippine Accounting Standards (PAS) 23, *Borrowing Costs*, considering that these inventories are ready for their intended sale in their current condition.

On February 11, 2020, the Philippine SEC issued Memorandum Circular No. 4-2020, providing relief to the Real Estate Industry by deferring the mandatory implementation of the above IFRIC Agenda Decision until December 31, 2020. Further, on December 15, 2020, the Philippine SEC issued SEC MC No. 34-2020, which extends the relief on the application of the IFRIC Agenda Decision provided to the Real Estate Industry until December 31, 2023. Effective January 1, 2024, the Real Estate Industry will adopt the IFRIC agenda decision and any subsequent amendments thereto retrospectively or as the SEC will later prescribe. A real estate company may opt not to avail of the deferral and instead comply in full with the requirements of the IFRIC Agenda Decision.



The Parent Company opted to avail of the relief as provided by the SEC. Had the Parent Company adopted the IFRIC agenda decision, borrowing costs capitalized to real estate inventories related to projects with pre-selling activities should have been expensed out in the period incurred.

- Amendments to PFRS 10, *Consolidated Financial Statements*, and PAS 28, *Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*

#### Material Accounting Policies

The significant accounting policies that have been used in the preparation of the parent company financial statements are summarized below. These policies have been consistently applied to all years presented, unless otherwise stated.

#### Fair Value Measurement

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

A fair value measurement of a 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 Parent Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

For assets and liabilities that are recognized in the financial statements on a recurring basis, the Parent Company determines whether or not 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 Parent Company 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 - Initial recognition and subsequent measurement

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

#### Financial assets

##### *(i) Initial recognition and measurement*

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Parent Company's business model for managing them. With the exception of receivables that do not contain a significant financing component or for which the Parent Company has applied the practical expedient, the Parent Company initially measures a financial asset at its fair value plus, in the case of a financial asset not at FVPL, transaction costs. Receivables that do not contain a significant financing component or for which the Parent Company has applied the practical expedient are measured at the transaction price.



In order for a financial asset to be classified and measured at amortized cost or fair value through OCI, it needs to give rise to cash flows that are ‘solely payments of principal and interest (SPPI)’ on the principal amount outstanding. This assessment is referred to as the SPPI test and is performed at an instrument level. Financial assets with cash flows that are not SPPI are classified and measured at fair value through profit or loss, irrespective of the business model.

The Parent Company’s business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both. Financial assets classified and measured at amortised cost are held within a business model with the objective to hold financial assets in order to collect contractual cash flows while financial assets classified and measured at fair value through OCI are held within a business model with the objective of both holding to collect contractual cash flows and selling.

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 recognised on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

*(ii) Subsequent measurement*

The Parent Company subsequently classifies its financial assets into the following measurement categories:

- Financial assets at amortized cost (debt instruments)
- Financial assets at FVOCI with recycling of cumulative gains and losses (debt instruments)
- Financial assets designated at FVOCI with no recycling of cumulative gains and losses upon derecognition (equity instruments)
- Financial assets at FVPL

*Financial assets at amortized cost (debt instruments).* The Parent Company measures financial assets at amortized cost if both of the following conditions are met:

- The financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows; and,
- The contractual terms of the financial asset give rise on specified dates to cash flows that are SPPI on the principal amount outstanding.

These financial assets are initially recognized at fair value plus directly attributable transaction costs and subsequently measured at amortized cost using the effective interest rate (EIR) method, less any impairment in value. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees and costs that are an integral part of the EIR. Losses arising from impairment are recognized in the parent company statement of comprehensive income under ‘Provision for impairment’.

The Parent Company’s financial assets at amortized cost include cash, receivables, receivables from related parties and deposit in escrow and refundable deposits included under “Other current assets” and “Other noncurrent assets” in the parent company statement of financial position (see Notes 4, 5, and 8).

*Financial assets designated at FVOCI (equity instruments).* Upon initial recognition, the Parent Company can elect to classify irrevocably its equity investments as equity instruments designated at fair value through OCI when they meet the definition of equity under PAS 32 Financial Instruments:



Presentation and are not held for trading. The classification is determined on an instrument-by-instrument basis.

Gains and losses on these financial assets are never recycled to profit or loss. Dividends are recognised as other income in the statement of profit or loss when the right of payment has been established, except when the Parent Company benefits from such proceeds as a recovery of part of the cost of the financial asset, in which case, such gains are recorded in OCI. Equity instruments designated at fair value through OCI are not subject to impairment assessment.

The Parent Company made irrevocable election to present in OCI subsequent changes in the fair value of all the Parent Company's investments in golf shares and unlisted shares of stock (see Note 7).

*(iii) Derecognition*

When the Parent Company transfers its rights to receive cash flows from an asset or enters 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 Parent Company continues to recognize the transferred asset to the extent of its continuing involvement. In that case, the Parent Company 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 Parent Company 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 Parent Company could be required to repay.

*(iv) Impairment of financial assets*

The Parent Company recognizes an allowance for expected credit losses (ECLs) for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Parent Company expects to receive, discounted at an approximation of the original effective interest rate. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms.

ECLs are recognized in two stages. For credit exposures for which there has not been a significant increase in credit risk (SICR) since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk (SICR) since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

For cash and deposit in escrow, the Parent Company applies the low credit risk simplification. The probability of default and loss given defaults are publicly available and are considered to be low credit risk investments. It is the Company's policy to measure ECLs on such instruments on a 12-month basis. However, when there has been a significant increase in credit risk since origination, the allowance will be based on the lifetime ECL. The Parent Company uses the ratings from Standard and Poor's (S&P), Moody's and Fitch to determine whether the debt instrument has significantly increased in credit risk and to estimate ECLs.





Financial assets are credit-impaired when one or more events that have a detrimental impact on the estimated future cash flows of those financial assets have occurred. For these credit exposures, lifetime ECLs are also recognized and interest revenue is calculated by applying the credit-adjusted effective interest rate to the amortized cost of the financial asset.

The Parent Company applies a simplified approach in calculating ECLs for receivables. Therefore, the Parent Company does not track changes in credit risk, but instead recognizes a loss allowance based on lifetime ECLs at each reporting date. For trade receivables, the Parent Company has established a provision matrix that is based on its historical credit loss experience.

For ICR and contract assets, the Parent Company uses the vintage analysis for ECL by calculating the cumulative loss rates of a given ICR pool. It derives the probability of default from the historical data of a homogenous portfolio that share the same origination period. The information on the number of defaults during fixed time intervals of the accounts is utilized to create the probability model. It allows the evaluation of the loan activity from its origination period until the end of the contract period.

As these are future cash flows, these are discounted back to the time of default (i.e., is defined by the Parent Company as upon cancellation of CTS) using the appropriate effective interest rate, usually being the original EIR or an approximation thereof.

For all debt financial assets other than receivables, ECLs are recognized using the general approach wherein the Parent Company tracks changes in credit risk and recognizes a loss allowance based on either a 12-month or lifetime ECLs at each reporting date.

At each reporting date, the Parent Company assesses whether there has been an SICR for financial assets since initial recognition by comparing the risk of default occurring over the expected life between the reporting date and the date of initial recognition. The Parent Company considers reasonable and supportable information that is relevant and available without undue cost or effort for this purpose. This includes quantitative and qualitative information and forward-looking analysis.

Exposures that have not deteriorated significantly since origination, or where the deterioration remains within the Parent Company's investment grade criteria are considered to have a low credit risk. The provision for credit losses for these financial assets is based on a 12-month ECL. The low credit risk exemption has been applied on debt investments that meet the investment grade criteria of the Parent Company from the time of origination.

The Parent Company considers a financial asset in default when contractual payments are 90 days past due. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Parent Company. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

### Financial liabilities

#### *(i) Initial recognition and measurement*

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



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

*(ii) Subsequent measurement*

For purposes of subsequent measurement, financial liabilities are classified in two categories:

- Financial liabilities at FVPL
- Financial liabilities at amortized cost

*Financial liabilities measured at amortized cost.* This is the category most relevant to the Parent Company. After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortized cost under the EIR method.

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 EIR amortization is included as interest in the parent company statement of comprehensive income.

The Parent Company's financial liabilities measured at amortized cost as of December 31, 2023 and 2022 includes the following (see Notes 13 and 16):

- Short-term debt
- Long-term debt
- Accounts and other payables (excluding statutory payables)

*(iii) Derecognition*

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognized in the parent company statement of comprehensive income.

Classification of Financial Instruments Between Liability and Equity

Financial instruments are classified as liabilities or equity in accordance with the substance of the contractual arrangement. Interest, dividends, gains and losses relating to a financial instrument or a component that is a financial liability, are reported as expense or income. Distributions to holders of financial instruments classified as equity are charged directly to equity, net of any related income tax benefits.

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

- deliver cash or another financial asset to another entity; or,
- exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavorable to the Company; or,
- 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.

If the Parent Company does not have an unconditional right to avoid delivering cash or another financial asset to settle its contractual obligation, the obligation meets the definition of a financial liability.



#### Offsetting Financial Instruments

Financial assets and liabilities are offset and the net amount is reported in the parent company statement of financial position if, and only if, there is a legally enforceable right to offset and intention to settle either on a net basis or to realize the asset and settle the liability simultaneously. The Parent Company assesses that it has a currently enforceable right of 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 Parent Company and all of the counterparties.

#### Real Estate Inventories

Real estate inventories consist of subdivision land and residential houses and lots for sale and development initially recorded at cost. Subsequent to initial recognition, these are valued at the lower of cost and net realizable value (NRV). Cost includes the acquisition cost of the land plus all costs incurred directly attributable to the construction and development of the properties.

NRV is the estimated selling price in the ordinary course of business, based on market prices at the reporting date, less estimated cost of completion and estimated costs necessary to make the sale.

The costs of inventory recognized in profit or loss on disposal is determined with reference to the specific costs incurred on the property sold and an allocation of any non-specific costs based on the relative size of the property sold.

#### Borrowing Costs

Borrowing costs that are directly attributable to the acquisition or construction of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale while the asset, which includes real estate inventories, is being constructed are capitalized as part of the cost of that asset. All other borrowing costs are expensed in the period in which they occur.

#### Debt Issue Costs.

Debt issue costs are deducted against long-term debt and are amortized over the terms of the related borrowings using the effective interest method.

#### Deposits for Purchased Land

This represents deposits made to landowners for the purchase of certain parcels of land which are intended to be held for sale or development in the future. These are recognized at cost. The deposits made are presented under other current and noncurrent assets in the consolidated statement of financial position as these are expected to be used for the Group's real estate development projects and landbanking, respectively.

#### Prepayments

Prepayments are initially recorded as assets and measured at the amount paid. Subsequently, these are charged to the parent company statement of comprehensive income as they are consumed in operations or expire with the passage of time.

#### Deposits for Future Stock Subscription

Deposits for future stock subscription pertain to amounts paid by the Parent Company to its subsidiaries for additional subscriptions in excess of the authorized share capital pending the investees' application or approval of the amendments to increase authorized share capital.



#### Investment in an Associate

The Parent Company's investments in associates are accounted for using the cost method. An associate is an entity in which the Parent Company has significant influence, and which is neither a subsidiary nor a joint venture. 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.

Under the cost method, investments are carried in the parent company statement of financial position at cost less any impairment in value. The Parent Company recognizes income from these investments only to the extent that it receives (or becomes entitled to) distributions from accumulated profits of the investees arising from the date of acquisition. Distributions received in excess of such profits are regarded as recovery of investments and recognized as reduction in cost of investments.

#### Investments in Subsidiaries

The Parent Company's investments in subsidiaries are accounted for under the cost method. A subsidiary is an entity that is controlled by the Parent Company. Control is achieved when the Parent Company is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

Under the cost method, investment is recognized at cost less impairment losses, if any. Income from investment is recognized only to the extent that the Parent Company receives distributions from accumulated profits of the investees arising after the date of acquisition. Distributions received in excess of such profits are regarded as a recovery of investment and are recognized as a reduction of the cost of the investment.

#### Investment Properties

Investment properties are initially recognized at cost plus directly attributable cost incurred. Subsequent to initial recognition, the building and improvements is carried at cost less accumulated depreciation and amortization and any impairment in value while the land is carried at cost less any impairment in value.

The Parent Company depreciates and amortizes its land improvements using the straight-line method over the 10-30 years estimated useful lives.

Transfers are made to (or from) investment property 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 Parent Company accounts for such property in accordance with the policy stated under property, plant and equipment up to the date of change in use.

#### Property and Equipment

Property and equipment, except for land, are stated at cost less accumulated depreciation and any impairment in value. Land is stated at cost, less any impairment in value.

The initial cost of property and equipment comprises its purchase price including legal and brokerage fees, import duties, nonrefundable purchase taxes and any directly attributable costs of bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management. Expenditures incurred after the property and equipment have been put into operation, such as maintenance, repairs and costs of day-to-day servicing, are recognized in profit or loss in the period the costs are incurred.



In situations where it can be clearly demonstrated that the expenditures have resulted in an increase in the future economic benefits expected to be obtained from the use of an item of property and equipment beyond its originally assessed standard of performance, the expenditures are capitalized as additional cost of property and equipment.

The carrying values of property and equipment are reviewed for impairment when events or changes in circumstance indicate that the carrying values may not be recoverable.

Depreciation of an item of property and equipment begins when it becomes available for use, i.e., when it is in the location and condition necessary for it to be capable of operating in the manner intended by management. Depreciation is computed using the straight-line method over the following estimated useful lives, except for leasehold improvements, which are amortized over their estimated lives or term of the lease, whichever is shorter:

	Years
Building and improvements	10 - 30
Furniture and fixtures	3 - 5
Machineries and equipment	2 - 5
Transportation equipment	2 - 5
Tools and other equipment	2 - 5
Other equipment	2 - 10

If there is an indication that there has been a significant change since the last annual reporting date in the pattern by which the Parent Company expects to consume an asset's future economic benefits, the Parent Company shall review its present depreciation method and, if current expectations differ, change the depreciation method to reflect the new pattern. The Parent Company shall account for the change prospectively as a change in an accounting estimate.

Fully depreciated assets are retained in the accounts until these are no longer in use.

#### Impairment of Nonfinancial Assets

This accounting policy applies primarily to the Parent Company's other assets (excluding refundable deposits and deposit in escrow), investment in an associate, investments in subsidiaries, deposit for future stock subscription, investment properties, and property and equipment (see Notes 8, 9, 10, 11, 12 and 15).

The Parent Company assesses at each reporting date whether there is an indication that an asset may be impaired when events or changes in circumstances indicate the carrying values may not be recoverable. If any such indication exists or when annual impairment testing for an asset is required, the Parent Company makes an estimate of the asset's recoverable amount. An asset's estimated recoverable amount is the higher of the asset's or cash generating unit's (CGU) fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or group of assets.

Where the carrying values exceed the estimated recoverable amount, the assets or CGUs are written down to their estimated 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.

Impairment losses of continuing operations are directly charged or credited to operations in those expense categories consistent with the function of the impaired asset.



### Equity

#### *Capital stock and additional paid-in capital*

Capital stock consists of common shares and preferred shares which are measured at par value for all common and preferred shares issued. When the shares are sold at a premium, the difference between the proceeds and the par value is credited to 'Additional paid-in capital' account. Direct cost incurred related to the equity issuance, such as underwriting, accounting and legal fees, printing costs and taxes are charged to 'Additional paid-in capital' account.

#### *Treasury shares*

Own equity instruments which 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 additional paid-in capital.

The retained earnings is restricted to payments of dividends to the extent of the cost of treasury shares.

#### *Retained earnings*

Retained earnings include all current and prior period results of operations, net of dividends declared and the effects of retrospective application of changes in accounting policies or restatements, if any. Dividends on common stock are recognized as a liability and deducted from equity when declared and approved by the BOD or shareholders of the Parent Company. Dividends for the year that are declared and approved after the reporting date, if any, are dealt with as an event after the reporting date and disclosed accordingly.

### Revenue and Cost Recognition

#### *Revenue from Contracts with Customers*

The Parent Company is primarily engaged in real estate development and water services. Revenue from contracts with customers is recognized when control of the goods and services is transferred to the customer at an amount that reflects the consideration to which the Parent Company expects to be entitled in exchange for those goods or services. The Parent Company considers whether there are other promises in the contract that are separate performance obligations to which a portion of the transaction price needs to be allocated. The Parent Company has generally concluded that it is the principal in its revenue arrangements since it is the primary obligor in these revenue arrangements.

The disclosures of significant accounting judgments, estimates and assumptions relating to revenue from contracts with customers are provided in Note 3.

*Real estate sales.* The Parent Company derives its real estate revenue from sale of lots and developed residential house and lots. Revenue from the sale of these real estate projects under pre-completion stage are recognized over time during the construction period (or percentage of completion) since based on the terms and conditions of its contract with the buyers, the Parent Company's performance does not create an asset with an alternative use and the Group has an enforceable right to payment for performance completed to date.

In measuring the progress of its performance obligation over time, the Parent Company uses the output method. The Parent Company recognizes revenue on the basis of direct measurements of the value to customers of the goods or services transferred to date, relative to the remaining goods or services promised under the contract. Progress is measured using physical proportion of work done. This is based on the bi-monthly project accomplishment report prepared by the project engineers which integrates the surveys of performance to date of the construction activities for both sub-contracted and those that are fulfilled by the developer itself.



Buyer's equity represents the POC over the total selling price that the buyer has paid the Parent Company and it is at this collection level that the Parent Company assesses that it is probable that the economic benefits will flow to the Parent Company because of certainty of collection of the remaining balance of the selling price. This gives the buyer, a stake in the property, the level of which is sufficient enough to mitigate the risks of loss through default which would motivate the buyer to honor its obligations to the Parent Company. Management regularly evaluates the historical cancellations and back-outs if it would still support its current collection threshold before commencing revenue recognition.

Any excess of progress of work over the right to an amount of consideration that is unconditional, is recognized under 'Contract assets' in the assets section of the parent company statement of financial position.

Any excess of collections over the total of recognized ICR and contract assets are recognized under 'Contract liabilities' account in the liabilities section of the parent company statement of financial position.

Sales cancellation is accounted for as a modification of the contract (from non-cancelable to being cancelable) resulting to the reversal of the previously recognized real estate sales and cost of real estate sales and reinstating the real estate inventories at cost.

*Cost of real estate sales.* The Parent Company recognizes costs relating to satisfied performance obligations as these are incurred which include costs of land, land development costs, building costs, professional fees, depreciation, permits and licenses and capitalized borrowing costs. These costs are allocated to the saleable area, with the portion allocable to the sold area being recognized as costs of sales while the portion allocable to the unsold area being recognized as part of real estate inventories.

Contract costs include all direct materials and labor costs and those indirect costs related to contract performance. Expected losses on contracts are recognized immediately when it is probable that the total contract costs will exceed total contract revenue. Changes in contract performance, contract conditions and estimated profitability, including those arising from contract penalty provisions, and final contract settlements which may result in revisions to estimated costs and gross margins are recognized in the year in which the changes are determined.

In addition, the Parent Company recognizes cost as an asset that gives rise to resources that will be used in satisfying performance obligations in the future and that are expected to be recovered.

*Water service, tapping fees, transfer fees and other water charges.* Revenue is recognized over time as the customer receives and consumes the benefit from the performance of the related water services. Water services are billed every month. The Parent Company recognizes revenue in the amount to which the Company has a right to invoice since the Group bills a fixed amount for every cubic meter of water delivered.

*Income from forfeited deposits.* Income from forfeited collections recorded under 'Other income' in the parent company statement of comprehensive income is recognized when the deposits from potential buyers are deemed nonrefundable due to prescription of the period for entering into a contracted sale. Such income is also recognized, subject to the provisions of Republic Act 6552, *Realty Installment Buyer Act*, upon prescription of the period for the payment of required amortizations from defaulting buyers.

*Dividend income.* Dividend income is recognized when the Parent Company's right to receive payment is established which is generally when shareholders approve the dividend.



*Rental income.* Rental income arising from operating leases on investment properties is accounted for on a straight-line basis over the respective lease terms.

#### Contract Balances

*Installment contracts receivable.* An ICR represents the Parent Company's right to an amount of consideration that is unconditional (i.e., only the passage of time is required before payment of the consideration is due).

*Contract assets.* A contract asset is the right to consideration in exchange for goods or services transferred to the customer. If the Parent Company performs by transferring goods or services to a customer before the customer pays consideration or before payment is due, a contract assets is recognized for the earned consideration that is conditional.

For the Parent Company's real estate sales, contract assets are initially recognized for revenue earned from development of real estate projects as receipt of consideration is conditional on successful completion of development. Upon completion of development and acceptance by the customer, the amounts recognized as contract assets are reclassified to ICR. It is recognized under 'Receivables' in the parent company statement of financial position.

*Costs to obtain contract.* The incremental costs of obtaining a contract with a customer are recognized under 'Other current assets' in the parent company statement of financial position if the Parent Company expects to recover them. The Parent Company has determined that commissions paid to brokers and marketing agents on the sale of pre-completed real estate units are deferred when recovery is reasonably expected and are charged to expense in the period in which the related revenue is recognized over time using the POC method. Commission expense is included in the 'General, administrative expenses and selling expenses' account in the parent company statement of comprehensive income.

Costs incurred prior to obtaining a contract with customer are not capitalized but are expensed as incurred.

*Contract liabilities.* A contract liability is the obligation to transfer goods or services to a customer for which the Parent Company has received consideration (or an amount of consideration is due) from the customer. If a customer pays consideration before the Parent Company transfers goods or services to the customer, a contract liability is recognized when the payment is made or due (whichever is earlier). Contract liabilities are recognized as revenue when the Parent Company performs under the contract.

The contract liabilities also include payments received by the Parent Company from the customers for which revenue recognition has not yet commenced.

#### Costs and Expenses

Costs and 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. Costs and expenses are generally recognized when the services are used or the expense arises while interest expenses are accrued in the appropriate period.





This consist of general administrative expenses which constitute costs of administering the business and selling expenses which constitute commission on real estate sales and advertising expenses. General administrative and selling expenses (excluding amortization of capitalized costs to obtain contracts) are recognized as incurred.

#### Post-employment Benefits

Pension benefits are provided to employees through a defined benefit plan. The net defined benefit liability or asset is the aggregate of the present value of the defined benefit obligation at the end of the reporting period reduced by the fair value of plan assets, adjusted for any effect of limiting a net defined benefit asset to the asset ceiling. The asset ceiling is the present value of any economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan.

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

The following comprise the defined benefit costs:

- Service cost
- Net interest on the net defined benefit liability or asset
- Remeasurements of net defined benefit liability or asset

Service costs, which include current service costs, past service costs, and gains or losses on non-routine settlements are recognized as expense in parent company statement of comprehensive income. Past service costs are recognized when plan amendment or curtailment occurs. These amounts are calculated periodically by independent qualified actuaries.

Net interest on the net defined benefit liability or asset is the change during the period in the net defined benefit liability or asset that arises from the passage of time which is determined by applying the discount rate based on government bonds to the net defined benefit liability or asset. Net interest on the net defined benefit liability or asset is recognized as expense or income in the parent company statement of comprehensive income.

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

Plan assets are assets that are held in trust and managed by a trustee bank. Plan assets are not available to the creditors of the Parent Company, nor can they be paid directly to the Parent Company. The fair value of plan assets is based on market price information. When no market price is available, the fair value of plan assets is estimated by discounting expected future cash flows using a discount rate that reflects both the risk associated with the plan assets and the maturity or expected disposal date of those assets (or, if they have no maturity, the expected period until the settlement of the related obligations).

#### Leases

The Parent Company assesses at contract inception whether a contract is, or contains, a lease. That is, if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.



*As Lessor.* Leases where the Parent Company retains substantially all the risks and benefits of ownership of the asset are classified as operating leases. Initial direct costs incurred in negotiating an operating lease are added to the carrying amount of the leased asset and recognized over the lease term on the same bases as rental income. Contingent rents are recognized as revenue in the period in which they are earned.

*As Lessee.* The Group applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets.

*Short-term leases.* The Group applies the short-term lease recognition exemption to its short-term leases of office spaces and transportation equipment that have a lease term of 12 months or less from the commencement date and do not contain a purchase option. Lease payments on short-term leases are recognized as expense on a straight-line basis over the lease term.

#### Taxes

*Current income tax.* Current income tax liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the tax authority. The tax rates and tax laws used to compute the amount are those that have been enacted or substantively enacted as of reporting date.

Current income tax relating to items recognized directly in equity is recognized in equity and not in the parent company statement of comprehensive income. Management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

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

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

- When the deferred tax liability arises from the initial recognition of goodwill or 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; or,
- In respect of taxable temporary differences associated with investments in subsidiaries and associates, when 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 tax assets are recognized for all deductible temporary differences, the carry forward of unused tax credits and any unused tax losses. Deferred tax assets are recognized to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilized, except:

- When the deferred 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; or,
- In respect of deductible temporary differences associated with investments in subsidiaries and associates, deferred tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilized.



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

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

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

The Parent Company offsets deferred tax assets and deferred tax liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realize the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

*Creditable withholding taxes (CWT).* CWT pertains to taxes withheld on income payments and may be applied against income tax due. The balance of taxes withheld is recovered in future period. The balance as of end of each reporting period represents the unutilized amount after deducting any income tax payable. Creditable withholding tax is stated at its realizable value.

*VAT.* Revenues, expenses and assets are recognized net of amount of VAT, if applicable.

When VAT from provision of services (output VAT) exceeds VAT passed on from purchases of goods or services (input VAT), the excess is recognized as output VAT under 'Accounts and other payables' in the parent company statement of financial position. When VAT passed on from purchases of goods or services (input VAT) exceeds VAT from provision of services (output VAT), the excess is recognized as input taxes under 'Other current assets' in the parent company statement of financial position up to the extent of the recoverable amount.

The net amount of sales tax recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the parent company statement of financial position.

#### Provisions

Provisions are recognized when the Parent Company 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. When the Parent Company expects some or all of a provision to be reimbursed, for example, 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 the parent company statement of comprehensive income 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, when 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 a finance cost.



#### Contingencies

Contingent liabilities are not recognized in the parent company financial statements. These are disclosed unless the possibility of an outflow of resources embodying economic benefits is remote. A contingent asset is not recognized in the parent company financial statements but disclosed when an inflow of economic benefits is probable.

#### Events After the Reporting Date

Events after the reporting period are those events, favorable and unfavorable, that occur between the end of the reporting period and the date when the parent company financial statements are authorized for issue. Post year-end events that provide additional information about the Parent Company's financial position at the reporting date (adjusting events) are reflected in the parent company financial statements. Post year-end events that are not adjusting events are disclosed in the notes to parent company financial statements when material.

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### 3. Significant Accounting Judgments and Estimates

The preparation of the parent company financial statements in compliance with PFRS requires the Parent Company to make judgments and estimates that affect the amounts reported in the parent company financial statements and accompanying notes. The judgments, estimates and assumptions used in the accompanying parent company financial statements are based upon management's evaluation of relevant facts and circumstances as of the date of the parent company financial statements. Future events may occur which will cause the judgments and assumptions used in arriving at the estimates to change. The effects of any change in judgments and estimates are reflected in the parent company financial statements as they become reasonably determinable.

Judgments and estimates are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results could differ for such estimates.

#### Judgments

In the process of applying the Parent Company's accounting policies, management has made the following judgments, apart from those involving estimations, which have the most significant effect on the amounts recognized in the parent company financial statements.

*Revenue from contracts with customers.* The Parent Company is primarily engaged in real estate sales and development and water services. The Parent Company accounts for all of the goods and services in each contract with customer as a single performance obligation capable of being distinct.

The Parent Company applied the following judgments that significantly affect the determination of the amount and timing of revenue from contracts with customers:

*Real estate revenue recognition.* Revenue recognition under PFRS 15 involves the application of significant judgment and estimation in the: (a) identification of the contract for sale of real estate property that would meet the requirements of PFRS 15; (b) assessment of the probability that the entity will collect the consideration from the buyer; and (c) determination of the actual costs incurred as cost of goods sold.

- *Identifying performance obligations.* The Parent Company has various CTS covering subdivision land and residential houses and lots. The Parent Company concluded that the goods and services transferred in each contract constitute a single performance obligation. In particular, the



promised goods and services in contracts for the sale of property under development mainly include design work, procurement of materials and development of the property. Generally, the Parent Company is responsible for all of these goods and services and the overall management of the project. Although these goods and services are capable of being distinct, Parent Company accounts for them as a single performance obligation because they are not distinct in the context contract. The Parent Company uses those goods and services as inputs and provides a significant service of integrating them into a combined output. Included also in this performance obligation is the Parent Company's service to transfer the title of the real estate unit to the buyer.

- *Existence of a contract.* The Parent Company's primary document for a contract with a customer for real estate sales is a signed CTS supported by other signed documentations such as reservation agreement, official receipts, buyers' amortization schedule and invoices and it met all the criteria to qualify as contract with a customer under PFRS 15.

In addition, part of the assessment process of the Parent Company before revenue recognition is to assess the probability that the Parent Company will collect the consideration to which it will be entitled in exchange for the real estate property that will be transferred to the customer. In evaluating whether collectability of an amount of consideration is probable, an entity considers the significance of the customer's initial payments in relation to the total contract price. Collectability is also assessed by considering factors such as past history with the customer, age of receivables and pricing of the property. Management regularly evaluates the historical sales cancellations and back-outs if it would still support its current threshold of buyers' equity before commencing revenue recognition.

- *Revenue recognition method and measure of progress.* The Parent Company concluded that revenue for real estate sales is to be recognized over time because: (a) the Parent Company's performance does not create an asset with an alternative use and; (b) the Parent Company has an enforceable right for performance completed to date. The promised property is specifically identified in the contract and the contractual restriction on the Parent Company's ability to direct the promised property for another use is substantive. This is because the property promised to the customer is not interchangeable with other properties without breaching the contract and without incurring significant costs that otherwise would not have been incurred in relation to that contract. In addition, under the current legal framework, the customer is contractually obliged to make payments to the developer up to the performance completed to date.
- The Parent Company has determined that output method used in measuring the progress of the performance obligation faithfully depicts the Parent Company's performance in transferring control of real estate development to the customers. This method measures progress based on physical proportion of work done on the real estate project which requires technical determination by the Parent Company's specialists (project engineers).

In addition, the Parent Company requires a collection threshold of 10% of buyer's payments of total selling price (buyer's equity), to be collected as one of the criteria in order to initiate revenue recognition. Reaching this level of collection is an indication of buyer's continuing commitment and the probability that economic benefits will flow to the Parent Company.

*Determining taxable profit, tax bases and tax rates.* Upon adoption of the Philippine Interpretation IFRIC 23, the Parent Company has assessed whether it has any uncertain tax position. The Parent Company applies significant judgement in identifying uncertainties over its income tax treatments. The Parent Company determined, based on its tax compliance assessment, in consultation with its tax counsel, that it is probable that its income tax treatments will be accepted by the taxation authorities.



Accordingly, the interpretation did not have a significant impact on the parent company financial statements.

*Distinction between real estate inventories, investment properties and owner-occupied properties.*

The Parent Company determines whether a property will be classified as real estate inventories, investment properties or owner-occupied properties. In making this judgment, the Parent Company considers whether the property will be sold in the normal operating cycle (real estate inventories) and whether the property generates cash flow largely independent of the other assets held by an entity.

Real estate inventories comprise of property that is held for sale in the ordinary course of business.

Principally, this is residential property that the Parent Company develops and intends to sell before or on completion of construction. Investment property comprises land and buildings which are not occupied substantially for use by, or in the operations of the Parent Company, nor for sale in the ordinary course of business, but are held primarily to earn rental income and for capital appreciation. Owner-occupied properties classified and presented as property and equipment, generate cash flows that are attributable not only to property but also to the other assets used in the production or supply process.

*Significant influence on Peakpower Energy, Inc. (PEI).* In determining whether the Parent Company has significant influence over an investee requires significant judgment. Generally, a shareholding of 20.0% to 50.0% of the voting rights of an investee is presumed to give the Parent Company a significant influence. The Parent Company considers that it has significant influence over its investees when it has board representation which allows them to participate in the financial and operating policy decisions but is not control or joint control of those policies.

*Evaluation and reassessment of control in MCPI.* The Parent Company refers to the guidance in PFRS 10, *Consolidated Financial Statements*, when determining whether the Parent Company controls an investee. Particularly, the Parent Company controls an investee when it 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 Parent Company considers the purpose and design of the investee, its relevant activities and how decisions about those activities are made and whether the rights give it the current ability to direct the relevant activities.

The Parent Company controls an investee if and only if it has all the following:

- a. power over the investee;
- b. exposure, or rights, to variable returns from its involvement with the investee; and,
- c. the ability to use its power over the investee to affect the amount of the investor's returns.

Ownership interest in MCPI represent 49%. The Parent Company has the ability to direct the relevant activities and power to affect its returns considering that critical decision making position in running the operations of the investee are occupied by the representatives of the Parent Company.

Management's Use of Estimates and Assumptions

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

*Revenue and cost recognition on real estate projects.* The Parent Company's revenue recognition policy require management to make use of estimates and assumptions that may affect the reported amounts of revenues. The Parent Company's revenue and cost of real estate sales are recognized



based on the POC which is measured principally on the basis of the estimated completion of a physical proportion of the contract work which requires technical determination by management's specialists (project engineers) and involves significant management.

The Parent Company also includes land in the calculation of POC since the Parent Company availed the relief granted by the SEC under Memorandum Circular Nos. 14-2018 as of 2018 for the implementation issues of PFRS 15 affecting the real estate industry.

For the years ended December 31, 2023 and 2022, the real estate sales recognized over time amounted to ₱1,454.8 million and ₱1,378.7 million, respectively (see Note 23), while the related cost of real estate sales amounted to ₱559.1 million and ₱477.7 million, respectively (see Note 6).

*Collectability of the sales price.* In determining whether the sales price is collectible, the Parent Company considers that the initial and continuing investments by the buyer of 10% in 2023 and 2022 would demonstrate the buyer's commitment to pay.

The gross amount of ICR and contract assets arising from these sales contracts amounted to ₱2,169.0 million and ₱1,630.8 million as of December 31, 2023 and 2022, respectively (see Notes 5 and 14).

*Provision for expected credit losses of receivables and contract assets.* The Parent Company uses a provision matrix to calculate ECLs for trade receivables other than ICRs. The provision rates are based on days past due for groupings of various customer segments that have similar loss patterns.

The provision matrix is initially based on the Parent Company's historical observed default rates. The Parent Company will calibrate the matrix to adjust the historical credit loss experience with forward-looking information such as inflation rates. At every reporting date, the historical observed default rates are updated and changes in the forward-looking estimates are analyzed.

The Parent Company considers an ICR and contract asset in default when the Parent Company forfeits and repossesses the property from the customer through cancellation. However, in certain cases, the Parent Company may also consider a financial asset to be in default when internal or external information indicates that the Parent Company is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Parent Company.

The Parent Company uses vintage analysis to calculate ECLs for contract assets. The PD rates using vintage analysis are based on default counts of contract issuances in a given period for groupings of various customer segments that have similar loss patterns

The PD is applied to the estimate of the loss arising on default which is based on the difference between the contractual cash flows due and those that the Parent Company would expect to receive, including from the repossession of the subject real estate property, net of cash outflows. For purposes of calculating LGD, accounts are segmented based on facility/collateral type and completion. In calculating the recovery rates, the Parent Company considered collections of cash and/or cash from resale of real estate properties after foreclosure, net of direct costs of obtaining and selling the real estate properties after the default event such as commission, association dues, refurbishment, payment required under Republic Act 6552, *Realty Installment Buyer Act*, and cost to complete (for incomplete units). As these are future cash flows, these are discounted back to the reporting date using the appropriate effective interest rate, usually being the original EIR or an approximation thereof.



The resulting recovery rate coming from the above process, resulted to zero LGD, thus resulting to no recognized ECL for ICR and contracts assets in 2023 and 2022.

As at December 31, 2023 and 2022, the allowance for ECL for trade and other receivables recognized in the parent company statements of financial position amounted to ₱2.8 million respectively (see Note 5).

*Estimating NRV of real estate inventories.* The Parent Company reviews the NRV of real estate inventories and compares it with the cost. Real estate inventories are written down below cost when the estimated NRV is found to be lower than the cost.

NRV for completed real estate inventories is assessed with reference to market conditions and prices existing at the reporting date and is determined by the Parent Company having taken suitable external advice and in light of recent market transactions. NRV in respect of inventory under construction is assessed with reference to market prices at the reporting date for similar completed property, less estimated costs to complete construction less an estimate of the time value of money to the date of completion. The estimates used took into consideration fluctuations of price or cost directly relating to events occurring after the end of the period to the extent that such events confirm conditions existing at the end of the period.

The carrying values of real estate inventories amounted to ₱3,571.1 million and ₱2,961.4 million as of December 31, 2023 and 2022, respectively (see Note 6).

*Estimating useful lives of depreciable property and equipment and investment properties.* The Parent Company estimates the useful lives of property and equipment and investment properties, except land, based on the period over which the assets are expected to be available for use. The estimated useful lives of property and equipment are reviewed periodically and are updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence, and legal or other limits on the use of the assets. In addition, the estimation of the useful lives of property and equipment is based on collective assessment of internal technical evaluation and experience with similar assets. It is possible, however, that future results of operations could be materially affected by changes in estimates brought about by changes in factors mentioned above. The amounts and timing of recorded expenses for any period would be affected by changes in these factors and circumstances.

As of December 31, 2023 and 2022, the aggregate carrying value of depreciable property and equipment and investment properties amounted to ₱205.3 million and ₱193.3 million, respectively (see Notes 11 and 12).

*Estimating fair values of financial assets and liabilities.* When the fair values of financial assets and liabilities recorded in the parent company statements of financial position cannot be measured based on quoted prices in active markets, their fair value is 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, a degree of judgment is required in establishing fair values. Judgments include considerations of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

As at December 31, 2023 and 2022, the aggregate fair values of the financial assets amounted to ₱964.5 million and ₱857.4 million, respectively, and of the financial liabilities amounted to ₱3,100.7 million and ₱2,413.4 million, respectively (see Note 22).





*Impairment of nonfinancial assets.* The Parent Company assesses impairment on its nonfinancial assets (e.g. investment in associate, investments in subsidiaries, deposit for future stock subscription, investment properties, property and equipment and other assets excluding deposit in escrow and refundable deposits) and considers the following important indicators:

- Significant or prolonged decline in the fair value of the asset;
- Increase in market interest rates or other market rates of return on investments have increased during the period, and those increases are likely to affect the discount rate used in calculating the asset's value-in-use and decrease the asset's recoverable amount materially;
- 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;
- Significant negative industry or economic trends; or,
- Significant changes with an adverse effect that have taken place in the technological, market, economic or legal environment where the Group operates.

If such indications are present and where the carrying amount of the asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. The recoverable amount is the asset's fair value less cost to sell or value in use whichever is higher. The fair value less cost to sell is the amount obtainable from the sale of an asset in an arm's length transaction while value in use is the present value of estimated future cash flows expected to be generated from the continued use of the asset. The Parent Company is required to make estimates and assumptions that can materially affect the carrying amount of the asset being assessed.

No impairment was recognized for the Parent Company's nonfinancial assets for the years ended December 31, 2023 and 2022.

*Estimating realizability of deferred tax assets.* The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax assets to be utilized. The Parent Company's assessment on the recognition of deferred tax assets on deductible temporary differences is based upon the likely timing and level of future taxable profits determined from the tax planning strategies of the Parent Company. This forecast is based on the Parent Company's past results and future expectations on revenue and expenses.

The Parent Company assessed its projected performance in determining the sufficiency of the future taxable income. As at December 31, 2023 and 2022, the carrying values of these deferred tax assets amounted to ₱95.6 million and ₱45.0 million, respectively (see Note 20).

*Post-employment defined benefit plan.* The cost of defined benefit pension plan and the present value of the pension obligation are determined using actuarial valuations. The actuarial valuation involves making various assumptions. These include the determination of the discount rates, future salary increases, mortality rates and future pension increases. Due to the complexity of the valuation, the underlying assumptions and its long-term nature, defined benefit obligations are highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date.

As at December 31, 2023 and 2022, the Parent Company's retirement benefit obligation amounted to ₱77.2 million and ₱69.0 million, respectively (see Note 19).



#### 4. Cash

	2023	2022
Cash on hand	₱16,331,627	₱13,521,063
Cash in banks	83,333,448	122,265,265
	<b>₱99,665,075</b>	<b>₱135,786,328</b>

Cash in banks pertain to savings and current accounts that generally earn interest based on prevailing respective bank deposit rates. Interest income earned on cash in banks amounted to ₱0.1 million and ₱0.9 million in 2023 and 2022, respectively.

#### 5. Receivables

	2023	2022
ICR	₱299,571,418	₱161,658,615
Trade receivables	4,800,568	5,631,564
Dividend receivable (Notes 9 and 24)	9,000,000	–
Advances to officers and employees	8,970,114	8,224,199
Other receivables	34,953,747	62,451,012
	<b>357,295,847</b>	<b>237,965,390</b>
Less allowance for impairment	2,794,196	2,794,196
	<b>₱354,501,651</b>	<b>₱235,171,194</b>

ICR consists of accounts collectible in equal monthly installments with over a period of 2 to 10 years. Certain ICRs bear interest ranging from 14% to 18% in 2023 and 2022, depending on the projects and units. The transfer certificates of title remain in the possession of the Parent Company until full payment has been made by the customers. Interest earned from contract assets and ICR amounted to ₱0.3 million and ₱1.3 million in 2023 and 2022, respectively.

Trade receivables pertain to receivables from water service which is noninterest-bearing and normally collected within seven (7) days.

In 2023, the Parent Company assigned accounts receivable with recourse as collateral with its short-term loan discounting agreement with a bank. The outstanding balance of the assigned accounts receivable amounted to ₱230.8 million as of December 31, 2023 (see Note 16).

Dividend receivable pertains to the cash dividends declared by the associate, PEI, which is due and demandable (see Notes 9 and 24).

Advances to officers and employees pertain to salary and other loans granted to the Parent Company's employees that are collectible through salary deduction. These are noninterest-bearing and are due within one (1) year.

Other receivables pertain to advances made to homeowners' association of one of the projects and nontrade receivables. These receivables are noninterest-bearing and are due within one (1) year.

As of December 31, 2023 and 2022, the Parent Company has allowance for impairment on trade and other receivables amounting to ₱2.8 million.



## 6. Real Estate Inventories

	2023	2022
Land for sale and development	<b>₱910,893,338</b>	₱807,287,382
Construction and development costs	<b>2,660,212,435</b>	2,154,078,876
	<b>₱3,571,105,773</b>	₱2,961,366,258

The rollforward of this account follows:

	2023	2022
Balance at beginning of the year	<b>₱2,961,366,258</b>	₱2,090,015,454
Construction and development costs incurred	<b>849,357,773</b>	803,472,006
Transfers from deposits for land acquisition (Note 8)	<b>206,911,992</b>	394,235,788
Borrowing costs capitalized (Note 16)	<b>102,046,099</b>	75,270,157
Depreciation expense capitalized (Note 12)	<b>10,537,459</b>	8,454,484
Purchase of land	-	67,640,630
Cost of real estate sales	<b>(559,113,808)</b>	(477,722,261)
	<b>₱3,571,105,773</b>	₱2,961,366,258

The real estate inventories are carried at cost. No inventories are recorded at amounts lower than cost as of December 31, 2023 and 2022.

Land for sale and development represents real estate subdivision projects in which the Parent Company has been granted License to Sell (LTS) by the Department of Human Settlements and Urban Development. It also includes raw land inventories that are under development and those that are about to undergo development.

Construction and development costs incurred pertain to amounts paid to contractors and development costs in relation to the development of land and construction of housing units, and other costs directly attributable to bringing the real estate inventories to its intended condition.

Borrowing cost capitalized to real estate inventories in 2023 and 2022 amounted to ₱102.0 million and ₱75.3 million, respectively (see Note 16). The capitalization rate used to determine the borrowing costs eligible for capitalization in 2023 and 2022 is 8.3% and 6.9%, respectively.

### Collateralized properties

Pursuant to the loan agreement, certain real estate inventories were collateralized in favor of the bank to secure the Parent Company's short-term and long-term debts (see Note 16). As at December 31, 2023 and 2022, the carrying values of the collateralized real estate inventories amounted to ₱1.5 billion and ₱0.3 billion, respectively.

## 7. Investments in Equity Instruments

### *Quoted and unquoted equity securities*

The Parent Company's EIFVOCI include unquoted golf club shares and unlisted shares of stock. The fair values of the golf club shares are determined based on average selling price of price per share of similar or identical assets traded in an active market (Level 2 input).



The Parent Company's unlisted shares of stock are measured at cost. Financial assets are measured at cost when insufficient more recent information is available to measure its fair value, or if a wide range of possible fair value measurements and cost represents the best estimate of fair value within the range under Level 3 of the fair value hierarchy.

The changes in the fair value of these unquoted equity instruments are recognized under "Net change in fair value of EIFVOCI" in other comprehensive income.

As of December 31, 2023 and 2022, the carrying value of unquoted golf club shares amounted to ₱362.4 million and ₱288.3 million, respectively; and unlisted shares of stock amounted to nil million and ₱12.7 million for 2023 and 2022, respectively.

The rollforward analysis of investments in EIFVOCI follows:

	2023	2022
<b>Cost:</b>		
At January 1 and December 31	<b>₱434,070,793</b>	₱434,070,793
<b>Cumulative unrealized loss:</b>		
At January 1	<b>(133,040,358)</b>	(194,659,340)
Fair value adjustment	<b>61,356,522</b>	61,618,982
At December 31	<b>(71,683,836)</b>	(133,040,358)
<b>Carrying values</b>	<b>₱362,386,957</b>	₱301,030,435

## 8. Other Assets

	2023	2022
<i>Current</i>		
Deposits for purchased land	<b>₱420,109,448</b>	₱256,818,694
Creditable withholding taxes	<b>136,405,769</b>	121,184,127
Inventories	<b>109,473,887</b>	109,257,514
Prepaid expenses	<b>89,184,203</b>	70,852,838
Advances to suppliers	<b>12,971,561</b>	3,488,335
Costs to obtain contracts (Note 23)	<b>12,077,001</b>	2,383,406
Deposit in escrow	<b>7,424,332</b>	-
Refundable deposits	<b>551,467</b>	551,467
Input VAT	-	1,645,093
	<b>₱788,197,668</b>	₱566,181,474
<i>Noncurrent</i>		
Deposits for purchased land - noncurrent	<b>₱343,907,831</b>	₱347,339,831
Advances to third parties	<b>237,811,840</b>	215,311,840
Refundable deposits - net of current portion	<b>50,114,401</b>	48,874,728
	<b>₱631,834,072</b>	₱611,526,399

Deposits for land acquisition pertain to installment payments made by the Parent Company to the sellers of land based on the sales contract. The lands are intended to be held for sale, for development in the future and for land banking. The Parent Company made additional deposits for its land acquisition amounting to ₱370.2 million and ₱501.1 million as of December 31, 2023 and 2022, respectively. In 2023 and 2022, the Parent Company made transfers of land from deposits to real estate inventory upon transfer of control of the land to the Group amounting to ₱206.9 million and



₱394.2 million respectively (see Note 6). The Parent Company also made transfers of land from deposits for land acquisition to investment properties upon transfer of control of the land to the Group amounting to ₱3.4 million and ₱8.8 million in 2023 and 2022, respectively (see Note 11).

Creditable withholding taxes pertain to carry over of unapplied income tax credits and are recoverable and can be applied against the income tax payable in future periods.

Inventories pertain to supplies used in the construction and development of the real estate projects.

Prepaid expenses include prepaid insurance, employee benefits, supplies, rent and taxes and licenses which are applicable in the future period.

Costs to obtain a contract with a customer pertain to commissions paid to brokers and marketing agents on the sale of pre-completed real estate units. These capitalized costs are charged to marketing expenses under “General, administrative and selling expenses” in the parent company statements of comprehensive income as the related revenue is recognized (see Notes 18 and 23).

Deposit in escrow pertains to the established escrow account of the Parent Company which is held restrictedly in compliance with the Memorandum Circular No. 2020-06 issued by Department of Human Settlements and Urban Development (DHSUD) to undertake socialized housing projects and for the issuance of License to Sell for the ongoing Coral Real Estate Project Phase 3 under incentivized scheme.

Advances to third parties pertain to advances made by the Parent Company to potential joint venture partners for acceptable business projects and other project development costs. The advances are to be applied to the cost of the investment in the business project.

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## 9. Investment in an Associate

This pertains to investment in shares of stocks of Peakpower Energy, Inc. (PEI). PEI was incorporated and registered with the SEC on February 19, 2013 primarily to purchase, acquire, own and hold shares of stock, equity, and property of energy companies. Through its subsidiaries, PEI’s focus is to develop, construct, and operate diesel power plants in Mindanao to address the ongoing power shortages in the region. Parent Company holds 20% of equity ownership as of December 31, 2023 and 2022. The primary place of business and office address of the associate is 3rd Floor Joy-Nostalg Center, ADB Avenue, Ortigas Center, Pasig City.

As at December 31, 2023 and 2022, the carrying value of the investment is equal to its cost amounting to ₱110.0 million.

The Parent Company’s dividend income from PEI amounted to ₱65.7 million and ₱80.0 million in 2023 and 2022, respectively. Dividend receivable amounted to ₱9.0 million and nil as of December 31, 2023 and 2022, respectively.



## 10. Investments in Subsidiaries

	Principal Activities	% of Ownership	2023	2022
A Brown Energy and Resources Development, Inc. (ABERDI)	Manufacturing	100	₱449,999,995	₱449,999,995
Nakeen Corporation (NC)***	Agriculture	100	–	–
Bonsai Agri Corporation (BAC)***	Agriculture	100	–	–
Palm Thermal Consolidated Holdings, Corp. (PTCHC)	Holding	100	109,000,000	109,000,000
Vires Energy Corporation (VEC)*	Power plant operations	100	78,870,852	78,870,852
Irradiation Solutions Inc. (ISI)*	Irradiation services	100	60,000,000	60,000,000
Blaze Capital Limited (BCL)*	Infrastructure	100	25,000,000	25,000,000
Northmin Renewables Corp. (NRC)*	Power operations	100	51,000,000	16,000,000
Surigao Greens Agri Corporation (SGAC)	Manufacturing	100	12,500,000	–
AB Bulk Water Company, Inc. (ABBWCI)*	Water service	100	5,000,000	5,000,000
Masinloc Consolidated Power, Inc. (MCPI)**	Power plant operations	49	4,900,000	4,900,000
Simple Homes Development, Inc. (SHDI)*	Real estate	100	999,500	999,500
Total			797,270,347	749,770,347
Less allowance for impairment losses			(4,900,000)	(4,900,000)
			₱792,370,347	₱744,870,347

\* Pre-operating entity.

\*\* Non-operating entity.

\*\*\* Indirectly-owned through ABERDI.

### ABERDI

ABERDI was incorporated and registered with the SEC on February 1, 2001 to primarily engage in the business of manufacturing and trading of palm oil and other palm products including, but not limited to refined bleached deodorized oil, palm olein, crude palm oil, palm stearin, palm acid oil, palm fatty acid distillate, and palm kernels. ABERDI's subsidiaries are NC and BAC.

### NC

NC was registered with the SEC on February 2, 1997. The Company's primary purpose is to engage in the business of agriculture in all aspects, including but not limited to, the operation of fishponds and fish pens, the raising of cattle, both large and small, the raising of hogs and chicken and any and all other activities related to or incidental to the foregoing markets. The Company is also engaged in selling palm seedlings and bunch.

### BAC

BAC was registered with the SEC on February 2, 1997. The Company was organized to engage in business of agriculture in all aspect, including but not limited to operation of fishponds and fish pens, the raising of cattle, both large and small, the raising of hogs and chickens and all other activities related to or incidental to the foregoing, and to market, sell, or otherwise dispose of any produce and products in both local and foreign markets.

### PTCHC

PTCHC was registered with the SEC on November 22, 2010. Its primary purpose is to purchase, acquire, own, hold, lease, sell and convey properties of every kind and description, including land, buildings, factories and warehouses and machinery, equipment, the goodwill, shares of stock, equity, rights, and property of any person, firm, association, or corporation and other personal properties as may be necessary or incidental to the conduct of the corporate business and to pay cash, shares of its capital stock, debentures and other evidences of indebtedness, or other securities, as may be deemed expedient, for any business or property acquired by the corporation.

PTCHC owns 20% of Palm Conception Power Corporation (PCPC). PCPC was registered with the SEC on December 18, 2007 primarily to acquire, design, develop, construct, invest in and operate power generating plants.



The Parent Company's dividend income from PTCHC amounted to ₱210.0 million and ₱110.0 million in 2023 and 2022, respectively. All dividends were received by the Parent Company in the same year.

#### VEC

VEC was registered with the SEC on March 11, 2015. It was organized primarily to operate, engage in, conduct and carry on the business of exploring, developing, converting, producing, processing, and refining of power energy, fuel and/or any other source of power energy, including importation, handling, distributing and marketing at wholesale either within or outside the Philippines; to develop, manage, lease, and operate refineries for the power and fuel products or any other source of power energy; to enter into business undertaking to establish, develop, explore and operate business that will provide the technical manpower to persons and institutions engaged in aforesaid energy production; and in general to carry on and undertake such activities which may seem to the Company capable of being conveniently carried on in connection with the above purposes, or calculated, directly, to enhance the value of or render profitable, any of the Company's property or rights.

#### BCL

BCL is registered with BVI Financial Services Commission as a British Virgin Island (BVI) Business Company on August 8, 2011 under the BVI Business Companies Act 2004. Subject to the Act and any other BVI legislation, the Company has irrespective of corporate benefit (a) full capacity to carry on or undertake any business or activity, do any act or enter into any transactions; and (b) for the purposes of (a), full rights, powers and privileges.

#### NRC (formerly HLPC)

NRC was registered with the SEC on May 6, 2010. On July 24, 2023, the BOD and stockholders of NRC has approved the amendments of the Articles of Incorporation. The amendment includes changing the name of the Corporation to Northmin Renewables Corp. (NRC), changing its primary purpose to "to invest in renewable energy projects and all other energy related investments", changing the principal office of the subsidiary; and increasing the authorized capital stock to 100 million. The said amendment was approved by SEC on December 29, 2023.

In 2023, the Parent Company authorizes the reclassification of its deposits for future stock subscription for the additional capital in NRC amounting to ₱35.0 million to enable the latter to meet the capital adequacy and other requirements of Department of Energy.

#### ABBWCI

ABBWCI was registered with the SEC on March 31, 2015. The Company was organized primarily to engage in the business of holding and providing rights to water to public utilities and cooperatives or in water distribution in the Municipality of Opol and related activities.

#### MCPI

MCPI was registered with the SEC on July 4, 2007. The Company was organized primarily to engage in, conduct and carry on the business of construction, planning, purchase, supply and sale of electricity. The Company is registered under the Foreign Investments Act of 1991 on July 6, 2007. MCPI has not yet started its commercial operations. On March 22, 2023, the Company has secured the approval of the Securities and Exchange Commission (SEC) on the shortening of its corporate life from fifty (50) years from and after the date of incorporation to seventeen (17) years from and after the date of issuance of the Certificate of Incorporation, or on July 3, 2024.

In 2022, based on evaluation of asset impairment, the Parent Company provided provision for impairment loss on its investment in MCPI amounting to ₱4.9 million (see Note 18).



### SHDI

SHDI was registered with the SEC on February 26, 1997. The Company was organized primarily to invest in, purchase or otherwise acquire and own, hold, sell, assign, transfer, mortgage, pledge, exchange, or otherwise dispose of real and personal property of every kind and description, and related activities.

### ISI

ISI was incorporated and registered with SEC on January 4, 2021. The Company is primarily focused on providing irradiation services for all types of goods e.g., food products and non-food products through exposing such goods to ionizing radiation such as gamma rays, x-rays, or accelerated electrons from electron beam machines.

### SGAC

SGAC was incorporated and registered with the SEC on February 13, 2023. The Company was organized to engage in the business of processing, milling and refining palm oil to manufacture crude palm oil, refined beached deodorized palm oil, palm olein and other products and to distribute such products on a wholesale or retail basis, provided that the corporation shall not solicit accept or take investments/placements from the public and neither shall it issue investment contracts.

In 2023, the Parent Company has subscribed to 12,500,000 common shares with a par value of ₱1.0 per share representing 100% of the capital stock of the corporation.

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## 11. Investment Properties

The Parent Company's investment properties as at December 31, 2023 and 2022 are classified as follows:

	2023	2022
Land held for capital appreciation	<b>₱311,266,532</b>	₱307,834,532
Land and building held for lease	<b>142,518,785</b>	145,430,122
	<b>₱453,785,317</b>	₱453,264,654

The fair values of investment properties as of December 31, 2023 and 2022 amounted to ₱760.1 million and ₱758.1 million, respectively.

The value of the land was arrived at using the Market Data Approach. In this approach, the value of the land is based on sales and listings of comparable property registered in the vicinity. The technique of this approach requires the establishment of comparable property by reducing reasonable comparative sales and listings to a common denominator. This is done by adjusting the differences between the subject property and those actual sales and listings regarded as comparable. The properties used as basis of comparison are situated within the immediate vicinity of the subject property. This valuation approach is categorized as Level 3 in the fair value hierarchy as at December 31, 2023 and 2022. The significant unobservable input to the valuation is the price per square meter.

For land, significant increases or decreases in estimated price per square meter in isolation would result in a significantly higher or lower fair value on a linear basis.





The fair value of the building was arrived using the Cost Approach. This is a comparative approach that considers as a substitute for the purchase of a given property, the possibility of constructing another property that is an equivalent to the original or one that could furnish equal utility with no undue cost resulting from delay. This valuation approach is categorized as Level 3 in the fair value hierarchy as at December 31, 2023 and 2022. The significant unobservable input to the valuation is the price per square meter.

For buildings, significant increases or decreases in the replacement and reproduction costs, in isolation, would result in a significantly higher or lower fair value of the properties.

The details of land held for capital appreciation are as follows:

	2023	2022
<b>Cost:</b>		
Balances at beginning of year	₱307,834,532	₱299,006,532
Reclassification from deposit for purchased land (Note 8)	3,432,000	8,828,000
<b>Net carrying value</b>	<b>₱311,266,532</b>	<b>₱307,834,532</b>

Land and building held for lease as at December 31, 2023 and 2022 are as follows:

	Land	Building	Land Improvements	Total
<b>2023</b>				
<b>Cost:</b>				
Balances at beginning and end of year	₱63,908,760	₱7,142,749	₱87,340,123	₱158,391,632
<b>Accumulated depreciation:</b>				
Balances at beginning of year	-	7,142,749	5,818,761	12,961,510
Depreciation (Note 18)	-	-	2,911,337	2,911,337
<b>Balances at end of year</b>	<b>-</b>	<b>7,142,749</b>	<b>8,730,098</b>	<b>15,872,847</b>
	<b>₱63,908,760</b>	<b>₱-</b>	<b>₱78,610,025</b>	<b>₱142,518,785</b>
<b>2022</b>				
<b>Cost:</b>				
Balances at beginning of year	₱63,908,760	₱7,142,749	₱87,238,988	₱158,290,497
Additions	-	-	101,135	101,135
<b>Balances at end of year</b>	<b>63,908,760</b>	<b>7,142,749</b>	<b>87,340,123</b>	<b>158,391,632</b>
<b>Accumulated depreciation:</b>				
Balances at beginning of year	-	7,142,749	2,907,966	10,050,715
Depreciation (Note 18)	-	-	2,910,795	2,910,795
<b>Balances at end of year</b>	<b>-</b>	<b>7,142,749</b>	<b>5,818,761</b>	<b>12,961,510</b>
	<b>₱63,908,760</b>	<b>₱-</b>	<b>₱81,521,362</b>	<b>₱145,430,122</b>

Rental income generated from land held under lease included under “Other income” in the statements of comprehensive income amounted to ₱3.2 million both in 2023 and 2022 (see Note 23). Direct operating expense related to land held for lease included under “General, administrative and selling expenses” in the statements of comprehensive income amounted to ₱2.9 million both in 2023 and 2022.



## 12. Property and Equipment

The composition and movements of this account are as follows:

	2023							Total
	Land	Building and Improvements	Machinery and Equipment	Furniture and Fixtures	Transportation Equipment	Tools and Other Equipment	Other Equipment	
<b>Cost</b>								
At January 1	₱9,606,847	₱41,231,644	₱186,383,224	₱31,034,124	₱93,302,220	₱11,298,075	₱43,462,530	₱416,318,664
Additions	-	849,039	4,871,072	3,160,608	27,022,032	1,869,640	4,487,822	42,260,213
Disposals	-	-	-	(686,963)	-	-	(78,355)	(765,318)
At December 31	9,606,847	42,080,683	191,254,296	33,507,769	120,324,252	13,167,715	47,871,997	457,813,559
<b>Accumulated depreciation</b>								
At January 1	-	40,757,229	151,021,906	24,310,233	38,171,594	8,235,278	32,456,907	294,953,147
Depreciation	-	13,042	6,045,687	3,374,872	13,133,276	1,158,274	3,615,055	27,340,206
Disposals	-	-	-	(686,963)	-	-	(78,355)	(765,318)
At December 31	-	40,770,271	157,067,593	26,998,142	51,304,870	9,393,552	35,993,607	321,528,035
<b>Net Book Value</b>	<b>₱9,606,847</b>	<b>₱1,310,412</b>	<b>₱34,186,703</b>	<b>₱6,509,627</b>	<b>₱69,019,382</b>	<b>₱3,774,163</b>	<b>₱11,878,390</b>	<b>₱136,285,524</b>

	2022							Total
	Land	Building and Improvements	Machinery and Equipment	Furniture and Fixtures	Transportation Equipment	Tools and Other Equipment	Other Equipment	
<b>Cost</b>								
At January 1	₱9,606,847	₱40,820,078	₱156,768,938	₱26,420,637	₱56,779,858	₱8,359,467	₱36,542,810	₱335,298,635
Additions	-	411,566	29,614,286	4,667,054	36,522,362	2,938,608	6,919,720	81,073,596
Disposals	-	-	-	(53,567)	-	-	-	(53,567)
At December 31	9,606,847	41,231,644	186,383,224	31,034,124	93,302,220	11,298,075	43,462,530	416,318,664
<b>Accumulated depreciation</b>								
At January 1	-	40,757,229	151,021,906	24,310,233	38,171,594	8,235,278	32,456,907	294,953,147
Depreciation	-	21,371	6,083,997	2,105,126	6,486,096	352,250	3,590,593	18,639,433
Disposal	-	-	-	(53,567)	-	-	-	(53,567)
At December 31	-	40,757,229	151,021,906	24,310,233	38,171,594	8,235,278	32,456,907	294,953,147
<b>Net Book Value</b>	<b>₱9,606,847</b>	<b>₱474,415</b>	<b>₱35,361,318</b>	<b>₱6,723,891</b>	<b>₱55,130,626</b>	<b>₱3,062,797</b>	<b>₱11,005,623</b>	<b>₱121,365,517</b>



The depreciation from property and equipment in 2023 and 2022 are recognized as:

	2023	2022
General, administrative and selling expenses (Note 18)	<b>₱16,802,747</b>	₱10,184,949
Capitalized as part of real estate inventories (Note 6)	<b>10,537,459</b>	8,454,484
	<b>₱27,340,206</b>	₱18,639,433

In 2023 and 2022, the parent company sold property and equipment, resulting in a gain of nil and ₱10,399, respectively, recognized under “Other income” in the statements of comprehensive income.

### 13. Accounts and Other Payables

	2023	2022
Trade payables	<b>₱675,538,150</b>	₱697,217,883
Statutory payables	<b>230,287,382</b>	164,445,172
Retention payable	<b>57,569,552</b>	43,881,498
Accruals:		
Services	<b>49,851,464</b>	47,731,657
Payroll	<b>26,691,451</b>	26,584,351
Professional fee	<b>9,873,659</b>	9,356,568
Interest (Notes 16 and 24)	<b>8,102,638</b>	6,514,943
Others	<b>3,436,442</b>	12,046,540
	<b>₱1,061,350,738</b>	₱1,007,778,612

Trade payables are noninterest-bearing and are generally on a 30 to 60-day credit terms.

Statutory payables pertain to dues from remittance to Social Security System, Philippine Health Insurance Corporation, Home Development Mutual Fund, and withholding taxes. These are noninterest-bearing and are normally settled within one year.

Retention payable are noninterest-bearing and pertains to the amount withheld by the Parent Company on contractor’s billings to be settled upon completion of the relevant contracts within the year. The retention serves as a holdout amount withheld from the contractor to cover for back charges that may arise from quality issues in affected projects.

Accrued expenses pertain to accrued contractual services, professional fees, rent expenses and taxes and licenses incurred by the Parent Company.

### 14. Contract Assets and Liabilities

Contract assets represent the right to consideration that was already delivered by the Parent Company in excess of the amount recognized as ICR. This is reclassified as ICR when the monthly amortization of the customer is already due for collection. The movement in contract asset is mainly due to new real estate sales contract recognized during the period and increase in POC, less reclassification to ICR.



The Parent Company requires buyers of real estate units to pay a minimum percentage of the total contract price as reservation fee before the parties enter into a sale transaction. Payments from buyers which have not yet reached the buyer's equity to qualify for revenue recognition and excess of collections over the recognized receivables and contract assets based on POC are presented as "Contract liabilities" in the parent company statements of financial position.

When the Parent Company's current collection threshold is reached by the buyer, revenue is recognized, and these deposits and down payments are applied against the related ICR. The excess of collections over the recognized revenue is applied against the receivables in the succeeding years. The movement in contract liabilities is mainly due to the reservation sales and advance payments of buyers less real estate sales recognized upon reaching the collection threshold and from increase in POC.

The Parent Company's contract assets and contract liabilities as at December 31, 2023 and 2022 are as follows:

	2023	2022
Current portion of contract assets	<b>₱494,203,019</b>	₱684,156,555
Noncurrent portion of contract assets	<b>1,375,188,278</b>	784,993,918
Contract assets	<b>₱1,869,391,297</b>	₱1,469,150,473
Contract liabilities	<b>₱319,515,433</b>	₱219,826,474

The amount of revenue recognized in 2023 and 2022 from amounts included in contract liabilities at the beginning of the year amounted to ₱132.4 million and ₱153.3 million, respectively.

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## 15. Related Party Transactions

Related party relationship exists when one party has the ability to control, directly, or indirectly through one or more intermediaries, the other party or exercise significant influence over the other party making financial and operating decisions. Such relationship also exists between and/or among entities, which are under common control with the reporting enterprise, or between and/or among the reporting entities and key management personnel, directors, or its shareholders. In considering each possible related party relationship, attention is directed to the substance of relationship and not merely the legal form. Related parties may be individuals or corporate entities.

The Parent Company, in the normal course of business has significant transactions with related parties, which principally consist of the following:

- Interest-bearing loan from shareholder (see Note 16).

As of December 31, 2023 and 2022, the Parent Company has outstanding loan from shareholder, which is classified under "Long term debt" in the parent company statements of financial position amounting to ₱124.3 million and ₱184.1 million, respectively, to be paid in equal monthly amortization until December 31, 2025. The loan bears a fixed annual interest rate of 6.00%.



- Noninterest-bearing deposits for future stock subscription to the Parent Company’s subsidiaries. These deposits will either be converted to equity or returned to the Parent Company in consideration for a possibility of an incoming new investor.
- Noninterest-bearing cash advances to ABBWCI, ABERDI, SHDI, PTCHC, BCL, NRC, MCPI, ISI and VEC.
- Noninterest-bearing cash advances to PEI, an associate.
- Noninterest-bearing cash advances to East West Railway Transit Corporation (EWRTC), NC, and BAC, affiliates of the Parent Company.

Category	2023			
	Amount	Receivable (Payable)	Terms	Conditions
<b>Subsidiaries and shareholders</b>				
<i>Deposits for future stock subscription**:</i>				
ABERDI	₱5,122,033	₱932,929,693	Convertible to investment; non interest-bearing	Unsecured; no impairment
PTCHC	–	749,427,698		
ISI	–	120,000,000		
VEC	27,280,000	103,102,148		
BCL	–	12,109,707		
SGAC	78,700,000	78,700,000		
		₱1,996,269,246		
<i>Advances to**:</i>				
ABWCI	₱121,777	₱15,512,917	On demand; non interest-bearing	Unsecured; no impairment
ABERDI	5,409,109	9,158,908		
VEC	106,624	4,838,115		
ISI	4,199,176	4,593,286		
SHDI	267,199	2,102,796		
BCL	37,632	830,456		
PTCHC	106,624	106,624		
NRC	37,632	37,632		
MCPI	36,960	36,960		
		₱37,217,694		
<b>Affiliates</b>				
<i>Advances to**:</i>				
EWRTC	–	₱50,894,936	On demand; non interest-bearing	Unsecured; no impairment
NC	369,799	1,404,318		
BAC	47,669	332,375		
		₱52,631,629		
<i>Long-term debt (see Note 16):</i>				
From shareholder				
Current	–	(63,473,072)	5-year, 6.0% interest-bearing	Unsecured; no collateral
Noncurrent	–	(60,861,940)		
	₱59,756,652	₱124,335,012		

\* Presented as “Deposit for future stock subscription” in the parent company statements of financial position.

\*\* Presented as “Receivables from related parties” in the parent company statements of financial position.



Category	Amount	2022		
		Receivable (Payable)	Terms	Conditions
<b>Subsidiaries and shareholders</b>				
<i>Deposits for future stock subscription*:</i>				
ABERDI	₱79,302,073	₱927,807,660	Convertible to investment; non interest-bearing	Unsecured; no impairment
PTCHC	–	749,427,698		
ISI	67,642,185	143,242,185		
VEC	56,750,000	75,822,148		
NRC	–	26,084,253		
BCL	–	12,109,707		
		<b>₱1,934,493,651</b>		
<i>Advances to**:</i>				
ABBWCI	₱195,646	₱15,391,140	On demand; non interest-bearing	Unsecured; no impairment
VEC	–	4,731,491		
SHDI	–	1,835,597		
ABERDI	–	3,749,799		
BCL	792,824	792,824		
ISI	–	394,110		
		<b>₱26,894,961</b>		
<i>Associate</i>				
<i>Advances to**:</i>				
PEI	–	₱56,885,761	On demand; non interest-bearing	Unsecured; no impairment
<i>Affiliates</i>				
<i>Advances to**:</i>				
EWRTC	–	₱50,894,936	On demand; non interest-bearing	Unsecured; no impairment
NC	303,759	1,034,519		
BAC	259,715	284,706		
		<b>₱52,214,161</b>		
<i>Long-term debt (see Note 16):</i>				
From shareholder				
Current	–	(59,785,625)	5-year, 6.0% interest-bearing	Unsecured; no collateral
Noncurrent	–	(124,306,039)		
		<b>₱184,091,664</b>		

\* Presented as "Deposit for future stock subscription" in the parent company statements of financial position.

\*\* Presented as "Receivables from related parties" in the parent company statements of financial position.

### Terms and Conditions of Transactions with Related Parties

The outstanding accounts with related parties, except for deposits for future stock subscription and the advances to key management personnel, shall be settled in cash. The deposits for future stock subscription are convertible to additional investment in subsidiary. These accounts are generally unsecured. Impairment assessment is undertaken each financial year through a review of the financial position of the related party and the market in which the related party operates. The Parent Company has approval process and established limits when entering into material related party transactions.

The compensation of the key management personnel, included as part of salaries, wages and employee benefits under "General and administrative expenses" in the parent company statements of comprehensive income follows:

	2023	2022
Short-term employee benefits	<b>₱28,352,364</b>	₱33,073,565
Other employee benefits	<b>8,554,263</b>	3,657,175
	<b>₱36,906,627</b>	₱36,730,740

Key management personnel of the Parent Company include all directors and senior management.



## 16. Loans Payable

Loans payable represents various secured and unsecured loans obtained from local financial institutions and shareholder to finance the Parent Company's real estate development projects, working capital requirements and for general corporate purposes.

The Parent Company entered into loan agreements with the following banks: Union Bank of the Philippines (UBP), Development Bank of the Philippines (DBP), Landbank of the Philippines (LBP), China Bank Corporation (CBC), and Philippine Bank of Communication (PBCOM). The Parent Company also entered into loan agreements from a financial services company, Caterpillar Financial Services Phils. Inc. (CFSPI), and from a shareholder.

### *Short-term debt*

Short-term debt represents peso loans obtained from local banks and shareholder for working capital and financing requirements. These loans bear annual interest at rates ranging from 5.5% to 9.8% and 5.5% to 8.3% in 2023 and 2022, respectively, subject to semi-annual and quarterly repricing and are due at various dates within the following year from the reporting date.

	2023	2022
DBP	<b>₱201,154,000</b>	₱189,159,000
LBP	<b>199,600,000</b>	29,660,208
CBC	<b>150,000,000</b>	150,000,000
UBP	<b>150,000,000</b>	90,000,000
PBCOM	<b>44,660,000</b>	13,200,000
	<b>₱745,414,000</b>	₱472,019,208

Total interest expense arising from these short-term loans amounts to ₱49.5 million and ₱24.7 million in 2023 and 2022, respectively.

Borrowing costs from short-term loans in 2023 and 2022 amounted to ₱17.6 million and ₱15.1 million, respectively, are capitalized as part of real estate inventories.

In 2023, the Company assigned accounts receivable with recourse as collateral with its short-term loan discounting agreement with a bank. The outstanding balance of the assigned accounts receivable amounted to ₱230.8 million as of December 31, 2023 (see Note 5).

### *Long-term debt*

The long-term debt represents various loans obtained from local financial institutions and shareholder to finance the Parent Company's real estate projects and for general corporate purposes.

	2023	2022
UBP	<b>₱691,761,016</b>	₱749,181,355
LBP	<b>435,283,200</b>	22,783,200
DBP	<b>213,794,000</b>	246,294,000
Shareholder Loan - A (Note 15)	<b>124,335,012</b>	184,091,664
CBC	<b>39,570,303</b>	26,069,100
CFSPI	-	1,580,236
	<b>1,504,743,531</b>	1,229,999,555
Less unamortized debt issue cost	<b>5,545,516</b>	2,749,191
	<b>1,499,198,015</b>	1,227,250,364
Less current portion	<b>480,838,826</b>	317,602,384
	<b>₱1,018,359,189</b>	₱909,647,980



#### Loans from UBP

Loans from UBP are comprised of loans subject to fixed interest rates which are payable in monthly installments and secured by real estate mortgage. Fixed-rate loans have annual interest rates ranging from 6.5% to 9.8% payable for 5 years.

On October 28, 2022, the Parent Company entered into a loan agreement with UBP for a term loan that grants a maximum aggregate principal of ₱330.0 million available for drawing within 1 year from the date of approval. Interest rate is fixed at BVAL plus 2% spread and floor rate of 8%, whichever is higher, payable monthly. The Parent Company has availed ₱300.0 million in 2022. On June 23, 2023, the remaining ₱30.0 million of the term loan was availed carrying a nominal interest rate of 8.0% and effective interest of 8.3%, payable in monthly installments for 5 years.

On October 3, 2023, the Parent Company entered into a loan agreement with UBP for a term loan that grants a maximum aggregate principal of ₱120.0 million available for drawing within 1 year from the date of approval. Interest rate is fixed at BVAL plus 2% spread and floor rate of 8.3%, whichever is higher, payable monthly. On October 31, 2023, the maximum aggregate principal of ₱120.0 million was availed with this agreement carrying a nominal interest rate of 8.1% and effective interest rate of 8.5%, payable in monthly installments for 5 years.

#### Loans from LBP

These loans are payable in quarterly installments for 5 years secured by real estate mortgage which are subject to fixed interest rate of 7.0% to 8.0%.

On November 29, 2022, the Parent Company entered into a loan agreement with LBP for a term loan that grants a maximum aggregate principal of ₱500.0 million available for drawing within 1 year from the date of signing of loan documents. On March 27, 2023, the maximum aggregate principal of ₱500.0 million was availed with this agreement carrying a nominal interest rate of 8.0% and effective interest of 8.3%, payable in quarterly installments for 5 years.

#### Loan from DBP

This loan is payable in quarterly installments for 6 years secured by real estate mortgage which is subject to a fixed annual interest rate of 6.0%.

#### Shareholder Loan – A

This loan is payable in monthly installments for 5 years, unsecured and subject to a fixed annual interest rate of 6.0% (see Note 15). As of December 31, 2023 and 2022, total payments made to shareholder amounted to ₱59.8 million and ₱56.3 million.

#### Loans from CBC

These loans are payable in monthly installments for 2 to 5 years pertaining to secured car loans subject to fixed annual interest rates ranging from 6.0% to 10.6%.

The Company has availed ₱30.4 million and ₱10.7 million in 2023 and 2022, respectively, as various car loans carrying a nominal interest rate of 9.5% to 10.6%, payable in monthly installments for 2 to 5 years.

#### Loan from CFSPI

This loan is payable in monthly installments for 3 years, unsecured, and subject to a fixed annual interest rate of 11.0%. As of December 31, 2023, this loan has been fully settled.





Total interest expense arising from long-term loans amounts to ₱117.5 million and ₱74.2 million in 2023 and 2022, respectively.

Borrowing costs from long-term loans in 2023 and 2022 amounted to ₱84.4 million and ₱60.2 million, respectively, are capitalized as part of real estate inventories (see Note 6).

The capitalization rate used to determine the borrowing costs eligible for capitalization is 8.3% and 6.9% for 2023 and 2022, respectively

The movement of the unamortized debt issue cost follows:

	2023	2022
At January 1	₱2,749,191	₱-
Additions	4,875,000	3,180,000
Amortization	(2,078,675)	(430,809)
At December 31	<b>₱5,545,516</b>	₱2,749,191

#### Repayment schedule

The repayment schedule of the long-term debt follows:

Year	2023	2022
2023	₱-	₱318,604,203
2024	483,256,690	346,068,626
2025 - 2028	1,021,486,841	565,326,726
	<b>₱1,504,743,531</b>	₱1,229,999,555

#### Security and Debt Covenants

Real estate inventories with carrying amounts of ₱1.5 billion and ₱0.3 billion as of December 31, 2023 and 2022, respectively, are collateralized for its loans payable for UBP, LBP, DBP and CBC (see Note 6).

As of December 31, 2023, accounts receivable with carrying amounts of ₱230.8 million are assigned to short-term loans for LBP (see Note 5).

The Parent Company is not subject to any financial covenants from its short-term and long-term debts.

## 17. Equity

#### *Common stock*

As of December 31, 2023 and 2022, the Company's common stock consists of:

	Authorized Capital Stock	Number of Outstanding Shares
Subscribed and issued common shares, ₱1 par value	3,250,000,000	2,477,668,925
Less treasury shares		105,301,014
		<b>2,372,367,911</b>



*Preferred stock*

On April 12, 2021, the BOD approved the amendment of the Articles of Incorporation of the Parent Company to reclassify and divide the authorized capital stock into: (i) 3,250.0 million common shares with a par value of ₱1.00 per share; and (ii) 50.0 million preferred shares with a par value of ₱1.00 per share. The amendment of AOI was approved by the shareholders representing at least 2/3 of the outstanding capital stock during the Annual Stockholders' Meeting on June 24, 2021.

On May 25, 2021, the BOD authorized the shelf registration of 50.0 million preferred shares, and the offer and sale of up to 15.0 million preferred shares at an offer price of ₱100.00 per share.

On October 5, 2021, the SEC approved the Company's proposal to create preferred shares by reclassifying its authorized capital stock from the current 3,300.0 million common shares to 3,250.0 billion common shares and 50.0 million preferred shares.

On November 10, 2021, the Parent Company secured the approval from PSE for the shelf-listing of up to 50.0 million preferred shares and the follow-on public offer of up to 15.0 million preferred shares.

On November 12, 2021, the Company secured the approval from PSE and SEC for the offer and sale of 15.0 million cumulative, non-voting, non-participating, non-convertible, redeemable "Series A" preferred shares at the option of the Parent Company. The "Series A" preference shares are entitled to fixed rate cash dividends at 7% per annum, payable quarterly in arrears on March 1, May 29, August 29 and November 29 each year. The offering allowed the Parent Company to raise ₱1,326.5 million as new capital.

The details of the Parent Company's preferred stock as at December 31 follow:

Authorized shares	50,000,000
Par value per share	₱1.00
Issued shares	13,264,900
Outstanding shares	13,264,900
Value of shares issued	₱13,264,900

Record of Registration of Securities with the SEC

*Common Stock*

The Securities and Exchange Commission (SEC) issued the following orders related to the Group's registration of its securities which are offered to the public: SEC-BED Order No. 1179 issued on December 17, 1993 of 200.0 million shares at an issue price of ₱4.50 per share; SEC-BED Order No. 847 issued on August 15, 1994 of 230.0 million shares; and, SEC-CFD Order No. 64 issued on March 12, 1996 of 530.0 million shares.

There were 2,086 and 2,088 common stockholders as of December 31, 2023 and, 2022, respectively, in the records of the transfer agent, Professional Stock Transfer, Inc. (PSTI).

The share price closed at ₱0.65 and ₱0.73 on December 29, 2023 and 2022, respectively.

*Preferred Stock*

The SEC issued the following orders related to the Group's registration and issuance of its "Series A" preferred shares securities which are offered to the public: (1) SEC MSRDO Order No. 76 s. 2021 ("Order of Registration") for the shelf registration of up to 50.0 million cumulative, non-voting, non-participating, non-convertible, and redeemable perpetual preferred shares; and (2) Permit to Offer Securities for Sale ("Permit to Sell") covering the Initial Offer Shares dated November 12, 2021.



The “Series A” preference shares are entitled to fixed rate cash dividends at 7% per annum, payable quarterly in arrears on March 1, May 29, August 29, and November 29 each year.

On November 29, 2021, there were 13,264,900 “Series A” preferred shares that were issued and listed in the PSE with “BRNP” as its ticker symbol.

As of December 31, 2023 and 2022, there were three (3) registered “Series A” preferred stockholders in the records of the transfer agent, PSTI.

The share price closed at ₱96.15 and ₱100.00 on December 28, 2023 and 2022, respectively.

*Additional paid-in capital (APIC)*

APIC pertains to the excess proceeds over the par value of the issued shares. APIC for common shares amounted to ₱638.0 million as of December 31, 2023 and 2022.

As of December 31, 2023 and 2022, APIC on preferred shares amounted to ₱1,293.2 million.

*Treasury shares - common*

In 2016, the Group has acquired all of the unissued fractional common shares arising from the stock dividend declaration in 2013, constituting an aggregate of 1,014 shares. These 1,014 shares were reflected as subscribed and issued shares and recognized as treasury shares at cost equal to par value of ₱1.00.

On August 17, 2020, the Board of Directors of the Parent Company has approved the implementation of a share buyback program of up to ₱50.0 million worth of the Parent Company’s common shares. On May 25, 2021, the initial approved budget of the program has been extended from ₱50.0 million to ₱100.0 million as recommended and approved by the BOD.

As of December 31, 2023 and 2022, the Parent Company has bought back from the market a total of 105,301,014 common shares or ₱94.9 million and 105,301,014 common shares or ₱94.9 million, respectively. These treasury shares are recorded at cost and are not entitled for dividends.

The movement in the Parent Company’s treasury shares follows:

	2023		2022	
	Shares	Amount	Shares	Amount
At January 1	<b>105,301,014</b>	<b>₱94,932,275</b>	78,756,014	₱70,618,247
Additions	–	–	26,545,000	24,314,028
At December 31	<b>105,301,014</b>	<b>₱94,932,275</b>	105,301,014	₱94,932,275

*Declaration of Dividends*

On February 2, 2022, the BOD declared a cash dividend for its preferred share amounting to ₱1.75 per share out of the Company’s unrestricted retained earnings as of December 31, 2021 or a total of ₱23.2 million to all preferred stockholders of record as of February 16, 2022, paid in arrears on March 1, 2022.

On April 29, 2022, the BOD declared a cash dividend for its preferred share amounting to ₱1.75 per share out of the Company’s unrestricted retained earnings as of December 31, 2021 to all preferred stockholders of record as of May 17, 2022 payable on May 30, 2022, all preferred stockholders of record August 3, 2022 payable on August 30, 2022 and all preferred stockholders of record as of



November 3, 2022 payable on November 29, 2022. In 2022, the Company has declared and paid dividends amounting to ₱92.9 million.

On February 3, 2023, the BOD declared a cash dividend for its preferred share amounting to ₱1.75 per share out of the Company's unrestricted retained earnings as of December 31, 2022 to all preferred stockholders of record as of February 17, 2023, payable on March 1, 2023, all preferred stockholders of record as of May 3, 2023, payable on May 29, 2023, all preferred stockholders of record as of August 1, 2023, payable on August 29, 2023 and all preferred stockholders of record as of November 3, 2023, payable on November 29, 2023. In 2023, the Company declared and paid dividends amounting to ₱92.9 million.

*Capital management*

The primary objective of the Parent Company's capital management is to ensure that it maintains a strong and healthy financial position to support its current business operations and drive its expansion and growth in the future.

The Parent Company undertakes to establish the appropriate capital structure for each business line, to allow it sufficient financial flexibility, while providing it sufficient cushion to absorb cyclical industry risks.

The Parent Company considers debt as a stable source of funding. The Parent Company attempts to continually lengthen the maturity profile of its debt portfolio and makes it a goal to spread out its debt maturities by not having a significant percentage of its total debt maturing in a single year.

The Parent Company manages its capital structure and makes adjustments to it, in the light of changes in economic conditions. It monitors capital using leverage ratios on both a gross debt and net debt basis. To maintain or adjust the capital structure, the Parent Company may issue new shares, obtain loan from local banks or obtain additional funding from shareholders as additional paid-up capital or debt.

The Parent Company is not subject to externally imposed capital requirements. No changes were made in the objectives, policies or processes for managing capital during the years ended December 31, 2023 and 2022.

The table below pertains to the account balances the Parent Company considers as its core economic capital:

	<b>2023</b>	2022
Short-term debt	<b>₱745,414,000</b>	₱472,019,208
Long-term debt	<b>1,499,198,015</b>	1,227,250,364
Common stock	<b>2,477,668,925</b>	2,477,668,925
Preferred stock	<b>13,264,900</b>	13,264,900
Additional paid-in capital	<b>1,931,178,758</b>	1,931,178,758
Treasury shares	<b>(94,932,275)</b>	(94,932,275)
Retained earnings	<b>2,851,218,909</b>	2,274,547,568
	<b>₱9,423,011,232</b>	₱8,300,997,448



## 18. General, Administrative and Selling Expenses

	2023	2022
Personnel cost	₱95,194,234	₱84,748,284
Marketing (Note 23)	70,975,998	76,800,689
Taxes and licenses	44,078,021	16,477,669
Transportation and travel	28,471,175	31,434,549
Depreciation (Notes 11 and 12)	19,714,084	13,095,744
Outside services	16,857,684	23,248,221
Professional fees	10,907,646	9,761,096
Retirement benefit expense (Note 19)	10,763,011	9,605,244
Utilities and supplies	8,610,942	10,025,036
Rent (Note 21)	7,487,792	7,636,596
Subscription and dues	3,543,990	2,935,938
Insurance	2,532,842	783,240
Repairs and maintenance	1,625,275	2,625,275
Directors' fee	1,121,000	958,600
Bank charges	908,984	509,989
Provision for impairment loss (Note 10)	-	4,900,000
Miscellaneous	16,308,729	15,534,884
	<b>₱339,101,407</b>	<b>₱311,081,054</b>

Marketing expenses significantly include amortization of the costs to obtain contracts on real estate sales and advertising expenses incurred by the Parent Company (see Notes 8 and 23).

Miscellaneous consists mainly of notarization, recreational expenses, representation and entertainment, donation, among others.

## 19. Retirement Benefit Obligation

The Parent Company has a funded non-contributory retirement plan covering all regular and full-time employees effective July 1, 2002 (anniversary date was amended to take effect every January 1, retroactive 2003). Benefits are dependent on the years of service and the respective employee's compensation.

The defined benefit obligation is determined using the Projected Unit Credit method. There was no plan of termination, curtailment or settlement for the years ended December 31, 2023 and 2022.

### Responsibilities of Trustee

The Parent Company's plan assets are maintained by a trustee bank. The Retirement Plan Trustee, as appointed by the Parent Company in the Trust Agreement executed between the Parent Company and the duly appointed Retirement Plan Trustee, is responsible for the general administration of the Retirement Plan and the management of the Retirement Fund. The Retirement Plan Trustee may seek the advice of counsel and appoint an investment manager or managers to manage the Retirement Fund, an independent accountant to audit the Fund, and an actuary to value the Retirement Fund.



The following tables summarize the components of retirement benefit costs recognized in the parent company statements of comprehensive income and the amounts recognized in the parent company statement of financial position.

The components of retirement benefit expense recognized as retirement benefits under “General, administrative and selling expenses” in the parent company statements of comprehensive income are as follows (see Note 18):

	2023	2022
Current service cost	<b>₱5,815,801</b>	₱7,044,010
Interest expense on defined benefit obligation	<b>5,245,529</b>	2,669,665
Interest income on plan assets	<b>(298,319)</b>	(108,431)
<b>Total retirement benefit expense</b>	<b>₱10,763,011</b>	₱9,605,244

The components of remeasurement loss (gain) on defined benefit plan recognized in OCI are as follows:

	2023	2022
Remeasurement loss gain on defined benefit obligation	<b>₱-</b>	(₱4,469,882)
Remeasurement loss (gain) on plan assets	<b>149,647</b>	(876,658)
Income tax effect	<b>(37,412)</b>	1,336,635
<b>Remeasurement loss (gain) at end of year</b>	<b>₱112,235</b>	(₱4,009,905)

The breakdown of the retirement benefit obligation recognized in the parent company statements of financial position follow:

	2023	2022
Present value of defined benefit obligation	<b>₱83,349,688</b>	₱73,159,396
Fair value of plan assets	<b>(6,169,719)</b>	(4,160,649)
<b>Retirement benefit obligation</b>	<b>₱77,179,969</b>	₱68,998,747

Remeasurement loss on defined benefit obligation recognized in the parent company statements of financial position are as follows:

	2023	2022
At January 1	<b>₱21,142,395</b>	₱25,152,300
Remeasurement gain on defined benefit obligation	-	(4,469,882)
Remeasurement loss (gain) on fair value of plan assets	<b>149,647</b>	(876,658)
Income tax effect	<b>(37,412)</b>	1,336,635
<b>At December 31</b>	<b>₱21,254,630</b>	₱21,142,395



Changes in the present value of the defined benefit obligation follow:

	2023	2022
Balance at beginning of year	₱73,159,395	₱71,572,778
Current service cost	5,815,801	7,044,010
Interest cost	5,245,529	2,669,665
Benefits paid	(871,037)	(3,657,175)
Remeasurement gain	-	(4,469,882)
<b>Balance at end of year</b>	<b>₱83,349,688</b>	<b>₱73,159,396</b>

Changes in the fair value of plan assets follow:

	2023	2022
Balance at beginning of year	₱4,160,649	₱2,906,995
Contribution to the retirement fund	2,731,435	3,925,740
Interest income	298,319	108,431
Remeasurement gain (loss)	(149,647)	876,658
Benefits paid	(871,037)	(3,657,175)
<b>Balance at end of year</b>	<b>₱6,169,719</b>	<b>₱4,160,649</b>

The fair value of plan assets by each class as of December 31 are as follows:

	2023	2022
Equity instruments	₱4,171,598	₱2,950,038
Debt instruments	1,979,673	1,197,236
Cash and cash equivalents	2,599	2,254
Others	15,849	11,121
<b>Balance at end of year</b>	<b>₱6,169,719</b>	<b>₱4,160,649</b>

For determination of the retirement benefit obligation, the following actuarial assumptions were used:

Discount rates used	7.17%
Expected rate of salary increases	5.00%

The sensitivity analysis below has been determined based on reasonably possible changes of each significant assumptions on the defined benefit obligation as of the end of the reporting period, assuming if all other assumptions were held constant.

	(Decrease)	Effect
Discount rate	+1.00%	(₱3,578,194)
	-1.00%	4,037,433
Salary increase rate	+1.00%	4,363,915
	-1.00%	(3,929,437)

The average duration of the defined benefit obligation as at December 31, 2023 and 2022 is 7.2 years to 12.29 years.



Shown below is the maturity analysis of the undiscounted benefit payments as at December 31, 2023 and 2022.

Less than 1 year	₱35,363,575
1 to less than 5 years	25,666,690
5 to less than 10 years	37,518,309
10 to less than 15 years	48,509,279
15 to less than 20 years	37,222,355
20 years and above	74,152,296

## 20. Income Taxes

Provision for current income tax pertains to minimum corporate income tax (MCIT) amounting to ₱4.9 million and ₱4.7 million in 2023 and 2022, respectively.

The reconciliation of statutory income to provision for income tax follows:

	2023	2022
Income tax computed at statutory rate	₱201,294,896	₱198,722,112
Additions to (reduction in) income tax resulting from:		
Tax-exempt dividend income	(68,929,899)	(47,502,654)
Nondeductible expense	3,310,350	468,022
Interest income already subjected to final tax	(21,406)	(223,902)
	<b>₱135,653,941</b>	<b>₱151,463,578</b>

The components of the Parent Company's deferred tax assets and deferred tax liabilities are as follows:

	2023	2022
<i>Recognized in profit or loss:</i>		
Deferred income tax assets on		
NOLCO	₱56,662,648	₱13,062,224
Retirement benefit obligation	12,210,115	10,202,221
MCIT	10,963,577	6,087,308
Allowance for impairment loss	1,225,000	1,225,000
Allowance for expected credit losses	698,549	698,549
Unrealized foreign exchange loss	61,342	-
	<b>81,821,231</b>	<b>31,275,302</b>
Deferred income tax liabilities on		
Excess of real estate sales based on POC over real estate sales based on tax rules	(558,695,556)	(380,324,443)
Unamortized debt issue cost	(1,386,379)	(687,298)
Prepaid commission	(3,019,250)	(595,851)
Unrealized foreign exchange gain	-	(169,994)
	<b>(563,101,185)</b>	<b>(381,777,586)</b>
	<b>(481,279,954)</b>	<b>(350,502,284)</b>
<i>Recognized directly in equity:</i>		
Deferred tax asset on		
Remeasurement loss on retirement benefit plan	7,084,876	7,047,465
Preferred share issue costs recognized in APIC	6,671,734	6,671,734
	<b>(₱467,523,344)</b>	<b>(₱336,783,085)</b>





The Parent Company has NOLCO and MCIT that is available for offset against future taxable income or tax payable for which deferred income tax assets have been recognized amounting to ₱253.3 million and ₱11.0 million, respectively, for the year ended December 31, 2023.

As of December 31, 2023, the Parent Company has incurred NOLCO which can be claimed as deduction from the regular taxable income for the next three (3) to five (5) consecutive taxable years, as follows:

Year Incurred	Availment Period	December 31, 2022	Addition (Application)	Expired	December 31, 2023
2021	2022-2026	₱78,935,828	₱-	₱-	₱78,935,828
2023	2024-2026	-	174,401,699	-	174,401,699
		₱78,935,828	₱174,401,699	₱-	₱253,337,527

As of December 31, 2023, the Company has incurred MCIT which can be claimed as deduction from the regular taxable income and tax due, respectively, for the next three (3) consecutive taxable years, as follows:

Year Incurred	Expiry Date	At December 31, 2022	Addition	Expired	At December 31, 2023
2021	December 31, 2024	₱1,386,523	₱-	₱-	₱1,386,523
2022	December 31, 2025	4,700,784	-	-	4,700,784
2023	December 31, 2026	-	4,876,270	-	4,876,270
		₱6,087,307	₱4,876,270	₱-	₱10,963,577

#### Corporate Recovery and Tax Incentives for Enterprises (CREATE) Act

On June 20, 2023, the Bureau of Internal Revenue issued Revenue Memorandum Circular (RMC) No. 69-2023 reverting the Minimum Corporate Income Tax (MCIT) rate to 2% of gross income effective July 1, 2023 pursuant to Republic Act (RA) No. 11534, otherwise known as the “Corporate Recovery and Tax Incentives for Enterprises (CREATE)” Act. MCIT rate was previously reduced from 2% to 1% effective July 1, 2020 to June 30, 2023 upon the effectivity of CREATE Act in 2021.

Consequently, the Parent Company recognized MCIT using the effective rate of 1.5% in 2023 in accordance with RMC 69-2023.

## 21. Lease Agreements

### *Parent Company as a Lessor*

The Parent Company leased its various properties under operating leases. The term of the lease agreement is for one year and is renewable upon mutual agreement of both parties. The agreements provide that the lessees shall pay for all major and minor repairs, business taxes, and charges for water, light, telephone and other utilities expense. There is no escalation clause and the leases are classified as operating leases.

Rental income from third parties under these operating leases amounted to ₱3.2 million in 2023 and 2022 (see Note 11).

### *Parent Company as a Lessee*

The Parent Company has lease agreements for its office spaces in Cagayan de Oro City and Metro Manila and on certain transportation equipment which have lease terms of 12 months or



less and are renewable upon the agreement of both parties. The Parent Company applies the 'short-term lease' recognition exemption for these leases.

In 2023 and 2022, rent expense amounted to ₱7.5 million and ₱7.6 million, respectively (see Note 18).

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## 22. Financial Risk Management Objectives and Policies

The Parent Company is exposed to a variety of financial risks, which resulted from its operating, investing and financing activities in relation to its financial instruments which include financial assets comprising cash, receivables (excluding advances to officers and employees), receivables from related parties, EIFVOCI, and refundable deposits and deposit in escrow included under "Other assets". This also includes financial liabilities comprising accounts and other payables (excluding statutory payables) and short and long-term debt. The main types of risks are market risk (mainly interest rate and equity price risks), credit risk and liquidity risk which arise in the normal course of the Parent Company's business activities.

The objective of financial risk management is to contain, where appropriate, exposures in these financial risks to limit any negative impact on the Parent Company's results and financial position. The Parent Company actively measures, monitors and manages its financial risk exposures by various functions pursuant to the segregation of duties principle. The management takes charge of the Parent Company's overall risk management strategies and for approval of risk strategies and policies under the direction of the Parent Company's BOD.

The Parent Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Parent Company's financial performance.

There were no changes in the Parent Company's financial risk management objectives and policies in 2023 and 2022.

The main risks arising from the use of financial instruments are credit risk, liquidity risk and interest rate risk. The Parent Company's BOD reviews and agrees with policies for managing each of these risks. These are summarized below:

### *Credit Risk*

Credit risk is the risk that a counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss.

The Parent Company trades only with recognized, creditworthy third parties. The Parent Company's receivables are monitored on an ongoing basis to manage exposure to bad debts and to ensure timely execution of necessary intervention efforts. The Parent Company's debt financial assets are not subject to collateral and other credit enhancement except for ICR. Real estate buyers are subject to standard credit check procedures, which are calibrated based on payment scheme offered. The Parent Company's respective credit management units conduct a comprehensive credit investigation and evaluation of each buyer to establish creditworthiness.

In addition, the credit risk for ICRs is mitigated as the Parent Company has the right to cancel the sales contract without need for any court action and take possession of the subject real estate property in case of refusal by the buyer to pay on time the due ICR. This risk is further mitigated because the corresponding title to the real estate units sold under this arrangement is transferred to the buyers only



upon full payment of the contract price. In case of default, after enforcement activities, the Parent Company has the right to cancel the sale and enter into another CTS to another customer after certain proceedings (e.g. grace period, referral to legal, cancellation process, reimbursement of previous payments) had been completed. Given this, based on the experience of the Parent Company, the maximum exposure to credit risk at the reporting date is nil considering that fair value less cost to repossess of the real estate projects is higher than the exposure at default (i.e., recovery rate is more than 100%).

With respect to credit risk arising from the other debt financial assets of the Parent Company, which comprise cash, receivables from related parties and refundable deposits, the Parent Company's exposure to credit risk arises from default of the counterparty, with a maximum exposure equal to the carrying amount of these instruments. The Parent Company transacts only with institutions or banks which have demonstrated financial soundness for the past 5 years.

For financial assets recognized on the parent company statements of financial position, the gross exposure to credit risk equals their carrying amount except for ICR and contract assets where exposure to credit risk is not significant given that title of the real estate property is only transferred to the customer if the consideration had been fully paid.

The Parent Company's maximum exposure to credit risk is equal to the carrying values of its debt financial assets and contract assets except for ICRs as discussed above. The table below shows aging analysis of the Parent Company's financial assets:

	2023	2022
Financial assets:		
Cash <sup>1</sup>	P83,333,448	P122,265,265
Receivables	345,531,537	226,946,995
Receivables from related parties	89,849,323	135,994,883
Refundable deposits	50,665,868	49,426,195
Advances to officers and employees	8,970,114	8,224,199
Deposit in escrow	7,424,332	-
Contract assets	1,869,391,297	1,469,150,473
	<b>P2,455,165,919</b>	<b>P2,012,008,010</b>

<sup>1</sup>Excluding cash on hand

The following are the analyses of financial assets that were neither past due nor impaired and past due but not impaired, and impaired as at December 31, 2023 and 2022:

	2023						
	Total	Neither Past Due nor Impaired	Past Due But not Impaired				Impaired
Less than 30 Days			30-60 Days	61-90 Days	More than 90 Days		
Financial assets:							
Cash <sup>1</sup>	P83,333,448	P83,333,448	P-	P-	P-	P-	P-
Receivables	348,325,733	332,245,751	4,711,034	3,420,087	2,813,567	2,341,098	2,794,196
Receivables from related parties	89,849,323	-	-	-	-	89,849,323	-
Refundable deposits	50,665,868	50,665,868	-	-	-	-	-
Advances to officers and employees	8,970,114	8,970,114	-	-	-	-	-
Deposit in escrow	7,424,332	7,424,332	-	-	-	-	-
	<b>P588,568,818</b>	<b>P482,639,513</b>	<b>P4,711,034</b>	<b>P3,420,087</b>	<b>P2,813,567</b>	<b>P92,190,421</b>	<b>P2,794,196</b>

<sup>1</sup>Excluding cash on hand



2022							
	Total	Neither Past Due nor Impaired	Past Due But not Impaired				Impaired
			Less than 30 Days	30-60 Days	61-90 Days	More than 90 Days	
Financial assets:							
Cash <sup>1</sup>	₱122,265,265	₱122,265,265	₱-	₱-	₱-	₱-	₱-
Receivables	229,741,191	223,669,871	1,602,840	535,176	569,554	569,554	2,794,196
Receivables from related parties	135,994,883	-	-	-	-	135,994,883	-
Refundable deposits	49,426,195	49,426,195	-	-	-	-	-
Advances to officers and employees	8,224,199	8,224,199	-	-	-	-	-
	₱545,651,733	₱403,585,530	₱1,602,840	₱535,176	₱569,554	₱136,564,437	₱2,794,196

<sup>1</sup>Excluding cash on hand

The following are the details of the Parent Company's assessment of credit quality and the related ECLs as at December 31, 2023 and 2022.

*Low credit risk simplification approach*

- *Cash and Deposit in Escrow* - These are of high quality as the amounts are deposited in reputable banks which have good bank standing and is considered to have low credit risk. Accordingly, management assessed that no ECL relating to the cash of the Parent Company is recognized.

*General approach*

- *Receivables (except ICR and trade receivables), receivables from related parties, refundable deposits and advances to officers and employees* - These are high grade since these pertain to counterparties who have a very remote likelihood of default and have consistently exhibited good paying habits. Accordingly, management assessed that no ECL relating to these receivables and deposits of the Parent Company is recognized. This assessment is undertaken each financial year through examining the financial position of the counterparties and the markets in which they operate.

*Simplified approach*

- *ICR and contract assets* - These are high grade since these pertain to counterparties who have a very remote likelihood of default and have consistently exhibited good paying habits. Accordingly, management assessed that no ECL relating to these receivables of the Group is recognized. Exposure to bad debts is not significant as title to real estate properties are not transferred to the buyers until full payment has been made and the requirement for remedial procedures is minimal given the profile of buyers. This assessment is undertaken each financial year through examining the financial position of the counterparties and the markets in which they operate.
- *Trade receivables* - These are high grade since these pertain to receivables from customers who have established good credit standing with the Company. The Parent Company applied the simplified approach under PFRS 9, using a 'provision matrix'. Trade receivables are regarded as short-term and while there are certain accounts that are past-due, the Parent Company evaluates the credit risk with respect to trade receivables as low as there were no history of default payments.

2023					
	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Lifetime ECL Simplified Approach	Total
Gross carrying amount	₱284,196,834	₱-	₱-	₱2,173,763,281	₱ 2,457,960,115
Loss allowance	-	-	-	(2,794,196)	(2,794,196)
Carrying amount	₱284,196,834	₱-	₱-	₱2,170,969,085	₱2,455,165,919



	2022				
	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Lifetime ECL Simplified Approach	Total
Gross carrying amount	₱378,361,554	₱-	₱-	₱1,636,440,652	₱2,014,802,206
Loss allowance	-	-	-	(2,794,196)	(2,794,196)
Carrying amount	₱378,361,554	₱-	₱-	₱1,633,646,456	₱2,012,008,010

### Liquidity risk

Liquidity risk is the risk that an entity will encounter difficulty in raising funds to meet commitments associated with financial instruments. Liquidity risk may result from either the inability to sell financial assets quickly at their fair values; or the counterparty failing on repayment of a contractual obligation; or inability to generate cash inflows as anticipated.

The Parent Company's objective is to maintain a balance between continuity of funding and flexibility through the use of bank loans and advances from related parties. The Parent Company monitors its cash flow position and overall liquidity position in assessing its exposure to liquidity risk. The Parent Company maintains a level of cash deemed adequate by management to finance its operations and capital requirements and to mitigate the effects of fluctuations in cash flows. The Parent Company considers its available funds and its liquidity in managing its long-term financial requirements. It matches its projected cash flows to the projected amortization of long-term borrowings. For its short-term funding, the Parent Company's policy is to ensure that there are sufficient operating inflows to match repayments of short-term debt. As part of its liquidity risk management, it regularly evaluates its projected and actual cash flows.

The tables below summarize the Parent Company's financial assets that can be used to manage its liquidity risk and the maturity profile of its financial liabilities as of December 31, 2023 and 2022 based on contractual undiscounted payments:

	2023			
	On Demand	One Year and Below	More than One Year	Total
<b>Financial Assets</b>				
Cash	₱99,665,075	₱-	₱-	₱ 99,665,075
Receivables	16,079,982	329,451,555	-	345,531,537
Receivables from related parties	89,849,323	-	-	89,849,323
EIFVOCI	-	-	362,386,957	362,386,957
Refundable deposits	-	551,467	50,114,401	50,665,868
Advances to officers and employees	8,970,114	-	-	8,970,114
Deposit in escrow	7,424,332	-	-	7,424,332
	221,988,826	330,003,022	412,501,358	964,493,206
Contract assets	-	494,203,019	1,375,188,278	1,869,391,297
	221,988,826	824,206,041	1,787,689,636	2,833,884,503
<b>Financial Liabilities</b>				
Accounts and other payables <sup>1</sup>	89,853,016	741,210,340	-	831,063,356
Short-term debt				
Principal	-	745,414,000	-	745,414,000
Interest	-	47,219,304	-	47,219,304
Long-term debt				
Principal	-	483,256,690	1,021,486,841	1,504,743,531
Interest	-	18,465,688	39,031,961	57,497,649
	89,853,016	2,035,566,022	1,060,518,802	3,185,937,840
<b>Net Inflow (Outflow)</b>	<b>₱132,135,810</b>	<b>(₱1,211,359,981)</b>	<b>₱727,170,834</b>	<b>(₱352,053,337)</b>

<sup>1</sup> Excluding statutory payables



	2022			Total
	On Demand	One Year and Below	More than One Year	
<b>Financial Assets</b>				
Cash	₱135,786,328	₱-	₱-	₱135,786,328
Receivables	6,071,320	220,875,675	-	226,946,995
Receivables from related parties	135,994,883	-	-	135,994,883
EIFVOCI	-	-	301,030,435	301,030,435
Refundable deposits	-	551,467	48,874,728	49,426,195
Advances to officers and employees	8,224,199	-	-	8,224,199
	286,076,730	221,427,142	349,905,163	857,409,035
Contract assets	-	684,156,555	784,993,918	1,469,150,473
	286,076,730	905,583,697	1,134,899,081	2,326,559,508
<b>Financial Liabilities</b>				
Accounts and other payables <sup>1</sup>	95,719,116	747,614,324	-	843,333,440
Short-term debt				
Principal	-	472,019,208	-	472,019,208
Interest	-	25,729,882	-	25,729,882
Long-term debt				
Principal	-	318,604,203	911,395,352	1,229,999,555
Interest	-	29,951,888	21,958,132	51,910,020
	95,719,116	1,593,919,505	933,353,484	2,622,992,105
Net Inflow (Outflow)	₱190,357,614	(₱688,335,808)	₱ 201,545,597	(₱296,432,597)

<sup>1</sup> Excluding statutory payables

### Market Risk

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 value of a financial instrument may change as a result of changes in interest rates, foreign currency exchanges rates, commodity prices, equity prices and other market changes.

**Interest Rate Risk.** Interest rate risk is the risk that the fair value or future cash flows of the Parent Company's financial instruments will fluctuate because of changes in market interest rates. The Parent Company's interest rate risk management policy centers on reducing the overall interest expense and exposure to changes in interest rates. Changes in market interest rates relate primarily to the Parent Company's interest-bearing debt obligations with floating interest rates or rates subject to repricing as it can cause a change in the amount of interest payments.

The following table demonstrates the sensitivity to a reasonably possible change in interest rates, with all variables held constant, of the Parent Company's income before tax and equity, through the impact on floating rate borrowings:

2023		2022	
Increase (decrease) in basis points	Effect on profit before tax	Increase (decrease) in basis points	Effect on profit before tax
300	(₱3,668,969)	300	(₱2,846,466)
200	(2,445,979)	200	(1,897,644)
100	(1,222,990)	100	(948,822)
(100)	1,222,990	(100)	948,822
(200)	2,445,979	(200)	1,897,644
(300)	3,668,969	(300)	2,846,466

The sensitivity analyses shown above are based on the assumption that the interest movements will be more likely be limited to 100 to 300 basis points upward or downward fluctuation in both 2023 and 2022. There is no other impact on the Parent Company's total comprehensive income other than those already affecting the net income.



*Equity Price Risk.* The Parent Company's equity investments on golf and club shares, classified as FVOCI are susceptible to market price risk arising from uncertainties about future values of the investment securities.

As of December 31, 2023 and 2022, the Parent Company's exposure to equity price risk with respect to EIFVOCI is minimal.

#### Fair Value of Financial Assets and Liabilities

The following table presents a comparison by category of carrying values and estimated fair values of the Parent Company's financial instruments as at December 31:

	2023		2022	
	Carrying Values	Fair Values	Carrying Values	Fair Values
<b>Financial Assets</b>				
Cash	₱99,665,075	₱99,665,075	₱135,786,328	₱135,786,328
Receivables	345,531,537	345,531,537	226,946,995	226,946,995
EIFVOCI	362,386,957	362,386,957	301,030,435	301,030,435
Receivables from related parties	89,849,323	89,849,323	135,994,883	135,994,883
Refundable deposits	50,665,868	50,665,868	49,426,195	49,426,195
Advances to officers and employees	8,970,114	8,970,114	8,224,199	8,224,199
Deposit in escrow	7,424,332	7,424,332	—	—
	<b>₱964,493,206</b>	<b>₱964,493,206</b>	<b>₱857,409,035</b>	<b>₱857,409,035</b>
<b>Financial Liabilities</b>				
Accounts and other payables <sup>1</sup>	₱831,063,356	₱831,063,356	₱843,333,440	₱843,333,440
Short-term debt	745,414,000	745,414,000	472,019,208	472,019,208
Long-term debt	1,504,743,531	1,524,249,144	1,229,999,555	1,098,048,472
	<b>₱3,081,220,887</b>	<b>₱3,100,726,500</b>	<b>₱2,545,352,203</b>	<b>₱2,413,401,120</b>

<sup>1</sup> Excluding statutory payables

The following methods and assumptions were used to estimate the fair value of each class of financial instrument for which it is practicable to estimate such value:

- *Cash, receivables (except ICR), deposit in escrow, advances to officers and employees, accounts and other payables and short term-debt.* The fair values approximate their carrying amounts as of reporting dates due to the short-term maturity of these financial instruments.
- *ICR.* The fair value of ICR due within one year approximates its carrying amount.
- *Receivables from related parties.* Carrying amounts of receivables from related parties which are collectible on demand approximate their fair values. Receivables from related parties are unsecured and have no foreseeable terms of repayments.
- *EIFVOCI.* For unquoted equity securities, the fair value is determined using valuation techniques with inputs and assumptions that are based on market observable data and conditions and reflect appropriate risk adjustments that market participants would make for credit and liquidity risks existing at the end each of reporting period. The fair values are determined based on average selling price of price per share of similar or identical assets traded in an active market (Level 2 input).
- *Refundable deposits.* The fair values of refundable deposits are not determinable since the timing of each refund is not reasonably predictable, hence presented at cost.



- *Long-term debt.* The fair value of borrowings with fixed interest rate is based on the discounted net present value of cash flows using the PH BVAL. Discount rates used range from 7.1% to 8.3% and 5.9% to 8.4% in 2023 and 2022. The Parent Company classifies the fair value of its long-term debt under Level 3.

#### Fair Value Hierarchy

The Parent Company uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

- Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities;
- Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value, are observable, either directly or indirectly; and,
- Level 3: techniques which use inputs which have a significant effect on the recorded fair value that are not based on observable market data.

As at December 31, 2023 and 2022, there were no transfers between Level 1 and Level 2 fair value measurements, and no transfers into and out of Level 3 fair value measurements.

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### 23. Revenue from Contracts with Customers

#### *Revenue Disaggregation*

The Parent Company derives revenue from the transfer of services and goods over time and at a point in time, respectively, in different product types. The Parent Company's disaggregation of each sources of revenue from contracts with customers are presented below:

	2023	2022
<i>Type of product:</i>		
Real estate sales		
Lot-only units	₱618,642,173	₱892,937,107
House and lot units	836,143,956	485,802,048
Water service	27,433,584	25,323,973
	<b>₱1,482,219,713</b>	<b>₱1,404,063,128</b>

The real estate sales and water service revenue are revenue from contracts with customers that are recognized over time

#### *Costs to obtain contracts*

Costs to obtain contracts are derecognized if sales are subsequently cancelled. The balances below pertain to the costs to obtain contracts:

	2023	2022
Balance at January 1	₱2,383,406	₱12,725,634
Additions	50,429,909	38,477,515
Amortization	(40,736,314)	(48,819,743)
Balance at end of the year	<b>₱12,077,001</b>	<b>₱2,383,406</b>

The amortization of prepaid commissions which are expensed as the related revenue is recognized totaling ₱40.7 million and ₱48.8 million in 2023 and 2022, respectively, are recognized as marketing expenses presented under "General, administrative and selling expenses" account in the parent company statements of comprehensive income (see Note 18).





*Performance Obligation*

Information about the Parent Company's significant performance obligation is summarized below:

*Real estate sales*

The Parent Company entered into contracts to sell with one identified performance obligation, which is the sale of the real estate unit together with the services to transfer the title to the buyer upon full payment of contract price. The amount of consideration indicated in the contract to sell is fixed and has no variable consideration. The sale of real estate unit may cover the contract for either the (i) serviced lot; (ii), and service lot and house and the Parent Company concluded that there is one performance obligation in each of these contracts. The Parent Company recognizes revenue from the sale of these real estate projects under pre-completed contract over time during the course of the construction.

Payment commences upon signing of the contract to sell and the consideration is payable in cash or under various financing schemes entered with the customer. The financing scheme would include payment of 10% to 25% of the contract price spread over a certain period (e.g., three months to four years) at a fixed monthly payment with the remaining balance payable (a) in full at the end of the period either through cash or external financing; or (b) through in-house financing which ranges from two (2) to ten (10) years with fixed monthly payment. The amount due for collection under the amortization schedule for each of the customer does not necessarily coincide with the progress of construction, which results to either a contract asset or contract liability.

The remaining performance obligation is expected to be recognized within one year which relate to the continuous development of the Parent Company's real estate projects. The Parent Company's real estate projects are completed within 6 months to 12 months, from start of construction.

*Income from forfeited deposits*

Income from forfeited deposits pertains to collections from potential buyers deemed nonrefundable due to prescription of the period for entering into a contracted sale and/or payment from defaulting buyers upon prescription of the period for payment of the required amortizations subject to the provisions of Republic Act 6552, *Realty Installment Buyer Act*.

**24. Notes to Statement of Cash Flows**

*Changes in liabilities arising from financing activities*

<b>2023</b>					
	<b>Beginning Balance</b>	<b>Availments</b>	<b>Payments</b>	<b>Others</b>	<b>Ending Balance</b>
Short-term debt	₱472,019,208	₱830,721,000	(₱557,326,208)	₱-	₱745,414,000
Long-term debt	1,229,999,555	680,469,040	(405,725,064)	-	1,504,743,531
Debt issue cost	(2,749,191)	-	(4,875,000)	2,078,675	(5,545,516)
Interest payable	6,514,943	-	(165,501,615)	167,089,310	8,102,638
Preferred share dividends	-	-	(92,854,300)	92,854,300	-
	<b>₱1,705,784,515</b>	<b>₱1,511,190,040</b>	<b>(₱1,226,282,187)</b>	<b>₱262,022,285</b>	<b>₱2,252,714,653</b>
<b>2022</b>					
	<b>Beginning Balance</b>	<b>Availments</b>	<b>Payments</b>	<b>Others</b>	<b>Ending Balance</b>
Short-term debt	₱435,461,020	₱326,857,000	(₱290,298,812)	₱-	₱472,019,208
Long-term debt	1,052,455,009	434,720,800	(257,176,254)	-	1,229,999,555
Debt issue cost	-	-	(3,180,000)	430,809	(2,749,191)
Interest payable	2,883,267	-	(95,672,901)	99,304,577	6,514,943
Preferred share dividends	-	-	(92,860,600)	92,860,600	-
	<b>₱1,490,799,296</b>	<b>₱761,577,800</b>	<b>(₱739,188,567)</b>	<b>₱192,595,986</b>	<b>₱1,705,784,515</b>



Others include interest expenses paid for the year, capitalized borrowing costs, and amortized debt issue costs.

The Parent's noncash investing and financing activities pertain to the following:

- Dividend receivable amounted to ₱9.0 million and ₱20.0 million as of December 31, 2023 and 2022, respectively.
- In 2023 and 2022, capitalized borrowing cost amounted to ₱102.0 million and ₱75.3 million, respectively.
- In 2023, reclassification of deposits for future stock subscription to investment in subsidiary for the additional capital in NRC amounted to ₱35.0 million.

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## 25. Subsequent Events

### *Preferred Shares Offering*

On November 3, 2023, the BOD approved the offer and sale to the public of up to 15,000,000 Non-voting Preferred Shares, to be issued and offered under the Corporation's 50,000,000 Preferred Shares Shelf Registration under MRSD Order No. 76 series 2021.

The Board likewise authorized Management to cause the preparation and filing of (i) a Registration Statement and Offer Supplement in relation to the Offer under the Shelf Registration; (ii) a Listing Application with the Philippines Stock Exchange ("PSE") for the Offer; (iii) the approval of all the disclosure contained in the Registration Statement, the Offer Supplement, and Listing Application to be filed with the Securities and Exchange Commission and the PSE.

Consequently, the Parent Company filed on November 7, 2023 an Amended Registration Statement together with a Preliminary Offer Supplement for the issuance of 10,000,000 Preferred Shares with an oversubscription option of 5,000,000 Preferred Shares to be offered at an issue price of Php100.00 per share (the "Offer Shares").

On February 12, 2024, the Parent Company secured the approval from PSE for the offer and sale of 15.0 million cumulative, non-voting, non-participating, non-convertible, redeemable "Series B and C" preferred shares at the option of the Parent Company. The "Series B" and "Series C" preference shares are entitled to fixed rate cash dividends at 8.25% and 8.75% per annum, respectively.

On February 23, 2024, the Parent Company concluded its follow-on offering (FOO) and has listed its Series B and Series C preferred shares on the Philippine Stock Exchange. A total of 7,341,750 and 6,941,000 Series B and Series C preferred shares were issued, respectively. The offering allowed the Parent Company to raise ₱1.4 billion as new capital.

### *Dividend Declaration*

Pursuant to the yearly cash dividends on "Series A" preferred shares (see Note 17), on February 1, 2024, the BOD approved the declaration of cash dividends in the amount of ₱1.75 per share out of the Parent Company's unrestricted retained earnings as of December 31, 2023 to all holders of "Series A" preferred shares on record as of February 16, 2024, payable on March 1, 2024, all preferred stockholders of record as of May 3, 2024, payable on May 29, 2024, all preferred stockholders of record as of August 1, 2024, payable on August 29, 2024 and all preferred stockholders of record as of November 5, 2024, payable on November 29, 2024.



## 26. Supplementary Tax Information Required under RR 15-2010

RR No. 15-2010 are promulgated to amend certain provisions of RR No. 21-2002 prescribing the manner of compliance with any documentary and/or procedural requirements in connection with the preparation and submission of parent company financial statements accompanying tax returns. In addition to the disclosures mandated under PFRS, RR No. 15-2010 requires disclosures regarding information on taxes, duties and license fees paid or accrued during the taxable year. The Parent Company also reported and/or paid the following types of taxes for 2023:

### Value Added Tax (VAT)

Details of the Parent Company's net sales/receipts, output VAT and input VAT accounts are as follows:

*a. Net sales/receipts and output VAT declared in the Parent Company's VAT returns filed for 2023*

	Net Sales	Output VAT
Vatable sales/receipt at 12%	₱941,478,206	₱112,977,385
Sale to government	1,990,702	238,884
Exempt sales	31,823,436	—
	<u>₱975,292,344</u>	<u>₱113,216,269</u>

The Parent Company's sales of services are based on actual collections received, hence, may not be the same as amounts accrued in the parent company statement of comprehensive income.

*b. The rollforward of Input VAT for 2023 follows:*

	Input VAT	Deferred Input VAT
Balance at January 1	₱1,645,093	₱220,075
Current year's domestic purchases/payments or importations for:		
Goods other than for resale or manufacture	26,067,903	—
Capital goods subject to amortization per adjustment	114,822	(114,822)
Capital goods subject to amortization	1,085,756	—
Services lodged under cost of goods sold	55,949,781	—
Total	84,863,355	105,253
Applied against output VAT	(82,741,962)	—
Input VAT allocable to exempt sales	(2,121,393)	—
Balance at December 31	<u>₱—</u>	<u>₱105,253</u>

### Documentary Stamp Tax (DST)

The Company paid/accrued DST on the following transactions:

	Amount	DST
Loan agreements	₱1,511,190,040	₱7,389,198
Others	—	4,349,488
	<u>₱1,511,190,040</u>	<u>₱11,738,686</u>

DST paid or accrued has been lodged under taxes and licenses.



Taxes and Licenses

Taxes and licenses, local and national, include real estate taxes, licenses and permit fees for the year as follows:

Documentary stamp tax	₱11,738,686
Business permit	12,643,898
Real property tax	9,689,728
Registration and license fee	3,981,921
Others	6,023,788
	<hr/>
	₱ 44,078,021

Withholding Taxes

Details of withholding taxes for the year are as follows:

Expanded withholding taxes	₱22,941,625
Withholding tax on compensation and benefits	6,200,526
Final tax	5,604,630
December 31, 2023	<hr/>
	₱34,746,782

Tax Assessments

As of December 31, 2023, the Company has no outstanding final assessment notices from the BIR, nor does it have any pending tax cases outside the administration of the BIR.



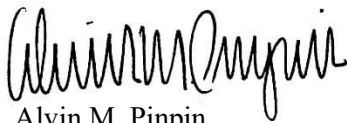
## INDEPENDENT AUDITOR'S REPORT

The Board of Directors and Stockholders  
A Brown Company, Inc.  
Xavier Estates Uptown, Airport Road  
Balulang, Cagayan de Oro City

We have audited the accompanying financial statements of A Brown Company, Inc. (the Parent Company), as at December 31, 2023 and for the year then ended, on which we have rendered the attached report dated April 8, 2024.

In compliance with the Revised Securities Regulation Code Rule 68, we are stating that the Parent Company has 2,020 common stockholders and 3 preferred stockholders owning one hundred (100) or more shares each.

SYCIP GORRES VELAYO & CO.



Alvin M. Pinpin

Partner

CPA Certificate No. 94303

Tax Identification No. 198-819-157

BOA/PRC Reg. No. 0001, August 25, 2021, valid until April 15, 2024

BIR Accreditation No. 08-001998-070-2023, October 23, 2023, valid until October 22, 2026

PTR No. 10079991, January 6, 2024, Makati City

April 8, 2024



# COVER SHEET

for  
**AUDITED FINANCIAL STATEMENTS**

SEC Registration Number

0	0	0	0	0	0	3	1	1	6	8
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**COMPANY NAME**

A	B	R	O	W	N	C	O	M	P	A	N	Y	,	I	N	C	.	A	N	D	S	U	B	S
I	D	I	A	R	I	E	S																	

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

X	A	V	I	E	R	E	S	T	A	T	E	S	U	P	T	O	W	N	,	A	I	R	P	O	R	T
R	O	A	D	,	B	A	L	U	L	A	N	G	,	C	A	G	A	Y	A	N	D	E	O	R	O	
C	I	T	Y																							

Form Type  

A	A	C	F	S
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Department requiring the report  

C	R	M	D
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Secondary License Type, If Applicable  

N	/	A
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**COMPANY INFORMATION**

Company's Email Address <table border="1" style="width: 100%; text-align: center;"><tr><td>abci_headoffice@abrown.ph</td></tr></table>	abci_headoffice@abrown.ph	Company's Telephone Number <table border="1" style="width: 100%; text-align: center;"><tr><td>N/A</td></tr></table>	N/A	Mobile Number <table border="1" style="width: 100%; text-align: center;"><tr><td>(+63)9178737268</td></tr></table>	(+63)9178737268
abci_headoffice@abrown.ph					
N/A					
(+63)9178737268					
No. of Stockholders <table border="1" style="width: 100%; text-align: center;"><tr><td>Common - 2,086; Preferred - 3</td></tr></table>	Common - 2,086; Preferred - 3	Annual Meeting (Month / Day) <table border="1" style="width: 100%; text-align: center;"><tr><td>Any day of June</td></tr></table>	Any day of June	Fiscal Year (Month / Day) <table border="1" style="width: 100%; text-align: center;"><tr><td>December 31</td></tr></table>	December 31
Common - 2,086; Preferred - 3					
Any day of June					
December 31					

**CONTACT PERSON INFORMATION**

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

Name of Contact Person <table border="1" style="width: 100%; text-align: center;"><tr><td>Atty. Marie Antonette U. Qunito</td></tr></table>	Atty. Marie Antonette U. Qunito	Email Address <table border="1" style="width: 100%; text-align: center;"><tr><td>maquinito@abrown.ph</td></tr></table>	maquinito@abrown.ph	Telephone Number/s <table border="1" style="width: 100%; text-align: center;"><tr><td>(088) 324-0150</td></tr></table>	(088) 324-0150	Mobile Number <table border="1" style="width: 100%; text-align: center;"><tr><td>(+63)9173146242</td></tr></table>	(+63)9173146242
Atty. Marie Antonette U. Qunito							
maquinito@abrown.ph							
(088) 324-0150							
(+63)9173146242							

**CONTACT PERSON'S ADDRESS**

<b>Xavier Estates, Uptown, Airport Road, Balulang, Cagayan de Oro City, Philippines</b>
---

- 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.





April 8, 2024

The Securities and Exchange Commission  
The SEC Headquarters, 7907 Makati Avenue  
Salcedo Village, Bel-Air, Makati City

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

The management of **A Brown Company, Inc. and its Subsidiaries** (the "Group") is responsible for the preparation and fair presentation of the consolidated financial statements including the schedules attached therein, for the years ended December 31, 2023, 2022 and 2021, 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 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.

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

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

**Sycip Gorres Velayo & Co.**, the independent auditor appointed by the stockholders, has audited the consolidated financial statements of the Group in accordance with Philippine Standards on Auditing, and in its report to the stockholders, has expressed its opinion on the fairness of presentation upon completion of such audit.

**WALTER W. BROWN**  
Chairman

**ROBERTINO E. PIZARRO**  
President and Chief Executive Officer

**MARIE ANTONETTE U. QUINITO**  
Chief Finance Officer

**'APR 08 2024**

SUBSCRIBED AND SWORN to before me this \_\_\_\_ day of \_\_\_\_\_, affiants exhibiting to me their respective passports, as follows:

Names	Competent Evidence of Identity	Date of Issue	Place of Issue
Walter W. Brown	P0742117C	June 30, 2022	DFA – NCR Central
Robertino E. Pizarro	P8882731B	February 8, 2022	DFA – Cagayan de Oro
Marie Antonette U. Quinito	P6933691B	June 5, 2021	DFA – Cagayan de Oro

Doc. No. 219  
Page No. 45  
Book No. X/11-D  
Series of 2024

**Atty. RIZAL JOSE V. VALMOROS**  
NOTARY PUBLIC  
UNTIL DECEMBER 31, 2024  
ADM MATTER NO. 153  
PTR NO. 509/994D 01-02-2024 / Q.C.  
IBP NO. 329024 / 12-15-2023 / Q.C.  
ROLL NO. 28435  
MCLE NO. VII-0030835 / 09-08-2023  
Add. Room 201 Margarita Bldg. No. 28  
Matalino St. cor. Masikap Ext. Central Dist. Q.C.

## INDEPENDENT AUDITOR'S REPORT

The Board of Directors and Stockholders  
A Brown Company, Inc. and Subsidiaries  
Xavier Estates Uptown, Airport Road  
Balulang, Cagayan de Oro City

### Opinion

We have audited the consolidated financial statements of A Brown Company, Inc. and its subsidiaries (the Group), which comprise the consolidated statements of financial position as at December 31, 2023 and 2022, and the consolidated statements of comprehensive income, consolidated statements of changes in equity and consolidated statements of cash flows for each of the three years in the period ended December 31, 2023, and notes to the consolidated financial statements, including material accounting policy information.

In our opinion, the accompanying consolidated financial statements of the Group as at December 31, 2023 and 2022, and for each of the three years in the period ended December 31, 2023 are prepared in all material respects, in accordance with Philippine Financial Reporting Standards (PFRSs), as modified by the application of the financial reporting reliefs issued and approved by the Securities and Exchange Commission (SEC), as described in Note 2 to the consolidated financial statements.

### 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.

### Emphasis of Matter

We draw attention to Note 2 to the consolidated financial statements which indicates that the consolidated financial statements have been prepared in accordance with PFRSs, as modified by the application of the financial reporting reliefs issued and approved by the SEC in response to the COVID-19 pandemic. The impact of the application of the financial reporting reliefs on the 2023 consolidated financial statements are discussed in detail in Note 2. Our opinion is not modified in respect of this matter.

### 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.

### ***Real Estate Revenue Recognition***

The Group's revenue recognition process, policies and procedures are significant to our audit because these involve application of significant judgment and estimation in the following areas: (1) assessment of the probability that the entity will collect the consideration from the buyer; and (2) application of the output method as the measure of progress in determining real estate revenue.

In evaluating whether collectability of the amount of consideration is probable, the Group considers the significance of the buyer's initial payments in relation to the total contract price (or buyer's equity). Collectability is also assessed by considering factors such as past history with the buyer, age and pricing of the property. Management regularly evaluates the historical sales cancellations and back-outs, if it would still support its current threshold of buyers' equity before commencing revenue recognition.

In measuring the progress of its performance obligation over time, the Group uses the output method. This method measures progress based on physical proportion of work done on the real estate project which requires technical determination by the Group's specialists (project engineers).

The disclosures related to real estate revenue are included in Notes 2, 3 and 26 to the consolidated financial statements.

### ***Audit Response***

We obtained an understanding of the Group's revenue recognition process.

For the buyers' equity, we evaluated management's basis of the buyer's equity by comparing this to the historical analysis of sales cancellations from buyers with accumulated payments above the collection threshold. On a sampling basis, we traced the historical analysis to supporting documents such as the buyer's collection report and official receipts.

For the application of the output method in determining real estate revenue, we obtained an understanding of the Group's processes for determining the percentage of completion (POC). We inspected the certified POC reports prepared by the project engineers and assessed their competence, capabilities and objectivity by reference to their qualifications, experience and reporting responsibilities. For selected ongoing projects, we conducted ocular inspections, made relevant inquiries and inspected the supporting details of POC reports showing the completion of the major activities of project construction.



### ***Impairment of Bearer Plants***

The Group's bearer plants has not been reaching its optimal fruiting stages. In the event that an impairment indicator is identified, the assessment of the recoverable amount of the bearer plants require significant judgment and involves estimation and assumptions about future fresh fruit bunches (FFB) production, FFB prices, direct costs, and discount rate. Hence, such assessment is a key audit matter in our audit.

The disclosures in relation to bearer plants are included in Notes 3 and 12 to the consolidated financial statements.

### ***Audit Response***

We involved our internal specialist in evaluating the methodologies and the assumptions used. These assumptions include FBB production, FFB process, direct costs, and discount rate. We compared the key assumptions used such as: (a) future FFB production against the forecasted FFB production in accordance with the industry standard yield, and (b) FFB prices and direct costs with externally published data. We tested the parameters used in the determination of the discount rate against market data. We also reviewed the Group's disclosures about those assumptions to which the outcome of the impairment test is most sensitive; specifically those that have the most significant effect on the determination of the recoverable amount of bearer plants of palm oil business.

### **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, 2023, but does not include the consolidated financial statements and our auditor's report thereon. The SEC Form 20-IS, SEC Form 17-A and Annual Report for the year ended December 31, 2023 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 will not express any form of assurance conclusion thereon.

In connection with our audits of the consolidated financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the 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 of these consolidated financial statements in accordance with PFRSs, as modified by the application of financial reporting reliefs issued and approved by the SEC, as described in Note 2 to the consolidated financial statements 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 accordance with PFRSs, as modified by the application of financial reporting reliefs issued and approved by the SEC, as described in Note 2 to the consolidated financial statements.



- 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 audit. We remain solely responsible for our audit opinion.

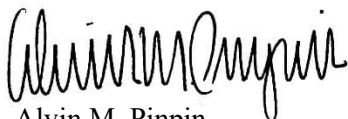
We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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 Alvin M. Pinpin.

SYCIP GORRES VELAYO & CO.



Alvin M. Pinpin

Partner

CPA Certificate No. 94303

Tax Identification No. 198-819-157

BOA/PRC Reg. No. 0001, August 25, 2021, valid until April 15, 2024

BIR Accreditation No. 08-001998-070-2023, October 23, 2023, valid until December 22, 2026

PTR No. 10079991, January 6, 2024, Makati City

April 8, 2024



**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

	<b>December 31</b>	
	<b>2023</b>	<b>2022</b>
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash (Note 4)	₱118,082,483	₱209,847,156
Receivables (Note 5)	366,814,874	267,890,499
Contract assets (Note 14)	494,203,019	684,156,555
Receivables from related parties (Note 15)	50,894,936	106,811,847
Real estate inventories (Note 6)	3,571,105,773	2,961,366,258
Other inventories (Note 7)	116,293,063	200,284,318
Other current assets (Note 8)	693,028,502	465,546,940
<b>Total Current Assets</b>	<b>5,410,422,650</b>	<b>4,895,903,573</b>
<b>Noncurrent Assets</b>		
Contract assets - net of current portion (Note 14)	1,375,188,278	784,993,918
Equity instruments at fair value through other comprehensive income (EIFVOCI) (Note 9)	362,386,957	301,030,435
Investments in associates (Note 10)	1,821,756,979	1,738,605,677
Investment properties (Note 11)	455,941,317	455,420,654
Property, plant and equipment (Note 12)	1,472,098,680	1,139,609,766
Deferred tax assets (Note 20)	-	15,578,575
Other noncurrent assets (Note 8)	811,706,849	674,704,194
<b>Total Noncurrent Assets</b>	<b>6,299,079,060</b>	<b>5,109,943,219</b>
<b>TOTAL ASSETS</b>	<b>₱11,709,501,710</b>	<b>₱10,005,846,792</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Accounts and other payables (Note 13)	₱1,160,270,667	₱1,084,061,250
Short-term debt (Note 16)	745,414,000	472,019,208
Current portion of long-term debt (Notes 15 and 16)	480,838,826	317,602,384
Contract liabilities (Note 14)	319,515,433	219,826,473
<b>Total Current Liabilities</b>	<b>2,706,038,926</b>	<b>2,093,509,315</b>
<b>Noncurrent Liabilities</b>		
Long-term debt - net of current portion (Notes 15 and 16)	1,398,737,070	959,274,404
Retirement benefit obligation (Note 19)	76,982,380	68,155,571
Deferred tax liabilities - net (Note 20)	455,771,239	325,045,243
<b>Total Noncurrent Liabilities</b>	<b>1,931,490,689</b>	<b>1,352,475,218</b>
<b>Total Liabilities</b>	<b>4,637,529,615</b>	<b>3,445,984,533</b>

(Forward)



	<b>December 31</b>	
	<b>2023</b>	<b>2022</b>
<b>Equity Attributable to Equity Holders of the Parent Company</b>		
Capital stock (Note 17)		
Common stock	<b>₱2,477,668,925</b>	₱2,477,668,925
Preferred stock	<b>13,264,900</b>	13,264,900
Additional paid-in capital (Note 17)	<b>1,931,178,758</b>	1,931,178,758
Retained earnings (Note 17)	<b>2,834,608,536</b>	2,380,947,983
Fair value reserve of EIFVOCI (Note 9)	<b>(71,683,836)</b>	(133,040,358)
Remeasurement loss on retirement benefit obligation - net of tax (Note 19)	<b>(21,570,632)</b>	(21,458,396)
Remeasurement loss on defined benefit plan of an associate (Note 10)	<b>(1,221,512)</b>	(139,540)
Cumulative translation adjustment	<b>4,878,649</b>	6,553,467
Treasury shares - common (Note 17)	<b>(94,932,275)</b>	(94,932,275)
	<b>7,072,191,513</b>	6,560,043,464
<b>Noncontrolling interest</b>	<b>(219,418)</b>	(181,205)
<b>Total Equity</b>	<b>7,071,972,095</b>	6,559,862,259
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>₱11,709,501,710</b>	₱10,005,846,792

*See accompanying Notes to Consolidated Financial Statements.*



**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

	<b>Years Ended December 31</b>		
	<b>2023</b>	2022	2021
<b>REVENUE</b>			
Real estate sales (Note 26)	<b>₱1,454,786,129</b>	₱1,378,739,155	₱628,452,425
Sale of agricultural goods (Note 26)	<b>142,563,286</b>	116,143,469	56,980,212
Water service (Note 26)	<b>27,433,584</b>	25,323,973	24,836,284
	<b>1,624,782,999</b>	1,520,206,597	710,268,921
<b>COSTS OF SALES AND SERVICE</b>			
Cost of real estate sales (Note 6)	<b>559,113,808</b>	477,722,261	219,690,454
Cost of agricultural goods sold (Note 7)	<b>122,358,936</b>	87,730,319	42,016,968
Cost of water service revenue	<b>16,660,359</b>	14,212,257	9,579,082
	<b>698,133,103</b>	579,664,837	271,286,504
<b>GROSS PROFIT</b>	<b>926,649,896</b>	940,541,760	438,982,417
<b>GENERAL, ADMINISTRATIVE AND SELLING EXPENSES</b> (Note 18)	<b>541,469,373</b>	472,282,218	284,537,926
<b>OTHER INCOME (EXPENSES)</b>			
Equity in net earnings of associates (Note 10)	<b>339,947,514</b>	316,397,960	273,498,337
Interest expense (Note 16)	<b>(67,121,886)</b>	(24,354,370)	(26,678,756)
Unrealized foreign exchange gain (loss)	<b>(1,200)</b>	2,472	(1,834)
Other income (Note 22)	<b>41,809,768</b>	28,183,979	19,565,759
	<b>314,634,196</b>	320,230,041	266,383,506
<b>INCOME BEFORE INCOME TAX</b>	<b>699,814,719</b>	788,489,583	420,827,997
<b>PROVISION FOR INCOME TAX</b> (Note 20)			
Current	<b>6,250,555</b>	5,331,878	(2,408,591)
Deferred	<b>147,087,524</b>	147,620,365	25,686,157
	<b>153,338,079</b>	152,952,243	23,277,566
<b>NET INCOME</b>	<b>₱546,476,640</b>	₱635,537,340	₱397,550,431

*(Forward)*



	<b>Years Ended December 31</b>		
	<b>2023</b>	<b>2022</b>	<b>2021</b>
<b>OTHER COMPREHENSIVE INCOME (LOSS)</b>			
<i>Item that will be reclassified to profit or loss in subsequent periods:</i>			
Cumulative translation adjustment	<b>(P1,674,818)</b>	P55,193	P2,497,714
<i>Items that will not be reclassified to profit or loss in subsequent periods:</i>			
Net change in fair value of EIFVOCI (Note 9)	<b>61,356,522</b>	61,618,982	63,824,348
Remeasurement gain (loss) on defined benefit plan - net of tax effect (Note 19)	<b>(112,236)</b>	5,792,145	(1,956,732)
Equity in other comprehensive income (loss) of an associate (Note 10)	<b>(1,081,972)</b>	207,803	384,182
	<b>P58,487,496</b>	67,674,123	64,749,512
<b>TOTAL COMPREHENSIVE INCOME</b>	<b>P604,964,136</b>	P703,211,463	P462,299,943
<b>Net Income (Loss) Attributable to:</b>			
Equity holders of the Parent Company	<b>P546,514,853</b>	P639,005,498	P397,579,781
Noncontrolling interest	<b>(38,213)</b>	(3,468,158)	(29,350)
	<b>P546,476,640</b>	P635,537,340	P397,550,431
<b>Total Comprehensive Income (Loss) Attributable to:</b>			
Equity holders of the Parent Company	<b>P605,002,349</b>	P706,679,621	P462,329,293
Noncontrolling interest	<b>(38,213)</b>	(3,468,158)	(29,350)
	<b>P604,964,136</b>	P703,211,463	P462,299,943
<b>Basic/Diluted Earnings per Share (Note 17)</b>	<b>P0.20</b>	P0.23	P0.16

See accompanying Notes to Consolidated Financial Statements.





**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
**FOR THE YEARS ENDED DECEMBER 31, 2023, 2022 AND 2021**

	Common Stock	Preferred Stock	Additional Paid-in Capital	Retained Earnings	Fair Value Reserve of EIFVOCI	Remeasurement Gain (Loss) on Refinement Obligation - net of tax	Remeasurement Gain (Loss) on Defined Benefit Plan of an Associate	Cumulative Translation Adjustment	Treasury Shares - Common	Noncontrolling Interest		Total
										Total	Interest	
At January 1, 2023	₱2,477,668,925	₱13,264,900	₱1,931,178,758	₱2,380,947,983	(₱133,040,358)	(₱21,458,396)	(₱139,540)	₱6,553,467	(₱94,932,275)	₱6,560,043,464	(₱181,205)	₱6,559,862,259
Dividend declaration (Note 17)	-	-	-	(92,854,300)	-	-	-	-	-	(92,854,300)	-	(92,854,300)
Net income (loss)	-	-	-	546,514,853	-	-	-	-	-	546,514,853	(38,213)	546,476,640
Other comprehensive income (loss)	-	-	-	-	61,356,522	(112,236)	(1,081,972)	(1,674,818)	-	58,487,496	-	58,487,496
Total comprehensive income (loss)	-	-	-	546,514,853	61,356,522	(112,236)	(1,081,972)	(1,674,818)	-	605,002,349	(38,213)	604,964,136
At December 31, 2023	₱2,477,668,925	₱13,264,900	₱1,931,178,758	₱2,834,608,536	(₱71,683,836)	(₱21,570,632)	(₱1,221,512)	₱4,878,649	(₱94,932,275)	₱7,072,191,513	(₱219,418)	₱7,071,972,095
At January 1, 2022	₱2,477,668,925	₱13,264,900	₱1,931,178,758	₱1,834,803,085	(₱194,659,340)	(₱27,250,541)	(₱347,343)	₱6,498,274	(₱70,618,247)	₱5,970,538,471	₱3,286,953	₱5,973,825,424
Acquisitions of treasury shares (Note 17)	-	-	-	-	-	-	-	-	(24,314,028)	(24,314,028)	-	(24,314,028)
Dividend declaration (Note 17)	-	-	-	(92,860,600)	-	-	-	-	-	(92,860,600)	-	(92,860,600)
Net income (loss)	-	-	-	639,005,498	-	-	-	-	-	639,005,498	(3,468,158)	635,537,340
Other comprehensive income (loss)	-	-	-	-	61,618,982	5,792,145	207,803	55,193	-	67,674,123	-	67,674,123
Total comprehensive income (loss)	-	-	-	639,005,498	61,618,982	5,792,145	207,803	55,193	-	706,679,621	(3,468,158)	703,211,463
At December 31, 2022	₱2,477,668,925	₱13,264,900	₱1,931,178,758	₱2,380,947,983	(₱133,040,358)	(₱21,458,396)	(₱139,540)	₱6,553,467	(₱94,932,275)	₱6,560,043,464	(₱181,205)	₱6,559,862,259
At January 1, 2021	₱2,477,668,925	₱-	₱637,968,859	₱1,437,223,304	(₱258,483,688)	(₱25,293,809)	(₱731,525)	₱4,000,560	(₱21,236,419)	₱4,251,116,207	₱3,316,303	₱4,254,432,510
Issuance of capital stock	-	13,264,900	1,313,225,100	-	-	-	-	-	-	1,326,490,000	-	1,326,490,000
Stock issue costs, net of tax	-	-	(20,015,201)	-	-	-	-	-	-	(20,015,201)	-	(20,015,201)
Acquisitions of treasury shares (Note 17)	-	-	-	-	-	-	-	-	(49,381,828)	(49,381,828)	-	(49,381,828)
Net income (loss)	-	-	-	397,579,781	-	-	-	-	-	397,579,781	(29,350)	397,550,431
Other comprehensive income (loss)	-	-	-	-	63,824,348	(1,956,732)	384,182	2,497,714	-	64,749,512	-	64,749,512
Total comprehensive income (loss)	-	-	-	397,579,781	63,824,348	(1,956,732)	384,182	2,497,714	-	462,329,293	(29,350)	462,299,943
At December 31, 2021	₱2,477,668,925	₱13,264,900	₱1,931,178,758	₱1,834,803,085	(₱194,659,340)	(₱27,250,541)	(₱347,343)	₱6,498,274	(₱70,618,247)	₱5,970,538,471	₱3,286,953	₱5,973,825,424

See accompanying Notes to Consolidated Financial Statements.



**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**

	Years Ended December 31		
	2023	2022	2021
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Income before income tax	<b>₱699,814,719</b>	₱788,489,583	₱420,827,997
Adjustments for:			
Equity in net earnings of associates (Note 10)	<b>(339,947,514)</b>	(316,397,960)	(273,498,337)
Depreciation (Notes 11, 12 and 18)	<b>71,646,895</b>	33,790,156	33,185,103
Interest expense (Note 16)	<b>67,121,886</b>	24,354,370	26,678,756
Impairment loss (Notes 8, 12 and 18)	<b>26,755,369</b>	32,068,874	16,889,227
Retirement benefit expense (Note 19)	<b>11,408,597</b>	10,630,252	7,773,386
Interest income (Note 22)	<b>(486,154)</b>	(2,331,406)	(2,183,947)
Dividend income (Notes 9 and 22)	<b>(5,354)</b>	(10,618)	(7,442)
Unrealized foreign exchange loss (gain)	<b>1,200</b>	(2,472)	1,834
Provision for inventory losses (Notes 7 and 18)	–	50,241,232	–
Gain on sale of property, plant and equipment (Notes 12 and 22)	–	(99,685)	(288,867)
Operating income before working capital changes	<b>536,309,644</b>	620,732,326	229,377,710
Decrease (increase) in:			
Receivables	<b>(109,919,021)</b>	158,495,105	441,074,180
Contract assets	<b>(400,240,824)</b>	(799,123,017)	(573,162,266)
Real estate inventories	<b>(497,155,957)</b>	(787,727,299)	(654,078,488)
Other inventories	<b>83,991,255</b>	(72,320,568)	(26,955,562)
Other current assets	<b>(233,754,017)</b>	(133,574,083)	161,816,388
Increase in:			
Accounts and other payables	<b>36,644,746</b>	325,622,952	176,156,733
Contract liabilities	<b>99,688,960</b>	50,423,854	436,522
Net cash used in operations	<b>(484,435,214)</b>	(637,470,730)	(245,334,783)
Interest received	<b>486,154</b>	2,331,406	2,183,947
Net cash flows used in operating activities	<b>(483,949,060)</b>	(635,139,324)	(243,150,836)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Additions to:			
Property, plant and equipment (Note 12)	<b>(387,997,352)</b>	(285,121,797)	(69,364,440)
Investment properties (Note 11)	–	–	(205,638,655)
Dividends received from associates (Notes 9 and 10)	<b>266,714,239</b>	190,010,618	160,442,000
Proceeds from sale of property, plant and equipment (Notes 12 and 22)	–	99,685	1,457,573
Decrease (increase) in:			
Other noncurrent assets	<b>(140,434,655)</b>	(396,925,016)	(21,263,110)
Receivables from related parties	<b>55,916,911</b>	19,498,427	(8,619,349)
Net cash flows used in investing activities	<b>(205,800,857)</b>	(472,438,083)	(142,985,981)

(Forward)



	<b>Years Ended December 31</b>		
	<b>2023</b>	2022	2021
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Availments of:			
Long-term debt (Note 25)	<b>₱1,013,535,044</b>	₱484,720,800	₱157,065,000
Short-term debt (Note 25)	<b>830,721,000</b>	326,857,000	547,171,200
Payments of:			
Short-term debt (Note 25)	<b>(557,326,208)</b>	(298,298,812)	(127,781,380)
Long-term debt (Note 25)	<b>(405,725,063)</b>	(257,176,255)	(315,572,759)
Interest (Notes 16 and 25)	<b>(181,316,214)</b>	(95,992,851)	(87,669,100)
Preferred share dividends (Notes 17 and 25)	<b>(92,854,300)</b>	(92,860,600)	–
Debt issue cost (Notes 16 and 25)	<b>(7,372,997)</b>	(3,555,000)	–
Acquisition of treasury shares (Note 17)	–	(24,314,028)	(49,381,828)
Issuance of preferred stock, net of issue costs (Note 17)	–	–	1,306,474,799
<b>Net cash flows from financing activities</b>	<b>599,661,262</b>	39,380,254	1,430,305,932
<b>EFFECT OF EXCHANGE RATE CHANGES</b>			
<b>ON CASH</b>	<b>(1,676,018)</b>	57,665	2,495,880
<b>NET INCREASE (DECREASE) IN CASH</b>	<b>(91,764,673)</b>	(1,068,139,488)	1,046,664,995
<b>CASH AT BEGINNING OF YEAR</b>	<b>209,847,156</b>	1,277,986,644	231,321,649
<b>CASH AT END OF YEAR (Note 4)</b>	<b>₱118,082,483</b>	₱209,847,156	₱1,277,986,644

*See accompanying Notes to Consolidated Financial Statements.*



# A BROWN COMPANY, INC. AND SUBSIDIARIES

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## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

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### 1. Corporate Information

A Brown Company, Inc. (the Parent Company or ABCI), a publicly-listed company, was incorporated and registered with the Philippine Securities and Exchange Commission (SEC) on December 21, 1966 as Bendana Brown Pizarro and Associates, Inc. to primarily engage in the business of property development and to invest in shares of stocks of listed companies.

The Parent Company is engaged in the business of real estate development in Cagayan de Oro City and Initao in Misamis Oriental; Cainta and Tanay in Rizal; Valencia City, Bukidnon and Butuan City, Agusan del Norte.

The Parent Company's common and preferred shares of stock are listed and are currently traded at the Philippine Stock Exchange (PSE) (see Note 17).

The principal place of business and registered office address of the Parent Company is Xavier Estates Uptown, Airport Road, Balulang, Cagayan de Oro City.

#### The Subsidiaries

The Parent Company, through its subsidiaries, also ventured into palm oil milling, power generation and holdings of investments. The following are the subsidiaries of the Parent Company:

#### *A Brown Energy and Resources Development, Inc. (ABERDI)*

ABERDI is a 100% owned subsidiary of the Parent Company incorporated and registered with the SEC on February 1, 2001 to primarily engage in the business of manufacturing and trading of palm oil and other palm products including, but not limited to refined bleached deodorized oil, palm olein, crude palm oil, palm stearin, palm acid oil, palm fatty acid distillate, and palm kernels.

#### *Palm Thermal Consolidated Holdings, Corp. (PTCHC)*

PTCHC is a 100% owned subsidiary of the Parent Company registered with the SEC on November 22, 2010. Its primary purpose is to purchase, acquire, own, hold, lease, sell and convey properties of every kind and description, including land, buildings, factories and warehouses and machinery, equipment, the goodwill, shares of stock, equity, rights, and property of any person, firm, association, or corporation and other personal properties as may be necessary or incidental to the conduct of the corporate business and to pay cash, shares of its capital stock, debentures and other evidences of indebtedness, or other securities, as may be deemed expedient, for any business or property acquired by the corporation.

#### *Blaze Capital Limited (BCL)*

BCL is a 100% owned subsidiary of the Parent Company registered with BVI Financial Services Commission as a British Virgin Island (BVI) Business Company on August 8, 2011 under the BVI Business Companies Act 2004. Subject to the Act and any other BVI legislation, the Company has irrespective of corporate benefit (a) full capacity to carry on or undertake any business or activity, do any act or enter into any transactions; and (b) for the purposes of (a), full rights, powers and privileges. Since its incorporation, BCL has not started its commercial operations.

#### *Northmin Renewables Corp. (NRC) (formerly Hydro Link Projects Corp. (HLPC))*

NRC is a 100% owned subsidiary of the Parent Company registered with the SEC on May 6, 2010. On July 24, 2023, the BOD and stockholders of NRC has approved the amendments of the Articles of Incorporation. The amendment includes changing the name of the Corporation to NRC, changing its



primary purpose to “to invest in renewable energy projects and all other energy related investments”, changing the principal office of the subsidiary; and increasing the authorized capital stock to 100 million. The said amendment was approved by SEC on December 29, 2023.

*AB Bulk Water Company, Inc. (ABWCI)*

ABWCI is a 100% owned subsidiary of the Parent Company registered with the SEC on March 31, 2015. ABWCI was organized primarily to engage in the business of holding and providing rights to water to public utilities and cooperatives or in water distribution in the Municipality of Opol and related activities. Since its incorporation, ABWCI has not started its commercial operations.

*Masinloc Consolidated Power, Inc. (MCPI)*

MCPI is a 49% owned subsidiary of the Parent Company registered with the SEC on July 4, 2007. MCPI was organized primarily to engage in, conduct and carry on the business of construction, planning, purchase, supply and sale of electricity. MCPI is registered under the Foreign Investments Act of 1991 on July 6, 2007. MCPI has not yet started its commercial operations. On March 22, 2023, the Company has secured the approval of the Securities and Exchange Commission (SEC) on the shortening of its corporate life from fifty (50) years from and after the date of incorporation to seventeen (17) years from and after the date of issuance of the Certificate of Incorporation, or on July 3, 2024.

*Simple Homes Development, Inc. (SHDI)*

SHDI is a 100% owned subsidiary of the Parent Company registered with the SEC on February 26, 1997. SHDI was organized primarily to invest in, purchase or otherwise acquire and own, hold, sell, assign, transfer, mortgage, pledge, exchange, or otherwise dispose of real and personal property of every kind and description, and related activities. Since its incorporation, SHDI has not started its commercial operations.

*Nakeen Corporation (NC)*

NC is a 100% owned subsidiary of the Parent Company through ABERDI registered with the SEC on February 2, 1997. Its primary purpose is to engage in the business of agriculture in all aspects, including but not limited to, the operation of fishponds and fish pens, the raising of cattle, both large and small, the raising of hogs and chicken and any and all other activities related to or incidental to the foregoing markets. NC is also engaged in selling palm seedlings and bunch.

*Bonsai Agri Corporation (BAC)*

BAC is a 100% owned subsidiary of the Parent Company through ABERDI registered with the SEC on February 2, 1997. BAC was organized to engage in business of agriculture in all aspect, including but not limited to operation of fishponds and fish pens, the raising of cattle, both large and small, the raising of hogs and chickens and all other activities related to or incidental to the foregoing, and to market, sell, or otherwise dispose of any produce and products in both local and foreign markets. Since its incorporation, the Company has not started its commercial operations.

*Vires Energy Corporation (VEC)*

VEC is a 100% owned subsidiary of the Parent Company registered with the SEC on March 11, 2015. It was organized primarily to operate, engage in, conduct and carry on the business of exploring, developing, converting, producing, processing, and refining of power energy, fuel and/or any other source of power energy, including importation, handling, distributing and marketing at wholesale either within or outside the Philippines; to develop, manage, lease, and operate refineries for the power and fuel products or any other source of power energy; to enter into business undertaking to establish, develop, explore and operate business that will provide the technical manpower to persons and institutions engaged in aforesaid energy production; and in general to carry



on and undertake such activities which may seem to the Company capable of being conveniently carried on in connection with the above purposes, or calculated, directly, to enhance the value of or render profitable, any of the Company's property or rights. Since its incorporation, the Company has not started its commercial operations.

*Irradiation Solutions Inc. (ISI)*

ISI is a 100% owned subsidiary of the Parent Company incorporated and registered with the SEC on January 4, 2021. ISI was organized in providing irradiation services for all types of goods e.g., food products and non-food products through exposing such goods to ionizing radiation such as gamma rays, x-rays, or accelerated electrons from electron beam machines. Since its incorporation, the Company has not started its commercial operations.

*Surigao Greens Agri Corp. (SGAC)*

SGAC is a 100% owned subsidiary of the Parent Company registered with the SEC on February 13, 2023. The Company was organized to engage in the business of processing, milling and refining palm oil to manufacture crude palm oil, refined beached deodorized palm oil, palm olein and other products and to distribute such products on a wholesale or retail basis, provided that the corporation shall not solicit accept or take investments/placements from the public and neither shall it issue investment contracts.

Approval of Consolidated Financial Statements

The accompanying consolidated financial statements of the Group as of December 31, 2023 and 2022 and for each of the three years in the period ended December 31, 2023, were approved and authorized for issue by the BOD on April 8, 2024.

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## 2. Material Accounting Policy Information

Basis of Preparation

The consolidated financial statements include the financial statements of the Parent Company and its subsidiaries (collectively referred to as "the Group").

The accompanying consolidated financial statements have been prepared using the historical cost basis, except for EIFVOCI that are carried at fair value. The consolidated financial statements are presented in Philippine Peso (₱), which is the functional currency of the Parent Company. All subsidiaries and associates also use ₱ as functional currency, except for BCL whose functional currency is US Dollar (\$). All amounts are rounded off to the nearest Philippine 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), as modified by the application of the following financial accounting reliefs as issued and approved by the SEC in response to the COVID-19 pandemic:

- a. Assessing if the transaction price includes a significant financing component discussed in Philippine Interpretations Committee (PIC) Questions and Answers (Q&A) No. 2018-12-D;
- b. Treatment of land in the determination of percentage of completion (POC) discussed in PIC Q&A No. 2018-12-E; and,
- c. Application of International Financial Reporting Interpretations Committee (IFRIC) Agenda Decision on Over Time Transfer of Constructed Goods (PAS 23, *Borrowing Cost*).



The Group has availed of the reliefs granted by the SEC under Memorandum Circular (MC) No. 34-2020 which further extended the deferral of the above PIC Q&As until December 31, 2023. The details and the impact of the deferral of the above financial reporting reliefs are discussed in the Changes in Accounting Policies and Disclosures section.

The term PFRSs in general includes all applicable PFRSs, Philippine Accounting Standards and interpretations of the Philippine Interpretations Committee, Standing Interpretations Committee (SIC) and the International Financial Reporting Interpretations Committee (IFRIC) which have been approved by the Financial Reporting Standards Council.

Basis of Consolidation

The consolidated financial statements comprise the financial statements of the Parent Company and its subsidiaries as at December 31, 2023 and 2022, and for each of the three years in the period ended December 31, 2023.

Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the Parent Company and to the noncontrolling interests (NCI), even if this results in the NCI having a deficit balance. The consolidated financial statements are prepared using uniform accounting policies for like transactions and other similar events. 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.

The consolidated financial statements comprise the financial statements of the Parent Company and the following subsidiaries:

	<b>Effective Percentage of Ownership (%)</b>		
	<b>2023</b>	2022	2021
ABERDI	<b>100</b>	100	100
NC	<b>100</b>	100	100
BAC*	<b>100</b>	100	100
SGAC	<b>100</b>	-	-
PTCHC	<b>100</b>	100	100
NRC*	<b>100</b>	100	100
ABWCI*	<b>100</b>	100	100
BCL*	<b>100</b>	100	100
SHDI*	<b>100</b>	100	100
MCPI**	<b>49</b>	49	49
VEC*	<b>100</b>	100	100
ISI*	<b>100</b>	100	100

\* *pre-operating subsidiaries*

\*\* *non-operating subsidiary*

NCI

NCI are presented separately in the consolidated statement of comprehensive income, and within equity in the consolidated statement of financial position, separately from parent shareholder's equity. Any losses applicable to the NCI are allocated against the interests of the NCI even if this results to the NCI having a deficit balance. The acquisition of an additional ownership interest in a subsidiary without a change of control is accounted for as an equity transaction. Any excess or deficit of consideration paid over the carrying amount of the NCI is recognized in equity of the parent in transactions where the NCI are acquired or sold without loss of control.

As at December 31, 2023 and 2022, percentage of NCI pertaining to MCPI amounted to 51%. The voting rights held by the NCI are in proportion of their ownership interest.



### Business Combination and Goodwill

Business combinations are accounted for using the acquisition method. As of the acquisition date, the acquirer shall recognize, separately from goodwill, the identifiable assets acquired, the liabilities assumed and any NCI in the acquiree. The cost of an acquisition is measured as the aggregate of the consideration transferred, measured at acquisition date fair value, and the amount of any NCI in the acquiree. For each business combination, the acquirer has the option to measure the NCI in the acquiree either at fair value or at the proportionate share of the acquiree's identifiable net assets. Acquisition-related costs are expensed as incurred.

The Group determines that it has acquired a business when the acquired set of activities and assets include an input and a substantive process that together significantly contribute to the ability to create outputs. The acquired process is considered substantive if it is critical to the ability to continue producing outputs, and the inputs acquired include an organised workforce with the necessary skills, knowledge, or experience to perform that process or it significantly contributes to the ability to continue producing outputs and is considered unique or scarce or cannot be replaced without significant cost, effort, or delay in the ability to continue producing outputs.

When a business is acquired, the financial assets and financial liabilities assumed are assessed for appropriate classification and designation in accordance with the contractual terms, economic circumstances and pertinent conditions as at the acquisition date.

### 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, 2023. The Group has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective.

Adoption of these pronouncements did not have any significant impact on the Company's financial position or performance, unless otherwise indicated.

The nature and impact of each new standard and amendment are described below:

- Amendments to PAS 1 and PFRS Practice Statement 2, *Disclosure of Accounting Policies*  
The amendments provide guidance and examples to help entities apply materiality judgements to accounting policy disclosures. The amendments aim to help entities provide accounting policy disclosures that are more useful by:
  - Replacing the requirement for entities to disclose their "significant" accounting policies with a requirement to disclose their 'material' accounting policies, and,
  - Adding guidance on how entities apply the concept of materiality in making decisions about accounting policy disclosures.
  - The amendments to the Practice Statement provide non-mandatory guidance.
- Amendments to PAS 8, *Definition of Accounting Estimates*

The amendments introduce a new definition of accounting estimates and clarify the distinction between changes in accounting estimates and changes in accounting policies and the correction of errors. Also, the amendments clarify that the effects on an accounting estimate of a change in an input or a change in a measurement technique are changes in accounting estimates if they do not result from the correction of prior period errors.





- Amendments to PAS 12, *Deferred Tax related to Assets and Liabilities arising from a Single Transaction*

The amendments narrow the scope of the initial recognition exception under PAS 12, so that it no longer applies to transactions that give rise to equal taxable and deductible temporary differences.

The amendments also clarify that where payments that settle a liability are deductible for tax purposes, it is a matter of judgement (having considered the applicable tax law) whether such deductions are attributable for tax purposes to the liability recognized in the financial statements (and interest expense) or to the related asset component (and interest expense).

- Amendments to PAS 12, *International Tax Reform – Pillar Two Model Rules*

The amendments introduce a mandatory exception in PAS 12 from recognizing and disclosing deferred tax assets and liabilities related to Pillar Two income taxes.

The amendments also clarify that PAS 12 applies to income taxes arising from tax law enacted or substantively enacted to implement the Pillar Two Model Rules published by the Organization for Economic Cooperation and Development (OECD), including tax law that implements qualified domestic minimum top-up taxes. Such tax legislation, and the income taxes arising from it, are referred to as ‘Pillar Two legislation’ and ‘Pillar Two income taxes’, respectively.

The temporary exception from recognition and disclosure of information deferred taxes and the requirement to disclose the application of the exception, apply immediately and retrospectively upon adoption of the amendments in June 2023.

Meanwhile, the disclosure of the current tax expense related to Pillar Two income taxes and the disclosures in relation to periods before the legislation is effective are required for annual reporting periods beginning on or after January 1, 2023.

#### Standards Issued but Not Yet Effective

Pronouncements issued but not yet effective are listed below. Unless otherwise indicated, the Group does not expect that the future adoption of the said pronouncements will have a significant impact on its financial statements. The Group intends to adopt the following pronouncements when they become effective.

#### *Effective beginning on or after January 1, 2024*

- Amendments to PAS 1, *Classification of Liabilities as Current or Non-current*
- Amendments to PFRS 16, *Lease Liability in a Sale and Leaseback*

#### *Effective beginning on or after January 1, 2025*

- PFRS 17, *Insurance Contracts*
- Amendments to PAS 21, *Lack of exchangeability*

#### *Deferred effectivity*

- Deferral of Certain Provisions of PIC Q&A 2018-12, PFRS 15 Implementation Issues Affecting the Real Estate Industry (as amended by PIC Q&As 2020-02 and 2020-04)

On February 14, 2018, the PIC issued PIC Q&A 2018-12 which provides guidance on some PFRS 15 implementation issues affecting the real estate industry. On October 25, 2018 and



February 8, 2019, the SEC issued MC No. 14-2018 and MC No. 3-2019, respectively, providing reliefs to the real estate industry by deferring the application of certain provisions of this PIC Q&A for a period of three years until December 31, 2020. On December 15, 2020, the SEC issued MC No. 34-2020 which further extended the deferral of certain provisions of this PIC Q&A until December 31, 2023 as follows:

- a. Assessing if the transaction price includes a significant financing component as discussed in PIC Q&A 2018-12-D (as amended by PIC Q&A 2020-04)
- b. Treatment of land in the determination of the POC discussed in PIC Q&A 2018-12-E

To assist real estate companies to finally adopt the said PIC and IFRIC pronouncements and enable them to fully comply with PFRS 15 and revert to full PFRS, the Commission en banc, in its meeting held on July 8, 2021, approved the amendment to the transitional provisions in the above MCs which would provide real estate companies the accounting policy option of applying either the full retrospective approach or modified retrospective approach when they apply the provisions of the PIC and IFRIC pronouncements.

The Group availed of the SEC reliefs to defer the above specific provisions of PIC Q&A No. 2018-12. Had these provisions been adopted, the Group assessed that the impact would have been as follows:

- a. The mismatch between the POC of the real estate projects and right to an amount of consideration based on the schedule of payments provided for in the contract to sell (CTS) might constitute a significant financing component. In case of the presence of significant financing component, the guidance should have been applied retrospectively and would have resulted in restatement of prior year financial statements. Adoption of this guidance would have impacted interest income, interest expense, revenue from real estate sales, installment contracts receivable (ICR), provision for deferred income tax, deferred income tax asset or liability for all years presented, and the opening balance of retained earnings. The Parent Company has yet to assess if the mismatch constitutes a significant financing component for its CTSs.
- b. The exclusion of land in the determination of POC would have reduced the POC of real estate projects. Adoption of this guidance would have reduced revenue from real estate sales, cost of sales and ICR; increased real estate inventories and would have impacted deferred income tax asset or liability and provision for deferred income tax for all years presented, and the opening balance of retained earnings.

The above would have impacted the cash flows from operations and cash flows from financing activities for all years presented.

- IFRIC Agenda Decision on Over Time Transfer of Constructed Goods (PAS 23, *Borrowing Cost*)

In March 2019, IFRIC published an Agenda Decision on whether borrowing costs can be capitalized on real estate inventories that are under construction and for which the related revenue is/will be recognized over time under paragraph 35(c) of PFRS 15, *Revenue from Contracts with Customers*. IFRIC concluded that borrowing costs cannot be capitalized for such real estate inventories as they do not meet the definition of a qualifying asset under Philippine Accounting Standards (PAS) 23, *Borrowing Costs*, considering that these inventories are ready for their intended sale in their current condition.



On February 11, 2020, the Philippine SEC issued Memorandum Circular No. 4-2020, providing relief to the Real Estate Industry by deferring the mandatory implementation of the above IFRIC Agenda Decision until December 31, 2020. Further, on December 15, 2020, the Philippine SEC issued SEC MC No. 34-2020, which extends the relief on the application of the IFRIC Agenda Decision provided to the Real Estate Industry until December 31, 2023. Effective January 1, 2024, the Real Estate Industry will adopt the IFRIC agenda decision and any subsequent amendments thereto retrospectively or as the SEC will later prescribe. A real estate company may opt not to avail of the deferral and instead comply in full with the requirements of the IFRIC Agenda Decision.

The Group opted to avail of the relief as provided by the SEC. Had the Parent Company adopted the IFRIC agenda decision, borrowing costs capitalized to real estate inventories related to projects with pre-selling activities should have been expensed out in the period incurred.

- Amendments to PFRS 10, *Consolidated Financial Statements*, and PAS 28, *Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*

#### Material Accounting Policies

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

#### Fair Value Measurement

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

A fair value measurement of a 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 sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

For assets and liabilities that are recognized in the consolidated financial statements on a recurring basis, the Group determines whether or not 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 - Initial recognition and subsequent measurement

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

#### Financial assets

##### *(i) Initial recognition and measurement*

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Group's business model for managing them. With the exception of



receivables that do not contain a significant financing component or for which the Group has applied the practical expedient, the Group initially measures a financial asset at its fair value plus, in the case of a financial asset not at FVPL, transaction costs. Receivables that do not contain a significant financing component or for which the Group has applied the practical expedient are measured at the transaction price.

In order for a financial asset to be classified and measured at amortized cost or fair value through OCI, it needs to give rise to cash flows that are 'solely payments of principal and interest (SPPI)' on the principal amount outstanding. This assessment is referred to as the SPPI test and is performed at an instrument level. Financial assets with cash flows that are not SPPI are classified and measured at fair value through profit or loss, irrespective of the business model.

The Group's business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both. Financial assets classified and measured at amortised cost are held within a business model with the objective to hold financial assets in order to collect contractual cash flows while financial assets classified and measured at fair value through OCI are held within a business model with the objective of both holding to collect contractual cash flows and selling.

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 recognised on the trade date, i.e., the date that the Group commits to purchase or sell the asset.

*(ii) Subsequent measurement*

The Group subsequently classifies its financial assets into the following measurement categories:

- Financial assets at amortized cost (debt instruments)
- Financial assets at FVOCI with recycling of cumulative gains and losses (debt instruments)
- Financial assets designated at FVOCI with no recycling of cumulative gains and losses upon derecognition (equity instruments)
- Financial assets at FVPL

*Financial assets at amortized cost (debt instruments).* The Group measures financial assets at amortized cost if both of the following conditions are met:

- The financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows; and,
- The contractual terms of the financial asset give rise on specified dates to cash flows that are SPPI on the principal amount outstanding.

These financial assets are initially recognized at fair value plus directly attributable transaction costs and subsequently measured at amortized cost using the effective interest rate (EIR) method, less any impairment in value. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees and costs that are an integral part of the EIR. Losses arising from impairment are recognized in the consolidated statement of comprehensive income under "Provision for impairment".

The Group's financial assets at amortized cost include cash, receivables, receivables from related parties and deposit in escrow and refundable deposits included under "Other assets" in the consolidated statements of financial position (see Notes 4, 5, 8 and 15).



*Financial assets designated at FVOCI (equity instruments).* Upon initial recognition, the Group can elect to classify irrevocably its equity investments as equity instruments designated at fair value through OCI when they meet the definition of equity under PAS 32 Financial Instruments: Presentation and are not held for trading. The classification is determined on an instrument-by-instrument basis.

Gains and losses on these financial assets are never recycled to profit or loss. Dividends are recognised as other income in the statement of profit or loss when the right of payment has been established, except when the Group benefits from such proceeds as a recovery of part of the cost of the financial asset, in which case, such gains are recorded in OCI. Equity instruments designated at fair value through OCI are not subject to impairment assessment.

The Group made irrevocable election to present in OCI subsequent changes in the fair value of all the Group's investments in golf shares and unlisted shares of stock (see Note 9).

*(iii) Derecognition*

When the Group transfers its rights to receive cash flows from an asset or enters 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 its 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.

*(iv) Impairment of financial assets*

The Group recognizes an allowance for expected credit losses (ECLs) for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Group expects to receive, discounted at an approximation of the original effective interest rate. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms.

ECLs are recognized in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk (SICR) since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

For cash and deposit in escrow, the Group applies the low credit risk simplification. The probability of default and loss given defaults are publicly available and are considered to be low credit risk investments. It is the Group's policy to measure ECLs on such instruments on a 12-month basis. However, when there has been a significant increase in credit risk since origination, the allowance will be based on the lifetime ECL. The Group uses the ratings from Standard and Poor's (S&P), Moody's and Fitch to determine whether the debt instrument has significantly increased in credit risk and to estimate ECLs.



Financial assets are credit-impaired when one or more events that have a detrimental impact on the estimated future cash flows of those financial assets have occurred. For these credit exposures, lifetime ECLs are also recognized and interest revenue is calculated by applying the credit-adjusted effective interest rate to the amortized cost of the financial asset.

The Group applies a simplified approach in calculating ECLs for receivables. Therefore, the Group does not track changes in credit risk, but instead recognizes a loss allowance based on lifetime ECLs at each reporting date. For trade receivables, the Group has established a provision matrix that is based on its historical credit loss experience.

For ICR and contract assets, the Group uses the vintage analysis for ECL by calculating the cumulative loss rates of a given ICR pool. It derives the probability of default from the historical data of a homogenous portfolio that share the same origination period. The information on the number of defaults during fixed time intervals of the accounts is utilized to create the probability model. It allows the evaluation of the loan activity from its origination period until the end of the contract period.

As these are future cash flows, these are discounted back to the time of default (i.e., is defined by the Group as upon cancellation of CTS) using the appropriate effective interest rate, usually being the original EIR or an approximation thereof.

For all debt financial assets other than receivables, ECLs are recognized using the general approach wherein the Group tracks changes in credit risk and recognizes a loss allowance based on either a 12-month or lifetime ECLs at each reporting date.

At each reporting date, the Group assesses whether there has been an SICR for financial assets since initial recognition by comparing the risk of default occurring over the expected life between the reporting date and the date of initial recognition. The Group considers reasonable and supportable information that is relevant and available without undue cost or effort for this purpose. This includes quantitative and qualitative information and forward-looking analysis.

Exposures that have not deteriorated significantly since origination, or where the deterioration remains within the Group's investment grade criteria are considered to have a low credit risk. The provision for credit losses for these financial assets is based on a 12-month ECL. The low credit risk exemption has been applied on debt investments that meet the investment grade criteria of the Group from the time of origination.

The Group considers a financial asset in default when contractual payments are 90 days past due. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Group. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

### Financial liabilities

#### *(i) Initial recognition and measurement*

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

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



*(ii) Subsequent measurement*

For purposes of subsequent measurement, financial liabilities are classified in two categories:

- Financial liabilities at FVPL
- Financial liabilities at amortized cost

*Financial liabilities at amortized cost.* This is the category most relevant to the Group. After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortized cost under the EIR method. Gains and losses are recognized in profit or loss when the liabilities are derecognized as well as through the EIR amortization process.

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 EIR amortization is included as interest in the consolidated statement of comprehensive income.

The Group's financial liabilities measured at amortized cost as of December 31, 2023 and 2022 includes the following (see Notes 13 and 16):

- Short-term debt
- Long-term debt
- Accounts and other payables (excluding statutory payables)

*(iii) Derecognition*

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

Classification of Financial Instruments Between Liability and Equity

Financial instruments are classified as liabilities or equity in accordance with the substance of the contractual arrangement. Interest, dividends, gains and losses relating to a financial instrument or a component that is a financial liability, are reported as expense or income. Distributions to holders of financial instruments classified as equity are charged directly to equity, net of any related income tax benefits.

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

- deliver cash or another financial asset to another entity; or,
- exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavorable to the Company; or,
- 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.

If the Group does not have an unconditional right to avoid delivering cash or another financial asset to settle its contractual obligation, the obligation meets the definition of a financial liability.

Offsetting Financial Instruments

Financial assets and financial liabilities are offset and the net amount is 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, to realise the assets and settle the liabilities simultaneously.

#### Real Estate Inventories

Real estate inventories consists of subdivision land and residential houses and lots for sale and development initially recorded at cost. Subsequent to initial recognition, these are valued at the lower of cost and net realizable value (NRV). Cost includes the acquisition cost of the land plus all costs incurred directly attributable to the construction and development of the properties.

Repossessed real estate inventories are recorded at original cost.

NRV is the estimated selling price in the ordinary course of business, based on market prices at the reporting date, less estimated cost of completion and estimated costs necessary to make the sale.

The costs of inventory recognized in profit or loss on disposal is determined with reference to the specific costs incurred on the property sold and an allocation of any non-specific costs based on the relative size of the property sold.

#### Borrowing Costs

Borrowing costs that are directly attributable to the acquisition or construction of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale while the asset, which includes real estate inventories and construction in progress, is being constructed are capitalized as part of the cost of that asset. All other borrowing costs are expensed in the period in which they occur.

#### Debt Issue Costs.

Debt issue costs are deducted against long-term debt and are amortized over the terms of the related borrowings using the effective interest method.

#### Other inventories

Other inventories pertain to finished agricultural goods, construction materials and agricultural materials and supplies which are measured at the lower of cost and NRV. Provision for inventory losses is established for estimated losses on other inventories which are determined based on specific identification of slow-moving, damaged, and obsolete inventories.

#### *Finished agricultural goods*

Cost of processed inventories comprises all costs of purchase, costs of conversion and other costs incurred in bringing the inventories to their present location and condition. The costs of conversion include raw materials, direct labor and overhead costs. NRV is the estimated selling price in the ordinary course of business, less the estimated costs of completion and selling expenses.

#### *Construction materials and agricultural materials and supplies*

Construction materials and agricultural materials and supplies are valued at the lower of cost or NRV. Cost is determined using the moving average method. NRV is the replacement cost.

#### Deposits for Land Aquisition

This represents deposits made to landowners for the purchase of certain parcels of land which are intended to be held for sale or development in the future. These are recognized at cost. The deposits made are presented under other current and noncurrent assets in the consolidated statement of financial position as these are expected to be used for the Group's real estate development projects and landbanking, respectively.





### Prepayments

Prepayments are initially recorded as assets and measured at the amount paid. Subsequently, these are charged to the consolidated statement of comprehensive income as they are consumed in operations or expire with the passage of time.

### Investments in Associates

The Group's investments in associates are accounted for using the equity method. Under the equity method, the investments in associate is initially recognized at cost. 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 neither amortized and is not tested for impairment separately.

The consolidated statement of comprehensive income reflects the Group's share of the results of operations of the associate. Any change in OCI of those investees is presented as part of the Group's OCI. The aggregate of the Group's share of profit or loss of an associate is shown on the face of the consolidated statement of comprehensive income outside operating profit as 'Equity in net earnings of associates'. If the Group's share of losses of an associate equals or exceeds its interest in the associate, the Group discontinues recognizing its share to the extent of the interest in associate. 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.

### Investment Properties

Investment properties are initially recognized at cost plus directly attributable cost incurred. Subsequent to initial recognition, the building and improvements is carried at cost less accumulated depreciation and amortization and any impairment in value while the land is carried at cost less any impairment in value.

The Group depreciates and amortizes its land improvements using the straight-line method over the 10-30 years estimated useful lives.

Transfers are made to (or from) investment property 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, plant and equipment up to the date of change in use

### Property, Plant and Equipment

Property, plant and equipment, except for land and construction in progress, are stated at cost less accumulated depreciation and any impairment in value. Land is stated at cost, less any impairment in value.

The initial cost of property, plant and equipment comprises its purchase price including legal and brokerage fees, import duties, nonrefundable purchase taxes and any directly attributable costs of bringing the asset to the location and condition necessary for it to be capable of operating in the manner intended by management. Expenditures incurred after the property and equipment have been put into operation, such as maintenance, repairs and costs of day-to-day servicing, are recognized in profit or loss in the period the costs are incurred.

In situations where it can be clearly demonstrated that the expenditures have resulted in an increase in the future economic benefits expected to be obtained from the use of an item of property, plant and equipment beyond its originally assessed standard of performance, the expenditures are capitalized as additional cost of property, plant and equipment.



The carrying values of property, plant and equipment are reviewed for impairment when events or changes in circumstance indicate that the carrying values may not be recoverable.

Depreciation and amortization are computed using the straight-line method over the following estimated useful lives, except for leasehold improvements and right-of-use assets, which are amortized over their estimated lives or term of the lease, whichever is shorter, and bearer plants, which are depreciated using units-of-production (UOP) method.

	Years
Refined bleached deodorized (RBD) and fractionation machineries	21
Building and improvements	5-30
Leasehold improvements	2-5 or lease term, whichever is shorter
Land improvements	5
Machineries and equipment	2-10
Right-of-use assets	17
Other equipment	2-10

If there is an indication that there has been a significant change since the last annual reporting date in the pattern by which the Group expects to consume an asset's future economic benefits, the Group shall review its present depreciation method and, if current expectations differ, change the depreciation method to reflect the new pattern. The Group shall account for the change prospectively as a change in an accounting estimate.

Fully depreciated assets are retained in the accounts until these are no longer in use.

Construction in progress represents property, plant and equipment under construction or development and is stated at cost. This includes cost of construction and other direct costs. Construction in progress is not depreciated until such time the relevant assets are completed and is available for use.

#### *Bearer plants*

Bearer plants pertain to the Group's palm oil trees used in the production or supply of fresh fruit bunches (FFB) as its agricultural produce and are expected to bear produce for more than twelve months and have a remote likelihood of being sold as a plant or harvested as agricultural produce, (except for incidental scrap sales).

Bearer plants are measured at cost less accumulated depreciation and any impairment in value. Bearer plants are presented as part of property, plant and equipment. Costs to grow include purchase cost of various chemicals and fertilizers, land preparation expenses and other direct costs necessary to cultivate such plants before they are brought into the location and condition necessary to be capable of operating in the manner intended by management.

UOP method is used for depreciating the bearer plants. Depreciation is charged according to units of FFB harvested over the estimated units of FFB to be harvested during the life of the bearer plants or remaining contract period, whichever is shorter. The Group estimates its total units of FFB to be harvested based on the average yield over which the bearer plants are expected to be available for use. In addition, the estimate is based on collective assessment of internal technical evaluation and experience. Changes in the estimated total units of FFB to be harvested may impact the depreciation of bearer plants.



### Impairment of Nonfinancial Assets

This accounting policy applies primarily to the Group's investments in associates, investment properties, property plant, and equipment and other assets excluding refundable deposits and deposit in escrow. (see Notes 8, 10, 11 and 12).

The Group assesses at each reporting date whether there is an indication that an asset may be impaired when events or changes in circumstances indicate the carrying values may not be recoverable. If any such indication exists or when annual impairment testing for an asset is required, the Group makes an estimate of the asset's recoverable amount. An asset's estimated recoverable amount is the higher of the asset's or cash generating unit's (CGU) fair value less costs to sell and its value in use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or group of assets.

Where the carrying values exceed the estimated recoverable amount, the assets or CGUs are written down to their estimated 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.

Impairment losses of continuing operations are directly charged or credited to operations in those expense categories consistent with the function of the impaired asset.

### Equity

#### *Capital stock and additional paid-in capital*

Capital stock consists of common shares and preferred shares which are measured at par value for all common and preferred shares issued. When the shares are sold at a premium, the difference between the proceeds and the par value is credited to 'Additional paid-in capital' account. Direct cost incurred related to the equity issuance, such as underwriting, accounting and legal fees, printing costs and taxes are charged to 'Additional paid-in capital' account.

#### *Treasury shares*

Own equity instruments which 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 additional paid-in capital.

The retained earnings is restricted to payments of dividends to the extent of the cost of treasury shares.

### Retained earnings

Retained earnings include all current and prior period results of operations, net of dividends declared and the effects of retrospective application of changes in accounting policies or restatements, if any. Dividends on common and preferred stocks are recognized as a liability and deducted from equity when declared and approved by the BOD or shareholders of the Parent Company. Dividends for the year that are declared and approved after the reporting date, if any, are dealt with as an event after the reporting date and disclosed accordingly.



## Revenue and Cost Recognition

### *Revenue from contracts with customers*

The Group is primarily engaged in real estate development, production and sale of agricultural goods, and water services. Revenue from contracts with customers is recognized when control of the goods and services is transferred to the customer at an amount that reflects the consideration to which the Group expects to be entitled in exchange for those goods or services. The Group considers whether there are other promises in the contract that are separate performance obligations to which a portion of the transaction price needs to be allocated. The Group has generally concluded that it is the principal in its revenue arrangements since it is the primary obligor in these revenue arrangements.

The disclosures of material accounting judgments, estimates and assumptions relating to revenue from contracts with customers are provided in Note 3.

*Real estate sales.* The Group derives its real estate revenue from sale of lots and developed residential house and lots. Revenue from the sale of these real estate projects under pre-completion stage are recognized over time during the construction period (or percentage of completion) since based on the terms and conditions of its contract with the buyers, the Group's performance does not create an asset with an alternative use and the Group has an enforceable right to payment for performance completed to date.

In measuring the progress of its performance obligation over time, the Group uses the output method. The Group recognizes revenue on the basis of direct measurements of the value to customers of the goods or services transferred to date, relative to the remaining goods or services promised under the contract. Progress is measured using physical proportion of work done. This is based on the bi-monthly project accomplishment report prepared by the Group's in-house technical team approved by the construction manager which integrates the surveys of performance to date of the construction activities for both sub-contracted and those that are fulfilled by the Group itself.

Buyer's equity represents a certain percentage of buyer's payments of total selling price that the buyer has paid the Group and it is at this collection level that the Group assesses that it is probable that the economic benefits will flow to the Group because of certainty of collection of the remaining balance of the selling price. This gives the buyer, a stake in the property, the level of which is sufficient enough to mitigate the risks of loss through default which would motivate the buyer to honor its obligations to the Group. Management regularly evaluates the historical cancellations and back-outs if it would still support its current collection threshold before commencing revenue recognition. Any excess of progress of work over the right to an amount of consideration that is unconditional, is recognized under 'Contract assets' in the assets section of the consolidated statement of financial position.

Any excess of collections over the total of recognized ICR and contract assets are recognized under 'Contract liabilities' account in the liabilities section of the consolidated statement of financial position.

Sales cancellation is accounted for as a modification of the contract (from non-cancelable to being cancelable) resulting to the reversal of the previously recognized real estate sales and cost of real estate sales and reinstating the real estate inventories at cost.

*Cost of real estate sales.* The Group recognizes costs relating to satisfied performance obligations as these are incurred taking into consideration the contract fulfillment assets such as connection fees. These include costs of land, land development costs, building costs, professional fees, depreciation, permits and licenses and capitalized borrowing costs. These costs are allocated to the saleable area,



with the portion allocable to the sold area being recognized as costs of sales while the portion allocable to the unsold area being recognized as part of real estate inventories.

Contract costs include all direct materials and labor costs and those indirect costs related to contract performance. Expected losses on contracts are recognized immediately when it is probable that the total contract costs will exceed total contract revenue. Changes in contract performance, contract conditions and estimated profitability, including those arising from contract penalty provisions, and final contract settlements which may result in revisions to estimated costs and gross margins are recognized in the year in which the changes are determined.

In addition, the Group recognizes cost as an asset that gives rise to resources that will be used in satisfying performance obligations in the future and that are expected to be recovered.

*Sale of agricultural goods.* Revenue from sale of agricultural goods is recognized at the point in time when control of the asset is transferred to the customer, generally on delivery of the goods and acceptance by the buyer. The Group considers whether there are other promises in the contract that are separate performance obligations to which a portion of the transaction price needs to be allocated. In determining the transaction price for the sale of goods, the Group considers the effects of variable consideration, noncash consideration, and consideration payable to the customer, if any.

*Variable consideration - rights of return*

Certain contracts provide a customer with a right to return the goods within a specified period. The Group uses the expected value method to estimate the goods that will not be returned because this method best predicts the amount of variable consideration to which the Group will be entitled. The requirements in PFRS 15 on constraining estimates of variable consideration are also applied in order to determine the amount of variable consideration that can be included in the transaction price.

*Cost of agricultural goods sold.* Costs of sales include direct material costs, manufacturing expenses and monetary value of inventory adjustments. This is recognized upon delivery of the goods or when the control of the asset is transferred and when the cost is incurred, or the expense arises.

*Water service, tapping fees, transfer fees and other water charges.* Revenue is recognized over time as the customer receives and consumes the benefit from the performance of the related water services. Water services are billed every month. The Group recognizes revenue in the amount to which the Company has a right to invoice since the Group bills a fixed amount for every cubic meter of water delivered.

*Income from forfeited deposits.* Income from forfeited collections recorded under 'Other income' in the consolidated statement of comprehensive income is recognized when the deposits from potential buyers are deemed nonrefundable due to prescription of the period for entering into a contracted sale. Such income is also recognized, subject to the provisions of Republic Act 6552, *Realty Installment Buyer Act*, upon prescription of the period for the payment of required amortizations from defaulting buyers.

*Rental income.* Rental income arising from operating leases on investment properties is accounted for on a straight-line basis over the respective lease terms.

Contract Balances

*ICR.* An ICR represents the Group's right to an amount of consideration that is unconditional (i.e., only the passage of time is required before payment of the consideration is due).



*Contract assets.* A contract asset is the right to consideration in exchange for goods or services transferred to the customer. If the Group performs by transferring goods or services to a customer before the customer pays consideration or before payment is due, a contract asset is recognized for the earned consideration that is conditional.

For the Group's real estate sales, contract assets are initially recognized for revenue earned from development of real estate projects as receipt of consideration is conditional on successful completion of development. The amounts recognized as contract assets are reclassified to ICR when the monthly amortization of the customer is due for collection. It is recognized under 'Receivables' in the consolidated statement of financial position.

*Costs to obtain contract.* The incremental costs of obtaining a contract with a customer are recognized under 'Other current assets' in the consolidated statement of financial position if the Group expects to recover them. The Group has determined that commissions paid to brokers and marketing agents on the sale of pre-completed real estate units are deferred when recovery is reasonably expected and are charged to expense in the period in which the related revenue is recognized over time using the POC method. Commission expense is included in the 'General, administrative expenses and selling expenses' account in the consolidated statement of comprehensive income.

Costs incurred prior to obtaining a contract with customer are not capitalized but are expensed as incurred.

*Contract liabilities.* A contract liability is the obligation to transfer goods or services to a customer for which the Group has received consideration (or an amount of consideration is due) from the customer. If a customer pays consideration before the Group transfers goods or services to the customer, a contract liability is recognized when the payment is made or the payment is due (whichever is earlier). Contract liabilities are recognized as revenue when the Group performs under the contract.

The contract liabilities also include payments received by the Group from the customers for which revenue recognition has not yet commenced.

#### Costs and Expenses

Costs and 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. Costs and expenses are generally recognized when the services are used, or the expense arises while interest expenses are accrued in the appropriate period.

This consist of general administrative expenses which constitute costs of administering the business and selling expenses which constitute commission on real estate sales and advertising expenses. General administrative and selling expenses (excluding amortization of capitalized costs to obtain contracts) are recognized as incurred.

#### Post-employment Benefits

Pension benefits are provided to employees through a defined benefit plan. The net defined benefit liability or asset is the aggregate of the present value of the defined benefit obligation at the end of the reporting period reduced by the fair value of plan assets, adjusted for any effect of limiting a net defined benefit asset to the asset ceiling. The asset ceiling is the present value of any economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan.



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

The following comprise the defined benefit costs:

- Service cost
- Net interest on the net defined benefit liability or asset
- Remeasurements of net defined benefit liability or asset

Service costs, which include current service costs, past service costs, and gains or losses on non-routine settlements are recognized as expense in consolidated statement of comprehensive income. Past service costs are recognized when plan amendment or curtailment occurs. These amounts are calculated periodically by independent qualified actuaries.

Net interest on the net defined benefit liability or asset is the change during the period in the net defined benefit liability or asset that arises from the passage of time which is determined by applying the discount rate based on government bonds to the net defined benefit liability or asset. Net interest on the net defined benefit liability or asset is recognized as expense or income in the consolidated statement of comprehensive income.

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

Plan assets are assets that are held in trust and managed by a trustee bank. Plan assets are not available to the creditors of the Group, nor can they be paid directly to the Group. The fair value of plan assets is based on market price information. When no market price is available, the fair value of plan assets is estimated by discounting expected future cash flows using a discount rate that reflects both the risk associated with the plan assets and the maturity or expected disposal date of those assets (or, if they have no maturity, the expected period until the settlement of the related obligations).

#### Leases

The Group assesses at contract inception whether a contract is, or contains, a lease. That is, if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

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

*As Lessee.* The Group applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets.

*Short-term leases.* The Group applies the short-term lease recognition exemption to its short-term leases of office spaces and transportation equipment that have a lease term of 12 months or less from the commencement date and do not contain a purchase option. Lease payments on short-term leases are recognized as expense on a straight-line basis over the lease term.



## Taxes

*Current income tax.* Current income tax liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the tax authority. The tax rates and tax laws used to compute the amount are those that have been enacted or substantively enacted as of reporting date.

Current income tax relating to items recognized directly in equity is recognized in equity and not in the consolidated statement of comprehensive income. Management periodically evaluates positions taken in the tax returns with respect to situations in which applicable tax regulations are subject to interpretation and establishes provisions where appropriate.

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

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

- When the deferred tax liability arises from the initial recognition of goodwill or 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; or,
- In respect of taxable temporary differences associated with investments in subsidiaries and associates, when 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 tax assets are recognized for all deductible temporary differences, the carry forward of unused tax credits and any unused tax losses. Deferred tax assets are recognized to the extent that it is probable that taxable profit will be available against which the deductible temporary differences, and the carry forward of unused tax credits and unused tax losses can be utilized, except:

- When the deferred 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; or,
- In respect of deductible temporary differences associated with investments in subsidiaries and associates, deferred tax assets are recognized only to the extent that it is probable that the temporary differences will reverse in the foreseeable future and taxable profit will be available against which the temporary differences can be utilized.

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

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

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





The Group offsets deferred tax assets and deferred tax liabilities if and only if it has a legally enforceable right to set off current tax assets and current tax liabilities and the deferred tax assets and deferred tax liabilities relate to income taxes levied by the same taxation authority on either the same taxable entity or different taxable entities which intend either to settle current tax liabilities and assets on a net basis, or to realize the assets and settle the liabilities simultaneously, in each future period in which significant amounts of deferred tax liabilities or assets are expected to be settled or recovered.

*Creditable withholding taxes (CWT).* CWT pertains to taxes withheld on income payments and may be applied against income tax due. The balance of taxes withheld is recovered in future period. The balance as of end of each reporting period represents the unutilized amount after deducting any income tax payable. Creditable withholding tax is stated at its realizable value.

*Value-added tax (VAT).* Revenues, expenses and assets are recognized net of amount of VAT, if applicable.

When VAT from provision of services (output VAT) exceeds VAT passed on from purchases of goods or services (input VAT), the excess is recognized as output VAT under 'Accounts and other payables' in the consolidated statement of financial position. When VAT passed on from purchases of goods or services (input VAT) exceeds VAT from provision of services (output VAT), the excess is recognized as input taxes under 'Other current assets' in the consolidated statement of financial position up to the extent of the recoverable amount.

The net amount of sales tax recoverable from, or payable to, the taxation authority is included as part of receivables or payables in the consolidated statement of financial position.

#### Foreign Currencies

The Group's consolidated financial statements are presented in Philippine Peso (₱), which is also the Parent Company's functional currency. For each entity, the Group determines the functional currency and items included in the consolidated financial statements of each entity are measured using that functional currency. The Group uses the direct method of consolidation, the gain or loss that is reclassified to profit or loss reflects the amount that arises from using this method.

*Transactions and balances.* Transactions in foreign currencies are initially recorded by the Group's entities 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 at the functional currency spot rates of exchange at the reporting date. Nonmonetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate as at the dates of initial transactions. Nonmonetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

*Group companies.* The functional currency of BCL is the US Dollar. On consolidation, the assets and liabilities of foreign operations are translated into Philippine Peso (₱) at the rate of exchange prevailing at the reporting date and their statements of profit or loss are translated at exchange rates prevailing at the dates of the transactions. The exchange differences arising on translation for consolidation are recognized under 'Cumulative translation adjustment' in OCI. On disposal of a foreign operation, the component of OCI relating to that particular foreign operation is reclassified to profit or loss.

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

Basic EPS is computed by dividing net income attributable to common stockholders of the Parent Company by the weighted average number of common stocks issued and outstanding during the year and adjusted to give retroactive effect to any stock dividends declared during the period.



Diluted EPS is computed by dividing net income attributable to common stockholders of the Parent Company by the weighted average number of common shares issued and outstanding during the year plus the weighted average number of common shares that would be issued on conversion of all the dilutive potential common shares. The calculation of diluted EPS does not assume conversion, exercise or other issue of potential common shares that would have an anti-dilutive effect on earnings per share.

As of December 31, 2023, and 2022, the Group has no potentially dilutive common shares.

#### Segment Reporting

The Group's operating segments are organized and managed separately according to the nature of the products and services provided, with each segment representing a strategic business unit that offers different products and serves different markets. Financial information on operating segments is presented in Note 25 to the consolidated financial statements.

#### 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. When the Group expects some or all of a provision to be reimbursed, for example, 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 the consolidated statement of comprehensive income 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, when 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 a finance cost.

#### Contingencies

Contingent liabilities are not recognized in the consolidated financial statements. These are disclosed unless the possibility of an outflow of resources embodying economic benefits is remote. A contingent asset is not recognized in the consolidated financial statements but disclosed when an inflow of economic benefits is probable.

#### Events After the Reporting Period

Events after the reporting period are those events, favorable and unfavorable, that occur between the end of the reporting period and the date when the consolidated financial statements are authorized for issue. Post year-end events that provide additional information about the Group's financial position at the reporting date (adjusting events) are reflected in the consolidated financial statements. Post year-end events that are not adjusting events are disclosed in the notes to consolidated financial statements when material.

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### **3. Significant Accounting Judgments and Estimates**

The preparation of the consolidated financial statements in compliance with PFRS requires the Group to make judgments and estimates that affect the amounts reported in the consolidated financial statements and accompanying notes. The judgments, estimates and assumptions used in the accompanying consolidated financial statements are based upon management's evaluation of relevant facts and circumstances as of the date of the consolidated financial statements. Future events may occur which will cause the judgments and assumptions used in arriving at the estimates to change.



The effects of any change in judgments and estimates are reflected in the consolidated financial statements as they become reasonably determinable.

Judgments and estimates are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results could differ for such estimates.

#### Judgments

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

#### *Revenue from contracts with customers*

The Group is primarily engaged in real estate sales and development, sale of palm oil and other palm products including, but not limited to refined bleached deodorized oil, palm olein, crude palm oil, palm stearin, palm acid oil, palm fatty acid distillate, and palm kernels, and water services. The Group accounts for all of the goods and services in each contract with customer as a single performance obligation capable of being distinct.

The Group applied the following judgments that significantly affect the determination of the amount and timing of revenue from contracts with customers:

*Real estate revenue recognition.* Revenue recognition under PFRS 15 involves the application of significant judgment and estimation in the: (a) identification of the contract for sale of real estate property that would meet the requirements of PFRS 15; (b) assessment of the probability that the entity will collect the consideration from the buyer; and (c) determination of the actual costs incurred as cost of goods sold.

- **Identifying performance obligations.** The Group has various CTS covering subdivision land and residential houses and lots. The Group concluded that the goods and services transferred in each contract constitute a single performance obligation. In particular, the promised goods and services in contracts for the sale of property under development mainly include design work, procurement of materials and development of the property. Generally, the Group is responsible for all of these goods and services and the overall management of the project. Although these goods and services are capable of being distinct, Group accounts for them as a single performance obligation because they are not distinct in the context contract. The Group uses those goods and services as inputs and provides a significant service of integrating them into a combined output. Included also in this performance obligation is the Group's service to transfer the title of the real estate unit to the buyer.
- *Existence of a contract.* The Group's primary document for a contract with a customer for real estate sales is a signed CTS supported by other signed documentations such as reservation agreement, official receipts, buyers' amortization schedule and invoices and it met all the criteria to qualify as contract with a customer under PFRS 15.

In addition, part of the assessment process of the Group before revenue recognition is to assess the probability that the Group will collect the consideration to which it will be entitled in exchange for the real estate property that will be transferred to the customer. In evaluating whether collectability of an amount of consideration is probable, an entity considers the significance of the customer's initial payments in relation to the total contract price. Collectability is also assessed by considering factors such as past history with the customer, age of receivables, and pricing of the property. Management regularly evaluates the historical sales



cancellations and back-outs after considering the impact of coronavirus pandemic, if it would still support its current threshold of buyers' equity before commencing revenue recognition.

- *Revenue recognition method and measure of progress.* The Group concluded that revenue for real estate sales is to be recognized over time because: (a) the Group's performance does not create an asset with an alternative use and; (b) the Group has an enforceable right for performance completed to date. The promised property is specifically identified in the contract and the contractual restriction on the Group's ability to direct the promised property for another use is substantive. This is because the property promised to the customer is not interchangeable with other properties without breaching the contract and without incurring significant costs that otherwise would not have been incurred in relation to that contract. In addition, under the current legal framework, the customer is contractually obliged to make payments to the developer up to the performance completed to date.

The Group has determined that output method used in measuring the progress of the performance obligation faithfully depicts the Group's performance in transferring control of real estate development to the customers. This method measures progress based on physical proportion of work done on the real estate project which requires technical determination by the Group's specialists (project engineers).

The Group requires a collection threshold of 10% of buyer's payments of total selling price (buyer's equity), to be collected as one of the criteria in order to initiate revenue recognition. Reaching this level of collection is an indication of buyer's continuing commitment and the probability that economic benefits will flow to the Group.

*Revenue recognition - sales of agricultural goods and water services.* Revenue recognition under PFRS 15 involves the application of significant judgment and estimation in the: (a) identification of the contract for sale of goods that would meet the requirements of PFRS 15; (b) assessment of performance obligation and the probability that the entity will collect the consideration from the buyer; (c) determining method to estimate variable consideration and assessing the constraint. (d) recognition of revenue as the Group satisfies the performance obligation.

- *Identifying performance obligations.* The Group accounts for all of the goods or services in each contract with customer as a single performance obligation capable of being distinct.
- *Recognition of revenue as the Group satisfies the performance obligation of sale of agricultural goods and water services.* The Company concluded that the revenue for sale of palm oil and other palm products to be recognized at a point in time when the goods are delivered and water services to be recognized over time as the customer receives and consumes the benefit from the performance of the related water services and it has a present right to payment for the services rendered.

In addition, part of the assessment process of the Group before revenue recognition is to assess the probability that the Group will collect the consideration to which it will be entitled in exchange for the goods sold or services rendered.

- *Method to estimate variable consideration and assess constraint for agricultural goods.* The Group uses historical experience from the past 12 months to determine the expected value of rights to return and constrain the consideration accordingly. The Group updates its assessment of expected returns and refund liability. Estimates of expected returns are sensitive to changes in circumstances and the Group's past experience regarding returns may not be representative of customers' actual returns in the future. As at December 31, 2023 and 2022, no refund liability was recognized in the consolidated statements of financial position.



*Distinction between real estate inventories, investment properties and owner-occupied properties.* The Group determines whether a property will be classified as real estate inventories, investment properties or owner-occupied properties. In making this judgment, the Group considers whether the property will be sold in the normal operating cycle (real estate inventories) and whether the property generates cash flow largely independent of the other assets held by an entity.

Real estate inventories comprise of property that is held for sale in the ordinary course of business. Principally, this is residential property that the Group develops and intends to sell before or on completion of construction. Investment property comprises land and buildings which are not occupied substantially for use by, or in the operations of the Group, nor for sale in the ordinary course of business, but are held primarily to earn rental income and for capital appreciation. Owner-occupied properties classified and presented as property, plant and equipment, generate cash flows that are attributable not only to property but also to the other assets used in the production or supply process.

*Significant influence on Palm Concepcion Power Corporation (PCPC), Peakpower Energy, Inc. (PEI) and East West Rail Transit Corporation (EWRTC).* In determining whether the Group has significant influence over an investee requires significant judgment. Generally, a shareholding of 20% to 50% of the voting rights of an investee is presumed to give the Group a significant influence. The Group considers that it has significant influence over its investees when it has board representation which allows them to participate in the financial and operating policy decisions but is not control or joint control of those policies.

*Evaluation and reassessment of control in MCPI.* The Group refers to the guidance in PFRS 10, *Consolidated Financial Statements*, when determining whether the Group controls an investee. Particularly, the Group controls an investee when it 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 considers the purpose and design of the investee, its relevant activities and how decisions about those activities are made and whether the rights give it the current ability to direct the relevant activities.

The Group controls an investee if and only if it has all the following:

- a. power over the investee;
- b. exposure, or rights, to variable returns from its involvement with the investee; and,
- c. the ability to use its power over the investee to affect the amount of the investor's returns.

Ownership interest in MCPI represent 49%. The Group has assessed that it has control over MCPI considering that the critical decision making position in deciding over the strategic policies and relevant activities of MCPI are occupied by the representatives of the Group.

#### Management's Use of Estimates and Assumptions

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

*Revenue recognition on real estate projects.* The Group's revenue recognition policy require management to make use of estimates and assumptions that may affect the reported amounts of revenues. The Group's revenue from real estate sales are recognized based on the POC which is measured principally on the basis of the estimated completion of a physical proportion of the contract work which requires technical determination by management's specialists (project engineers) and involves significant judgment and estimation.



The Group also includes land in the calculation of POC since the Group availed the relief granted by the SEC under Memorandum Circular Nos. 14-2018 as of 2018 for the implementation issues of PFRS 15 affecting the real estate industry.

For the years ended December 31, 2023, 2022 and 2021, the real estate sales recognized over time amounted to ₱1,454.8 million, ₱1,378.7 million, and ₱628.5 million, respectively (see Note 26).

*Provision for expected credit losses of receivables and contract assets.* The Group uses a provision matrix to calculate ECLs for trade receivables other than ICRs. The provision rates are based on days past due for groupings of various customer segments that have similar loss patterns.

The provision matrix is initially based on the Group's historical observed default rates. The Group will calibrate the matrix to adjust the historical credit loss experience with forward-looking information such as inflation rate. At every reporting date, the historical observed default rates are updated and changes in the forward-looking estimates are analyzed.

The Group uses vintage analysis approach to calculate ECLs for ICRs and contract assets. The vintage analysis accounts for expected losses by calculating the cumulative loss rates of a given loan pool. It derives the probability of default from the historical data of a homogenous portfolio that share the same origination period. The information on the number of defaults during fixed time intervals of the accounts is utilized to create the PD model. It allows the evaluation of the loan activity from its origination period until the end of the contract period.

The Group considers an ICR and contract asset in default when the Group forfeits and repossesses the property from the customer through cancellation. However, in certain cases, the Group may also consider a financial asset to be in default when internal or external information indicates that the Group is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Group.

The PD is applied to the estimate of the loss arising on default which is based on the difference between the contractual cash flows due and those that the Group would expect to receive, including from the repossession of the subject real estate property, net of cash outflows. For purposes of calculating LGD, accounts are segmented based on facility/collateral type and completion. In calculating the recovery rates, the Group considered collections of cash and/or cash from resale of real estate properties after foreclosure, net of direct costs of obtaining and selling the real estate properties after the default event such as commission, association dues, refurbishment, payment required under Republic Act 6552, *Realty Installment Buyer Act*, and cost to complete (for incomplete units). As these are future cash flows, these are discounted back to the reporting date using the appropriate effective interest rate, usually being the original EIR or an approximation thereof.

The resulting recovery rate coming from the above process, resulted to zero LGD, thus resulting to no recognized ECL for ICR and contract assets in 2023, 2022 and 2021.

In 2023, 2022 and 2021, the Group recognized provision for expected credit loss on trade receivables amounting to ₱0.8 million, ₱1.7 million and ₱1.8 million, respectively (see Notes 5 and 18).

*Estimating NRV of real estate inventories.* The Group reviews the NRV of real estate inventories and compares it with the cost. Real estate inventories are written down below cost when the estimated NRV is found to be lower than the cost.

NRV for completed real estate inventories is assessed with reference to market conditions and prices existing at the reporting date and is determined by the Group having taken suitable external advice



and in light of recent market transactions. NRV in respect of inventory under construction is assessed with reference to market prices at the reporting date for similar completed property, less estimated costs to complete construction and less estimated costs to sell.

The carrying values of real estate inventories amounted to ₱3,571.1 million and ₱2,961.4 million as of December 31, 2023 and 2022, respectively (see Note 6).

*Estimating fair values of financial assets and liabilities.* When the fair values of financial assets and liabilities recorded in the consolidated statement of financial position cannot be measured based on quoted prices in active markets, their fair value is 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, a degree of judgment is required in establishing fair values. Judgments include considerations of inputs such as liquidity risk, credit risk and volatility. Changes in assumptions about these factors could affect the reported fair value of financial instruments.

As at December 31, 2023 and 2022, the aggregate fair values of the financial assets amounted to ₱958.5 million and ₱935.3 million, respectively, and of the financial liabilities amounted to ₱3,586.2 million and ₱2,787.7 million, respectively (see Note 23).

*Impairment of property, plant and equipment.* The Group performs annual impairment review of property, plant and equipment. Management is required to make estimates and assumptions to determine the future cash flows to be generated from the continued use and ultimate disposition of the assets in order to determine the value of these assets. While the Group believes that the assumptions used are reasonable and appropriate, these estimates and assumptions can materially affect the consolidated financial statements. In addition, adverse events may cause management to conclude that the affected assets are impaired and may have a material impact on the financial condition and results of operations of the Group.

In 2023 and 2022, the Group has assessed that its bearer plants has indications of impairment due to the palm oil plantation's bearer plants not reaching their optimal fruiting stages. In 2023, 2022 and 2021, the Group recognized impairment loss of ₱26.7 million, ₱20.7 million and ₱15.1 million, respectively, to account for the estimated fruit loss due to some trees not reaching the optimal fruiting stages in accordance with the industry standard yield (see Note 12).

No additional impairment was recognized by the Group for the remaining bearer plants since management estimated that the recoverable amount exceeds the carrying value of the bearer plants excluding the specific impairment as of December 31, 2023 and 2022. The recoverable amount was computed using discounted cash flows approach and considered certain assumptions such as future FFB production, FFB prices, direct costs, and discount rate.

The Group recognized an allowance for impairment loss on property, plant and equipment amounting to ₱130.8 million and ₱104.1 million as of December 31, 2023 and 2022, respectively (see Note 12). As at December 31, 2023 and 2022, the carrying value of the property, plant and equipment amounted to ₱1,472.1 million and ₱1,139.6 million (see Note 12).

*Post-employment defined benefit plan.* The cost of defined benefit pension plan and the present value of the pension obligation are determined using actuarial valuations. The actuarial valuation involves making various assumptions. These include the determination of the discount rates, future salary increases, mortality rates and future pension increases. Due to the complexity of the valuation, the underlying assumptions and its long-term nature, defined benefit obligations are highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date.



As of December 31, 2023 and 2022, the Group's retirement obligation amounted to ₱77.0 million and ₱68.2 million, respectively (see Note 19).

*Estimating realizability of deferred tax assets.* The carrying amount of deferred tax assets is reviewed at each reporting date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part of the deferred tax assets to be utilized. The Group's assessment on the recognition of deferred tax assets on deductible temporary differences is based upon the likely timing and level of future taxable profits determined from the tax planning strategies of the Group. This forecast is based on the Group's past results and future expectations on revenue and expenses.

As at December 31, 2023 and 2022, deferred tax assets amounting to ₱52.8 million and ₱32.2 million, respectively, were not recognized in the consolidated statements of financial position since it is not probable that sufficient taxable income may be available in the future against which the deferred tax assets can be utilized. As at December 31, 2023 and 2022, the carrying values of deferred tax assets amounted to ₱108.0 million and ₱72.6 million, respectively (see Note 20).

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#### 4. Cash

	2023	2022
Cash on hand	<b>₱16,661,055</b>	₱13,867,018
Cash in banks	<b>101,421,428</b>	195,980,138
	<b>₱118,082,483</b>	₱209,847,156

Cash in banks pertain to savings and current accounts that generally earn interest based on prevailing respective bank deposit rates. The Group earned interest from cash in banks amounting to ₱0.1 million and ₱1.0 million in 2023 and 2022, respectively.

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#### 5. Receivables

	2023	2022
ICR	<b>₱299,571,418</b>	₱161,658,616
Trade receivables	<b>22,398,533</b>	16,707,537
Advances to officers and employees	<b>9,489,854</b>	8,224,199
Dividend receivable (Notes 10 and 25)	<b>9,000,000</b>	20,000,000
Other receivables	<b>34,988,910</b>	69,105,684
	<b>375,448,715</b>	275,696,036
Less allowance for credit losses	<b>8,633,841</b>	7,805,537
	<b>₱366,814,874</b>	₱267,890,499

ICR consists of accounts collectible in equal monthly installments with over a period of 2 to 10 years. Certain ICRs bear interest ranging from 14% to 18% in 2023 and 2022, depending on the projects and units. The transfer certificates of title remain in the possession of the Group until full payment has been made by the customers.

Trade receivables include receivables from water service and sale of palm oil and other palm products which are noninterest-bearing and are normally collected within seven (7) to sixty (60) days.





In 2023, the group assigned accounts receivable with recourse as collateral with its short-term loan discounting agreement with a bank. The outstanding balance of the assigned accounts receivable amounted to ₱230.8 million as of December 31, 2023 (see Note 16).

Dividend receivable pertains to the cash dividends declared by the associates, PCPC and PEI, which is due and demandable (see Notes 10 and 25).

Advances to officers and employees pertain to salary and other loans granted to the Group's employees that are collectible through salary deduction. These are noninterest-bearing and are due within one year.

Other receivables mainly pertain to advances made to homeowners' association of one of the projects and nontrade receivables. These receivables are noninterest-bearing and are due within one (1) year.

Movement in the allowance for impairment of trade receivables is as follows:

	2023	2022
Balances at beginning of year	₱7,805,537	₱6,094,110
Provision for expected credit losses (Note 18)	828,304	1,711,427
Balances at end of year	<b>₱8,633,841</b>	₱7,805,537

## 6. Real Estate Inventories

	2023	2022
Land for sale and development - at cost	₱910,893,338	₱807,287,382
Construction and development costs	2,660,212,435	2,154,078,876
	<b>₱3,571,105,773</b>	₱2,961,366,258

The rollforward of this account follows:

	2023	2022
Balance at beginning of the year	₱2,961,366,258	₱2,090,015,454
Construction and development costs incurred	849,357,773	803,472,006
Transfers from deposits for land acquisition (Note 8)	206,911,992	394,235,788
Borrowing costs capitalized (Note 16)	102,046,099	75,270,157
Depreciation expense capitalized (Note 12)	10,537,459	8,454,484
Purchase of land	-	67,640,630
Cost of real estate sales	(559,113,808)	(477,722,261)
	<b>₱3,571,105,773</b>	₱2,961,366,258

The real estate inventories are carried at cost. No inventories are recorded at amounts lower than cost in 2023 and 2022.

Land for sale and development represents real estate subdivision projects in which the Group has been granted License to Sell (LTS) by the Department of Human Settlements and Urban Development. It also includes raw land inventories that are under development and those that are about to undergo development.

Construction and development costs incurred pertain to amounts paid to contractors and development costs in relation to the development of land and construction of housing units, and other costs directly attributable to bringing the real estate inventories to its intended condition.



Borrowing costs capitalized to real estate inventories in 2023 and 2022 amounted to ₱102.0 million and ₱75.3 million, respectively (Note 16). The capitalization rate used to determine the borrowing costs eligible for capitalization in 2023 and 2022 is 8.3% and 6.9%, respectively.

Collateralized properties

Pursuant to the loan agreement, certain real estate inventories were collateralized in favor of the bank to secure the Group's short-term and long-term debts (see Note 16). As at December 31, 2023 and 2022, the carrying values of the collateralized real estate inventories amounted to ₱1.5 billion and ₱0.3 billion, respectively.

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7. **Other Inventories**

	2023	2022
Construction materials	<b>₱109,473,887</b>	₱109,257,514
Finished agricultural goods	<b>6,819,176</b>	89,849,239
Agricultural materials and other supplies	–	1,177,565
At lower of cost and NRV	<b>₱116,293,063</b>	₱200,284,318

Construction materials pertain to supplies used in the construction and development of the real estate projects.

The cost of inventories recognized under cost of agricultural goods sold in the consolidated statements of comprehensive income are as follows:

	2023	2022	2021
Purchase and harvest of FFB	<b>₱22,213,262</b>	₱45,970,076	₱39,474,747
Crude palm oil purchased during the year	–	17,562,630	–
FFB used in production	<b>22,213,262</b>	63,532,706	39,474,747
Direct labor	<b>8,867,022</b>	11,945,998	2,444,025
Manufacturing overhead	<b>8,248,589</b>	13,838,956	6,352,816
Total manufacturing cost	<b>39,328,873</b>	89,317,660	48,271,588
Finished goods at beginning of year	<b>89,849,239</b>	88,261,898	82,007,278
Finished goods at end of year	<b>(6,819,176)</b>	(89,849,239)	(88,261,898)
Total cost of agricultural goods sold	<b>₱122,358,936</b>	₱87,730,319	₱42,016,968

Agricultural materials and other supplies pertain to fertilizers, fuel and oil and other consumables.

The Group recognized inventory loss of ₱50.2 million in 2022 in the consolidated statement of comprehensive income to account for the identified obsolete and damaged inventories recognized under "Provision for inventory losses" (nil in 2023 and 2021, see Note 18).



## 8. Other Assets

	2023	2022
Current:		
Deposits for land acquisition	<b>₱420,109,448</b>	₱256,818,694
Creditable withholding taxes	<b>138,100,616</b>	122,676,007
Prepaid expenses	<b>90,160,709</b>	69,650,459
Advances to suppliers	<b>12,712,251</b>	3,229,024
Costs to obtain contracts (Note 26)	<b>12,077,001</b>	2,383,406
Input VAT	<b>10,999,438</b>	9,005,833
Deposit in escrow	<b>7,424,332</b>	-
Refundable deposits	<b>843,263</b>	827,263
Miscellaneous	<b>601,444</b>	956,254
	<b>₱693,028,502</b>	₱465,546,940
Noncurrent:		
Deposits for land acquisition - net of current portion	<b>₱343,907,831</b>	₱347,339,831
Advances to third parties	<b>323,282,361</b>	215,311,840
Input VAT - net of current portion	<b>92,413,249</b>	63,134,788
Refundable deposits - net of current portion	<b>52,060,401</b>	48,874,728
Goodwill	<b>43,007</b>	43,007
	<b>₱811,706,849</b>	₱674,704,194

Deposits for land acquisition pertain to installment payments made by the Group to the sellers of lands based on the sales contracts. The lands are intended to be held for sale, for development in the future and for land banking. The Group made additional deposits for its land acquisition amounting to ₱370.2 million and ₱501.1 million as of December 31, 2023 and 2022, respectively. The Group made transfers of land from deposits to real estate inventory amounting to ₱206.9 million and ₱394.2 million in 2023 and 2022 respectively (see Note 6). The Group also made transfers of land from deposits for land acquisition to investment properties upon transfer of control of the land to the Group amounting to ₱3.4 million and ₱8.8 million in 2023 and 2022, respectively (see Note 11).

Creditable withholding taxes pertain to carry over of unapplied income tax credits and are recoverable and can be applied against the income tax payable in future periods.

Prepaid expenses consist mainly of prepaid supplies, employee benefits, rent, insurance and taxes and licenses, which are applicable in the future period.

Input VAT pertains to the 12% indirect taxes passed on to the Company by its supplier and contractors in the course of its business on its acquisition of goods and services under Philippine taxation laws and regulations. Input tax is applied against output VAT.

In 2022, input VAT and refundable deposits written-off amounting to ₱6.7 million were recognized under "Impairment loss" in the consolidated statements of comprehensive income (nil in 2023 and 2021, see Note 18).

Advances to third parties pertain to payments made by the Group to its suppliers for materials to be used for the construction of its irradiation facility and for potential joint venture partners for acceptable business projects. The advances to potential joint venture partners are to be applied to the cost of the business project.



Costs to obtain contracts pertain to commissions paid to brokers and marketing agents on the sale of pre-completed real estate units. These capitalized costs are amortized as marketing expense under “General, administrative and selling expenses” in the consolidated statements of comprehensive income over the expected construction period using the POC following the pattern of real estate revenue recognition (see Note 26).

Deposit in escrow pertains to the established escrow account of the Parent Company which is held restrictedly in compliance with the Memorandum Circular No. 2020-06 issued by Department of Human Settlements and Urban Development (DHSUD) to undertake socialized housing projects and for the issuance of License to Sell for the ongoing Coral Real Estate Project Phase 3 under incentivized scheme.

## 9. Investments in Equity Instruments

### *Quoted and unquoted equity securities*

The Group’s EIFVOCI include unquoted golf club shares and unlisted shares of stock. The fair values of the golf club shares are determined based on average selling price of price per share of similar or identical assets traded in an active market (Level 2 input). The Group’s unlisted shares of stock are measured at cost. Financial assets are measured at cost when insufficient more recent information is available to measure its fair value, or if a wide range of possible fair value measurements and cost represents the best estimate of fair value within the range under Level 3 of the fair value hierarchy. The changes in the fair value of these unquoted equity instruments are recognized under “Net change in fair value of EIFVOCI” in other comprehensive income.

As of December 31, 2023 and 2022, the carrying value of unquoted golf club shares amounted to ₱362.4 million and ₱288.3 million, respectively; and unlisted shares of stock amounted to nil and ₱12.7 million for 2023 and 2022, respectively.

The rollforward analysis of investments in EIFVOCI in 2023 and 2022 follows:

	2023	2022
<b>Cost:</b>		
At January 1 and December 31	<b>₱434,070,793</b>	₱434,070,793
<b>Cumulative unrealized loss:</b>		
At January 1	<b>(133,040,358)</b>	(194,659,340)
Fair value adjustment	<b>61,356,522</b>	61,618,982
At December 31	<b>(71,683,836)</b>	(133,040,358)
<b>Carrying values</b>	<b>₱362,386,957</b>	₱301,030,435

The Group’s dividend income from EIFVOCI amounted to ₱5,354, ₱10,618 and ₱7,442 in 2023, 2022, and 2021, respectively (see Note 22).

Changes in fair value of the unquoted investments at FVOCI resulted to a gain of ₱61.4 million, ₱61.6 million, and ₱63.8 million in 2023, 2022, and 2021, respectively. This is the “Net change in fair value of EIFVOCI” in the statement of comprehensive income”.



## 10. Investments in Associates

	2023	2022
PCPC	₱1,292,639,163	₱1,266,109,455
PEI	475,816,596	419,080,852
EWRTC	53,301,220	53,415,370
	<b>₱1,821,756,979</b>	<b>₱1,738,605,677</b>
	2023	2022
Acquisition cost, beginning and end of year	₱1,105,595,917	₱1,105,595,917
Accumulated share in net earnings:		
Balances at beginning of year	633,149,300	446,751,340
Equity in net earnings	339,947,514	316,397,960
Dividends	(255,714,240)	(130,000,000)
Balances at end of year	717,382,574	633,149,300
Accumulated share in OCI:		
Balances at beginning of year	(139,540)	(347,343)
Equity in other comprehensive loss	(1,081,972)	207,803
Balances at end of year	(1,221,512)	(139,540)
	<b>₱1,821,756,979</b>	<b>₱1,738,605,677</b>

In 2023 2022 and 2021, PEI declared cash dividend to the Group amounting to ₱65.7 million, ₱80.0 million and ₱72.4 million respectively, while PCPC declared cash dividend to the Group amounting to ₱190.0 million, ₱50.0 million and ₱80.0 million in 2023, 2022 and 2021, respectively.

Dividends received from associates amounted to ₱266.7 million, ₱190.0 million and ₱160.4 million for the years ended December 31, 2023, 2022 and 2021, respectively.

The Group's share in net income (loss) of its associates are shown below:

	2023	2022	2021
PCPC	₱217,611,680	₱185,596,441	₱146,957,116
PEI	122,449,983	130,898,993	126,697,063
EWRTC	(114,149)	(97,474)	(155,842)
	<b>₱339,947,514</b>	<b>₱316,397,960</b>	<b>₱273,498,337</b>

### *Investment in PCPC*

The Group has 20% investment in PCPC. PCPC was registered with the SEC on December 18, 2007 primarily to acquire, design, develop, construct, invest in and operate power generating plants. The Group accounts its investment in PCPC as investment in associate as it exercises significant influence over PCPC. The following table sets out the summarized financial information of PCPC as of December 31, 2023 and 2022:

	2023	2022
<b>Assets</b>		
Current assets	₱2,930,650,671	₱3,779,595,880
Noncurrent assets	7,391,354,352	8,204,610,014
<b>Less liabilities</b>		
Current liabilities	1,728,806,246	2,351,887,255
Noncurrent liabilities	2,410,475,338	3,583,282,754
<b>Equity</b>	<b>₱6,182,723,439</b>	<b>₱6,049,035,885</b>
Group's carrying amount of the investment	<b>₱1,292,639,163</b>	<b>₱1,266,109,455</b>



As of December 31, 2023 and 2022, the Group's share in PCPC's net assets amounted to ₱1,236.5 million and ₱1,209.8 million, respectively. As of December 31, 2023 and 2022, the excess of the carrying value over the Group's share in PCPC's net assets is attributable to the notional goodwill.

	2023	2022	2021
Revenue	<b>₱7,970,643,496</b>	₱9,531,241,773	₱5,190,714,173
Costs and expenses	<b>6,882,585,095</b>	8,603,259,570	4,455,928,593
Net income	<b>1,088,058,401</b>	927,982,203	734,785,580
Other comprehensive income (loss)	<b>(5,409,860)</b>	1,039,017	1,920,909
Total comprehensive income	<b>₱1,082,648,541</b>	₱929,021,220	₱736,706,489
Group's equity in net earnings	<b>₱217,611,680</b>	₱185,596,441	₱146,957,116

#### *Investment in PEI*

The Group has 20% investment in PEI. PEI was incorporated and registered with the SEC on February 19, 2013 primarily to purchase, acquire, own and hold shares of stock, equity, and property of energy companies. Through its subsidiaries, PEI's focus is to develop, construct, and operate diesel power plants in Mindanao to address the ongoing power shortages in the region.

The following table sets out the summarized financial information of PEI as of December 31, 2023 and 2022:

	2023	2022
<b>Assets</b>		
Current assets	<b>₱483,719,546</b>	₱508,221,440
Noncurrent assets	<b>2,091,488,478</b>	2,160,678,487
<b>Less liabilities</b>		
Current liabilities	<b>117,269,429</b>	511,946,078
Noncurrent liabilities	<b>133,564,099</b>	116,252,017
<b>Equity</b>	<b>₱2,324,374,496</b>	₱2,040,701,832
Group's carrying amount of the investment	<b>₱475,816,596</b>	₱419,080,852

As of December 31, 2023 and 2022, the Group's share in PEI's net assets amounted to ₱464.9 million and ₱408.1 million, respectively. As of December 31, 2023 and 2022, the excess of the carrying value over the Group's share in PEI's net assets is attributable to the notional goodwill.

	2023	2022	2021
Revenue	<b>₱989,597,574</b>	₱1,057,097,713	₱962,703,434
Costs and expenses	<b>377,347,660</b>	402,602,749	329,218,117
Net income	<b>₱612,249,914</b>	₱654,494,964	₱633,485,317
Group's equity in net earnings	<b>₱122,449,983</b>	₱130,898,993	₱126,697,063

#### *Investment in EWRTC*

The Group has 33.33% investment in EWRTC. The Consortium composed of EWRTC and Alloy MTD Group (represented by MTD Philippines Inc.) has submitted an unsolicited proposal to the Philippine National Railways (PNR) to build and then operate and maintain the East-West Rail Project. The East-West Rail Project is an integrated light rail mass transportation system and is intended to help alleviate the gap in the transportation infrastructure in the metropolis. This project is in line with the objective of the government to increase the ratio of rail transport systems to the



rocketing ridership demand in Metro Manila and other major urban cities. The Project will involve the development, design, construction, supply, completion, testing, commissioning, and operation & maintenance of the East-West Rail Project.

On October 2022, the Revised 2022 Implementing Rules and Regulations (IRR) of the Build-Operate-Transfer (BOT) Law took into effect. Amendments to key provisions addressing concerns over the financial viability and bankability of public-private partnership (PPP) projects as well as clarification to ambiguous provisions may have caused the delays in the PPP process. The Consortium is in continuous coordination with PNR as the implementing agency and preparing a resubmission of project related documents for approval of the PPP project to be in line with new BOT IRR provisions. As of December 31, 2023, the Consortium has been granted the Original Proponent Status (OPS) by the PNR and is endorsed to the National Economic and Development Authority (NEDA) for evaluation and approval by the Investment Coordination Committee (ICC).

The following table sets out the summarized financial information of EWRTC as of December 31, 2023 and 2022:

	2023	2022
<b>Assets</b>		
Current assets	<b>₱51,628,625</b>	₱42,926,856
Noncurrent assets	<b>6,990,310</b>	12,777,322
<b>Less liabilities</b>		
Current liabilities	<b>516,508,266</b>	507,365,786
<b>Capital deficiency</b>	<b>(₱457,889,331)</b>	<b>(₱451,661,608)</b>
<b>Group's carrying amount of the investment</b>	<b>₱53,301,220</b>	<b>₱53,415,370</b>

As of December 31, 2023 and 2022, the Group's share in EWRTC's capital deficiency amounted to ₱152.6 million and ₱150.6 million, respectively. As of December 31, 2023 and 2022, the excess of the carrying value over the Group's share in EWRTC's net assets is attributable to the notional goodwill and translation adjustment.

	2023	2022	2021
Revenue	<b>₱-</b>	<b>₱-</b>	<b>₱-</b>
Costs and expenses	<b>342,482</b>	292,451	467,574
Net loss	<b>₱342,482</b>	<b>₱292,451</b>	<b>₱467,574</b>

## 11. Investment Properties

The Group's investment properties as at December 31 are classified as follows:

	2023	2022
Land held for capital appreciation	<b>₱313,422,532</b>	₱309,990,532
Land and building held for lease	<b>142,518,785</b>	145,430,122
	<b>₱455,941,317</b>	<b>₱455,420,654</b>

The aggregate fair values of investment properties as of December 31, 2023 and 2022 amounted to ₱762.2 million and ₱758.8 million, respectively.



The value of the land was arrived at using the Market Data Approach. In this approach, the value of the land is based on sales and listings of comparable property registered in the vicinity. The technique of this approach requires the establishment of comparable property by reducing reasonable comparative sales and listings to a common denominator. This is done by adjusting the differences between the subject property and those actual sales and listings regarded as comparable. The properties used as basis of comparison are situated within the immediate vicinity of the subject property. This valuation approach are categorized as Level 3 in the fair value hierarchy as at December 31, 2023 and 2022. The significant unobservable input to the valuation is the price per square meter.

For land, significant increases or decreases in estimated price per square meter in isolation would result in a significantly higher or lower fair value on a linear basis.

The fair value of the building was arrived using the Cost Approach. This is a comparative approach that considers as a substitute for the purchase of a given property, the possibility of constructing another property that is an equivalent to the original or one that could furnish equal utility with no undue cost resulting from delay. This valuation approach is categorized as Level 3 in the fair value hierarchy as at December 31, 2023 and 2022. The significant unobservable input to the valuation is the price per square meter.

For buildings, significant increases or decreases in the replacement and reproduction costs, in isolation, would result in a significantly higher or lower fair value of the properties.

The details of land held for capital appreciation are as follows:

	2023	2022
Cost:		
Balances at beginning of year	₱309,990,532	₱301,162,532
Reclassification from deposits for purchased land (Note 8)	3,432,000	8,828,000
<b>Net carrying value</b>	<b>₱313,422,532</b>	<b>₱309,990,532</b>

Land and building held for lease for 2023 and 2022 are as follows:

	2023			
	Land	Building	Land Improvements	Total
<b>Cost:</b>				
Balances at beginning and end of year	₱63,908,760	₱7,142,747	₱87,340,124	₱158,391,631
<b>Accumulated depreciation:</b>				
Balances at beginning of year	-	7,142,747	5,818,762	12,961,509
Depreciation (Note 18)	-	-	2,911,337	2,911,337
<b>Balances at end of year</b>	<b>-</b>	<b>7,142,747</b>	<b>8,730,099</b>	<b>15,872,846</b>
	<b>₱63,908,760</b>	<b>₱-</b>	<b>₱78,610,025</b>	<b>₱142,518,785</b>





2022				
	Land	Building	Land Improvements	Total
Cost:				
Balances at beginning of year	₱63,908,760	₱7,142,747	₱87,238,988	₱158,290,495
Transfers from real estate inventories (Note 6)	-	-	101,136	101,136
Balances at end of year	63,908,760	7,142,747	87,340,124	158,391,631
Accumulated depreciation:				
Balances at beginning of year	-	7,142,747	2,907,966	10,050,713
Depreciation (Note 18)	-	-	2,910,796	2,910,796
Balances at end of year	-	7,142,747	5,818,762	12,961,509
	₱63,908,760	₱-	₱81,521,362	₱145,430,122

Rental income generated from land held under lease included under “Other income” in the consolidated statements of comprehensive income amounted to ₱3.2 million in 2023 and 2022 and ₱0.1 million in 2021 (see Note 22). Direct operating expense related to land held for lease included under “General, administrative and selling expenses” in the consolidated statements of comprehensive income amounted to ₱2.9 million in 2023, 2022 and 2021.



**12. Property, Plant and Equipment**

2023	Land	Leasehold Improvements	Bearer Plants	RBD and Fractionation Machineries	Building and Improvements	Machineries and Equipment	Other Equipment	Construction in Progress	Right of Use Assets	Total
<b>Cost</b>										
At January 1	₱12,967,297	₱65,501,304	₱366,513,856	₱253,060,820	₱56,993,298	₱305,413,645	₱287,879,709	₱364,780,373	₱30,535,735	₱1,743,646,037
Additions	59,195,551	-	636,748	-	24,042,871	22,497,984	42,654,294	290,104,700	-	439,132,148
Reclassifications	-	4,072,951	-	-	3,050,057	-	2,299,117	(9,422,125)	-	-
Disposals	-	-	-	-	-	-	(765,318)	-	-	(765,318)
At December 31	72,162,848	69,574,255	367,150,604	253,060,820	84,086,226	327,911,629	332,067,802	645,462,948	30,535,735	2,182,012,867
<b>Accumulated depreciation</b>										
At January 1	-	29,596,836	11,989,939	44,935,552	49,538,300	195,368,061	165,846,967	-	2,671,314	499,946,969
Depreciation	-	6,737,325	-	16,711,401	1,116,435	25,738,404	28,504,235	-	1,101,965	79,909,765
Disposals	-	-	-	-	-	-	(765,318)	-	-	(765,318)
At December 31	-	36,334,161	11,989,939	61,646,953	50,654,735	221,106,465	193,585,884	-	3,773,279	579,091,416
<b>Allowance for impairment</b>										
At January 1	-	-	85,440,060	-	-	-	-	18,649,242	-	104,089,302
Addition	-	-	26,733,469	-	-	-	-	-	-	26,733,469
At December 31	-	-	112,173,529	-	-	-	-	18,649,242	-	130,822,771
<b>Net Book Value</b>	<b>₱72,162,848</b>	<b>₱33,240,094</b>	<b>₱242,987,136</b>	<b>₱191,413,867</b>	<b>₱33,431,491</b>	<b>₱106,805,164</b>	<b>₱138,481,918</b>	<b>₱626,813,706</b>	<b>₱26,762,456</b>	<b>₱1,472,098,680</b>
<b>2022</b>										
<b>Cost</b>										
At January 1	₱12,967,297	₱65,501,304	₱365,877,108	₱253,060,820	₱56,581,732	₱275,799,358	₱233,829,033	₱164,110,122	₱30,535,735	₱1,458,262,509
Additions	-	-	636,748	-	411,566	29,614,287	54,425,693	200,670,251	-	285,758,545
Disposals	-	-	-	-	-	-	(375,017)	-	-	(375,017)
At December 31	12,967,297	65,501,304	366,513,856	253,060,820	56,993,298	305,413,645	287,879,709	364,780,373	30,535,735	1,743,646,037
<b>Accumulated depreciation</b>										
At January 1	-	23,065,853	11,784,606	34,803,721	48,699,373	188,631,477	148,781,973	-	2,535,977	458,302,980
Depreciation	-	6,530,983	205,333	10,131,831	838,927	6,736,584	17,440,011	-	135,337	42,019,006
Disposals	-	-	-	-	-	-	(375,017)	-	-	(375,017)
At December 31	-	29,596,836	11,989,939	44,935,552	49,538,300	195,368,061	165,846,967	-	2,671,314	499,946,969
<b>Allowance for impairment</b>										
At January 1	-	-	64,729,932	-	-	-	-	14,095,856	-	78,825,788
Addition	-	-	20,710,128	-	-	-	-	4,553,386	-	25,263,514
At December 31	-	-	85,440,060	-	-	-	-	18,649,242	-	104,089,302
<b>Net Book Value</b>	<b>₱12,967,297</b>	<b>₱35,904,468</b>	<b>₱269,083,857</b>	<b>₱208,125,268</b>	<b>₱7,454,998</b>	<b>₱110,045,584</b>	<b>₱122,032,742</b>	<b>₱346,131,131</b>	<b>₱27,864,421</b>	<b>₱1,139,609,766</b>



There are no contractual commitments to purchase property and equipment.

The depreciation from property, plant and equipment in 2023 and 2022 are recognized as:

	<b>2023</b>	2022
General, administrative and selling expense (Note 18)	<b>₱68,735,558</b>	₱30,879,360
Capitalized as part of:		
Real estate inventories (Note 6)	<b>10,537,459</b>	8,454,484
Bearer plants	<b>636,748</b>	636,748
Other inventories (Note 7)	-	2,048,414
	<b>₱79,909,765</b>	₱42,019,006

In 2023 and 2022, the Group has assessed that its bearer plants have indications of impairment due to the palm oil plantation's bearer plants not reaching their optimal fruiting stages. In 2023, 2022, and 2021, the Group recognized impairment loss amounting to ₱26.7 million, ₱20.7 million, and ₱15.1 million respectively, to account for the estimated fruit loss due to some trees not reaching the optimal fruiting stages in accordance with the industry standard yield.

Other than the impairment loss due to the bearer plants inability to reach optimal fruiting stages, no additional impairment was recognized by the Group for the remaining bearer plants since management estimated that the recoverable amount exceeds the carrying value of the bearer plants excluding the specific impairment as of December 31, 2023 and 2022. The recoverable amount was computed using discounted cash flows approach.

The calculation of value in use of the bearer plants are most sensitive to the following assumptions:

- Revenue - Projected revenue is derived by multiplying the forecasted selling price of FFB per metric ton (MT) to total projected FFB production considering management's best estimates on the future FFB prices and FFB production level considering factors such as the annual growth rate based on average values achieved in the three years preceding the beginning of the budget period, palm oil yields adjusted to the Philippine climate and setting, historical experiences and other economic and agricultural factors.

Projected FFB yield per hectare (ha.) used was 10.05 MT per ha. and 7.9 MT per ha. in 2023 and 2022, respectively. Forecasted FFB selling price per MT used was ₱6,300.0 per MT and ₱6,637.6 per MT with annual growth rate of 3.0% in 2023 and 2022, respectively.

- Direct costs and price inflation - Projected costs are based on the Group's historical experience of the plantation costs incurred (fertilizers, labor and other plantation supplies) per hectare adjusted for inflation based on projected increase in prices with reference to the Philippine market. Forecast figures are used if data is publicly available, otherwise past actual material price movements are used as an indicator of future price movement. Management has considered the possibility of greater-than-forecast increases in price inflation. This may occur if anticipated regulatory changes result in an increase in demand that cannot be met by suppliers.

Projected direct costs related to the plantation in terms of revenue is 42.60% and 38.49% in 2023 and 2022, respectively.

- Discount rate - Discount rate represents the current market assessment of the risks specific to the CGU, taking into consideration the time value of money and risk of the underlying assets that



have not been incorporated in the cash flow estimates. The discount rate calculation is based on the specific circumstances of the Group and is derived from its weighted average cost of capital (WACC). The WACC takes into account both debt and equity. The cost of equity is derived from the expected return on investment. The cost of debt is based on the interest-bearing borrowings the Group is obliged to service. Segment-specific risk is incorporated by applying individual beta factors. The beta factors are evaluated annually based on publicly available market data. Adjustments to the discount rate are made to factor in the specific amount and timing of the future tax flows in order to reflect a pre-tax discount rate.

After-tax discount rate used is 9.35% and 9.67% - 11.14% in 2023 and 2022, respectively.

Management have reflected future economic uncertainty in the risk-adjusted cash flows, giving a more accurate representation of the risks specific to the CGU.

In 2023, the Group purchased property and equipment comprising of land, building and machineries related to palm oil milling operations amounting to ₱100.0 million. The outstanding payable in relation to the purchase amounted to ₱34.5 million presented as “Accounts and other payables” in the consolidated statements of financial position.

Borrowing costs capitalized as construction in progress in relation to the Tanay E-Beam & Cold Storage Facility Project amounted to ₱16.0 million and ₱0.1 million in 2023 and 2022, respectively (see Note 16).

The Group’s property, plant and equipment are not used as collateral to its short-term and long-term debts.

### 13. Accounts and Other Payables

	2023	2022
Trade payables	₱ 747,826,307	₱768,765,412
Statutory payables	234,896,985	168,258,043
Retention payable	72,003,266	43,881,497
Accruals:		
Services	49,851,464	47,731,657
Payroll	26,691,451	26,584,351
Professional fee	9,873,659	9,356,568
Interest (Notes 16 and 25)	8,102,638	6,514,943
Others	11,024,897	12,968,779
	<b>₱ 1,160,270,667</b>	<b>₱1,084,061,250</b>

Trade payables are noninterest-bearing and are generally on a 30 to 60-day credit terms.

Statutory payables pertains to the output tax on the sale of real estate units, dues for remittance to Social Security System, Philippine Health Insurance Corporation, Home Development Mutual Fund, and Bureau of Internal Revenue. These are noninterest-bearing and are normally settled within one year.

Retention payable are noninterest-bearing and pertains to the amount withheld by the Group on contractor’s billings to be settled upon completion of the relevant contracts within the year. The retention serves as a holdout amount withheld from the contractor to cover for back charges that may arise from quality issues in affected projects.



Others pertain to rentals, administrative expenses and other recurring expenses incurred by the Group.

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#### 14. Contract Assets and Liabilities

Contract assets represent the right to consideration that was already delivered by the Group in excess of the amount recognized as ICR. This is reclassified as ICR when the monthly amortization of the customer is already due for collection. The movement in contract asset is mainly due to new real estate sales contract recognized during the period and increase in POC, less reclassification to ICR.

The Group requires buyers of real estate units to pay a minimum percentage of the total contract price as reservation fee before the parties enter into a sale transaction. Payments from buyers which have not yet reached the buyer's equity to qualify for revenue recognition and excess of collections over the recognized receivables and contract assets based on POC are presented as "Contract liabilities" in the consolidated statements of financial position.

When the Group's current collection threshold is reached by the buyer, revenue is recognized, and these deposits and down payments are recorded as either ICR or contract asset depending on the right to demand collection. The excess of collections over the recognized revenue is applied against the receivables or contract assets in the succeeding years. The movement in contract liabilities is mainly due to the reservation sales and advance payments of buyers less real estate sales recognized upon reaching the collection threshold and from increase in POC.

The Group's contract assets and liabilities as at December 31, 2023 and 2022 are as follows:

	2023	2022
Current portion of contract assets	<b>₱494,203,019</b>	₱684,156,555
Noncurrent portion of contract assets	<b>1,375,188,278</b>	784,993,918
Contract assets	<b>₱1,869,391,297</b>	₱1,469,150,473
Contract liabilities	<b>₱319,515,433</b>	₱219,826,473

The amount of revenue recognized in 2023 and 2022 from amounts included in contract liabilities at the beginning of the year amounted to ₱132.4 million and ₱153.3 million, respectively.

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#### 15. Related Party Transactions

Related party relationship exists when one party has the ability to control, directly, or indirectly through one or more intermediaries, the other party or exercise significant influence over the other party making financial and operating decisions. Such relationship also exists between and/or among entities, which are under common control or common significant influence which include affiliates. In considering each possible related party relationship, attention is directed to the substance of relationship and not merely the legal form. Related parties may be individuals or corporate entities.

Material related party transactions refer to any related party transactions, either individually, or in aggregate, amounting to 10% or higher of the Group's total consolidated assets based on its latest audited financial statements.

The Group, in the normal course of business has significant transactions with related parties, which principally consist of the following:



- Loan by the Group from shareholder (see Note 16).

*Shareholder Loan - A*

As of December 31, 2023 and 2022, the Group has outstanding loan from shareholder, which is classified under “Long term debt” in the consolidated statements of financial position amounting to ₱124.3 million and ₱184.1 million, respectively, to be paid in equal monthly amortization until December 31, 2025. The loan bears a fixed annual interest rate of 6.0%.

- Noninterest-bearing cash advances to the Group’s associates, PEI and EWRTC.

The consolidated statements of financial position include the following amounts resulting from the above transactions with related parties:

2023				
Category	Amount	Receivable (Payable)	Terms	Conditions
<b>Shareholders</b>				
<i>Long-term debt (see Note 16):</i>				
<i>Shareholder Loan - A</i>				
Current	₱-	(₱63,473,072)	5-year, 6.0%	Unsecured;
Noncurrent	-	(60,861,940)	interest-bearing	no collateral
		<b>(₱124,335,012)</b>		
<b>Associates</b>				
<i>Receivable from related parties:</i>				
EWRTC	₱-	₱50,894,936	On demand; non- interest bearing	Unsecured; no impairment
		<b>₱50,894,936</b>		
2022				
Category	Amount	Receivable (Payable)	Terms	Conditions
<i>Long-term debt (see Note 16):</i>				
<i>Shareholder Loan - A</i>				
Current	₱-	(₱59,785,625)	5-year, 6.0%	Unsecured;
Noncurrent	-	(124,306,039)	interest-bearing	no collateral
		<b>(₱184,091,664)</b>		
<b>Associates</b>				
<i>Receivable from related parties:</i>				
PEI	₱-	₱56,885,761	On demand; non- interest bearing	Unsecured;
EWRTC	-	49,926,086	interest bearing	no impairment
		<b>₱106,811,847</b>		

**Terms and Conditions of Transactions with Related Parties**

The outstanding accounts with related parties, except for the advances to key management personnel, shall be settled in cash. There have been no guarantees provided or received for any related party receivables or payables. These accounts are generally unsecured. Impairment assessment is undertaken each financial year through a review of the financial position of the related party and the market in which the related party operates. The Group has approval process and established limits when entering into material related party transactions.



The compensation of the key management personnel, included as part of salaries, wages and employee benefits under “General and administrative expenses” in the consolidated statements of comprehensive income follows:

	2023	2022	2021
Short-term employee benefits	<b>₱28,352,364</b>	₱33,073,565	₱31,379,838
Other employee benefits	<b>8,554,263</b>	3,657,175	–
	<b>₱36,906,627</b>	₱36,730,740	₱31,379,838

Key management personnel of the Group include all directors and senior management.

## 16. Loans Payable

Loans payable represents various secured and unsecured loans obtained from local financial institutions and shareholder to finance the Group’s real estate development projects, working capital requirements and for general corporate purposes.

The Group entered into loan agreements with the following banks: Union Bank of the Philippines (UBP), Development Bank of the Philippines (DBP), Landbank of the Philippines (LBP), China Bank Corporation (CBC), and Philippine Bank of Communication (PBCOM). The Parent Company also entered into loan agreements from a financial services company, Caterpillar Financial Services Phils. Inc. (CFSPI), and from a shareholder.

### *Short-term debt*

Short-term debt represents peso loans obtained from local banks and shareholder for working capital and financing requirements. These loans, except loan from shareholder, bear annual interest rates ranging from 5.5% to 9.8% and 5.5% to 8.3% in 2023 and 2022, respectively, subject to semi-annual and quarterly repricing and are due at various dates within the following year from the reporting date. Loan from shareholder is on demand and noninterest-bearing.

	2023	2022
DBP	<b>₱201,154,000</b>	₱189,159,000
LBP	<b>199,600,000</b>	29,660,208
UBP	<b>150,000,000</b>	90,000,000
CBC	<b>150,000,000</b>	150,000,000
PBCOM	<b>44,660,000</b>	13,200,000
	<b>₱745,414,000</b>	₱472,019,208

Interest expense arising from these loans amounts to ₱49.5 million, ₱25.0 million and ₱26.4 million in 2023, 2022 and 2021, respectively.

In 2023, the Group assigned accounts receivable with recourse as collateral with its short-term loan discounting agreement with a bank. The outstanding balance of the assigned accounts receivable amounted to ₱230.8 million as of December 31, 2023 (see Note 5).



*Long-term debt*

The long-term debt represents various loans obtained from local financial institutions and shareholder to finance the Group's real estate projects and for general corporate purposes.

	2023	2022
UBP	<b>₱691,761,016</b>	₱749,181,355
LBP	<b>435,283,200</b>	22,783,200
CBC	<b>422,636,307</b>	76,069,100
DBP	<b>213,794,000</b>	246,294,000
Shareholder Loan - A (Note 15)	<b>124,335,012</b>	184,091,664
CFSPI	-	1,580,235
	<b>1,887,809,535</b>	1,279,999,554
Less unamortized debt issue cost	<b>8,233,639</b>	3,122,766
	<b>1,879,575,896</b>	1,276,876,788
Less current portion	<b>480,838,826</b>	317,602,384
	<b>₱1,398,737,070</b>	₱959,274,404

Loans from UBP

Loans from UBP are comprised of loans subject to fixed interest rates which are payable in monthly installments and secured by real estate mortgage. Fixed-rate loans have annual interest rates ranging from 6.5% to 9.8% payable for 5 years.

On October 28, 2022, the Parent Company entered into a loan agreement with UBP for a term loan that grants a maximum aggregate principal of ₱330.0 million available for drawing within 1 year from the date of approval. Interest rate is fixed at BVAL plus 2% spread and floor rate of 8%, whichever is higher, payable monthly. The Group has availed ₱300.0 million in 2022. On June 23, 2023, the remaining ₱30.0 million of the term loan was availed carrying a nominal interest rate of 8.0% and effective interest of 8.3%, payable in monthly installments for 5 years.

On October 3, 2023, the Parent Company entered into a loan agreement with UBP for a term loan that grants a maximum aggregate principal of ₱120.0 million available for drawing within 1 year from the date of approval. Interest rate is fixed at BVAL plus 2% spread and floor rate of 8.3%, whichever is higher, payable monthly. On October 31, 2023, the maximum aggregate principal of ₱120.0 million was availed with this agreement carrying a nominal interest rate of 8.1% and effective interest rate of 8.5%, payable in monthly installments for 5 years.

Loans from LBP

These loans are payable in quarterly installments for 5 years secured by real estate mortgage which are subject to fixed interest rate of 7.0% to 8.0%.

On November 29, 2022, the Parent Company entered into a loan agreement with LBP for a term loan that grants a maximum aggregate principal of ₱500.0 million available for drawing within 1 year from the date of signing of loan documents. On March 27, 2023, the maximum aggregate principal of ₱500.0 million was availed with this agreement carrying a nominal interest rate of 8.0% and effective interest of 8.3%, payable in quarterly installments for 5 years.

Loans from CBC

These loans are payable in monthly installments for 2 to 5 years pertaining to secured car loans subject to fixed annual interest rates ranging from 6.0% to 10.6%.

On September 30, 2022, ISI was granted a 10-year ₱400.0 million credit facility by CBC of various drawdown depending on the percentage of completion of its E-Beam and Cold Storage Facility project, with interest rate of 8.0% payable quarterly. In 2023 and 2022, the Group has availed





₱333.1 million and ₱50.0 million, respectively, carrying a nominal interest rate of 8.0% and effective interest of 8.3%. Principal is payable in quarterly amortizations starting after the grace period of 13 quarters of the first drawdown on December 19, 2022 and will mature on December 19, 2032.

In addition, the Group has availed ₱30.4 million and ₱10.7 million in 2023 and 2022, respectively, as various car loans from CBC carrying a nominal interest rate of 9.5% to 10.6%, payable in monthly installments for 2 to 5 years.

Loan from DBP

This loan is payable in quarterly installments for 6 years secured by real estate mortgage which is subject to a fixed annual interest rate of 6.0%.

Shareholder Loan - A

This loan is payable in monthly installments for 5 years, unsecured and subject to a fixed annual interest rate of 6.0% (see Note 15). As of December 31, 2023 and 2022, total payments made to shareholder amounted to ₱59.8 million and ₱56.3 million.

Loan from CFSPI

This loan is payable in monthly installments for 3 years, unsecured, and subject to a fixed annual interest rate of 11.0%. As of December 31, 2023, this loan has been fully settled.

Borrowing Cost

Total interest expense arising from long-term loans and from those due to related parties amounted to ₱133.3 million, ₱74.4 million and ₱62.0 million in 2023, 2022 and 2021, respectively.

Total borrowing costs for short-term and long-term debt recognized in 2023, 2022 and 2021 amounted to ₱102.0 million, ₱75.3 million and ₱61.7 million, respectively, are capitalized as part of real estate inventories (see Note 6), while ₱16.0 million, ₱0.1 million and nil, respectively, are capitalized as construction in progress under property, plant and equipment (see Note 12).

The capitalization rate used to determine the borrowing costs eligible for capitalization is 8.3%, 6.9% and 6.6% for 2023, 2022 and 2021, respectively.

The movement of the unamortized debt issue cost follows:

	<b>2023</b>	2022
At January 1	<b>₱3,122,766</b>	₱-
Additions	<b>7,372,997</b>	3,555,000
Amortization	<b>(2,262,124)</b>	(432,234)
At December 31	<b>₱8,233,639</b>	₱3,122,766



### Repayment schedule

The repayment schedule of the long-term debt follows:

Year	2023	2022
2023	₱—	₱318,604,203
2024	483,256,690	346,068,626
2025-2030	1,404,552,845	615,326,725
	<b>₱1,887,809,535</b>	<b>₱1,279,999,554</b>

### Security and Debt Covenants

Real estate inventories with carrying amounts of ₱1.5 billion and ₱0.3 billion as of December 31, 2023 and 2022, respectively, are collateralized for its loans payable for UBP, LBP, DBP and CBC (see Note 6).

As of December 31, 2023, accounts receivable with carrying amounts of ₱230.8 million are assigned to short-term loans for LBP (see Note 5).

The Group is not subject to any financial covenants from its short-term and long-term debts.

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## 17. Equity

### Common Stock

As of December 31, 2023 and 2022, the Group's common stock consists of:

	Authorized Capital Stock	Number of Outstanding Shares
Subscribed and issued common shares, ₱1 par value	3,250,000,000	2,477,668,925
Less treasury shares		105,301,014
		<b>2,372,367,911</b>

### Preferred Stock

On April 12, 2021, the BOD approved the amendment of the Articles of Incorporation (AOI) of the Parent Company to reclassify and divide the authorized capital stock into: (i) 3,250.0 million common shares with a par value of ₱1.00 per share; and (ii) 50.0 million preferred shares with a par value of ₱1.00 per share. The amendment of AOI was approved by the shareholders representing at least 2/3 of the outstanding capital stock during the Annual Stockholders' Meeting on June 24, 2021.

On May 25, 2021, the BOD authorized the shelf registration of 50 million preferred shares, and the offer and sale of up to 15.0 million preferred shares at an offer price of ₱100.00 per share.

On October 5, 2021, the SEC approved the Parent Company's proposal to create preferred shares by reclassifying its authorized capital stock from the current 3,300.0 million common shares to 3,250.0 million common shares and 50.0 million preferred shares.

On November 10, 2021, the Parent Company secured the approval from PSE for the shelf-listing of up to 50.0 million preferred shares and the follow-on public offer of up to 15.0 million preferred shares.

On November 12, 2021, the Parent Company secured the approval from SEC for the offer and sale of 15.0 million cumulative, non-voting, non-participating, non-convertible, redeemable "Series A"



preferred shares at the option of the Parent Company. The “Series A” preference shares are entitled to fixed rate cash dividends at 7% per annum, payable quarterly in arrears on March 1, May 29, August 29 and November 29 each year. The offering allowed the Parent Company to raise ₱1,326.5 million as new capital.

The details of the Parent Company’s preferred stock as at December 31, 2023 and 2022 follow:

Authorized shares	50,000,000
Par value per share	₱1.00
Issued shares	13,264,900
Outstanding shares	13,264,900
Value of shares issued	₱13,264,900

### Record of Registration of Securities with the SEC

#### *Common Stock*

The Securities and Exchange Commission (SEC) issued the following orders related to the Group's registration of its securities which are offered to the public: SEC-BED Order No. 1179 issued on December 17, 1993 of 200.0 million shares at an issue price of ₱4.50 per share; SEC-BED Order No. 847 issued on August 15, 1994 of 230.0 million shares; and, SEC-CFD Order No. 64 issued on March 12, 1996 of 530.0 million shares.

There were 2,086 and 2,088 common stockholders as of December 31, 2023 and 2022, in the records of the transfer agent, Professional Stock Transfer, Inc. (PSTI).

The share price closed at ₱0.65 and ₱0.73 on December 29, 2023 and 2022, respectively.

#### *Preferred Stock*

The SEC issued the following orders related to the Group’s registration and issuance of its "Series A" preferred shares securities which are offered to the public: (1) SEC MSRD Order No. 76 s. 2021 (“Order of Registration”) for the shelf registration of up to 50.0 million cumulative, non-voting, non-participating, non-convertible, and redeemable perpetual preferred shares; and (2) Permit to Offer Securities for Sale (“Permit to Sell”) covering the Initial Offer Shares dated November 12, 2021. The “Series A” preference shares are entitled to fixed rate cash dividends at 7% per annum, payable quarterly in arrears on March 1, May 29, August 29, and November 29 each year.

On November 29, 2021, there were 13,264,900 “Series A” preferred shares that were issued and listed in the PSE with “BRNP” as its ticker symbol.

As of December 31, 2023 and 2022, there were three (3) registered “Series A” preferred stockholders in the records of the transfer agent, PSTI.

The share price closed at ₱96.15 and ₱100.00 on December 28, 2023 and 2022, respectively.

### Additional Paid-In Capital (APIC)

APIC pertains to the excess proceeds over the par value of the issued shares. APIC for common shares amounted to ₱638.0 million as of December 31, 2023 and 2022.

In 2021, the Group has recognized APIC for preferred shares for the excess proceeds of subscriptions over the par value amounting to ₱1,313.2 million in relation to the issuance of preferred shares by the Parent Company. Incremental costs directly attributable to the issue of new shares such as underwriter fees, legal fees, and other professional fees are presented in equity as a deduction from APIC amounting to ₱20.0 million, net of income tax benefit.



As of December 31, 2023 and 2022, APIC on preferred shares amounted to ₱1,293.2 million.

Treasury Shares

In 2016, the Group has acquired all of the unissued fractional common shares arising from the stock dividend declaration in 2013, constituting an aggregate of 1,014 shares. These 1,014 shares were reflected as subscribed and issued shares and recognized as treasury shares at cost equal to par value of ₱1.00.

On August 17, 2020, the BOD of the Parent Company has approved the implementation of a share buyback program of up to ₱50.0 million worth of the Parent Company's common shares. On May 25, 2021, the initial approved budget of the program has been extended from ₱50.0 million to ₱100.0 million as recommended and approved by the BOD.

As of December 31, 2023 and 2022, the Parent Company has bought back from the market a total of 105,301,014 common shares or ₱94.9 million. These treasury shares are recorded at cost and are not entitled for dividends.

The movement in the Parent Company's treasury shares follows:

	2023		2022	
	Common Shares	Amount	Common Shares	Amount
At January 1	<b>105,301,014</b>	<b>₱94,932,275</b>	78,756,014	₱70,618,247
Additions	–	–	26,545,000	24,314,028
At December 31	<b>105,301,014</b>	<b>₱94,932,275</b>	105,301,014	₱94,932,275

Retained Earnings

Retained earnings amounting to ₱2,834.6 million and ₱2,381.0 million as of December 31, 2023 and 2022, respectively, include the accumulated equity in undistributed net earnings of consolidated subsidiaries. These amounts are not available for dividend declaration until these are declared by the subsidiaries.

Declaration of Dividends

On February 2, 2022, the BOD declared a cash dividend for its preferred share amounting to ₱1.75 per share out of the Group's unrestricted retained earnings as of December 31, 2021 or a total of ₱23.2 million to all preferred stockholders of record as of February 16, 2022, paid in arrears on March 1, 2022.

On April 29, 2022, the BOD declared a cash dividend for its preferred share amounting to ₱1.75 per share out of the Group's unrestricted retained earnings as of December 31, 2021 to all preferred stockholders of record as of May 17, 2022 payable on May 30, 2022, all preferred stockholders of record August 3, 2022 payable on August 30, 2022 and all preferred stockholders of record as of November 3, 2022 payable on November 29, 2022. As of December 31, 2022, the Group has declared and paid dividends amounting to ₱92.9 million.

On February 3, 2023, the BOD declared a cash dividend for its preferred share amounting to ₱1.75 per share out of the Group's unrestricted retained earnings as of December 31, 2022 to all preferred stockholders of record as of February 17, 2023, payable on March 1, 2023, all preferred stockholders of record as of May 3, 2023, payable on May 29, 2023, all preferred stockholders of record as of August 1, 2023, payable on August 29, 2023 and all preferred stockholders of record as



of November 3, 2023, payable on November 29, 2023. As of December 31, 2023, the Group has declared and paid dividends amounting to ₱92.9 million.

#### Capital Management

The primary objective of the Group's capital management is to ensure that it maintains strong and healthy consolidated statements of financial position to support its current business operations and drive its expansion and growth in the future.

The Group undertakes to establish the appropriate capital structure for each business line, to allow it sufficient financial flexibility, while providing it sufficient cushion to absorb cyclical industry risks.

The Group considers debt as a stable source of funding. The Group attempts to continually lengthen the maturity profile of its debt portfolio and makes it a goal to spread out its debt maturities by not having a significant percentage of its total debt maturing in a single year.

The Group manages its capital structure and makes adjustments to it, in the light of changes in economic conditions. It monitors capital using leverage ratios on both a gross debt and net debt basis. To maintain or adjust the capital structure, the Group may issue new shares, obtain loan from local banks or obtain additional funding from shareholders as additional paid-up capital or debt.

The Group is not subject to externally imposed capital requirements. No changes were made in the objectives, policies or processes for managing capital in 2023 and 2022.

The table below pertains to the account balances the Group considers as its core economic capital:

	2023	2022
Short-term debt	<b>₱745,414,000</b>	₱472,019,208
Long-term debt	<b>1,879,575,896</b>	1,276,876,788
Common stock	<b>2,477,668,925</b>	2,477,668,925
Preferred stock	<b>13,264,900</b>	13,264,900
Additional paid-in capital	<b>1,931,178,758</b>	1,931,178,758
Treasury shares	<b>(94,932,275)</b>	(94,932,275)
Retained earnings	<b>2,834,608,536</b>	2,380,947,983
	<b>₱9,786,778,740</b>	₱8,457,024,287

#### Earnings Per Share

Basic and diluted earnings per share amounts attributable to common equity holders of the Parent Company are as follows:

	2023	2022	2021
Net income attributable to the common shareholders of the Parent Company	<b>₱546,514,853</b>	₱639,005,498	₱397,579,781
Less: Cumulative preferred dividends, net of tax	<b>83,568,870</b>	83,574,540	7,737,858
Net income attributable to the common shareholders of the Parent	<b>462,945,983</b>	555,430,958	389,841,923
Weighted average number of outstanding common shares*	<b>2,372,367,911</b>	2,377,280,455	2,418,299,636
Basic and diluted earnings per share	<b>₱0.20</b>	₱0.23	₱0.16

\*Weighted average common shares considering the effect of treasury shares



Earnings per share are calculated using the consolidated net income attributable to the common shareholders of the Parent Company divided by the weighted average number of outstanding common shares.

For the years ended December 31, 2023 and 2022, there were no issued and outstanding share options that could potentially dilute the Group's earnings per share.

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## 18. General, Administrative and Selling Expenses

	2023	2022	2021
Personnel cost	₱131,444,467	₱101,055,056	₱67,941,544
Marketing (Note 26)	70,975,998	76,838,008	51,041,808
Depreciation (Notes 11 and 12)	71,646,895	33,790,156	33,185,103
Transportation and travel	44,131,525	43,233,406	19,726,274
Taxes and licenses	43,590,207	20,235,932	24,442,769
Impairment loss (Notes 8 and 12)	26,755,369	32,068,874	16,889,227
Utilities and supplies	26,808,571	16,214,613	6,628,994
Outside services	20,731,060	26,127,585	14,825,061
Professional fees	18,410,290	13,556,796	11,437,891
Repairs and maintenance	15,867,354	9,541,551	4,144,863
Retirement benefits expense (Note 19)	11,408,597	10,630,252	7,773,386
Rental (Note 21)	8,166,192	7,636,596	8,283,589
Insurance	3,989,566	2,190,367	844,381
Directors' fee	1,121,000	958,600	818,000
Provision for expected credit loss (Note 5)	828,304	1,711,427	1,833,250
Provision for inventory losses (Note 7)	-	50,241,232	-
Others	45,593,978	26,251,767	14,721,786
	<b>₱541,469,373</b>	<b>₱472,282,218</b>	<b>₱284,537,926</b>

Marketing expenses significantly include amortization of the costs to obtain contracts on real estate sales and advertising expenses incurred by the Group.

Others includes notarization, bank charges, subscription fees and expenses arising from business and research development and software maintenance.

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## 19. Retirement Benefit Obligation

The Group has a funded non-contributory retirement plan covering all regular and full-time employees effective July 1, 2002 (anniversary date was amended to take effect every January 1, retroactive 2003). Benefits are dependent on the years of service and the respective employee's compensation.

The defined benefit obligation is determined using the Projected Unit Credit method. There was no plan of termination, curtailment or settlement for the years ended December 31, 2023 and 2022.



Responsibilities of Trustee

The retirement fund is being administered and managed through a Multi-Employer Retirement Plan (the “Plan”) by a trustee bank. The Retirement Plan Trustee, as appointed by the Group in the Trust Agreement executed between the Group and the duly appointed Retirement Plan Trustee, is responsible for the general administration of the Plan and the management of the retirement fund.

The Retirement Plan Trustee may seek the advice of counsel and appoint an investment manager or managers to manage the retirement fund, an independent accountant to audit the fund, and an actuary to value the retirement fund.

The following tables summarize the components of retirement benefit costs recognized in the consolidated statements of comprehensive income and the amounts recognized in the consolidated statements of financial position.

The components of retirement benefit expense recognized as retirement benefits under “General, administrative and selling expenses” in the consolidated statements of comprehensive income are as follows (see Note 18):

	2023	2022	2021
Current service cost	<b>₱6,236,494</b>	₱7,893,633	₱5,327,848
Interest expense on defined benefit obligation	<b>5,470,422</b>	2,845,181	2,570,218
Interest income on plan assets	<b>(298,319)</b>	(108,562)	(124,680)
<b>Total retirement benefit expense</b>	<b>₱11,408,597</b>	₱10,630,252	₱7,773,386

The components of remeasurements loss (gain) on defined benefit plan recognized in OCI are as follows:

	2023	2022	2021
Remeasurement loss (gain) on plan assets	<b>₱149,647</b>	(₱873,184)	₱6,116
Remeasurement loss (gain) on defined benefit obligation	–	(6,849,675)	248,976
Income tax effect	<b>(37,411)</b>	1,930,714	1,701,640
<b>Remeasurement loss (gain) at end of year</b>	<b>₱112,236</b>	(₱5,792,145)	₱1,956,732

Remeasurement loss on defined benefit obligation recognized in the consolidated statements of financial position are as follows:

	2023	2022
At January 1	<b>₱21,458,396</b>	₱27,250,541
Remeasurement loss (gain) on fair value of plan assets	<b>149,647</b>	(873,184)
Remeasurement gain on defined benefit obligation	–	(6,849,675)
Income tax effect	<b>(37,411)</b>	1,930,714
<b>At December 31</b>	<b>₱21,570,632</b>	₱21,458,396



The breakdown of the retirement benefit obligation recognized in the consolidated statements of financial position follow:

	2023	2022
Present value of defined benefit obligation	<b>₱83,152,761</b>	₱72,316,882
Fair value of plan assets	<b>(6,170,381)</b>	(4,161,311)
Retirement benefit obligation	<b>₱76,982,380</b>	₱68,155,571

Changes in the present value of the defined benefit obligation follow:

	2023	2022
Balance at beginning of year	<b>₱72,316,882</b>	₱72,109,434
Current service cost	<b>6,236,494</b>	7,893,633
Interest cost	<b>5,470,422</b>	2,845,181
Benefits paid from retirement fund	<b>(871,037)</b>	(3,657,175)
Benefits paid from company operating fund	-	(24,516)
Remeasurement gain	-	(6,849,675)
Balance at end of year	<b>₱83,152,761</b>	₱72,316,882

Changes in the fair value of plan assets follow:

	2023	2022
Balance at beginning of year	<b>₱4,161,311</b>	₱2,911,000
Contributions to the retirement fund	<b>2,731,435</b>	3,925,740
Benefits paid from retirement fund	<b>(871,037)</b>	(3,657,175)
Interest income	<b>298,319</b>	108,562
Remeasurement gain (loss)	<b>(149,647)</b>	873,184
Balance at end of year	<b>₱6,170,381</b>	₱4,161,311

The fair values of plan assets by each class as of December 31 are as follows:

	2023	2022
Equity investments	<b>₱4,171,598</b>	₱2,950,507
Deposits in banks	<b>2,599</b>	2,254
Debt instruments	<b>1,979,673</b>	1,197,427
Others	<b>16,511</b>	11,123
Balance at end of year	<b>₱6,170,381</b>	₱4,161,311

For determination of the retirement benefit obligation as of December 31, 2023 and 2022, the following actuarial assumptions were used:

Discount rates used	7.17%
Expected rate of salary increases	5.00%

Assumptions regarding future mortality and disability are based on the 2001 CSO table-Generational and The Disability Study, Period 2, Benefit 5, respectively.

The sensitivity analysis below has been determined based on reasonable possible changes of each significant assumption on the defined benefit obligation as of December 31, 2023 and 2022, assuming all other assumptions were held constant.





	Increase	Effect
Discount rate	+1.00%	(₱3,859,849)
	-1.00%	4,364,061
Salary increase rate	+1.00%	4,721,387
	-1.00%	(4,240,785)

The average duration of the defined benefit obligation is 7.92 to 12.29 years in December 31, 2023 and 2022.

Shown below is the maturity analysis of the undiscounted benefit payments as at December 31, 2023 and 2022.

Less than 1 year	₱35,549,670
1 to less than 5 years	26,678,255
5 to less than 10 years	40,538,432
10 to less than 15 years	52,053,617
15 to less than 20 years	42,821,108
20 years and above	80,832,476

## 20. Income Taxes

Provision for current income tax pertains to regular corporate income tax (RCIT) and minimum corporate income tax (MCIT) as follows:

	2023	2022	2021
RCIT	<b>₱1,092,402</b>	₱279,580	(₱2,463,465)
MCIT	<b>5,158,153</b>	5,052,298	54,874
	<b>₱6,250,555</b>	₱5,331,878	(₱2,408,591)

The reconciliation of provision for income tax computed at the statutory tax rate to provision for income tax reported in the consolidated statements of comprehensive income follows:

	2023	2022	2021
Provision for income tax computed at 25%	<b>₱174,953,680</b>	₱197,122,396	₱105,206,999
Adjustments for:			
Equity in net earnings of associates	<b>(84,986,879)</b>	(79,099,490)	(68,374,584)
Nondeductible expenses	<b>42,816,889</b>	21,127,109	11,168,733
Change in unrecognized deferred tax assets	<b>20,586,222</b>	14,046,067	8,199,620
Interest income already subjected to final tax	<b>(31,833)</b>	(243,839)	(88,492)
CREATE impact	—	—	(32,834,710)
	<b>₱153,338,079</b>	₱152,952,243	₱23,277,566



The components of net deferred tax liabilities as of December 31, 2023 and 2022 follow:

	2023	2022
In profit and loss:		
Deferred tax liabilities on:		
Excess of real estate sales based on POC over real estate sales based on tax rules	(P558,695,556)	(P380,324,441)
Unamortized debt issue cost	(2,049,785)	(780,692)
Prepaid commission	(3,019,250)	(595,851)
Unrealized foreign exchange gain	-	(158,934)
	<b>(563,764,591)</b>	<b>(381,859,918)</b>
Deferred tax assets on:		
Fair value adjustment arising from business combination	13,301,338	13,301,338
NOLCO	56,662,648	13,062,224
Retirement benefit liability	12,210,115	10,202,221
MCIT	10,963,577	6,087,308
Allowance for impairment on receivables	698,549	698,549
Unrealized foreign exchange loss	60,551	-
	<b>93,896,778</b>	<b>43,351,640</b>
In equity:		
Deferred tax assets (liability) on:		
Preferred share issue costs recognized in APIC	6,671,734	6,671,734
Remeasurement loss on retirement benefit plan	7,084,877	7,047,465
Cumulative translation adjustment	339,963	(256,164)
	<b>14,096,574</b>	<b>13,463,035</b>
Deferred tax liabilities - net	<b>(P455,771,239)</b>	<b>(P325,045,243)</b>

*Unrecognized deferred tax assets*

The Group has NOLCO and MCIT that are available for offset against future taxable income or tax payable for which deferred tax assets have not been recognized amounting to P52.8 million and P32.2 million as of December 31, 2023 and 2022, respectively. These come from the following subsidiaries: ABERDI, BAC, PTCHC, ABBWCI, NRC, SHDI, MCPI, VEC and ISI.

In 2023, the Group has derecognized the deferred tax assets of ABERDI amounting to P15.0 million as this has no probable future economic benefit. As of December 31, 2023 and 2022, the carrying amount of deferred tax assets as presented under noncurrent assets in the consolidated statements of financial position amounted to nil and P15.0 million, respectively.

The details of unrecognized deferred tax assets as at December 31, 2023 and 2022 are as follows:

	2023		2022	
	Temporary Difference	Tax Effect	Temporary Difference	Tax Effect
NOLCO	P208,099,593	P52,024,898	P125,377,766	P31,334,442
Excess MCIT	783,045	783,045	887,279	887,279
	<b>P208,882,638</b>	<b>P52,807,943</b>	<b>P126,265,045</b>	<b>P32,221,721</b>



NOLCO.

The details of NOLCO are as follow:

Year Incurred	Expiry Date	At December 31, 2022	Addition	Expired	At December 31, 2023
2020	December 31, 2025	₱41,586,606	₱-	₱-	₱41,586,606
2021	December 31, 2026	117,351,600	-	-	117,351,600
2022	December 31, 2025	45,461,857	-	-	45,461,857
2023	December 31, 2026	-	257,123,523	-	257,123,523
		₱204,400,063	₱257,123,523	₱-	₱461,523,586

MCIT.

The details of excess MCIT are as follow:

Year Incurred	Expiry Date	At December 31, 2022	Addition	Expired	At December 31, 2023
2020	December 31, 2023	₱386,117	₱-	(₱386,117)	₱-
2021	December 31, 2024	1,536,172	-	-	1,536,172
2022	December 31, 2025	5,052,298	-	-	5,052,298
2023	December 31, 2026	-	5,158,153	-	5,158,153
		₱6,974,587	₱5,158,153	(₱386,117)	₱11,746,623

Bayanihan to Recover as One Act (Bayanihan 2)

On September 30, 2020, the BIR issued Revenue Regulations No. 25-2020 implementing Section 4 of Bayanihan 2 which states that the NOLCO incurred for taxable years 2020 and 2021 can be carried over as a deduction from gross income for the next five (5) consecutive taxable years immediately following the year of such loss.

Corporate Recovery and Tax Incentives for Enterprises (CREATE) Act

On June 20, 2023, the Bureau of Internal Revenue issued Revenue Memorandum Circular (RMC) No. 69-2023 reverting the Minimum Corporate Income Tax (MCIT) rate to 2% of gross income effective July 1, 2023 pursuant to Republic Act (RA) No. 11534, otherwise known as the “Corporate Recovery and Tax Incentives for Enterprises (CREATE)” Act. MCIT rate was previously reduced from 2% to 1% effective July 1, 2020 to June 30, 2023 upon the effectivity of CREATE Act in 2021.

Consequently, the ABCI and ABERDI recognized MCIT using the effective rate of 1.5% in 2023 in accordance with RMC 69-2023.

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## 21. Lease Agreements

*Group as a Lessor*

The Group leased its various properties under operating leases. The term of the lease agreements is for 8 months to one year and is renewable upon mutual agreement of both parties. The agreements provide that the lessees shall pay for all major and minor repairs, business taxes, and charges for water, light, telephone and other utilities expense. There is no escalation clause and the leases are classified as operating leases.

Rental income from third parties under these operating leases amounted to ₱14.9 million, ₱3.2 million and ₱0.1 million in 2023, 2022 and 2021, respectively (see Note 22).



*Group as a Lessee*

In 2023 and 2022, the Group entered into lease agreements with related and non-related parties for its office spaces in Cagayan de Oro City, Impasug-ong and Metro Manila which have lease terms of 8 to 12 months or less and are renewable upon the agreement of both parties. The Group applies the ‘short-term lease’ recognition exemption for these leases.

There are no other significant restrictions imposed by lease agreements such as those concerning dividends, additional debt and further leasing.

In 2023, 2022 and 2021, rent expense amounted to ₱8.2 million, ₱7.6 million, and ₱8.3 million, respectively (see Note 18).

The Group paid advance rentals for the rights to use parcels of land in Impasugong, Kalabugao, Salawaga Tingalan, Opol, Misamis Oriental and Tignapoloan, Cagayan de Oro City and to develop them as palm oil commercial plantations under the Group’s development contracts (DC) with KASAMAKA and KMBT identified as contracts containing leases scoped in under PFRS 16. There are no future lease payments related to these lease contracts. The lease agreement will expire on 2036.

In 2023 and 2022, the movements in the Group's right-of-use asset follows (see Note 12):

	2023	2022
<b>Cost</b>		
Balance at beginning and end of year	<b>₱30,535,735</b>	₱30,535,735
<b>Accumulated depreciation</b>		
At January 1	<b>2,671,314</b>	2,535,977
Depreciation	<b>1,101,965</b>	135,337
At December 31	<b>3,773,279</b>	2,671,314
<b>Net book value</b>	<b>₱26,762,456</b>	₱27,864,421

**22. Other Income**

	2023	2022	2021
Income from forfeited deposits	<b>₱20,026,646</b>	₱18,401,162	₱12,117,875
Rental income (Note 11)	<b>14,944,353</b>	3,245,353	105,000
Tapping fees, transfer fees and other water charges	<b>6,347,261</b>	4,095,755	4,862,628
Interest income (Notes 4 and 5)	<b>486,154</b>	2,331,406	2,183,947
Dividend income (Note 9)	<b>5,354</b>	10,618	7,442
Gain on sale of property and equipment (Note 12)	-	99,685	288,867
	<b>₱41,809,768</b>	₱28,183,979	₱19,565,759

Income from forfeited deposits pertains to collections from potential buyers deemed nonrefundable due to prescription of the period for entering into a contracted sale and/or payment from defaulting buyers upon prescription of the period for payment of the required amortizations subject to the provisions of Republic Act 6552, *Realty Installment Buyer Act*.



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### 23. Financial Risk Management Objectives and Policies

The Group is exposed to a variety of financial risks, which resulted from its operating, investing and financing activities in relation to its financial instruments which include financial assets comprising cash, receivables (excluding advances to officers and employees), receivables from related parties, EIFVOCI and deposit in escrow and refundable deposits included under “Other assets”. This also includes financial liabilities comprising accounts and other payables (excluding statutory payables), short-term and long-term debts. The main types of risks are market risk (mainly interest rate and equity price risks), credit risk and liquidity risk which arise in the normal course of the Group’s business activities.

The objective of financial risk management is to contain, where appropriate, exposures in these financial risks to limit any negative impact on the Group’s results and financial position. The Group actively measures, monitors and manages its financial risk exposures by various functions pursuant to the segregation of duties principle. The management takes charge of the Group’s overall risk management strategies and for approval of risk strategies and policies under the direction of the Group’s BOD.

The Group’s overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Group’s financial performance.

There were no changes in the Group’s financial risk management objectives and policies in 2023 and 2022.

The main risks arising from the use of financial instruments are credit risk, liquidity risk, interest rate risk and equity price risk. The Group’s BOD reviews and agrees with policies for managing each of these risks. These are summarized below:

#### *Credit Risk*

Credit risk is the risk that a counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss.

The Group trades only with recognized, creditworthy third parties. The Group’s receivables are monitored on an ongoing basis to manage exposure to bad debts and to ensure timely execution of necessary intervention efforts. The Group’s debt financial assets are not subject to collateral and other credit enhancement except for ICRs. Real estate buyers are subject to standard credit check procedures, which are calibrated based on payment scheme offered. The Group’s respective credit management units conduct a comprehensive credit investigation and evaluation of each buyer to establish creditworthiness.

In addition, the credit risk for ICRs is mitigated as the Group has the right to cancel the sales contract without need for any court action and take possession of the subject real estate property in case of refusal by the buyer to pay on time the due ICR. This risk is further mitigated because the corresponding title to the subdivision units sold under this arrangement is transferred to the buyers only upon full payment of the contract price. In case of default, after enforcement activities, the Group has the right to cancel the sale and enter into another CTS to another customer after certain proceedings (e.g. grace period, referral to legal, cancellation process, reimbursement of previous payments) had been completed. Given this, based on the experience of the Group, the maximum exposure to credit risk at the reporting date is nil considering that fair value less cost to repossess of the real estate projects is higher than the exposure at default (i.e., recovery rate is more than 100%).

With respect to credit risk arising from the other debt financial assets of the Group, which comprise cash and due to a related party, the Group’s exposure to credit risk arises from default of the counterparty, with a maximum exposure equal to the carrying amount of these instruments. The



Group transacts only with institutions or banks which have demonstrated financial soundness for the past 5 years.

For financial assets recognized on the consolidated statements of financial position, the gross exposure to credit risk equals their carrying amount except for ICR and contract assets where exposure to credit risk is not significant given that title of the real estate property is only transferred to the customer if the consideration had been fully paid.

The Group's maximum exposure to credit risk is equal to the carrying values of its debt financial assets except for ICR and contract assets as discussed above. The table below shows the credit quality and aging analysis of the Group's financial assets and contract assets:

	2023	2022
<b>Financial assets:</b>		
Cash in banks (Note 4)	<b>₱101,421,428</b>	₱195,980,138
Receivables (Note 5)	<b>375,448,715</b>	275,696,036
Receivables from related parties (Note 15)	<b>50,894,936</b>	106,811,847
Refundable deposits (Note 8)	<b>52,903,664</b>	49,701,991
Deposit in escrow (Note 8)	<b>7,424,332</b>	-
<b>Contract assets (Note 14)</b>	<b>1,869,391,297</b>	1,469,150,473
	<b>₱2,457,484,372</b>	₱2,097,340,485

The aging analysis per class of financial assets as at December 31 is as follows:

	2023						
	Total	Neither Past Due nor Impaired	Past Due But not Impaired				Impaired
			Less than 30 Days	30-60 Days	61-90 Days	More than 90 Days	
<b>Financial assets:</b>							
Cash in banks	₱101,421,428	₱101,421,428	₱-	₱-	₱-	₱-	₱-
Receivables	375,448,715	353,529,087	4,711,034	3,420,087	2,813,567	2,341,098	8,633,842
Receivables from related parties	50,894,936	50,894,936	-	-	-	-	-
Refundable deposits	52,903,664	52,903,664	-	-	-	-	-
Deposit in escrow	7,424,332	7,424,332	-	-	-	-	-
	<b>₱588,093,075</b>	<b>₱566,173,447</b>	<b>₱4,711,034</b>	<b>₱3,420,087</b>	<b>₱2,813,567</b>	<b>₱2,341,098</b>	<b>₱8,633,842</b>

	2022						
	Total	Neither Past Due nor Impaired	Past Due But not Impaired				Impaired
			Less than 30 Days	30-60 Days	61-90 Days	More than 90 Days	
<b>Financial assets:</b>							
Cash in banks	₱195,980,138	₱195,980,138	₱-	₱-	₱-	₱-	₱-
Receivables	275,696,036	264,613,375	1,602,840	535,176	569,554	569,554	7,805,537
Receivables from related parties	106,811,847	106,811,847	-	-	-	-	-
Refundable deposits	49,701,991	49,701,991	-	-	-	-	-
	<b>₱628,190,012</b>	<b>₱617,107,351</b>	<b>₱1,602,840</b>	<b>₱535,176</b>	<b>₱569,554</b>	<b>₱569,554</b>	<b>₱7,805,537</b>

The following are the details of the Group's assessment of credit quality and the related ECLs as at December 31, 2023 and 2022.

*Low credit risk simplification approach*

- *Cash and Deposit in Escrow* - These are of high quality as the amounts are deposited in reputable banks which have good bank standing and is considered to have a low credit risk. Accordingly, management assessed that no ECL relating to the cash and deposit in escrow of the Group is recognized.



*General approach*

- *Receivables (except ICR and trade receivables), receivables from related parties and refundable deposits* - These are high grade since these pertain to counterparties who have a very remote likelihood of default and have consistently exhibited good paying habits. Accordingly, management assessed that no ECL relating to these receivables and deposits of the Group is recognized. This assessment is undertaken each financial year through examining the financial position of the counterparties and the markets in which they operate.

*Simplified approach*

- *ICR and contract assets* - These are high grade since these pertain to counterparties who have a very remote likelihood of default and have consistently exhibited good paying habits. Accordingly, management assessed that no ECL relating to these receivables of the Group is recognized. Exposure to bad debts is not significant as title to real estate properties are not transferred to the buyers until full payment has been made and the requirement for remedial procedures is minimal given the profile of buyers. This assessment is undertaken each financial year through examining the financial position of the counterparties and the markets in which they operate.
- *Trade receivables* - These are high grade since these pertain to receivables from customers who have established good credit standing with the Company. The Group applied the simplified approach under PFRS 9, using a ‘provision matrix’. Accordingly, management assessed and recognized ECL relating to trade receivables amounting to ₱0.88 million and ₱1.7 million in 2023 and 2022, respectively. Trade receivables are regarded as short-term and while there are certain accounts that are past-due, the Group evaluates the credit risk with respect to trade receivables as low as there were no history of default payments.

2023					
	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Lifetime ECL Simplified Approach	Total
Gross carrying amount	₱274,756,965	₱-	₱-	₱2,191,361,248	₱2,466,118,213
ECL allowance	-	-	-	(8,633,841)	(8,633,841)
Carrying amount	₱274,756,965	₱-	₱-	₱2,182,727,407	₱2,457,484,372

2022					
	Stage 1 12-month ECL	Stage 2 Lifetime ECL	Stage 3 Lifetime ECL	Lifetime ECL Simplified Approach	Total
Gross carrying amount	₱457,629,396	₱-	₱-	₱1,647,516,626	₱2,105,146,022
ECL allowance	-	-	-	(7,805,537)	(7,805,537)
Carrying amount	₱457,629,396	₱-	₱-	₱1,639,711,089	₱2,097,340,485

Applying the expected credit risk model resulted to recognition of impairment loss of ₱0.8 million and ₱1.7 million from receivables in 2023 and 2022, respectively.

*Liquidity risk*

Liquidity risk is the risk that an entity will encounter difficulty in raising funds to meet commitments associated with financial instruments. Liquidity risk may result from either the inability to sell financial assets quickly at their fair values; or the counterparty failing on repayment of a contractual obligation; or inability to generate cash inflows as anticipated.

The Group’s objective is to maintain a balance between continuity of funding and flexibility through the use of bank loans and advances from related parties. The Group monitors its cash flow position



and overall liquidity position in assessing its exposure to liquidity risk. The Group maintains a level of cash deemed adequate by management to finance its operations and capital requirements and to mitigate the effects of fluctuations in cash flows. The Group considers its available funds and its liquidity in managing its long-term financial requirements. It matches its projected cash flows to the projected amortization of long-term borrowings. For its short-term funding, this is backed up by contracts to sell and collaterals. Further, the Group's policy is to ensure that there are sufficient operating inflows to match repayments of short-term debt. In addition, the Group also has credit lines available if immediate payment is needed. As part of its liquidity risk management, it regularly evaluates its projected and actual cash flows.

The tables below summarize the Group's financial assets that can be used to manage its liquidity risk and the maturity profile of its financial liabilities as of December 31, 2023 and 2022 based on contractual undiscounted payments:

	2023			
	On Demand	One Year and Below	More than One Year	Total
<b>Financial Assets</b>				
Cash	₱118,082,483	₱–	₱–	₱118,082,483
Receivables	9,000,000	357,814,874		366,814,874
EIFVOCI	–	–	362,386,957	362,386,957
Receivables from related parties	50,894,936	–	–	50,894,936
Refundable deposits	–	843,263	52,060,401	52,903,664
Deposit in escrow	7,424,332	–	–	7,424,332
Total financial assets	185,401,751	358,658,137	414,447,358	958,507,246
Contract assets	–	494,203,019	1,375,188,278	1,869,391,297
	185,401,751	852,861,156	1,789,635,636	2,827,898,543
<b>Financial Liabilities</b>				
Accounts and other payables*		925,373,682	–	925,373,682
Short-term debt				
Principal	–	745,414,000	–	745,414,000
Interest	–	47,219,304	–	47,219,304
Long-term debt				
Principal	–	483,256,690	1,404,552,845	1,887,809,535
Interest	–	18,465,688	53,669,269	72,134,957
	–	2,219,729,364	1,458,222,114	3,677,951,478
<b>Net Inflow (Outflow)</b>	<b>₱185,401,751</b>	<b>(₱1,366,868,208)</b>	<b>₱331,413,522</b>	<b>(₱850,052,935)</b>

\* Excluding statutory payables

	2022			
	On Demand	One Year and Below	More than One Year	Total
<b>Financial Assets</b>				
Cash	₱209,847,156	₱–	₱–	₱209,847,156
Receivables	20,000,000	247,890,499		267,890,499
EIFVOCI	–	–	301,030,435	301,030,435
Receivables from related parties	106,811,847	–	–	106,811,847
Refundable deposits	–	827,263	48,874,728	49,701,991
Total financial assets	336,659,003	248,717,762	349,905,163	935,281,928
Contract assets	–	684,156,555	784,993,918	1,469,150,473
	336,659,003	932,874,317	1,134,899,081	2,404,432,401
<b>Financial Liabilities</b>				
Accounts and other payables*	₱–	₱915,803,207	₱–	₱915,803,207
Short-term debt				
Principal	–	472,019,208	–	472,019,208
Interest	–	29,900,724	–	29,900,724
Long-term debt				
Principal	–	318,604,203	961,395,351	1,279,999,554
Interest	–	12,174,163	36,735,864	48,910,027
	–	1,748,501,505	998,131,215	2,746,632,720
<b>Net Inflow (Outflow)</b>	<b>₱336,659,003</b>	<b>(₱815,627,188)</b>	<b>₱136,767,866</b>	<b>(₱342,200,319)</b>

\* Excluding statutory payables





### Market Risk

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 value of a financial instrument may change as a result of changes in interest rates, foreign currency exchanges rates, commodity prices, equity prices and other market changes.

*Interest Rate Risk.* Interest rate risk is the risk that the fair value or future cash flows of the Group's financial instruments will fluctuate because of changes in market interest rates. The Group's interest rate risk management policy centers on reducing the overall interest expense and exposure to changes in interest rates. Changes in market interest rates relate primarily to the Group's interest-bearing debt obligations with floating interest rates or rates subject to repricing as it can cause a change in the amount of interest payments.

The following table demonstrates the sensitivity to a reasonably possible change in interest rates, with all variables held constant, of the Group's income before tax and equity, through the impact on floating rate borrowings:

2023		2022	
Increase (decrease) in basis points	Effect on profit before tax	Increase (decrease) in basis points	Effect on profit before tax
200	(23,314,561)	200	(15,151,039)
100	(11,657,281)	100	(7,575,519)
(100)	11,657,281	(100)	7,575,519
(200)	23,314,561	(200)	15,151,039

*Equity Price Risk.* The Group's equity investments in golf and club shares are susceptible to market price risk arising from uncertainties about future values of the investment securities.

As of December 31, 2023 and 2022, the Group's exposure to equity price risk with respect to EIFVOCI is minimal.

### Fair Value of Financial Assets and Liabilities

The following table presents a comparison by category of carrying values and estimated fair values of the Group's financial instruments as at December 31:

	2023		2022	
	Carrying Values	Fair Values	Carrying Values	Fair Values
<b>Financial Assets</b>				
Cash	₱118,082,483	₱118,082,483	₱209,847,156	₱209,847,156
Receivables	366,814,874	366,814,874	267,890,499	267,890,499
Receivables from related parties	50,894,936	50,894,936	106,811,847	106,811,847
EIFVOCI	362,386,957	362,386,957	301,030,435	301,030,435
Refundable deposits	52,903,664	52,903,664	49,701,991	49,701,991
Deposit in escrow	7,424,332	7,424,332	-	-
	<b>₱958,507,246</b>	<b>₱958,507,246</b>	<b>₱935,281,928</b>	<b>₱935,281,928</b>
<b>Financial Liabilities</b>				
Accounts and other payables*	₱925,373,682	₱925,373,682	₱915,803,207	₱915,803,207
Short-term debt	745,414,000	745,414,000	472,019,208	472,019,208
Long-term debt	1,887,809,535	1,915,364,480	1,279,999,554	1,399,827,840
	<b>₱3,558,597,217</b>	<b>₱3,586,152,162</b>	<b>₱2,667,821,969</b>	<b>₱2,787,650,255</b>

\* Excluding statutory payables



The following methods and assumptions were used to estimate the fair value of each class of financial instrument for which it is practicable to estimate such value:

- *Cash, receivables, deposit in escrow, accounts and other payables and short term-debt.* The fair values approximate their carrying amounts as of reporting dates due to the short-term maturity of these financial instruments.
- *ICR.* The fair value of ICR due within one year approximates its carrying amount.
- *Receivables from related parties.* Carrying amounts of receivables from related parties which are collectible on demand approximate their fair values. Receivables from related parties are unsecured and have no foreseeable terms of repayments.
- *EIFVOCI.* For unquoted equity securities, the fair value is determined using valuation techniques with inputs and assumptions that are based on market observable data and conditions and reflect appropriate risk adjustments that market participants would make for credit and liquidity risks existing at the end each of reporting period. The fair values are determined based on average selling price of price per share of similar or identical assets traded in an active market (Level 2 input).
- *Refundable deposits.* The fair values of refundable deposits are not determinable since the timing of each refund is not reasonably predictable, hence presented at cost.
- *Long-term debt.* The fair value of borrowings with fixed interest rate is based on the discounted net present value of cash flows using the PH BVAL. Discount rates used range from 7.1% to 8.3% and 5.9% to 8.4% in 2023 and 2022, respectively. The Group classifies the fair value of its long-term debt under Level 3.

#### Fair Value Hierarchy

The Group uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation technique:

- Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities;
- Level 2: other techniques for which all inputs which have a significant effect on the recorded fair value are observable, either directly or indirectly; and,
- Level 3: techniques which use inputs which have a significant effect on the recorded fair value that are not based on observable market data.

As at December 31, 2023, the Group held the following financial instruments that are measured and carried or disclosed at fair value:

	Total	Level 1	Level 2	Level 3
Carried at fair value:				
EIFVOCI	₱362,386,957	₱–	₱362,386,957	₱–
Disclosed at fair value:				
Long-term debt	1,915,364,480	–	–	1,915,364,480

As at December 31, 2023 and 2022, there were no transfers between Level 1 and Level 2 fair value measurements, and no transfers into and out of Level 3 fair value measurements.



## 24. Segment Information

Business segment information is reported on the basis that is used internally for evaluating segment performance and deciding how to allocate resources among operating segments. Accordingly, the segment information is reported based on the nature of service the Group is providing.

The segments where the Group operate follow:

- Real estate development - Development of land into commercial and residential subdivision, sale of lots and residential houses and the provision of customer financing for sales;
- Agricultural - Development of land for palm oil production and sale of palm oil and other palm products including, but not limited to refined bleached deodorized oil, palm olein, crude palm oil, palm stearin, palm acid oil, palm fatty acid distillate, and palm kernels.
- Power and utilities - Operating of power plants and/or purchase, generation, production supply and sale of power. However, there was no commercial operations yet as of December 31, 2023. The results of operations of the associates operating in the power and utilities industry are presented in this segment.
- Holding - Holding of properties of every kind and description.
- Services - Provide irradiation services for all types of goods.

Segment performance is evaluated based on operating profit or loss and is measured consistently with operating profit or loss in the consolidated financial statements.

For the years ended December 31, 2023, 2022 and 2021, there were no revenue transactions with a single external customer which accounted for 10% or more of the consolidated revenue from external customers.

The financial information about the operations of these operating segments is summarized below (in thousands):

For the Year Ended December 31, 2023							
	Real Estate Development	Agricultural	Power and Utilities	Holding	Services	Eliminations	Consolidated
Revenue	₱1,482,220	₱255,768	₱-	₱-	₱-	(₱113,205)	₱1,624,783
Costs and expenses	575,774	235,564	-	-	-	(113,205)	698,133
Gross profit	906,446	20,204	-	-	-	-	926,650
General, administrative and selling expenses	(339,373)	(191,566)	(7,184)	(566)	(9,503)	6,723	(541,469)
Other income (expenses)	(37,879)	15,452	805,782	2	(2)	(468,721)	314,634
Income (loss) before income tax	529,194	(155,910)	798,598	(564)	(9,505)	(461,998)	699,815
Provision for (benefit from) income tax	135,654	12,784	(3)	-	584	4,319	153,338
Net income (loss)	₱393,540	(₱168,694)	₱798,601	(₱564)	(₱10,089)	(₱466,317)	₱546,477

As of December 31, 2023							
	Real Estate Development	Agricultural	Power and Utilities	Holding	Services	Eliminations	Consolidated
Other information							
Segment assets	₱11,255,743	₱1,155,565	₱1,796,770	₱1,045,440	₱559,424	(₱4,103,440)	₱11,709,502
Deferred tax assets	-	-	-	-	-	-	-
Total Assets	₱11,255,743	₱1,155,565	₱1,796,770	₱1,045,440	₱559,424	(₱4,103,440)	₱11,709,502
Segment liabilities	₱3,704,983	₱1,345,085	₱16,251	₱853,432	₱521,052	(₱2,259,044)	₱4,181,759
Deferred tax liabilities	467,523	-	1	-	663	(12,416)	455,771
Total Liabilities	₱4,172,506	₱1,345,085	₱16,252	₱853,432	₱521,715	(₱2,271,460)	₱4,637,530



For the Year Ended December 31, 2022							
	Real Estate Development	Agricultural	Power and Utilities	Holding	Services	Eliminations	Consolidated
Revenue	₱1,404,064	₱116,143	₱-	₱-	₱-	₱-	₱1,520,207
Costs and expenses	491,935	87,730	-	-	-	-	579,665
Gross profit	912,129	28,413	-	-	-	-	940,542
General, administrative and selling expenses	(311,379)	(153,611)	(16,047)	(489)	(2,401)	11,645	(472,282)
Other income (expenses)	3,841	2,860	556,512	(10)	16	(242,989)	320,230
Income (loss) before income tax	604,591	(122,338)	540,465	(499)	(2,385)	(231,344)	788,490
Provision for (benefit from) income tax	151,464	(2,478)	2	-	80	3,885	152,953
Net income (loss)	₱453,127	(₱119,860)	₱540,463	(₱499)	(₱2,465)	(₱235,229)	₱635,537

As of December 31, 2022							
	Real Estate Development	Agricultural	Power and Utilities	Holding	Services	Eliminations	Consolidated
Other information							
Segment assets	₱9,780,302	₱1,181,316	₱1,704,755	₱1,065,751	₱241,398	(₱3,983,254)	₱9,990,268
Deferred tax assets	-	11,410	-	-	-	4,169	15,579
<b>Total Assets</b>	<b>₱9,780,302</b>	<b>₱1,192,726</b>	<b>₱1,704,755</b>	<b>₱1,065,751</b>	<b>₱241,398</b>	<b>(₱3,979,085)</b>	<b>₱10,005,847</b>
Segment liabilities	₱2,997,934	₱1,228,878	₱41,834	₱853,463	₱193,600	(₱2,194,769)	₱3,120,940
Deferred tax liabilities	336,862	-	3	-	-	(11,820)	325,045
<b>Total Liabilities</b>	<b>₱3,334,796</b>	<b>₱1,228,878</b>	<b>₱41,837</b>	<b>₱853,463</b>	<b>₱193,600</b>	<b>(₱2,206,589)</b>	<b>₱3,445,985</b>

For the Year Ended December 31, 2021							
	Real Estate Development	Agricultural	Power and Utilities	Holding	Services	Eliminations	Consolidated
Revenue	₱653,289	₱56,980	₱-	₱-	₱-	₱-	₱710,269
Costs and expenses	229,270	42,017	-	-	-	-	271,287
Gross profit	424,019	14,963	-	-	-	-	438,982
General, administrative and selling expenses	(198,893)	(73,515)	(4,362)	(1,795)	(9,742)	3,769	(284,538)
Other income (expenses)	(5,824)	1,596	506,103	(6)	5	(235,490)	266,384
Income (loss) before income tax	219,302	(56,956)	501,741	(1,801)	(9,737)	(231,721)	420,828
Provision for (benefit from) income tax	22,119	(1,502)	-	-	-	2,661	23,278
Net income (loss)	₱197,183	(₱55,454)	₱501,741	(₱1,801)	(₱9,737)	(₱234,382)	₱397,550

As of December 31, 2021							
	Real Estate Development	Agricultural	Power and Utilities	Holding	Services	Eliminations	Consolidated
Other information							
Segment assets	₱8,456,142	₱1,207,940	₱1,529,346	₱1,121,523	₱93,809	(₱3,794,545)	₱8,614,215
Deferred tax assets	-	8,957	-	14	-	2,559	11,530
<b>Total Assets</b>	<b>₱8,456,142</b>	<b>₱1,216,897</b>	<b>₱1,529,346</b>	<b>₱1,121,537</b>	<b>₱93,809</b>	<b>(₱3,791,986)</b>	<b>₱8,625,745</b>
Segment liabilities	₱2,413,454	₱1,137,237	₱41,679	₱845,257	₱78,546	(₱2,041,540)	₱2,474,633
Deferred tax liabilities	188,684	-	2	-	-	(11,400)	177,286
<b>Total Liabilities</b>	<b>₱2,602,138</b>	<b>₱1,137,237</b>	<b>₱41,681</b>	<b>₱845,257</b>	<b>₱78,546</b>	<b>(₱2,052,940)</b>	<b>₱2,651,919</b>

## 25. Notes to Consolidated Statements of Cash Flows

*Changes in liabilities arising from financing activities:*

2023					
	Beginning Balance	Availments	Payments	Others	Ending Balance
Short-term debt	₱472,019,208	₱830,721,000	(₱557,326,208)	₱-	₱745,414,000
Long-term debt	1,279,999,554	1,013,535,044	(405,725,063)	-	1,887,809,535
Debt issue cost	(3,122,766)	-	(7,372,997)	2,262,124	(8,233,639)
Interest payable	6,514,943	-	(181,316,214)	182,903,909	8,102,638
Preferred share dividends	-	-	(92,854,300)	92,854,300	-
	<b>₱1,755,410,939</b>	<b>₱1,844,256,044</b>	<b>(₱1,244,594,782)</b>	<b>₱278,020,333</b>	<b>₱2,633,092,534</b>



2022					
	Beginning Balance	Availments	Payments	Others	Ending Balance
Short-term debt	₱443,461,020	₱326,857,000	(₱298,298,812)	₱-	₱472,019,208
Long-term debt	1,052,455,009	484,720,800	(257,176,255)	-	1,279,999,554
Debt issue cost	-	-	(3,555,000)	432,234	(3,122,766)
Interest payable	2,883,267	-	(95,992,851)	99,624,527	6,514,943
Preferred share dividends	-	-	(92,860,000)	92,860,000	-
	<b>₱1,498,799,296</b>	<b>₱811,577,800</b>	<b>(₱747,882,918)</b>	<b>₱192,916,761</b>	<b>₱1,755,410,939</b>

Others include interest expenses paid, capitalized borrowing costs, amortized debt issue costs and dividends declared during the year.

The Group's noncash investing and financing activities pertain to the following:

- Dividend receivable amounted to ₱9.0 million and ₱20.0 million as of December 31, 2023 and 2022, respectively.
- In 2023 and 2022, capitalized borrowing cost on real estate inventories amounted to ₱102.0 million and ₱75.3 million, respectively.
- In 2023 and 2022, capitalized borrowing cost on property, plant and equipment amounted to ₱16.0 million and ₱0.1 million, respectively.
- In 2023 and 2022, capitalized depreciation expense amounted to ₱11.2 million and ₱11.1 million, respectively.
- In 2023, the Group has outstanding payable in relation to the additions in property, plant and equipment amounting to ₱34.5 million.

## 26. Revenue from Contracts with Customers

### *Revenue Disaggregation*

The Group derives revenue from the transfer of services and goods over time and at a point in time, respectively, in different product types. The Group's disaggregation of each sources of revenue from contracts with customers are presented below:

	2023	2022	2021
<i>Type of product:</i>			
Real estate sales			
Lot-only units	<b>₱836,143,956</b>	₱892,937,107	₱245,570,349
House and lot units	<b>618,642,173</b>	485,802,048	382,882,076
Sale of agricultural goods			
Crude palm oil	<b>126,844,087</b>	102,474,075	33,902,921
Palm olein	<b>4,152,175</b>	4,422,098	16,423,563
Palm stearin	<b>4,148,250</b>	1,824,045	1,762,946
Palm acid oil	<b>3,679,120</b>	3,873,180	2,345,170
Palm fatty acid distillate	<b>2,030,160</b>	873,887	1,890,880
Palm kernel nut	<b>1,571,894</b>	-	286,130
Palm kernel	<b>137,600</b>	924,944	368,602
Refined bleached deodorized oil	-	1,751,240	-
Water service	<b>27,433,584</b>	25,323,973	24,836,284
	<b>₱1,624,782,999</b>	<b>₱1,520,206,597</b>	<b>₱710,268,921</b>



The real estate sales and water service revenue are revenue from contracts with customers that are recognized over time while revenue from sale of agricultural goods are recognized at a point in time.

Cost to obtain contract are derecognized if sales are subsequently cancelled. The balances below pertain to the costs to obtain contracts:

	2023	2022
Balance at January 1	<b>₱2,383,406</b>	₱12,725,634
Additions	<b>50,429,909</b>	38,477,515
Amortization	<b>(40,736,314)</b>	(48,819,743)
Balance at December 31	<b>₱12,077,001</b>	₱2,383,406

The amortization of prepaid commissions which are expensed as the related revenue is recognized totaling ₱40.7 million, ₱48.8 million, and ₱34.6 million in 2023, 2022 and 2021, respectively, are recognized as marketing expenses presented under “General, administrative and selling expenses” account in the consolidated statements of comprehensive income (see Note 18).

#### *Performance obligation*

Information about the Parent Company’s significant performance obligation is summarized below:

#### *Real estate sales*

The Parent Company entered into contracts to sell with one identified performance obligation, which is the sale of the real estate unit together with the services to transfer the title to the buyer upon full payment of contract price. The amount of consideration indicated in the contract to sell is fixed and has no variable consideration. The sale of real estate unit may cover the contract for either the (i) serviced lot; (ii), and service lot and house and the Parent Company concluded that there is one performance obligation in each of these contracts. The Parent Company recognizes revenue from the sale of these real estate projects under pre-completed contract over time during the course of the construction.

Payment commences upon signing of the contract to sell and the consideration is payable in cash or under various financing schemes entered with the customer. The financing scheme would include payments of 10% to 25% of the contract price spread over a certain period (e.g., three months to four years) at a fixed monthly payment with the remaining balance payable (a) in full at the end of the period either through cash or external financing; or (b) through in-house financing which ranges from two (2) to ten (10) years with fixed monthly payment. The amount due for collection under the amortization schedule for each of the customer does not necessarily coincide with the progress of construction, which results to either a contract asset or contract liability.

The remaining performance obligation is expected to be recognized within one year which relate to the continuous development of the Group’s real estate projects. The Group’s real estate projects are completed within 6 months to 12 months, from start of construction.

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## 27. Other Matters

### Impasug-Ong and Kalabugao Plantations

The Group entered into a DC with KASAMAKA at the Municipality of Impasug-ong, Bukidnon concerning the development of palm oil commercial plantation on August 2006.

KASAMAKA had been granted with Community Based Forest Management Agreement (CBFMA) no. 55093, by the Department of Environment and National Resources (DENR) on



December 22, 2000 covering an area of 2,510.80 hectares. Under the CBFMA, KASAMAKA is mandated to develop, manage and protect the allocated community forest project area. Moreover, it is allowed to enter into agreements or contracts with private or government entities for the development of the whole or portion of the CBFMA area.

The project's objectives are to establish approximately 894 hectares into a commercial palm plantation within 5 years (2006-2011). However, ABERDI may intercrop suitable agricultural crops in the plantation and raise livestock, the harvest and produce of which shall belong to ABERDI. The responsibilities of KASAMAKA with regards to the project follow:

- To provide the land area of 894 hectares within CBFMA area for oil palm plantation; and,
- To provide manpower needs of the Group in all developmental activities such as land preparation, planting, weeding, fertilization, harvesting, maintenance and others.

On the other hand, the responsibility of ABERDI in regard to the project is to provide technical and financial resources to develop the 894 hectares into palm oil plantation for a period of 20 years up to 2026.

#### Opol Plantation

The Group entered into a DC for the establishment of palm oil commercial plantation in Tingalan, Opol, Misamis Oriental with KMBT.

KMBT has been granted CBFMA No. 56297 by DENR on December 31, 2000 covering a total area of 1,000 hectares of forest lands located in Tingalan, Opol, Misamis Oriental to develop, manage and protect the allocated Community Forest Project Area.

The roles and responsibilities of KMBT under the Development Contract are as follows:

- To provide the land area within the CBFMA for oil plantation; and,
- To provide manpower needs of NC in all developmental activities such as land preparation, planting, weeding, fertilization, harvesting, maintenance and others.

On the other hand, the responsibility of NC in regard to the project is to provide technical and financial resources to develop the covered area into palm oil plantation for a period of 25 years.

In 2019, the Group entered into a contract with the landowners' association in Tingalan, Opol, Misamis Oriental providing the landowners a royalty fee of ₱10.0 per metric ton of fresh fruit bunches harvested. The royalty fee is included as part of the costs of purchase of FFB recognized under "Other inventories - at cost" in the consolidated statements of financial position.

#### Subsequent Events

##### *Preferred Shares Offering*

On November 3, 2023, the BOD approved the offer and sale to the public of up to 15,000,000 Non-voting Preferred Shares, to be issued and offered under the Corporation's 50,000,000 Preferred Shares Shelf Registration under MRSD Order No. 76 series 2021.

The Board likewise authorized Management to cause the preparation and filing of (i) a Registration Statement and Offer Supplement in relation to the Offer under the Shelf Registration; (ii) a Listing Application with the Philippines Stock Exchange ("PSE") for the Offer; (iii) the approval of all the



disclosure contained in the Registration Statement, the Offer Supplement, and Listing Application to be filed with the Securities and Exchange Commission and the PSE.

Consequently, the Company filed on November 7, 2023 an Amended Registration Statement together with a Preliminary Offer Supplement for the issuance of 10,000,000 Preferred Shares with an oversubscription option of 5,000,000 Preferred Shares to be offered at an issue price of Php100.00 per share (the “Offer Shares”).

On February 12, 2024, the Parent Company secured the approval from PSE for the offer and sale of 15.0 million cumulative, non-voting, non-participating, non-convertible, redeemable “Series B and C” preferred shares at the option of the Parent Company. The “Series B” and “Series C” preference shares are entitled to fixed rate cash dividends at 8.25% and 8.75% per annum, respectively.

On February 23, 2024, the Parent Company concluded its follow-on offering (FOO) and has listed its Series B and Series C preferred shares on the Philippine Stock Exchange. A total of 7,341,750 and 6,941,000 Series B and Series C preferred shares were issued, respectively. The offering allowed the Parent Company to raise ₱1.4 billion as new capital.

#### *Dividend Declaration*

Pursuant to the yearly cash dividends on “Series A” preferred shares (see Note 17), on February 1, 2024, the BOD approved the declaration of cash dividends in the amount of ₱1.75 per share out of the Parent Company’s unrestricted retained earnings as of December 31, 2023 to all holders of “Series A” preferred shares on record as of February 16, 2024, payable on March 1, 2024, all preferred stockholders of record as of May 3, 2024, payable on May 29, 2024, all preferred stockholders of record as of August 1, 2024, payable on August 29, 2024 and all preferred stockholders of record as of November 5, 2024, payable on November 29, 2024.



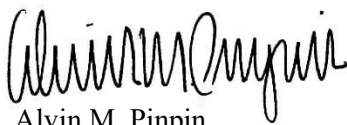


## **INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTARY SCHEDULES**

The Board of Directors and Stockholders  
A Brown Company, Inc. and Subsidiaries  
Xavier Estates Uptown, Airport Road  
Balulang, Cagayan de Oro City

We have audited in accordance with Philippine Standards on Auditing, the consolidated financial statements of A Brown Company, Inc. and its subsidiaries (the Group) as at December 31, 2023 and 2022, and for each of the three years in the period ended December 31, 2023, and have issued our report thereon dated April 8, 2024. Our audits were made for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. The schedules listed in the Index to the Supplementary Schedules are the responsibility of the Group's management. These schedules are presented for purposes of complying with the Revised Securities Regulation Code Rule 68, and are not part of the basic consolidated financial statements. These schedules have been subjected to the auditing procedures applied in the audit of the basic consolidated financial statements and, in our opinion, the financial information required to be set forth therein in relation to the basic consolidated financial statements taken as a whole, are prepared in all material respects, in accordance with Philippine Financial Reporting Standards, as modified by the application of the financial reporting reliefs issued and approved by the Securities and Exchange Commission, as described in Note 2 to the consolidated financial statements.

SYCIP GORRES VELAYO & CO.



Alvin M. Pinpin

Partner

CPA Certificate No. 94303

Tax Identification No. 198-819-157

BOA/PRC Reg. No. 0001, August 25, 2021, valid until April 15, 2024

BIR Accreditation No. 08-001998-070-2023, October 23, 2023, valid until December 22, 2026

PTR No. 10079991, January 6, 2024, Makati City

April 8, 2024

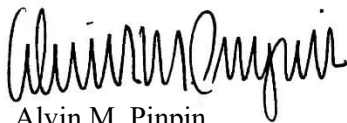


## **INDEPENDENT AUDITOR'S REPORT ON COMPONENTS OF FINANCIAL SOUNDNESS INDICATORS**

The Board of Directors and Stockholders  
A Brown Company, Inc. and Subsidiaries  
Xavier Estates Uptown, Airport Road  
Balulang, Cagayan de Oro City

We have audited in accordance with Philippine Standards on Auditing, the consolidated financial statements of A Brown Company, Inc. and its subsidiaries (the Group) as at December 31, 2023 and 2022 and for each of the three years in the period ended December 31, 2023, and have issued our report thereon dated April 8, 2024. Our audits were made for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. The Supplementary Schedule on Financial Soundness Indicators, including their definitions, formulas, calculation, and their appropriateness or usefulness to the intended users, are the responsibility of the Group's management. These financial soundness indicators are not measures of operating performance defined by Philippine Financial Reporting Standards (PFRSs), as modified by the application of the financial reporting reliefs issued and approved by the Securities and Exchange Commission (SEC), as described in Note 2 to the consolidated financial statements, and may not be comparable to similarly titled measures presented by other companies. This schedule is presented for the purpose of complying with the Revised Securities Regulation Code Rule 68 issued by the SEC, and is not a required part of the basic consolidated financial statements prepared in accordance with PFRSs, as modified by the application of the financial reporting reliefs issued and approved by the SEC, as described in Note 2 to the consolidated financial statements. The components of these financial soundness indicators have been traced to the Group's consolidated financial statements as at December 31, 2023 and 2022 and for each of the three years in the period ended December 31, 2023, and no material exceptions were noted.

SYCIP GORRES VELAYO & CO.



Alvin M. Pinpin  
Partner

CPA Certificate No. 94303

Tax Identification No. 198-819-157

BOA/PRC Reg. No. 0001, August 25, 2021, valid until April 15, 2024

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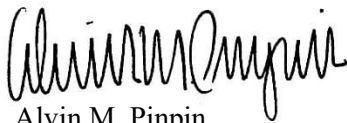
## INDEPENDENT AUDITOR'S REPORT

The Board of Directors and Stockholders  
A Brown Company, Inc.  
Xavier Estates Uptown, Airport Road  
Balulang, Cagayan de Oro City

We have audited the accompanying financial statements of A Brown Company, Inc. (the Parent Company), as at December 31, 2023 and for the year then ended, on which we have rendered the attached report dated April 8, 2024.

In compliance with the Revised Securities Regulation Code Rule 68, we are stating that the Parent Company has 2,020 common stockholders and 3 preferred stockholders owning one hundred (100) or more shares each.

SYCIP GORRES VELAYO & CO.



Alvin M. Pinpin

Partner

CPA Certificate No. 94303

Tax Identification No. 198-819-157

BOA/PRC Reg. No. 0001, August 25, 2021, valid until April 15, 2024

BIR Accreditation No. 08-001998-070-2023, October 23, 2023, valid until October 22, 2026

PTR No. 10079991, January 6, 2024, Makati City

April 8, 2024



**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
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Report of Independent Auditors' Report

Consolidated Statements of Financial Position as of December 31, 2023 and 2022

Consolidated Statements of Comprehensive Income for the Years Ended  
December 31, 2023, 2022 and 2021

Consolidated Statements of Changes in Equity for the Years Ended  
December 31, 2023, 2022 and 2021

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Annex I: Reconciliation of Retained Earnings Available for Dividend Declaration

Annex II: Map Showing the Relationships Between and Among the Company and its Ultimate Parent Company, Middle Parent, Subsidiaries or Co-subsidiaries, Associates, Wherever Located or Registered

Annex III: Supplementary Schedules Required by Annex 68-J

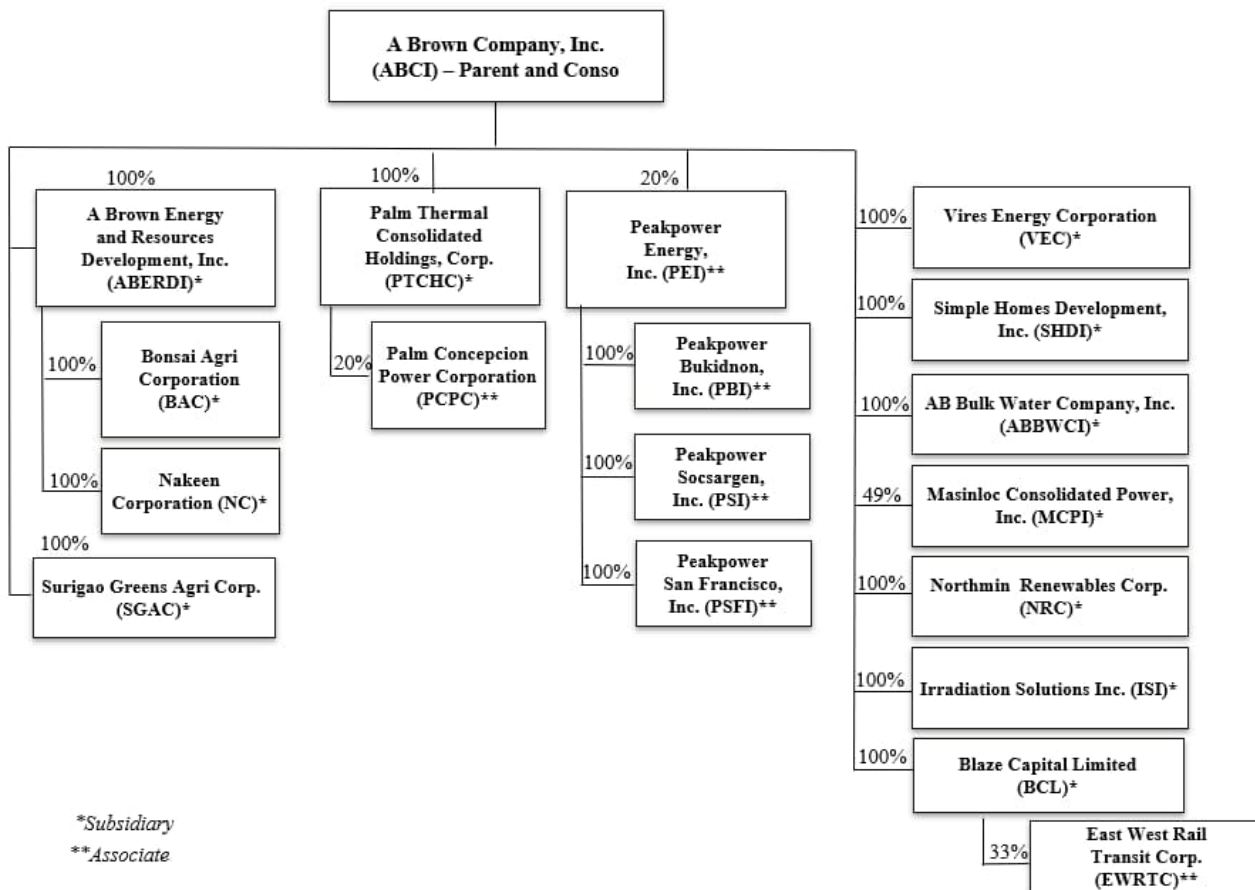
- Schedule A. Financial Assets
- Schedule B. Amounts Receivable from Directors, Officers, Employees, Related Parties, and Principal Stockholders (Other than Related Parties)
- Schedule C. Amounts Receivable from Related Parties which are Eliminated During the Consolidation of Financial Statements
- Schedule D. Long-term Debt
- Schedule E. Indebtedness to Related Parties
- Schedule F. Guarantees of Securities of Other Issuers
- Schedule G. Capital Stock

**A BROWN COMPANY, INC. AND SUBSIDIARIES****RECONCILIATION OF RETAINED EARNINGS AVAILABLE FOR  
DIVIDEND DECLARATION  
DECEMBER 31, 2023**

Unappropriated Retained Earnings, as of January 1, 2023	₱2,274,547,568
Less: Deferred tax assets that reduced the amount of income tax expense	(31,275,302)
Category B: Items that are directly debited to Unappropriated Retained Earnings	
Dividend declaration during the reporting period	(92,854,300)
<u>Unappropriated Retained Earnings, beginning as adjusted</u>	<u>2,150,417,966</u>
 Add/Less: Net Income (loss) for the current year	 669,525,641
 Less: Category F: Other items that should be excluded from the determination of the amount of available for dividends distribution	
Treasury shares (except for reacquisition of redeemable shares)	(94,932,275)
Deferred tax asset not considered in the reconciling items under the previous categories	(50,545,929)
<u>Total Retained Earnings, end of the reporting period available for dividend</u>	<u>₱2,674,465,403</u>

**A BROWN COMPANY, INC. AND SUBSIDIARIES**

**MAP SHOWING THE RELATIONSHIPS BETWEEN AND AMONG THE COMPANIES IN THE GROUP, ITS ULTIMATE PARENT COMPANY AND CO-SUBSIDIARIES  
DECEMBER 31, 2023**



**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
**SUPPLEMENTARY SCHEDULE OF FINANCIAL ASSETS**  
**DECEMBER 31, 2023**

	Number of shares or principal amount of bonds and notes	Amount shown in the consolidated statement of financial position	Income received or accrued
Cash	–	₱118,082,483	₱128,679
Receivables			
Dividend receivable	–	9,000,000	–
Trade receivable	–	22,398,533	–
ICR	–	299,571,418	327,794
Advances to officers and employees		9,489,854	
Other receivables	–	34,988,910	–
EIFVOCI	29,387,017	362,386,957	5,354
Deposit in escrow	–	7,424,332	–
Receivables from related parties	–	50,894,936	–
Refundable deposits	–	52,903,664	–
	29,387,017	₱967,141,087	₱461,827



**A BROWN COMPANY, INC. AND SUBSIDIARIES**


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**SUPPLEMENTARY SCHEDULE OF AMOUNTS RECEIVABLE FROM  
DIRECTORS, OFFICERS, EMPLOYEES, RELATED PARTIES, AND  
PRINCIPAL STOCKHOLDERS (OTHER THAN RELATED PARTIES)  
DECEMBER 31, 2023**

Name and Designation of debtor	Balance at beginning of period	Additions	Amounts collected	Current	Not Current	Balance at the end of the period
<i>Not applicable. The Group's receivables from officers and employees pertain to ordinary purchases subject to usual terms, travel and expense advances and other transactions arising from the Group's ordinary course of business.</i>						

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**A BROWN COMPANY, INC. AND SUBSIDIARIES**


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**SUPPLEMENTARY SCHEDULE OF AMOUNTS RECEIVABLE FROM  
RELATED PARTIES WHICH ARE ELIMINATED DURING THE  
CONSOLIDATION OF FINANCIAL STATEMENTS  
DECEMBER 31, 2023**


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Intercompany receivable and payable

	<b>Receivable Balance</b>	<b>Payable Balance</b>	<b>Current Portion</b>
ABCI	₱88,535,723	(₱72,358,116)	₱16,177,607
ABERDI	23,512,588	(10,558,870)	12,953,718
ABBWCI	—	(15,512,917)	(15,512,917)
SHDI	—	(2,286,793)	(2,286,793)
BAC	—	(1,763,847)	(1,763,847)
NC	26,550,747	(4,478,104)	22,072,643
BCL	—	(28,736,065)	(28,736,065)
MCPI	—	(239,387)	(239,387)
ISI	—	(4,760,458)	(4,760,458)
VEC	—	(4,866,990)	(4,866,990)
SGAC	7,770,260	—	7,770,260
PTCHC	—	(807,771)	(807,771)
<b>Total Eliminated Receivables/Payables</b>	<b>₱146,369,318</b>	<b>(₱146,369,318)</b>	<b>₱—</b>

Deposit for future stock subscription (DFFS) classified as liability

	<b>Receivable Balance</b>	<b>Payable Balance</b>	<b>Current Portion</b>
ABCI	₱1,996,258,872	₱—	₱1,996,258,872
ABERDI	248,047,978	(936,371,204)	(688,323,226)
NC	—	(248,037,603)	(248,037,603)
PTCHC	—	(749,427,698)	(749,427,698)
BCL	—	(12,109,707)	(12,109,707)
ISI	—	(120,000,000)	(120,000,000)
VEC	—	(103,102,148)	(103,102,148)
SGAC	—	(75,258,490)	(75,258,490)
<b>Total Eliminated DFFS</b>	<b>₱2,244,306,850</b>	<b>(₱2,244,306,850)</b>	<b>₱—</b>

**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
**SUPPLEMENTARY SCHEDULE OF LONG-TERM DEBT**  
**DECEMBER 31, 2023**

<b>Long-term Debt</b>			
Title of Issue and type of obligation	Amount authorized by indenture	Amount shown under caption "current portion of long-term debt" in related consolidated statement of financial position	Amount shown under caption "long-term debt" in related consolidated statement of financial position
Term Loan	₱2,761,736,249	₱480,838,826	₱1,398,737,070

**A BROWN COMPANY, INC. AND SUBSIDIARIES**

**SUPPLEMENTARY SCHEDULE OF INDEBTEDNESS TO RELATED PARTIES  
(LONG-TERM LOANS FROM RELATED COMPANIES)**

**DECEMBER 31, 2023**

**Indebtedness to related parties (Long-term loans from Related Companies)**

Name of related party	Balance at beginning of period	Balance at end of period
Shareholders	₱184,091,664	₱124,335,012

**A BROWN COMPANY, INC. AND SUBSIDIARIES****SUPPLEMENTARY SCHEDULE OF GUARANTEES OF SECURITIES  
OF OTHER ISSUERS****DECEMBER 31, 2023**

<b>Guarantees of Securities of Other Issuers</b>				
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 person for which statement is file	Nature of guarantee
<b>Not applicable</b>				

**SCHEDULE III - G**

**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
**SUPPLEMENTARY SCHEDULE OF CAPITAL STOCK**  
**DECEMBER 31, 2023**

Title of Issue	Number of shares			Number of shares held by		
	Number of shares authorized	Number of shares issued and outstanding as shown under related financial position caption	Number of shares reserved for options, warrants, conversion and other rights	Affiliates	Directors, officers and employees	Others
Common stock	3,250,000,000	2,372,367,911	–	1,351,556,468	216,929,848	803,881,595
Preferred stock	50,000,000	13,264,900	–	–	54,000	13,210,900
<b>Total</b>	<b>3,300,000,000</b>	<b>2,385,632,811</b>	<b>–</b>	<b>1,351,556,468</b>	<b>216,983,848</b>	<b>817,092,495</b>

**A BROWN COMPANY, INC. AND SUBSIDIARIES**  
**SCHEDULE OF FINANCIAL SOUNDNESS INDICATORS**  
**DECEMBER 31, 2023**

Below are the financial ratios that are relevant to the Group for the years ended December 31, 2023 and 2022.

<b>Ratios</b>	<b>Formula</b>	<b>2023</b>	<b>2022</b>
Current ratio	$\frac{\text{Current assets}}{\text{Current liabilities}}$	<b>2.00</b>	2.34
Acid test ratio	$\frac{\text{Quick assets}}{\text{Current liabilities}}$	<b>0.20</b>	0.28
Solvency ratio	$\frac{\text{Net income} + \text{Depreciation}}{\text{Total liabilities}}$	<b>0.13</b>	0.19
Debt to equity ratio	$\frac{\text{Total liabilities}}{\text{Total equity}}$	<b>0.66</b>	0.53
Asset to equity ratio	$\frac{\text{Total assets}}{\text{Total equity}}$	<b>1.66</b>	1.53
Interest rate coverage ratio	$\frac{\text{EBITDA}}{\text{Total interest paid}}$	<b>4.62</b>	8.82
Return on equity	$\frac{\text{Net income}}{\text{Average total equity}}$	<b>0.08</b>	0.10
Return on assets	$\frac{\text{Net income}}{\text{Average total assets}}$	<b>0.05</b>	0.07
Net profit margin	$\frac{\text{Net income}}{\text{Net revenue}}$	<b>0.34</b>	0.42

# Annex A: 2023 Sustainability Reporting Template

(For additional guidance on how to answer the Topics, organizations may refer to Annex B: Topic Guide)

## Contextual Information

Company Details	
Name of Organization	A BROWN COMPANY, INC.
Location of Headquarters	Cagayan de Oro City
Location of Operations	Luzon and Mindanao
Report Boundary: Legal entities (e.g. subsidiaries) included in this report*	<p>A Brown Company, Inc. covers the following divisions:</p> <ul style="list-style-type: none"> <li>• A Brown Company, Inc. (Parent)</li> <li>• A Brown Energy Resources &amp; Development, Inc.</li> <li>• Nakeen Corporation</li> <li>• Simple Homes Corporation</li> <li>• AB Bulk Water Corporation</li> <li>• Bonsai Corporation</li> <li>• Palm Thermal Corporation</li> <li>• Masinloc Consolidated Power, Inc.</li> <li>• Northmin Renewables Corp.</li> <li>• Blaze Capital Limited</li> <li>• Vires Energy Corporation</li> <li>• Irradiation Solutions Inc.</li> <li>• Surigao Greens Agri Corp.</li> </ul>
Business Model, including Primary Activities, Brands, Products, and Services	<p>A Brown Company, Inc. is a publicly listed company primarily engaged in the business of property development and to invest in shares of stocks of publicly listed companies. A Brown Company, Inc. is strongly involved in both vertical and horizontal development in the Misamis Oriental and Caraga Region. We are the developer of the following projects:</p> <ul style="list-style-type: none"> <li>• Xavier Estates</li> <li>• Coral Resort Estates</li> <li>• Teakwood Hills</li> <li>• Butuan West Highlands</li> <li>• Mangoville</li> <li>• Mountain View Homes</li> <li>• Adelaida Park Residences</li> <li>• Ignatius Enclave</li> <li>• Ventura Residences</li> <li>• St Therese Subdivision</li> <li>• Xavierville Homes Subdivision</li> <li>• Valencia Estates</li> <li>• The Terraces</li> <li>• Adelaida Mountain Residences</li> <li>• Adelaida Homes</li> <li>• Adelaida Meadow Residences</li> <li>• Teakwood Crest</li> </ul>



	<ul style="list-style-type: none"> <li>Mountain Pines Farm 2</li> </ul> <p>Projects in the Pipeline include:</p> <ul style="list-style-type: none"> <li>Skyline Residences</li> <li>Shoppe Houses</li> </ul> <p>A Brown Energy Resources Development, Inc. is engaged in the manufacture and trading of Crude Oil and Petroleum products and its by-products.</p>
Reporting Period	January 1 – December 31, 2023
Highest Ranking Person responsible for this report	Robertino E. Pizarro, President and Chief Executive Officer

*\*If you are a holding company, you could have an option whether to report on the holding company only or include the subsidiaries. However, please consider the principle of materiality when defining your report boundary.*

### Materiality Process

<b>Explain how you applied the materiality principle (or the materiality process) in identifying your material topics.<sup>1</sup></b>
<p>The materiality assessment helped A Brown Company, Inc. focus their efforts to better allocate limited resources, integrate sustainability issues into the core business strategy, anticipate emerging issues, meet sustainability reporting expectations, strengthen sustainability communications and provide the basis for development of performance measures. In the process, the following steps were taken:</p> <ol style="list-style-type: none"> <li>Gathering of a project team from the different discipline of the business.</li> <li>Brainstorm the material issues of the business</li> <li>Rank each material issue according to importance</li> <li>Present before a stakeholder</li> <li>Plot the issues in the material chart to determine where sustainability efforts should focus</li> </ol>

## ECONOMIC

### Economic Performance

Direct Economic Value Generated and Distributed

Disclosure	Amount		Units
	2023	2022	
Direct economic value generated (revenue)	<b>1,700,587,518</b>	<b>1,864,788,536</b>	PhP

<sup>1</sup> See [GRI 102-46](#) (2016) for more guidance.

Direct economic value distributed:	<b>1,531,680,530</b>	<b>1,237,830,964</b>	
a. Operating costs	932,787,227	801,806,176	PhP
b. Employee wages and benefits	160,243,403	129,085,681	PhP
c. Payments to suppliers, other operating costs	*	*	Php
d. Dividends given to stockholders and interest payments to loan providers	274,170,514	188,853,451	PhP
e. Taxes given to government	163,555,292	115,470,416	PhP
f. Investments to community (e.g. donations, CSR)	924,094	2,615,241	PhP

\* Payment to suppliers amounting to Php 234,654,124 and Php 222,141,339 as operating expenses (General and Administrative and Marketing Expenses) are already part of Operating Costs for 2023 and 2022, respectively.

## **IMPACT**

About 90% (in 2023) and 66% (in 2022) of our revenue (including other income) is given back to the society through our employees, suppliers, government as well as stakeholders.

About 14% (in 2023) and 12% (in 2022) went back to the Suppliers which is part of the broader 55% (in 2023) and 43% (in 2022) payments on operating costs. About 10% (in 2023) and 6% (in 2022) also went to the government in form of taxes and licenses. Employees shared 9% (in 2023) and 7% (in 2022) of the total revenue through salaries and benefits. Dividends given to stockholders and interest payments to loan providers was 16% (in 2023) and 10% (in 2022). The remaining 10% (in 2023) and 34% (in 2022) will be used for reinvest in business growth.

## **RISK**

Knowing our suppliers is as important as knowing the supplies that they provide. Continuous mapping over the suppliers is required otherwise their unfortunate outcome will cause delays in the delivery, dip in customer satisfaction and damage to the corporate' goodwill.

## **MANAGEMENT APPROACH IN CONTROLLING THE IMPACTS AND RISKS**

1. **Define supplier population.** We have developed a comprehensive supplier database providing visibility and real-time information.
2. **Segmented supplier into risk categories.** From the data, suppliers are identified as to who shall pose a high level of risk, who are likely to disrupt operations in the event of an unforeseen event, or those whose ability to consistently meet regulatory compliance is difficult to verify, and who are potentially unstable for financial, geopolitical, or other reasons.
3. **Translate the data into predictive intelligence.** Based on the data, plans are in place to contend a potential risk before it arises.

4. **Periodic supplier assessments.** A periodic assessment of the supplier is conducted. Consistent measurable compliance standard is set and continuous verification of the supplier is done.

#### Climate-related risks and opportunities<sup>2</sup>

Most assets held by A Brown Company, Inc. are in areas that are less vulnerable to the effects of climate change such as flooding, sea level rise, heat waves and earthquake. Recognition has been made that these risks may increase likely over time. Thus, the Company has ensured that investments in the different areas are covered by insurance to address damages from catastrophic events. Furthermore, the Company has engaged in adaptation measures to climate change which in turn has exploited opportunities for cost reduction. This includes implementing policies on recycling of water, utilization of energy efficient equipment, reducing, recycling and reusing office supplies and others of similar import.

With regard to ABERDI, on the other hand, considering the critical role of agriculture in the country’s economic growth and development, heavy investment in research and development on the most appropriate adaptation interventions such as development of drought resistant crops and promoting the development of water resources management infrastructure would be vital in moving forward.

#### Procurement Practices

##### Proportion of spending on local suppliers

Disclosure	Quantity		Units
	2023	2022	
Percentage of procurement budget used for significant locations of operations that is spent on local suppliers	92.55%	100%	%

#### **IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Procurement practices impact our business operations and quality of services provided to our clients. The Company’s business operation involves real estate development specifically land development and housing projects. Procurement practices should be dealt with the acquisition of quality inputs (e.g. materials, labor, overhead) at a very reasonable and at lowest price among accredited suppliers in order to generate cost efficiencies.

Customers, employees, vendors, and suppliers are affected in the procurement process. Materials and supplies purchased are used by the employees in other department within the Company. The construction of the housing project which will be ultimately owned by Company’s customers also involves the building of a new community. The Purchasing Department is the liaison of the requirements of the employees and the materials, labor and overhead in the construction of houses of the customers with the suppliers.

The Company maintains a mutually beneficial business relationship with vendors and/or suppliers that uphold the core values of fairness, integrity, transparency in their businesses. Suppliers (e.g. construction materials, contractors) are required to undergo accreditation process before they can

<sup>2</sup> Adopted from the Recommendations of the Task Force on Climate-Related Financial Disclosures. The TCFD Recommendations apply to non-financial companies and financial-sector organizations, including banks, insurance companies, asset managers and asset owners.

engage in any business transaction with the Company. While cultivating such relationships with our suppliers, we must also maintain an honest, objective and efficient procurement process. The purchase of materials and services must be in accordance with the Company's procurement policies and procedures.

Among others, the Company policies and procedures states that when available locally, materials, supplies and services shall be purchased from local suppliers unless buying from foreign supplier is proven to be more economically beneficial to the company. The Purchasing Department follows its procurement process and procedures and quality of materials are tested by Engineering team.

#### **IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Disruption to our supply chain will negatively impact the delivery and quality of service to our customers. When this happens, customers, employees, vendors and suppliers are affected. Scarcity of the materials in local market is a problem encountered by Purchasing Department. Thus, aggressive search for potential/alternative roster of suppliers is practiced to ensure that these critical materials are readily available from an additional alternative source.

The Company's Procurement Policy adopts the processes of suppliers' accreditation and competitive bidding for significant transaction to ensure that contracts are awarded only to qualified and duly-accredited suppliers and vendors who offer the best value for money for our requirements.

Considering that these materials are supply-and-demand driven, any disruption of the supply is affected by price fluctuations. Thus, the Company has to develop a stable supplier base to stabilize prices. Likewise, the Company regularly evaluate the suppliers' performance (e.g. quality per order, timely delivery) and forecasting of requirements with reference to historical purchases and the necessary lead time from ordering to delivery.

#### **IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company's Procurement Policy acknowledges that the suppliers are essential team members in the business value chain. They deserve fair and equitable treatment, clear agreements and honest feedback on performance and delivery. While cultivating friendly and professional relationship with the suppliers, the Company must also maintain an honest, objective and efficient procurement process in all business transactions. The purchase of materials and services must be in accordance with the Company's procurement policies and procedures. The customers, employees, vendors, and suppliers are involved in this process.

Should there be adequate supplies and materials in the local market, there would be no disruption in the Company's operation. Then, it is preferable to purchase materials from local suppliers to save time and reduce cost of construction of housing projects due to delays and procurement inefficiencies.

## Anti-corruption

### Training on Anti-corruption Policies and Procedures

Disclosure	Quantity		Units
	2023	2022	
Percentage of employees to whom the organization's anti-corruption policies and procedures have been communicated to	100%	100%	%
Percentage of business partners** to whom the organization's anti-corruption policies and procedures have been communicated to	75%	75%	%
Percentage of directors* and management that have received anti-corruption training	100%	100%	%
Percentage of employees that have received anti-corruption training	100%	100%	%

*\*Directors and officers attended annually Corporate Governance Seminar. Topics on anti-corruption practices, conflict of interest, related party transactions, whistleblowing, anti-money laundering law, etc. are included in the seminar.*

*\*\*Business Partners includes service providers, security agencies, regular suppliers and housing subcontractors*

### **IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

We are committed to provide relevant governance training, including, as necessary, training on the Company's anti-corruption policies to its employees, officers and directors. Training on anti-corruption will result to an educated workforce, compliance with anti-bribery and anti-corruption policies in the workplace and will create a culture of integrity in the Company.

The Company conducts orientation and training during recruitment, on-boarding & training & development of employees. An annual seminar on Corporate Governance is attended by directors and officers from duly accredited SEC training providers.

Our directors, officers, and employees are duty bound to uphold the Company's policies, including the Code of Business Conduct and Ethics including its related Company policies on Conflict of Interest Policy, Related Party Transaction Policy, Insider Trading Policy and Whistle-blower Policy as well as the Revised Manual on Corporate Governance. Likewise, vendors, suppliers, consultants and business partners who transact with the Company observe the same policies as part of contracts and engagements. The Company's commitment to the observance of these policies inure to the benefit of customers, stockholders, regulators, and communities in which the Company operates, among other stakeholders.

The Company proactively supports the anti-corruption policy in the workplace; walk the talk and conducts Virtue Talk every Monday with virtue of integrity included in the subject matter.

### **IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company believes that education and communication to employees of the Company's policies, including the Code of Business Conduct and Ethics build employees' awareness of the standards of

behavior that is expected by the Company as well as employees’ confidence in their ability to deliver the Company’s goods and services to its customers and the commitments made to its other stakeholders.

The risk of anti-corruption violation and its effects include the following:

1. *High risk of employees becoming involved in corrupt behavior in the workplace resulting to disciplinary action, dismissal, termination of employment, criminal charges*
2. *informal under-the-table payments or gifts in the course of business operations poses reputational risk*
3. *Financial loss*
4. *Damage to employee morale*
5. *Damage to organization’s reputation organizational focus & resources diverted away from delivering core business and services to the community*

Anti-corruption violation will greatly affect the Company posed by reputational risk with suppliers, business partners, community and customers will shy away to avoid association from such scandal. Government may also impose penalties and/or prosecution.

To prevent the risk of an anti-corruption violation, in addition to education and info dissemination initiatives, the Company has established internal control measures aimed at ensuring compliance with Company’s policies, including anti-corruption policy and applicable laws. The Company also has to sustain the training and re-orientation on the Company’s policies at least once a year; continue to conduct virtual talk every Monday and Company leaders’ walk their talk toward cultivating a culture of integrity, compliance and good governance in the Company.

**IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The training and information dissemination on Company’s policies including anti-corruption policy provides opportunities for cooperation within the Company, among various business units within the Group and outside the Company with business partners, suppliers and contractors. Employees, customers, suppliers, contractors are partners in the anti-corruption drive in reporting violations of Company policies through Whistle-blower mechanism and other means. The close cooperation between the Company and its stakeholders promotes the culture of integrity, compliance and good governance.

Incidents of Corruption

Disclosure	Quantity		Units
	2023	2022	
Number of incidents in which directors were removed or disciplined for corruption	None (0)	None (0)	#
Number of incidents in which employees were dismissed or disciplined for corruption	None (0)	None (0)	#
Number of incidents when contracts with business partners were terminated due to incidents of corruption	None (0)	None (0)	#

## **IMPACT & RISKS**

Corruption does not only tamper profits but also undermines the credibility of the business. Risks can exist in key areas such as in procurement, and those functions that directly interface with government.

## **MANAGEMENT APPROACH IN CONTROLLING THE IMPACTS AND RISKS**

The Company is committed to promoting transparency and fairness to all stakeholders. This commitment is formalized through Company policies that set rules with respect to

1. Receiving gifts and hospitality which must not influence upcoming decisions, approval or contract award, nor create a sense of obligation on the part of the recipient
2. Consensus efforts to avoid conflict of interest situations
3. Compliance with all the laws, statutes and regulations
4. Safeguard of the Company assets
5. Whistleblowing

# ENVIRONMENT

## Resource Management

Energy consumption within the organization:

Disclosure	Quantity		Units
	2023	2022	
Energy consumption (renewable sources) *	None (0)	None (0)	GJ
Energy consumption (gasoline)	21,802.73	18,400	liters
Energy consumption (LPG)*	None (0)	None (0)	GJ
Energy consumption (diesel)	394,384.862	399,700.51	liters
Energy consumption (electricity)	219,833.74	155,476.50	kWh

Reduction of energy consumption

Disclosure	Quantity		Units
	2023	2022	
Energy reduction (renewable sources) *	None (0)	None (0)	GJ
Energy reduction (LPG) *	None (0)	None (0)	GJ
Energy reduction (diesel)	(6,845.862)	(169,868.36)	liters
Energy reduction (electricity)	(64,357.24)	(55,397.34)	kWh
Energy reduction (gasoline)	(4,709.73)	(48,835.34)	liters

\* - No energy consumption. Thus, no reduction of energy consumption.

+ - energy reduction; ( ) – energy increment/increase

The increase in usage of gasoline, diesel and electricity is due to the picking up of real estate activities on existing and new project developments; additional energy consumption due to purchase of new equipment and company vehicles.

### **IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The impact of energy consumption could be an additional greenhouse effect in the environment which occurs from our primary business operations. Likewise, the reduction of energy consumption will somehow decrease its contribution to greenhouse gas emissions. The impact of the pandemic showed the reduction of energy consumption because of quarantine that limited the use of electricity due to work from home arrangement and reduced use of motor vehicles.

Since our primary business is into mass housing production and land development, we used various types of equipment that emits carbon footprints which contributes air pollutants.

Employees, customers, communities, and government regulators are affected by our energy consumption and energy-reduction measures.

The thrust of the management is to build and manage property in the most environmentally friendly manner possible. Considering the unstable and costly power supply, property owners are encouraged to conserve and use electricity wisely such as changing of busted fluorescent lamps with LED lights; use of more energy-efficient air-conditioning units and turning -off of appliances when not in use.



Energy conservation and resource consumption efficiency are among the key result areas that are monitored and measured for long-term solutions. The Company through its Administrative Department and motor pool that maintains the efficiency of our equipment through a scheduled monthly preventive maintenance so that each equipment can be monitored especially the smoke emission of each units. In the acquisition of vehicles and equipment, a more fuel-efficient models are being considered.

As solar power technology gains spotlight in the market, the company looking for this opportunity to install roof-mounted solar power to reduce electricity consumption thus reducing as well as the operation costs while using clean energy to help protect the environment.

**IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The inefficiencies of energy consumption affect the Company’s overhead expenses and the cost of doing business. Likewise, improper storage of these materials (i.e. gasoline and diesel) could cause fire or explosion.

Employees, customers, shareholders and communities are affected by our energy consumption and reduction measures.

Energy conservation and resource consumption efficiency are among the key result areas that are monitored and measured for long-term solutions. The Company provided a division that maintains the safety and hygiene in the workplace on which these materials (i.e. gasoline and diesel) are kept.

**IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company looks into process and flow improvements, equipment and energy optimization measures that result in cost savings. While these measures can be initially costly and time-consuming and may temporarily pose a threat to current stable processes, there are positive results for improving environmental sustainability.

Employees, customers, shareholders and communities are affected by our energy consumption and reduction measures.

The Company is finding ways to reduce energy consumption considering technological innovations such as using more energy-efficient lighting and air-conditioning options as well as more fuel-efficient vehicles and equipment.

Water consumption within the organization

Disclosure	Quantity		Units
	2023	2022	
Water withdrawal	1,093,868	977,877	Cubic meters
Water consumption	890,150	781,194	Cubic meters
Water recycled and reused	None (0)	None (0)	Cubic meters

## **IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Water is an important commodity in the household ----- a necessity of life. We ensure that there's an available water to provide our home owners and their family, clean and potable water supply for drinking, bathing, washing of clothes, flushing toilet, cleaning premises and many others. As a natural resource, the Company considers responsible water consumption as part of its drive for resource efficiency. For every liter of consumption, there could be communities that are potentially deprived of the water that they need given that clean and potable water is a scarce resource.

The impact of water consumption is dependent on the water supply. The higher the water consumption and the lower is the reserve water supply. If there's a lower water consumption and higher the reserve water supply, the Company will have an opportunity to extend water services to the community that are adjacent to our projects. Since our primary business is mass housing and land development to provide our customers a high valued property, the company provided own source of water supply in each projects (subdivisions).

The affected stakeholders include communities where the water supply is extracted; customers (home owners); employees and shareholders.

The Company's Construction Department monitors and maintains the water resource to provide water services and good quality of water supplies. The Company also delivers information campaign to customers regarding water conservation tips.

## **IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Insufficient water supply may result from water distribution line leakage and water distribution machineries breakdown. In turn, this would result in higher cost as operations is forced to find costly alternate sources. Homeowners will be inconvenienced for the failure to deliver enough water supply to the households.

The affected stakeholders include communities where the water supply is extracted; customers (home owners); employees and shareholders. The Company may incur additional operating expenditures to meet the growing water demand of the community it serves. While the community is inconvenienced for any water supply interruption due to machinery breakdown or insufficient water supply to households, the problems may create bad image to the Company from home owners perspective and may discouraged prospective clients.

The Company created back-up plan whenever or before these risks will occur e.g. purchasing spare of the water distribution machineries and set-up a quick response team for any water related problem.

## **IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

We see an opportunity to conserve more water by setting up every household a rainwater harvesting facility as also encouraged by the local government unit.

The Company provides water supply in every subdivision that are being developed. In this case, as the project expands, the demand for water consumption will increase, capacity will also be increased and

hopefully additional income will flow to the Company. This would provide an additional source of income for the Company, taxes for the government and sufficient and quality supply of water for the community.

The Company usually conducts first a due diligence before purchasing a piece of land for a certain project. In this way, the Company can check whether the area is suitable for drilling/deep well that can produce enough water for the future consumers.

Materials used by the organization

Disclosure	Quantity		Units
	2023	2022	
Materials used by weight or volume			
<ul style="list-style-type: none"> <li>renewable</li> </ul>	314,997 (steel forms)	304,686 (steel forms)	kg/liters
<ul style="list-style-type: none"> <li>non-renewable</li> </ul>	33,101,340 (ready mixed concrete)	27,316,200 (ready mixed concrete)	kg/liters
Percentage of recycled input materials used to manufacture the organization’s primary products and services	0.675	1.98	%

**IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

As a real estate company, the business entails the use of significant amount of materials for the construction of houses and pavement of roads in our subdivisions, mixed-use developments and townships.

We acknowledge that materials such as cement are non-renewable and requires considerable amount of energy and emissions to produce them. In the mining of minerals needed for glass, steel, and cement production, it could impact biodiversity which will affect the communities nearby. These mineral deposits are also finite, hence conserving the use of minerals will help extend the life of these finite resources for future generations. Materials use impacts all stakeholders (e.g. suppliers, customers, employees) in general. Scarcity of materials also impacts pricing which indirectly affects the Company’s competitiveness.

**IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

If the resource of these materials will be depleted, there would be shortage of supply of inputs in the construction of houses. Scarcity of materials impacts all stakeholders (e.g. suppliers, customers, employees) in general.

To ensure that construction materials are available including alternatives, the Company regularly monitor our materials consumption and inventory. The designs and construction practices are continuously improved to ensure that material use is optimized without compromising quality and durability.

### **IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Materials comprise a large part in the construction of houses. Reducing material use and wastage will translate to financial benefit. The Company will look for better designs and construction systems to increase the efficiency in the use of materials including more renewable materials.

Ecosystems and biodiversity (whether in upland/watershed or coastal/marine)

Disclosure	Quantity		Units
	2023	2022	
Operational sites owned, leased, managed in, or adjacent to, protected areas and areas of high biodiversity value outside protected areas	None (0)	None (0)	
Habitats protected or restored	None (0)	None (0)	ha
IUCN <sup>3</sup> Red List species and national conservation list species with habitats in areas affected by operations	None (0)	None (0)	

### **IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

As a real estate company, the business owns land-banking that are near to bodies of water or other protected areas and development of such, affecting community residents and the local government units, may require protection and/or restoration as part of its regulation.

The Company ensures strict compliance with environmental compliance certificates (ECC), environmental laws and local ordinances as well as regular engagement with the community to ensure that environmental commitments are followed through.

The Company, as may be required and applicable, will monitor water quality of well/catchment area; conduct clean water awareness campaign towards the communities around catchment area; reforestation of cleared areas; proper design of facilities; area protection through perimeter fencing/lighting and deployment of security personnel and tree planting activities within the protected areas.

### **IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Non-compliance with ECC conditions may threaten the continued real estate operation of existing project or can't be allowed to develop the area when permits are not yet secured. Thus, we apply relevant construction, operational, and resource-use permits/clearances from national and local government agencies prior to site establishment and operation.

Water pollution and disturbance of the flora and fauna when the development is near bodies of water. The community residents and the local government units will be affected of such environmental

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<sup>3</sup> International Union for Conservation of Nature

disturbance. Discontinued project may also affect employees if there would be retrenchment. Regulators may impose penalty for non-compliance of ECC conditions.

The Company ensures strict compliance with environmental compliance certificates (ECC), environmental laws and local ordinances as well as regular engagement with the community to ensure that environmental commitments are followed through.

**IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company has an opportunity to promote environmental stewardship that goes beyond compliance but as corporate social responsibility and sustainability of business that protects the environment for future generations. The Company’s customers, its employees, the community and future’s children may benefit from this initiative.

**Environmental impact management**

Air Emissions

GHG

Disclosure	Quantity		Units
	2023	2022	
Direct (Scope 1) GHG Emissions	108,246.771	108,895.12	Tonnes CO <sub>2</sub> e
Energy indirect (Scope 2) GHG Emissions	2,175.534	1,143.25	Tonnes CO <sub>2</sub> e
Emissions of ozone-depleting substances (ODS)	NONE (0)	NONE (0)	Tonnes

**IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company’s business operations necessitate the use of gasoline- and diesel-fueled equipment (Scope 1) and the purchase of energy (Scope 2) which produce emissions to the atmosphere. These emissions will affect our environment and those of neighboring regions. Since GHG emissions has global warming and climate change impacts, all stakeholders (e.g. customers, employees, community) are generally affected, primarily those that are most vulnerable to climate impacts.

In order to reduce GHG emissions, the Company requires that vehicles and equipment are fuel-efficient, conduct scheduled monthly preventive maintenance and always perform innovativeness to reduce cost and consume less energy including environmentally friendly gensets.

**IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Increase energy consumption and GHG emissions will impact global climate and will produce a warming effect. If industries will continue to increase their contribution on carbon footprint, more harmful climate events may affect the business operations. All stakeholders e.g. the customers, employees and the community are affected by these climate-related risks.

To reduce the risks, the Company is committed to control its GHG emissions by ensuring that vehicles and equipment are fuel-efficient and consumption of energy are efficiently utilized in its operations.

**IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company is committed to manage its carbon emission, if not to reduce it, through the opportunity of using renewable energy. Though energy efficiency programs entail significant capital investment, if in the long run will be financially-viable and contribute to develop environmentally-friendly community, the Company may explore this GHG mitigation strategy. This will benefit our employees, customers and the neighborhood.

*Air pollutants*

Disclosure	Quantity		Units
	2023	2022	
NO <sub>x</sub>	NONE (0)	NONE (0)	kg
SO <sub>x</sub>	NONE (0)	NONE (0)	kg
Persistent organic pollutants (POPs)	NONE (0)	NONE (0)	kg
Volatile organic compounds (VOCs)	NONE (0)	NONE (0)	kg
Hazardous air pollutants (HAPs)	NONE (0)	NONE (0)	kg
Particulate matter (PM)	47	43	kg

**IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Impacts of any pollutant are usually in the nearby area of the source. As a real estate company that currently focused on construction of residential housing units, construction sites are the areas that would generate dusts from roadworks and construction of houses, excessive noise generation from operation of equipment generator sets may occasionally be used for power outage, vehicles and construction equipment that emit smoke and also produce noise. The customers, employees and the community are affected by these air pollutants and noise.

These air pollutants will cause air quality degradation and may cause noise production. Air pollution is a risk factor for a number of pollution-related diseases including respiratory infections, heart diseases and lung cancers.

In order to reduce air pollutants, the Company take steps to manage the environmental impact in a more responsible way. Air pollution control devices on vehicles and equipment are being practiced. Utilization of more environmentally friendly gensets that serve as back-up in case of power outages. Strict good housekeeping is followed especially on preventive maintenance of equipment and vehicles. Control vehicles speed to lessen suspension of road dust. Conduct water spraying on roadworks to suppress dust sources and minimize discomfort on nearby residents and provide PPEs to employees working in areas with excessive noise.

### **IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The risks that may be encountered is the release of air pollutants from the use of vehicles and equipment; generation of dusts from roadworks and construction of houses; noise generated from operation of equipment. The customers, employees and the community are affected by these air pollutants and noise.

In order to reduce air pollutants, the Company take steps to manage the environmental impact in a more responsible way. Utilization of more environmentally friendly gensets that serve as back-up in case of power outages. Strict good housekeeping is followed especially on preventive maintenance of equipment and vehicles. Control vehicles speed to lessen suspension of road dust. Conduct water spraying on roadworks to suppress dust sources and minimize discomfort on nearby residents and provide PPEs to employees working in areas with excessive noise.

### **IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company acknowledges the importance of controlling the release of air pollutants to the environment as it affects the health of all the stakeholders – the customers; employees; the residents of the neighborhood. The Company will continuously find ways to improve energy efficiency and mitigate impact of air pollutants.

### **Solid and Hazardous Wastes**

#### *Solid Waste*

Disclosure	Quantity		Units
	2023	2022	
Total solid waste generated	119,120	32,320	kg
Reusable	NONE (0)	NONE (0)	kg
Recyclable	24,973 approx. (combined wood, paper, metal and plastic products)	12,410 approx. (combined metal and plastic products)	kg
Composted	NONE (0)	NONE (0)	kg
Incinerated	NONE (burning of waste in the project site are discouraged)	NONE (burning of waste in the project site are discouraged)	kg
Residuals/Landfilled	119,120	32,320	kg

### **IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Wastes generated from our operations are collected by waste haulers and disposed properly in the landfills closest to our locations. The wastes that are being collected are either recycled or considered residuals/end up in landfills. Some landfills may not be effective in storing wastes and could potentially contribute to marine litter; soil/land contamination and health hazard. Solid wastes may affect employees, customers, and communities. Biodegradable wastes in landfills are also a major source of GHG emissions.

The Company’s approach to manage solid wastes includes the proper implementation of Ecological Solid Waste Management Plan; proper solid waste segregation; encouraged the recycling and reuse of solid wastes; provision of appropriate and sufficient solid waste receptacles and bins and coordination with local government units for other solid wastes collections.

**IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

When consumers begin to demand that Companies are to be held more accountable for their operations’ environmental impact, at large and in particular, on their GHG emissions, air pollutants generation; solid wastes and hazardous wastes and effluents that impact the health and safety of people – employees, customers and residents of communities; Companies that do not sufficiently address the concern on waste management may face backlash from their stakeholders.

Local government units are acting on solid waste management issues and proactively banning plastics and institutionalizing waste segregation programs. The Company is subject to relevant regulations and ordinances. The Company has to follow the solid waste management schemes as provided in the Environmental Management Plan.

**IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

Monitoring the amount of solid wastes has allowed the Company to improve waste management practices; optimize resource usage and will introduce initiatives to influence the habits of our employees, suppliers, partners and customers.

Considering that improper disposal of solid wastes may increase marine litter, the Company continues to find ways to improve waste management systems including to replace non-recyclables with recyclables in the workplace. We are also working with recyclers to ensure that the recyclable wastes the Company generates are recycled. Biodegradable waste that can be composted are considered to reduce waste that will be sent to landfills.

*Hazardous Waste*

Disclosure	Quantity		Units
	2023	2022	
Total weight of hazardous waste generated	NONE (0)	NONE (0)	kg
Total weight of hazardous waste transported	NONE (0)	NONE (0)	kg

Note: We consider No Hazardous waste in the organization since most of the materials used are concrete, metal and soil.

**IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company recognizes that hazardous waste materials and their impact, considers special consideration and does not simply end in trash bins. Hazardous wastes, like batteries and chemicals, need to be handled properly for the safety and health of people. Otherwise, employees, customers and



communities may be affected. The Company may also be penalized by the regulator non-compliance to rules and regulations.

Hazardous wastes that may be generated from our operations will follow the environmental compliance guidelines for the identification, labelling, segregation, and proper handling and disposal of hazardous wastes, which are based on existing government regulations on hazardous waste management (RA 6969).

The Company’s approach to manage hazardous wastes that maybe generated during operation includes strict adherence to Occupational Safety and Health Standards and practices; appropriate use of PPEs in handling hazardous materials segregation and tagging of waste material containers into hazardous, non-hazardous, biodegradable and recyclables; and properly transport and disposal spent containers of hazardous materials through DENR accredited/licenses haulers.

**IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

When consumers begin to demand that Companies are to be held more accountable for their operations’ environmental impact, at large and in particular, on their GHG emissions, air pollutants generation; solid wastes and hazardous wastes and effluents that impact the health and safety of people – employees, customers and residents of communities; Companies that do not sufficiently address the concern on waste management may face backlash from their stakeholders.

Company’s spillage of hazardous substances that would be considered as health and safety hazard to the community is at risk of litigation and additional cost for decommissioning of such hazardous waste.

The Company’s approach to manage hazardous wastes that maybe generated during operation includes strict adherence to Occupational Safety and Health Standards and practices; appropriate use of PPEs in handling hazardous materials segregation and tagging of waste material containers into hazardous, nonhazardous, biodegradable and recyclables; and properly transport and disposal spent containers of hazardous materials through DENR accredited/licenses haulers.

**IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company may trade in used motor vehicle batteries to accredited recyclers for proper disposal. It may also explore other solutions to minimize other hazardous waste. Those stakeholders who are impacted by hazardous wastes that affect the health and safety of people – employees, customers and residents of communities are the ones that will also benefit for reduction of these hazard wastes.

Effluents

Disclosure	Quantity		Units
	2023	2022	
Total volume of water discharges	1,111,684	1,016,271	Cubic meters
Percent of wastewater recycled	NONE (0)	NONE (0)	%

**IMPACT, INVOLVEMENT IN THE IMPACT, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company recognizes that wastewater generated and ultimately discharged by the Company’s office and households need to be handled properly for the safety and health of people. Otherwise, employees,

customers and communities may be affected. The Company may also be penalized by the regulator for non-compliance to rules and regulations.

The Company has adopted appropriate wastewater facility in its effluents by using detention pond. It likewise has to regularly monitor wastewater quality being discharged and may adopt other wastewater technologies as the rules and regulations may further require. It continually adopts “treat-at-point source” strategy.

**IDENTIFIED RISK/S, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

When consumers begin to demand that Companies are to be held more accountable for their operations’ environmental impact, at large and in particular, on their GHG emissions, air pollutants generation; solid wastes and hazardous wastes and effluents that impact the health and safety of people – employees, customers and residents of communities; Companies that do not sufficiently address the concern on waste management may face backlash from their stakeholders.

Contamination of land and water due to effluents brought about by Company’s office use and improper discharge by households may result to suspension or revocation of discharge permit by regulatory body. Penalty may be imposed for violation of rules and regulations on the proper handling of effluents.

The Company has adopted appropriate wastewater facility in its effluents by using detention pond. It likewise has to regularly monitor wastewater quality being discharged and may adopt other wastewater technologies as the rules and regulations may further require. It continually adopts “treat-at-point source” strategy.

**IDENTIFIED OPPORTUNITY/IES, AFFECTED STAKEHOLDERS & MANAGEMENT APPROACH**

The Company has an opportunity to have additional revenue from treated wastewater reuse if the demand of water from households increase and the cost of the set-up of wastewater treatment facility is lower as compared to the revenues that will be generated. Those stakeholders – employees, customers and residents of communities are the ones that will also benefit for reduction of these effluents and meeting the demand of water in the office and households. The increase in income will likewise benefit the shareholders.

**Environmental compliance**

Non-compliance with Environmental Laws and Regulations

Disclosure	Quantity		Units
	2023	2022	
Total amount of monetary fines for non-compliance with environmental laws and/or regulations	None (0)	None (0)	PhP
No. of non-monetary sanctions for non-compliance with environmental laws and/or regulations	None (0)	None (0)	#
No. of cases resolved through dispute resolution mechanism	None (0)	None (0)	#

## **IMPACT & RISKS**

The property development process lies at the heart of the production of the built environment, thus having the greatest impact on the natural environment. With the increased individual and governmental concern about the environment, much pressure is being exerted on the real estate industry to take more account of environmental considerations.

Non-compliance with the Environmental Laws and Regulations await sanctions which will impact the bottom line as well as the repute of the Company.

## **MANAGEMENT APPROACH IN CONTROLLING THE IMPACTS AND RISKS**

Our Compliance Department ensures that all Environmental Laws and Regulations are complied with. Continuous trainings are provided to both our Operations and Compliance Department with the aim of eliminating the probability of non-compliance.

## SOCIAL

### Employee Management

#### Employee Hiring and Benefits

##### *Employee data*

Disclosure	Quantity		Units
	2023	2022	
Total number of employees <sup>4</sup>	268	193	
a. Number of female employees	85	64	#
b. Number of male employees	183	129	#
Attrition rate <sup>5</sup>	0%	16%	rate
Ratio of lowest paid employee against minimum wage	1.18:1.00	1.04:1.00	ratio

The increase in attrition is attributed to an increase in people leaving the organization due to voluntary & involuntary resignation, retirement, and separation. Voluntary resignation includes job opportunities outside ABCI (both government & private), employment to entrepreneurship opportunities, and personal and family matter. Involuntary resignation includes just cause. On the other hand, the increase of employee headcount can be attributed to the increase of company manpower need as ABCI is expanding.

##### *Employee benefits*

List of Benefits	Y/N		% of female employees who availed for the year		% of male employees who availed for the year	
	2022	2021	2023	2022	2023	2022
SSS	Y	Y	100%	100%	100%	100%
PhilHealth	Y	Y	100%	100%	100%	100%
Pag-ibig	Y	Y	100%	100%	100%	100%
Parental leaves	Y	Y	6%	5%	1%	1%
Vacation leaves	Y	Y	100%	100%	100%	100%
Sick leaves	Y	Y	100%	100%	100%	100%
Medical benefits (aside from PhilHealth))	Y	Y	100%	100%	100%	100%
Housing assistance (aside from Pag-ibig)	Y	Y	39%	19%	10%	7%
Retirement fund (aside from SSS)	Y	Y	-	-	1%	-
Further education support	N	N	-	-	-	-
Company stock options	N	N	-	-	-	-
Telecommuting	Y	Y	-	16%	-	12%
Flexible-working Hours	Y	Y	35%	39%	27%	25%
(Others)						
HMO	Y	Y	100%	100%	100%	100%
Life Insurance	Y	Y	-	-	-	-

<sup>4</sup> Employees are individuals who are in an employment relationship with the organization, according to national law or its application ([GRI Standards 2016 Glossary](#))

<sup>5</sup> Attrition are = (no. of new hires – no. of turnover)/(average of total no. of employees of previous year and total no. of employees of current year)

Bereavement Assistance	Y	Y	1%	3%	3%	3.9%
Uniform Allowance	Y	Y	100%	100%	100%	100%
Meal Allowance	Y	Y	100%	100%	100%	100%
Overtime Meal Allowance	Y	Y	100%	100%	100%	100%
Hotel Accommodation Allow.	Y	Y	100%	100%	100%	100%
Car Plan	Y	Y	-	16%	-	10%
Company Car	Y	Y	-	-	-	-
Shuttle Service	N	Y	-	99%	-	99%
Repairs & Maintenance Allow.	Y	Y	9%	16%	4%	10%
Profit Sharing	Y	Y	100%	100%	100%	100%
Leave Cash Conversion	Y	Y	100%	100%	100%	100%
Per Diem	Y	Y	100%	100%	100%	100%
Christmas Cash Gift	Y	Y	100%	100%	100%	100%
Christmas Gift Pack	Y	Y	100%	100%	100%	100%
Birthday Gift Check	Y	Y	100%	100%	100%	100%
COVID-19 Care Pack	Y	Y	100%	100%	100%	100%
Weekly Hataw Exercise	Y	Y	100%	100%	100%	100%
Cash Gift for Awardees	Y	Y	100%	100%	100%	100%
Service Awards	Y	Y	100%	100%	100%	100%
Summer Outing	Y	Y	100%	100%	100%	100%
Christmas Party	Y	Y	100%	100%	100%	100%
Sports Fest	Y	Y	100%	100%	100%	100%

### **IMPACT & MANAGEMENT APPROACH**

The Company believes that human capital is an indispensable investment in the achievement of its goals and objectives. Failure to hire the right people is crucial as it could slow down the realization of such corporate goals and long-term growth. Hiring of employees is based on qualifications and standards being set with the requirements of the job. Aspiring applicants are assessed to determine their capability to deliver results expected of them by the Company. Likewise, the Company provides the employees the benefits to keep their well-being that increases motivation, loyalty and productivity towards work.

To improve talent retention and employee engagement, the Company conducts regular benchmarking on industries' best practices on hiring and compensation and benefits.

From recruitment, onboarding, employee-development and all throughout their employment, the Company find ways employees to be engaged: training new hires when they can ask questions, offer ideas and voice concerns; involving them in business plan with list of goals to accomplish; acknowledging them for their hard work and providing employee development support that allow room for professional growth. Company should give clear vision on the career path of the employees.

## **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

Employee retention is among the challenges the Company is facing. High turn-over rate adds to the cost of the organization, disrupts the operation and affects overall productivity. Likewise, disengaged workforce will not deliver quality output and may hamper the targeted increased productivity.

To address employee turnover, the Company will promote people programs on employee engagement. The Company will ensure that employment opportunities are geared towards development of employee skill sets through training, coaching, mentoring, effective retention programs, multiple and attractive benefits and fair compensation. Management succession program is maintained to identify and develop high potential candidates as possible replacements. The Company should continue sourcing for external and internal candidates for succession planning purposes.

## **IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

High retention rate and attractive compensation packages will promote “good employer branding”. As a good employer, it will stand out to candidates who are looking for jobs. It will help the recruiting team attract and improve the talent pool of applicants. Engaged employees will become the Company’s employer brand advocates who share company content in social media and speak positively about the Company. These brand advocates will amplify recruiting messages, improve Company’s reputation and work culture to attract more top talent.

When the Company will benchmark its benefit structure with the industry standards and adjust accordingly to stay within the industry average, the increase in employee benefits will contribute to the employee’s quality of life. Employees who enjoy good quality of life will tend to be more engaged and productive in the workplace which impacts the business positively. The Company will continue to innovate on compensation structures that better responds to the real needs of our employees.

### Employee Training and Development

Disclosure	Quantity		Units
	2023	2022	
Total training hours provided to employees			
a. Female employees	257	141	hours
b. Male employees	257	141	hours
Average training hours provided to employees			
a. Female employees	21.5	21	hours/employee
b. Male employees	12.8	13.52	hours/employee

*\*There is a notable increase in the number of employee training sessions for the year 2023. This uptick in training activities aligns with the growth in the workforce during the same period. It is noteworthy, though, that this expansion in the number of employees has resulted in a slight reduction in the average number of training hours specifically for male employees.*

## **IMPACT & MANAGEMENT APPROACH**

The Company's provision on training to employees ensures continuous learning and development of its people and the acquisition of new skills will inure to the ultimate benefit of the organization. These new skills acquired by the employees are an important driver of employee growth and development. Highly trained and highly engaged employees are more productive and have higher propensity of innovative ideas to get things done. The Company's ability to meet its employee training needs will result to a well-informed and engaged workforce.

Training is given to employees from its recruitment, on-boarding and continuously as part of employee training & development programs. The Company supports the people program aimed to develop needed competencies based on required knowledge, skill sets and attitude by providing budget allocation.

## **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

An ill-suited employee training and development programs will lead to low performance and low leadership maturity, preventing the Company from its expansion, innovation, and competitiveness. It may also result to interpersonal conflict, communication problems; gossip; bullying; harassment; discrimination; low motivation and job satisfaction and performance issues.

The Company conducts semi-annual briefing about the company Vision, Mission, Core Values and Code of Conduct; onboarding orientation of new hires; performance appraisal and interview; mentoring; Training Need Assessment (TNA); Focused Group Discussion (FGD) and Employee Engagement Survey.

Likewise, it is highly possible that employees would be tempted to seek greener pastures if and when their skills are enhanced. To make the employee stay, the Company may require training bond for the cost of training or management may review compensation structure for any salary adjustments to maintain a competitive rate.

## **IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

The Company is continuously looking for innovative learning channels in anticipation of new skills and capability needed by the employees to keep abreast of new trends in technology and industry practices. It considers that employee training and development as part and parcel of its corporate goals.

Having a good employer branding especially of engaged employees acting as employer brand advocates will create opportunity to prospective applicants as an employer of choice.

### Labor-Management Relations

<b>Disclosure</b>	<b>Quantity</b>		<b>Units</b>
	<b>2023</b>	<b>2022</b>	
% of employees covered with Collective Bargaining Agreements	None (0)	None (0)	%
Number of consultations conducted with employees concerning employee-related policies	268	194	#

Inquiry and discussion on compensation & benefits and safety & health related concerns contribute the increase on the number of consultations in ABCI i.e. New Payroll System, Labor Education Series, “Kamustahan”, On Boarding, Regular Compensation & Benefit Consultations.

### **IMPACT & MANAGEMENT APPROACH**

Good labor-management relations create a healthy workplace between the Company and its employees. This smooth employee-employer relationship will result to industrial peace. An open line of communication provides employees an avenue to raise concerns to the management and in turn management find ways to address those concerns (e.g. workplace conditions; health and occupational hazards; employee benefits). However, poor labor-management relations will affect productivity as it disrupts operation when employees who are members of labor unions will initiate strike and create reputational risk for the Company.

Currently, the Company has no Collective Bargaining Agreements with its employees.

The Company ensures adherence in the implementation of employment and labor laws and policies with regard to recruitment, employment, retention and benefits of the employees. The Company is committed to promote labor education, promote people program, fair treatment of employees and organize employee committees (e.g. Family Welfare Committee, Safety and Health, Labor-Management Committee, Quality Control Circle and Productivity). The Company also listen to the employees through employee engagement surveys and other ad hoc surveys that are conducted by the Human Resource Development Department.

### **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

The inexistence of Union in the Company would be at risk of being organized anytime should concerns are not given attention. Even with the mechanism in place for addressing grievances, for example between the Union and Management, there is still the possibility that the matter may be resolved adversely against the Company, which would be detrimental to its operations.

Hostility and animosity between employer and employee lead to strikes and lockouts resulting to a decrease in productivity and low efficiency.

The Company will address these risks through a constructive and healthy relationship with our employees and Union if there’s any, making sure that all concerns are heard and addressed for the benefit of all parties involved. Management should be attentive to the sentiments of its employees. The Company is committed to promote labor education, promote people program, fair treatment of employees, follow the Code of Business Conduct and Ethics and organize employee committees (e.g. Family Welfare Committee, Safety and Health, Labor-Management Committee, Quality Control Circle and Productivity, Efficiency and Cost Savings Initiatives (PECSI)).



## **IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

Labor union and management may provide an opportunity for an employee-employer cooperation that promotes industrial peace. The Company believes that an open communication with all stakeholders involved which includes the employees and the Unions, if any, is a mechanism to solicit feedback to improve the general management of the Company and help employees ease their burden by hearing out their needs. It is also an avenue to foster discussion to address current and potential bottlenecks in the workplace.

### Diversity and Equal Opportunity

Disclosure	Quantity		Units
	2023	2022	
% of female workers in the workforce	32	33	%
% of male workers in the workforce	68	67	%
Number of employees from indigenous communities and/or vulnerable sector*	7	12	#

*\*Vulnerable sector includes, elderly, persons with disabilities, vulnerable women, refugees, migrants, internally displaced persons, people living with HIV and other diseases, solo parents, and the poor or the base of the pyramid (BOP; Class D and E).*

## **IMPACT & MANAGEMENT APPROACH**

The Company aspire for a working environment characterized by openness, trust, respect and understanding where rapport exists acknowledging every employees' diverse backgrounds. Employees are hired not on the basis of gender, age, religious affiliation or if they belong to a particular sector but on the basis of their abilities, knowledge, skills, experiences, attitude and other qualifications.

If there's no diversity and equal opportunity policy, it will result to discrimination of applicants belonging in the vulnerable group during the recruitment, work assignment and promotion and stereotyping which affects self-esteem of employee and will reduce work productivity.

The Company should promote the right of all employees and workers to be treated with fairness in terms of compensation, benefits, promotion, training and other employment opportunities. In the recruitment, there should be no discriminatory qualifications on job ads and training of recruiters, panel and interviewers as to non-discriminatory approach in dealing with applicants. Drafting of policy on diversity, equality and inclusion in the workplace and provide equal opportunity for vulnerable groups in the recruitment and promotion.

## **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

Without the diversity and equal opportunity policy, there's a risk that in-breeding would occur in the workplace. Likewise, there would be risk of litigation if there are recruitment, promotion and termination practices that do not conform to the labor laws and laws against discrimination in employment.

The Company should promote the right of all employees and workers to be treated with fairness in terms of compensation, benefits, promotion, training and other employment opportunities. In the

recruitment, there should be no discriminatory qualifications on job ads and training of recruiters, panel and interviewers as to non-discriminatory approach in dealing with applicants. Drafting of policy on diversity, equality and inclusion in the workplace and provide equal opportunity for vulnerable groups in the recruitment and promotion.

**IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

The Company believes that the organization needs to attract best talent and develop a human resource pool that is reflective of the diversity of the communities in which it operates. Moreover, diversity allows us to better engage our employees, understand customers, and generate creativity and share new ideas for a better products and services.

A gender-balanced and diversified environment will be conducive to equal opportunities for all employees to work hand in hand with the Company toward realization of corporate goals and greater compliance and flexibility in the ever-evolving market place.

The Company should promote the right of all employees and workers to be treated with fairness in terms of compensation, benefits, promotion, training and other employment opportunities. In the recruitment, there should be no discriminatory qualifications on job ads and training of recruiters, panel and interviewers as to non-discriminatory approach in dealing with applicants. Drafting of policy on diversity, equality and inclusion in the workplace and provide equal opportunity for vulnerable groups in the recruitment and promotion.

Workplace Conditions, Labor Standards, and Human Rights

Occupational Health and Safety

Disclosure	Quantity		Units
	2023	2022	
Safe Man-Hours	425,920	399,360	Man-hours
No. of work-related injuries	One (1)	None (0)	#
No. of work-related fatalities	None (0)	None (0)	#
No. of work related ill-health	16	12	#
No. of safety drills	8	12	#

In 2023, the total safe man-hours per employee is 1,936 (242 calendar year x 8 hours) multiplied by 220 total headcount as of December 31, 2023 which totaled 425,920 hours for the whole year. Work related ill health concerns recorded 8 are recorded. Monthly Safety and Health meeting via zoom was considered as ABCI’s safety drills due to the fact that safety and health related issues/concerns were discussed and addressed to the concerned.

**IMPACT & MANAGEMENT APPROACH**

Having an occupational health and safety standards will provide employees a safe working environment, increase employee morale and job satisfaction and increase productivity. All throughout business

operations, the safety, health and wellness of employees remain a priority whether in the construction sites, in the warehouses or in the offices.

Impaired working capacity due to sickness and accidents lowers productivity and impacts the quality and timely delivery of products and services to the customers as well as the well-being and quality of life of the employees.

The Company is committed to continuously comply labor laws and regulatory requirements on Occupational Safety and Health and maintain a safe and healthy workplace by strict implementation of safety and health protocols. The Company shall conduct a mandatory 8-hour training for all employees with regard to Occupational Safety and Health. The creation of Safety & Health Committee will help monitor the status of the implementation of these protocols that may include site visits to determine risk-prone areas and observe actual use of machineries and heavy equipment. The Company also sponsors “Big Loser challenge” to fight obesity along with periodic conduct of wellness classes by the Company’s HMO service provider.

#### **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

If safety and health protocols are not strictly implemented e.g. proper labeling and wearing of personal protective equipment in the construction site, there’s a risk that work-related injuries and illnesses would occur in the workplace.

The Company is committed to continuously comply labor laws and regulatory requirements on Occupational Safety and Health and maintain a safe and healthy workplace by strict implementation of safety and health protocols. The Company shall conduct a mandatory 8-hour training for all employees with regard to Occupational Safety and Health. The creation of Safety & Health Committee will help monitor the status of the implementation of these protocols that may include site visits to determine risk-prone areas and observe actual use of machineries and heavy equipment. Any breached in safety and health protocols should be reported to the Company for appropriate action.

#### **IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

A safe and healthy working environment promotes productivity, job satisfaction and motivation, thereby, increasing employee retention. It is also an opportunity to save cost for any work-related injuries and/or accidents and illnesses that the Company may incur should they arise.

The Company is committed to continuously comply labor laws and regulatory requirements on Occupational Safety and Health and maintain a safe and healthy workplace by strict implementation of safety and health protocols. The Company shall conduct a mandatory 8-hour training for all employees with regard to Occupational Safety and Health. The creation of Safety & Health Committee will help monitor the status of the implementation of these protocols that may include site visits to determine risk-prone areas and observe actual use of machineries and heavy equipment. Any breached in safety and health protocols should be reported to the Company for appropriate action.

## Labor Laws and Human Rights

Disclosure	Quantity		Units
	2023	2022	
No. of legal actions or employee grievances involving forced or child labor	None (0)	None (0)	#

Do you have policies that explicitly disallows violations of labor laws and human rights (e.g. harassment, bullying) in the workplace?

Topic	Y/N		If Yes, cite reference in the company policy
	2023	2022	
Forced labor	Yes	Yes	Recruitment and Hiring Manual, Section IV, Item B.4
Child labor	Yes	Yes	Recruitment and Hiring Manual, Section IV, Item B.4
Human Rights	Yes	Yes	Code of Conduct Article I, Sections 1 to 7

### **IMPACT & MANAGEMENT APPROACH**

Labor legislation, specifically on forced labor, child labor and human rights, is important to protect workers' rights and promote employee welfare. Non-compliance with such laws is detrimental in a company as penalties may be imposed by regulators and criticisms may come from employees, customers, and shareholders of such violation. The Company adheres with the principles of human rights and strict compliance to labor standards set forth by laws and governmental rules and regulations.

The Company's Recruitment and Hiring Manual explicitly disallows violations of labor laws specifically, on forced labor and child labor while the Code of Conduct explicitly disallows violations of human rights (e.g. harassment, bullying, etc.).

### **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

The risk of non-compliance with labor laws and human rights may expose the Company to penalties by the regulators for the violations committed and the risk of litigation that the aggrieved party may file.

The Company will strictly comply labor laws and related government issuances regarding Labor and Human Rights.

### **IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

The Company's adherence to labor and human rights will expose the organization from nil labor cases and savings for the payment of penalties should there be any committed violations. The Company will remain a child-friendly organization and that its operations do not directly, nor potentially expose children to any risk of harm or abuse. It will continue to raise awareness and the rule of law against violation of human rights (e.g. harassment, bullying, etc.)

## Supply Chain Management

Do you have a supplier accreditation policy? If yes, please attach the policy or link to the policy:

The Company has a deeply rooted policy on supplier accreditation policy. In the accreditation process, suppliers are required to fill-up Supplier's Information Sheet.

Do you consider the following sustainability topics when accrediting suppliers?

Topic	Y/N		If Yes, cite reference in the supplier policy
	2023	2022	
Environmental performance	-	-	
Forced labor	-	-	
Child labor	-	-	
Human rights	-	-	
Bribery and corruption	Y	Y	xxx All personnel involved in the bidding process including the Bidding Committee, Technical Group, and the Contractors shall observe the highest standard of ethics during the procurement and execution of such contracts. Thus, corrupt, fraudulent, collusive, and coercive practices are strictly not allowed. xxx

### **IMPACT, INVOLVEMENT IN THE IMPACT & MANAGEMENT APPROACH**

About 14% (in 2023) of our revenues (including other income and 12% (in 2022) is given back to our suppliers of goods and services recorded in the books as operating expenses (other operating costs) which is part of the broader 55% (in 2023) and 43% (in 2022) payments on operating costs.

Knowing our suppliers is as important as knowing the supplies that they provide. Continuous mapping over the suppliers is required otherwise their unfortunate outcome will cause delays in the delivery, dip in customer satisfaction and damage to the corporate' goodwill.

The Company regard its suppliers as essential team members and that they deserve fair and equitable treatment, clear agreements and honest feedback on performance and delivery. We consider our suppliers' needs in conducting all aspects of our business. While cultivating friendly, professional relationships with our suppliers, the Company also maintain an honest, objective and efficient procurement process. The purchase of materials and services must be in accordance with the Company's procurement policies and procedures.

The Company's officers and employees are prohibited to solicit or accept gifts, payment or gratuities from our suppliers. Any financial interests in a Company's supplier or someone seeking to become a supplier must be reported to the company. The Company's policies in this area go beyond the law of prohibiting kickbacks, even the appearance of improper conduct in all our business dealings must be avoided.

The accreditation process involves submission by applicant-supplier of the Supplier's Information Sheet together with its corporate papers and company profile including services offered and accreditations attained as well as the list of finished projects with address. The Supplier's Information Sheet contains basic information about the supplier's company, organization's owner/directors; contact person or authorized representatives; products and services offered, contact numbers, previous customers and other relevant information necessary for evaluation as applicant-supplier.

After receiving the Supplier's Information Sheet, the applicant-supplier's projects when necessary will be visited by the accrediting committee which will be composed of representatives from the bidding committee and the technical group to evaluate the quality of the bidder's output. The evaluation shall be based on ocular inspection, interviews, surveys, feedback from existing customers, etc. Findings and observations during visitation shall be documented.

#### **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

Non-compliant suppliers may lead for them to more DOLE, BIR, SEC and other related case exposure. There's also a risk that there would be lack of offers from suitable vendors which can result to higher prices of goods and services or loss business opportunities. With regard to forecasting of needs, failure to forecast, plan and consult with end users can result in delay in lead time and/or disrupted delivery schedules.

The Company has to assign personnel to monitor and evaluate supplier's compliance with Procurement Guidelines; establish and develop a wider base of suppliers by securing firm contracts; more efficient procurement planning and forecasting; active collaboration between purchasing and the requesting departments; procurement planning- identifying and consolidating requirements and hopefully determine just in time schedules

#### **IDENTIFIED OPPORTUNITY/IES, & MANAGEMENT APPROACH**

With the trend of building relationship with the suppliers in consideration of sustainability impacts, which comprise of economic, social, and environmental aspects, the Company will advocate that promoting sustainability in suppliers' operations can bring opportunities to reduce our waste and cost, improve our product and service quality, spur innovation growth and tap consumer interest in sustainable products.

The Company will also plan to add the concepts of sustainability to the fundamental supply chain requirements of competitive quality, cost, service, and delivery. We will also plan to develop credible sustainability assessments that will help incentivize suppliers and vendors for innovative, affordable and eco-friendly products and services.

## Relationship with Community

### Significant Impacts on Local Communities

For 2023:

Operations with significant (positive or negative) impacts on local communities (exclude CSR projects; this has to be business operations)	Location	Vulnerable groups (if applicable)*	Does the particular operation have impacts on indigenous people (Y/N)?	Collective or individual rights that have been identified that or particular concern for the community	Mitigating measures (if negative) or enhancement measures (if positive)
Employment of local residents	- Butuan City - Tanay, Rizal - Balulang, CDO - Initao, Misamis Oriental - Manolo Fortich, Bukidnon		Y	Employment	To continue considering applicants from residents of project area

*\*Vulnerable sector includes children and youth, elderly, persons with disabilities, vulnerable women, refugees, migrants, internally displaced persons, people living with HIV and other diseases, solo parents, and the poor or the base of the pyramid (BOP; Class D and E)*

For 2022:

Operations with significant (positive or negative) impacts on local communities (exclude CSR projects; this has to be business operations)	Location	Vulnerable groups (if applicable)*	Does the particular operation have impacts on indigenous people (Y/N)?	Collective or individual rights that have been identified that or particular concern for the community	Mitigating measures (if negative) or enhancement measures (if positive)
Employment of local residents	- Butuan City - Tanay, Rizal - Balulang, CDO		Y	Employment	To continue considering applicants from residents of project area

*\*Vulnerable sector includes children and youth, elderly, persons with disabilities, vulnerable women, refugees, migrants, internally displaced persons, people living with HIV and other diseases, solo parents, and the poor or the base of the pyramid (BOP; Class D and E)*

For operations that are affecting IPs, indicate the total number of Free and Prior Informed Consent (FPIC) undergoing consultations and Certification Preconditions (CPs) secured and still operational and provide a copy or link to the certificates if available: \_\_\_\_\_

Certificates	Quantity		Units
	2023	2022	
FPIC process is still undergoing	0	0	#
CP secured	0	0	#

**IDENTIFIED RISK/S & MANAGEMENT APPROACH**

The Company’s operation involves stakeholder engagement with the communities and governments to ensure that critical operations continue without any untoward incident. This approach allows the Company to build trust-based relationships with the community. Negative impacts in the community could have significant impact in the Company’s reputation and social license to operate.

The Company is partner in local community development. Local concerns may influence the importance of these stakeholders and environmental matters including long-term risks and cumulative impacts. The Company has regularly open communication and timely information dissemination of the concerned communities about decisions and actions that will have impact on them. Delivering positive benefits to the community will enable the Company to build stronger partnerships such as in local sourcing of goods and talents.

**IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

As part of Corporate Social Responsibility, the Company’s initiatives of delivering positive benefits to the community will build a stronger partnership. Community social and environmental programs may include reforestation, school supplies donation, classroom donations, scholarship program and employment of local residents.



## Customer Management

### Customer Satisfaction

Disclosure		Score	Did a third party conduct the customer satisfaction study (Y/N)?
Customer satisfaction	2023	High Satisfaction	<p>Aside from the Internal Quality Control Officer, the company hired a Customer Care Specialist who responds to customer concerns (house construction and documentation) from the front row.</p> <p>New house designs are being offered to cater to customer house requirements.</p>
	2022	High Satisfaction	<p>Aside from the Internal Quality Control Officer, the company hired a Customer Care Specialist who responds to customer concerns (house construction and documentation) from the front row.</p> <p>New house designs are being offered to cater to customer house requirements.</p>

A Certificate of Acceptance is signed by the house owner signifying acceptance and conformance to the house constructed.

### **IMPACT & MANAGEMENT APPROACH**

Customer satisfaction indicates the importance of the value of the product and service provided which fulfills the clients' expectation. This great customer experience is essential to meeting overall business goals and help increase sales due to referrals of customers who were satisfied from its previous purchase. However, dissatisfaction of the products and services can affect brand loyalty and sales, ultimately hurting the bottom line. The Company's ability to keep its customers satisfied is at the core of the Company's performance.

The Certificate of Acceptance Form is being signed by the owners before they move-in to the houses, to ensure that they are satisfied with the construction of their houses. In order for the Company to be ensured that houses being constructed is within clients' expectations, the independence of the Quality Control Officer from the Construction and Sales and Marketing Team was set-up for speedy actions to rectify any defects or complaints reported.

Listening and feedback tools are used to discover and identify customer pain points and how the Company's brand is enhanced or harmed by the customer experience as delivered. The Company performs post-transaction surveys through customer calls or house visits. Customer commendations and complaints are also monitored so that commitment and actions may be addressed.

Moreover, pro-active efforts are being done to satisfy customers. One of which shall be the hiring of the Customer Care Specialist who shall be front-line in responding to customers concerns. Also, new model house units are being offered to satisfy to customer house requirements.

**IDENTIFIED RISK/S & MANAGEMENT APPROACH**

Dissatisfaction of customers on the products and services delivered can affect brand loyalty and sales, ultimately hurting the bottom line. For example, the foundation and construction of houses should never be compromised and should be built based on approved plan.

To ensure that the construction of houses is built based on approved plan, the Company's quality control and monitoring team should exert its effort to check the houses being built by the Construction Team and provide feedback should there be any work to be re-done that are sub-par based on as built approved plan.

**IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

Great customer experience will attract more clients by the referral of those previous clients who were satisfied to the houses constructed. This will provide an opportunity to increase sales and keeping the customers satisfied will help the Company stand out from the competition.

By using best practices in house construction, it will provide the Company a competitive advantage as compared to its peers. Also, by providing them several house design options, chances of purchase and word-of- mouth recommendations are higher.

*Health and Safety*

Disclosure	Quantity		Units
	2023	2022	
No. of substantiated complaints on product or service health and safety*	None (0)	None (0)	#
No. of complaints addressed	None (0)	None (0)	#

*\*Substantiated complaints include complaints from customers that went through the organization's formal communication channels and grievance mechanisms as well as complaints that were lodged to and acted upon by government agencies.*

**IMPACT & MANAGEMENT APPROACH**

The Company recognizes its responsibility to ensure that the housing units built and lots subdivided including its amenities do not pose any risk to health and safety of our customers. This is assured from the design process to construction as well as operations that it meets the highest building standards that ensures it is resilient to any geohazards and structural threats. An internal quality control system is in place to monitor that the housing units --- e.g. materials used and housing design and other housing components is built based on approved plan.

Home owners’ health and safety complaints may lead to customer dissatisfaction and immediate intervention should be given to resolve customers’ complaints. The Company’s reputation will be in question should the housing units delivered to its owners are not safe (e.g. hazardous like asbestos) and structurally not sound. The Company is committed to construct housing units using environment-friendly materials and **conforms to generally approved standards based on approved plans, e.g. cast-in-place standard is 4inches, while company uses 6inches; usage of pvc ceilings, above-standard on ceilings.**

**IDENTIFIED RISK/S & MANAGEMENT APPROACH**

The risk of using non-fire-resistant materials in the construction of houses poses safety threat to the household in case of **fire**. The use of hazardous materials like asbestos will also cause health concerns of the residents. Non-conformity in the approved housing design would entail cost of reconstructing the housing units based on the approved plan. The sub-par quality product and/or service will cause the Company to loss customers, risk of lawsuits and may receive cease and desist order from regulatory agencies.

The Company shall construct houses based on the approved plan, using environmentally-friendly materials (e.g. **fire-resistant materials**; non-hazardous materials like asbestos-free) in flood-free and geohazard-free housing sites.

**IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

The company’s commitment to using environment-friendly materials are in place. They also conform to general approved building standards. Marketing materials develop highlight the usage of environment-friendly materials enticing and assuring buyers of a safe and secured unit.

With the presence of the COVID-19 virus, management has taken a pro-active stance in fighting the pandemic by ensuring trees are planted, and natural environment is being taken care of.

The Company’s products and services which are environmental-friendly contributes to the country’s sustainable development goals.

*Marketing and labelling*

Disclosure	Quantity		Units
	2023	2022	
No. of substantiated complaints on marketing and labelling*	**None (0)	**None (0)	#
No. of complaints addressed	**None (0)	**None (0)	#

*\*Substantiated complaints include complaints from customers that went through the organization’s formal communication channels and grievance mechanisms as well as complaints that were lodged to and acted upon by government agencies.*

**\*\*Complaints are very minimal and do not need management or regulatory bodies intervention.**

## **IMPACT, INVOLVEMENT IN THE IMPACT & MANAGEMENT APPROACH**

The primary impact of the marketing and labelling of marketing materials are the customers. The Sales and Marketing Team ensures that messages, most particularly the amenities, indicated in the marketing collaterals are true and compliant with the Department of Human Settlements and Urban Development (DHSUD) regulations. Complaints may arise if a promised amenity is not delivered.

The company brings to front its master-planned community concept featuring open spaces with fresh air and scenic view; low density with single detached housing units sufficiently spaced from each other; model houses are built with bigger spacious area and modern lines and solid concrete walls and interior partition; security is top priority; accessibility; centralized water system; with parks and playgrounds; gated community and nature-themed resort community, mountain haven community, greens community. These features are the modes of marketing the product.

With the Company's thrust of sustainable business providing sustainable products and/or services that considers the projects' impact to the economy, society and environment, green and sustainable living is top of the mind. Since competition exists in a free-market world, the Company's Sales and Marketing Team ensures that the products and/or services sold to prospective home owners have competitive edge in terms of its uniqueness, identity and prestige, fair price, reasonable promotional discounts and more distribution channels in its execution as it progresses with the selling of products and/or services until post-sales customer care. Its concept design of green spaces and landscapes have the health benefits and personal well-being of its buyers as its core thrust.

Brokers' engagement programs are being implemented to ensure that brokers are taken care of. They are the company's frontline partners, selling the real estate products directly to customers. Aside from the regular commission, company provides them incentives and other perks to ensure.

## **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

The risk of marketing the housing units and/or lots only with an amenity that will not be pushed through and home buyers consider such amenity as the reason of buying the property would be a room for complaints.

The Company has to ensure that information contained in its marketing materials such as flyers, tarpaulins, bill boards, etc. is correct. Simultaneously, it shall also ensure that it will build the amenities described in the subdivision plan as submitted with the regulating agencies.

Brokers are the ones who do selling thus they need to be satisfied, too. They must have a buy-in of our products, so the risk of losing sales is negative.

## **IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

The Company enters the era of the new normal with its latest concept design dedicated to green spaces and landscapes. The company brings to front its metropolis perfected concept of development. The Company's thrust in response to the new normal is to provide real estate development that espouse healthy, environment-friendly and low dense communities. New development highlight mountainside, agro-tourism and retirement, and sea resort.

These new developments will feature areas with lots of open spaces and fresh flowing air, bike lanes, and open patios in its home designs with the health benefits and personal well-being of its residents as its core thrust. The company shall also continue its competitive edge of nature-themed subdivisions, with well-developed infrastructure facilities, integrated development, wide main roads, high elevation and flood-free locations.

The company also intensified its online presence: revamping its website and facebook pages.

Customer privacy

Disclosure	Quantity		Units
	2023	2022	
No. of substantiated complaints on customer privacy*	None (0)	None (0)	#
No. of complaints addressed	None (0)	None (0)	#
No. of customers, users and account holders whose information is used for secondary purposes	None (0)	None (0)	#

*\*Substantiated complaints include complaints from customers that went through the organization’s formal communication channels and grievance mechanisms as well as complaints that were lodged to and acted upon by government agencies.*

**IMPACT & RISKS**

Bad experiences can quickly drive consumers away, with many saying that they would stop doing business with a company due to unfriendly service, lack of company trust and unknowledgeable employees. However, it is speed and efficiency, knowledgeable and helpful employees and convenience that matter the most when it comes to customer experience.

Rather than providing an end product, customers opt for personalised service that is delivered on-demand, while ensuring transparency at every stage of the customer journey.

The real estate operation is all about relationships and referrals. Getting good word-of-mouth is crucial. Not getting talked about at all will be just as bad, in the long run, as being discussed negatively. The cost can largely affect the bottom line.

**MANAGEMENT APPROACH IN CONTROLLING THE IMPACTS AND RISKS**

The Company has well defined customer service policies and procedures which are focused on generation of positive synergies, which will eventually be converted into a huge value added to the organization.

One of these policies is to reduce response times to the customers. A database of customers is adequately maintained. However, in light of the myriad concerns raised by data privacy risks, the Company has begun adopting new precautions and regulations to keep data secure. The Company strictly adheres to the laws of data privacy. The Company, further, aims to have a:

1. Well designed data architecture that has a clear documentation starting from business requirements, business to data mapping, business glossaries, naming conventions, and standards,
2. Clear data retention policy is also critical for a company's privacy compliance,
3. Centralized Customer Information with Security, and
4. Robust data control processes and to automatically detect non-compliance

### Data Security

Disclosure	Quantity		Units
	2023	2022	
No. of data breaches, including leaks, thefts and losses of data	None (0)	None (0)	#

### **IMPACT, INVOLVEMENT IN THE IMPACT & MANAGEMENT APPROACH**

Customers' personal information such as names, addresses, contact information, signature, and other details that the Company is collecting in the course of our transactions can be accessed only by duly authorized personnel.

Any data leak or security breach puts the customers at risk like identity theft. Flawed data security also affects business reputation translating to negative repercussions including financial loss. Thus, data security is a priority.

To protect customer data as well as all the Company's confidential information, we continue to implement strong security policy, put in place network security protection and monitoring process in every aspects of our data management system.

### **IDENTIFIED RISK/S & MANAGEMENT APPROACH**

The risks for data security come from data breaches, distributed denial of service (DdoS) attacks, phishing, and related acts. These data breaches occurred when information is stolen, taken from a system or accessed without the knowledge or authorization of the system's owner which may result to data losses, data leaks and thefts.

The Company counters these risks with preventive security measures and will be updating its policies regarding data security. Constant reminders, cascades and mandatory e-learning on data privacy and security will also be given to all employees to prevent data security misconduct and create a data privacy culture in the workplace.

### **IDENTIFIED OPPORTUNITY/IES & MANAGEMENT APPROACH**

As technology continue to evolve including processing and storage of data, threats of data breach will continue as well. Through collaboration among industry players; strong government regulations on network security; enhance data privacy and security defenses and sharing best practices may address and combat data security threats.

## UN SUSTAINABLE DEVELOPMENT GOALS

### Product or Service Contribution to UN SDGs

Key products and services and its contribution to sustainable development.

Key Products and Services	Societal Value / Contribution to UN SDGs	Potential Negative Impact of Contribution	Management Approach to Negative Impact
Real Estate Services (House and Lot and Lot only)	Use, Management and Operation are well-aligned towards responsible stewardship and sustainable development	Land-use patterns, planning and design, and construction practices and materials are sources of pollutants	Metropolis Perfected Concept: Greens, Open Spaces, Healthy Living, Lots of Trees, Nature-themed, Wide Main Roads
	Availability of Quality Housing that the Company keeps on top of mind is a major determinant of a life well-lived.	Housing for the Poor	Socialized Housing Counterpart
	Focus on creating enlightened and happier communities makes better quality of life	Waste Generation	Proper Disposal
	Economic growth by providing jobs and decent work places – managerial, technical and nontechnical	Cutting of Trees	Tree Planting
	Creating Sustainable Communities by using the Metropolis Perfected Concept in Planning and Design	Energy Usage	Design of Open Air, Well-lighted Houses (Adopting to Green Architecture)
Water Supply Concessionaire	Provides good quality of potable water for the community	Printing of Tarpaulins and Paper Flyers	Recycling and Adopting to Online Marketing
Crude Palm Oil and its By-products	Produce palm oil and its by-products for use as cooking oil, commercial food and personal care products and may be converted into biofuel	Invasion of natural habitat	Providing Tree planting schemes for every development to create natural habitat
		Invasion of natural habitat	Follow regulations on conservation and mitigation of inevitable impacts, on-site restoration and sustainability practices

Key Products and Services	Societal Value / Contribution to UN SDGs	Potential Negative Impact of Contribution	Management Approach to Negative Impact
	<p>With its Key Products and Services, the Company is aligned with UN Sustainable Developments Goals (SDG):</p> <p><b>2 – Zero Hunger</b>  <i>*ensure sustainable food production systems and implement resilient agricultural practices...</i></p> <p><b>6 – Clean Water and Sanitation</b>  <i>*achieve universal and equitable access to safe and affordable drinking water for all</i></p> <p><b>8 – Decent Work and Economic Growth</b>  <i>*achieve full and productive employment and decent work for all women and men</i></p> <p><b>11 – Sustainable Cities and Communities</b>  <i>*access for all to adequate, safe and affordable housing and basic services and upgrade slums</i>  <i>*provide universal access to safe inclusive and accessible, green and public spaces</i></p>		
	<p>As a consequence of decent work provided to its employees, the Company has contributed to UN SDG:</p> <p><b>1 – No Poverty</b>  <i>*for eradication of extreme poverty measured as people living on less than \$1.25 a day</i>  <i>*reduction of the proportion of people living below national poverty</i></p>		



	<i>line</i>		
	<b>5 – Gender Equality</b> <i>* end all forms of discrimination against all women</i> <i>*women’s full and effective participation and equal opportunities for leadership at all levels of decision-making (ex. managerial positions)</i>		

*\* None/Not Applicable is not an acceptable answer. For holding companies, the services and products of its subsidiaries may be disclosed.*