



108142019003284



# SECURITIES AND EXCHANGE COMMISSION

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Company Information

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Industry Classification  
Company Type Stock Corporation

## Document Information

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**AYALA LAND, INC.**

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(Company's Full Name)

31F, Tower One, Ayala Triangle  
Ayala Avenue, Makati City 1226

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(Company Address)

(632) 750-6974

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(Telephone Number)

**June 30, 2019**

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(Quarter Ending)

**SEC Form 17-Q Quarterly Report**

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(Form Type)

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(Amendments)

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-Q

QUARTERLY REPORT PURSUANT TO SECTION 17 OF THE  
SECURITIES REGULATION CODE AND SRC RULE 17(2)(b) THEREUNDER

1. For the quarterly period ended **June 30, 2019**
2. Commission Identification Number **152747**
3. BIR Tax Identification No. **000-153-790-000**
4. Exact name of issuer as specified in its charter: **AYALA LAND, INC.**
5. Province, Country or other jurisdiction of incorporation or organization:  
**Makati City, Philippines**
6. Industry Classification Code: \_\_\_\_\_ (SEC Use Only)
7. Address of issuer's principal office and postal code:  
**31F, Tower One, Ayala Triangle, Ayala Avenue, Makati City 1226**
8. Issuer's telephone number, including area code: **(632) 750-6974**
9. Former name, former address, former fiscal year: **Not applicable**
10. Securities registered pursuant to Sections 8 and 12 of the Code, or Sections 4 and 8 of the RSA

**As of June 30, 2019**

<u>Title of each class</u>	<u>Number of shares issued and outstanding</u>
<b>Common shares</b>	<b>14,745,334,847</b>
<b>Preferred shares</b>	<b>13,066,494,759</b>

Amount of Debt Outstanding  
**P101,650,000,000.00**

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

Yes  No

Stock Exchange: **Philippine Stock Exchange**  
Securities listed: **Common shares**

12. Indicate by check mark whether the registrant:

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

Yes  No

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

Yes  No

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**PART I – FINANCIAL INFORMATION**  
Item 1. Financial Statements

**AYALA LAND, INC. AND SUBSIDIARIES**

**UNAUDITED CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

(Amounts in Millions)

	June 2019 Unaudited	December 2018 Audited
<b>ASSETS</b>		
<b>Current Assets</b>		
Cash and cash equivalents (note 4)	P22,100	P23,997
Short-term investments (note 5)	1,506	3,085
Financial assets at fair value through profit or loss (note 6)	1,209	476
Accounts and notes receivable (note 7)	70,114	78,246
Contract Assets – Current	34,967	48,473
Inventories (note 8)	94,241	104,372
Other current assets (note 9)	56,443	44,181
<b>Total Current Assets</b>	<b>280,580</b>	<b>302,830</b>
<b>Noncurrent Assets</b>		
Noncurrent accounts and notes receivable	23,071	3,368
Contract Assets – Non current	18,669	35,437
Financial assets at fair value through other comprehensive income	1,662	1,496
Investment in bonds	2,162	-
Investments in associates and joint ventures (note 10)	23,530	23,390
Investment properties – net	244,193	225,005
Right of Use Assets	15,970	-
Property and equipment – net	38,600	35,749
Deferred tax assets - net	13,347	13,041
Other noncurrent assets (note 11)	33,774	28,504
<b>Total Noncurrent Assets</b>	<b>414,978</b>	<b>365,990</b>
<b>Total Assets</b>	<b>P695,558</b>	<b>P668,820</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current Liabilities</b>		
Short-term debt (note 12)	P23,651	P14,387
Accounts and other payables (note 13)	146,844	171,999
Contract Liability – Current	6,296	21,875
Income tax payable	3,546	2,588
Current portion of long-term debt (note 12)	13,536	23,265
Deposits and other current liabilities (note 14)	22,480	6,670
Lease Liability	524	-
<b>Total Current Liabilities</b>	<b>216,877</b>	<b>240,784</b>
<b>Non-Current Liabilities</b>		
Long-term debt - net of current portion (note 12)	161,886	149,447
Pension liabilities	1,592	1,550
Deferred tax liabilities - net	6,132	5,895
Deposits and other non-current liabilities (note 15)	50,383	41,867
Lease Liability	17,795	-
Contract Liability – Non-current	8,406	8,630
Deferred Credits	399	426
<b>Total Non-Current Liabilities</b>	<b>246,592</b>	<b>207,815</b>
<b>Total Liabilities</b>	<b>463,469</b>	<b>448,599</b>
<b>Equity</b>		
Equity attributable to equity holders of Ayala Land, Inc.		
Paid-up capital	62,622	62,351
Retained earnings	143,308	132,090
Stock options outstanding	66	66
Remeasurement loss on defined benefit plans	(183)	(220)
Net unrealized gain on available-for-sale financial assets	(304)	(454)
Cumulative translations adjustments	360	868
Equity reserves (note 16)	(7,204)	(7,401)
Treasury Stock	(448)	-
	198,466	187,300
Non-controlling interests	33,872	32,921
<b>Total Equity</b>	<b>232,089</b>	<b>220,221</b>
<b>Total Liabilities and Equity</b>	<b>P695,558</b>	<b>P668,820</b>

## AYALA LAND, INC. AND SUBSIDIARIES

### UNAUDITED CONSOLIDATED STATEMENTS OF INCOME

(Amounts in Millions, Except Earnings Per Share Figures)

	2019 Unaudited April 1 to June 30	2019 Unaudited January 1 to June 30	2018 Unaudited April 1 to June 30	2018 Unaudited January 1 June 30
<b>REVENUE</b>				
Real estate	₱41,159	₱78,597	₱40,571	₱75,841
Interest and Investment Income	1,870	3,760	1,904	3,077
Equity in net earnings of associates and joint ventures	303	566	243	410
Other income	205	294	695	1,062
	<b>43,537</b>	<b>83,217</b>	43,413	80,390
<b>COSTS AND EXPENSES</b>				
Real estate	25,420	48,909	27,096	49,175
General and administrative expenses	2,438	4,429	2,312	4,283
Interest and other financing charges	2,898	5,503	2,377	4,620
Other charges	164	546	333	685
	<b>30,920</b>	<b>59,387</b>	32,118	58,763
<b>INCOME BEFORE INCOME TAX</b>	<b>12,617</b>	<b>23,830</b>	11,295	21,627
<b>PROVISION FOR INCOME TAX</b>				
Current	3,660	6,608	3,008	6,265
Deferred	(260)	(293)	45	(461)
	<b>3,400</b>	<b>6,315</b>	3,053	5,804
<b>NET INCOME</b>	<b>₱9,217</b>	<b>₱17,515</b>	₱8,242	₱15,823
Net income attributable to:				
Equity holders of Ayala Land, Inc.	7,834	₱15,157	₱7,021	₱13,538
Non-controlling interests	1,383	2,358	1,221	2,285
	<b>₱9,217</b>	<b>₱17,515</b>	₱8,242	₱15,823
<b>Earnings Per Share</b>				
Basic	₱0.53	₱1.02	₱0.47	₱0.92
Diluted	0.53	1.02	0.47	0.92

**AYALA LAND, INC. AND SUBSIDIARIES****UNAUDITED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

(Amounts in Millions)

	2019 Unaudited		2018 Unaudited	
	April 1 to June 30	January 1 to June 30	April 1 to June 30	January 1 to June 30
<b>NET INCOME</b>	<b>₱9,217</b>	<b>₱17,515</b>	<b>₱8,242</b>	<b>₱15,823</b>
Other comprehensive income/loss				
Net unrealized gain (loss)				
on available-for-sale financial assets	52	186	(74)	(59)
<b>Total comprehensive income for the period</b>	<b>₱9,269</b>	<b>₱17,701</b>	<b>₱8,168</b>	<b>₱15,764</b>
Total comprehensive income attributable to:				
Equity holders of Ayala Land, Inc.	₱7,886	₱15,343	₱6,947	₱13,479
Non-controlling interests	1,383	2,358	1,221	2,285
	<b>₱9,269</b>	<b>₱17,701</b>	<b>₱8,168</b>	<b>₱15,764</b>

**AYALA LAND, INC. AND SUBSIDIARIES**  
**UNAUDITED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
(Amounts in Thousands)

	Attributable to equity holders of Ayala Land, Inc.												Non-Controlling Interests	Treasury Shares	Total Equity
	Capital Stock	Additional Paid-in Capital	Subscriptions Receivable	Appropriated Retained Earnings	Unappropriated Retained Earnings	Stock Options Outstanding	Remeasurement Gain (Loss) on Defined Benefit Plans	Net Unrealized Gain (Loss) on Available-for-Sale Financial Assets	Cumulative Translation Adjustments	Equity Reserves	Total				
<b>As of January 1, 2019</b>	16,041,530	47,985,990	(1,676,556)	8,000,000	124,090,020	65,462	(219,782)	(454,138)	868,271	(7,400,945)	187,299,852	32,921,345	-	220,221,197	
Net income					15,156,597						15,156,597	2,357,935	-	17,514,532	
IFRS 16 - Leases					(47,845)						(47,845)			(47,845)	
Other comprehensive income (loss)					-		36,281	149,727	(507,816)		(321,808)			(321,808)	
<b>Total comprehensive income</b>	16,041,530	47,985,990	(1,676,556)	8,000,000	139,198,772	65,462	(183,501)	(304,411)	360,455	(7,400,945)	202,086,796	35,279,280	-	237,366,076	
Cost of stock options	-	-									-			-	
Collection of subscription receivable			210,904								210,904			210,904	
Stock options exercised	10,454	446,612	(457,066)								-			-	
Reacquisition of shares												(448,102)		(448,102)	
Acquisition of control on previously held interest														-	
Acquisition of non-controlling interest										197,169	197,169			197,169	
Increase in non-controlling interest												(1,406,940)		(1,406,940)	
Net change in non-controlling interest														-	
IFRS 16 - Leases														-	
IFRS 2 - Adjustment on share-based payment		60,305									60,305			60,305	
Cash dividends declared					(3,890,410)						(3,890,410)			(3,890,410)	
<b>As of June 30, 2019</b>	16,051,984	48,492,907	(1,922,718)	8,000,000	135,308,362	65,462	(183,501)	(304,411)	360,455	(7,203,776)	198,664,764	33,872,340	(448,102)	232,089,002	
<b>As of January 1, 2018, as previously reported</b>	16,031,596	47,454,241	(1,537,126)	8,000,000	101,976,450	99,064	(160,015)	40,530	1,001,986	(6,152,115)	166,754,611	25,508,747	-	192,263,358	
<b>Effect of adoption of new accounting standards</b>					358,605			(563,997)			(205,392)	205,392	-	-	
<b>Balance as of January 1, 2018, as restated</b>	16,031,596	47,454,241	(1,537,126)	8,000,000	102,335,055	99,064	(160,015)	(523,467)	1,001,986	(6,152,115)	166,549,219	25,714,139	-	192,263,358	
Net income					13,538,330						13,538,330	2,284,835		15,823,165	
Other comprehensive income (loss)							(1,349)	(57,205)	416,950		358,396			358,396	
<b>Total comprehensive income</b>	16,031,596	47,454,241	(1,537,126)	8,000,000	115,873,385	99,064	(161,364)	(580,672)	1,418,936	(6,152,115)	180,445,945	27,998,974	-	208,444,919	
Cost of stock options		64,502									64,502			64,502	
Collection of subscription receivable			48,339								48,339			48,339	
Stock options exercised	1,617					1,421					3,038			3,038	
Acquisition of non-controlling interest														-	
Increase in non-controlling interest												9,533,250		9,533,250	
Net change in non-controlling interest											(12,482,965)			(12,482,965)	
Cash dividends declared					(3,772,725)						(3,772,725)	(55,232)		(3,827,957)	
<b>As of June 30, 2018</b>	16,033,213	47,518,743	(1,488,787)	8,000,000	112,100,660	100,485	(161,364)	(580,672)	1,418,936	(18,635,080)	164,306,134	37,476,991	-	201,783,126	



## AYALA LAND, INC. AND SUBSIDIARIES

### UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS

(Amounts in Millions)

	June 2019 Unaudited	June 2018 Unaudited
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Income before income tax	P23,830	P21,627
Adjustments for:		
Depreciation and amortization	4,135	3,635
Interest and other charges - net of amount capitalized	6,047	5,304
Equity in net earnings of investees	(567)	(410)
Interest and other income	(3,760)	(3,077)
Unrealized gain on financial assets	150	(57)
Provision for doubtful accounts	2	1
Operating income before changes in working capital	29,837	27,023
Decrease (increase) in:		
Accounts and notes receivable – trade	(13,076)	6,013
Real estate inventories	10,834	(651)
Other current assets	541	(2,073)
Increase (decrease) in:		
Accounts and other payables	(26,053)	7,611
Pension liabilities	78	(5)
Other current liabilities	755	(6,434)
Cash generated from operations	2,916	31,484
Interest received	3,770	3,050
Income tax paid	(6,158)	(5,386)
Interest paid - net of amount capitalized	(4,350)	(5,316)
Net cash provided by (used in) operating activities	P(3,822)	P23,832
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Disposals of (additions to):		
Investments	P(38,379)	P(19,758)
Property and equipment	(5,448)	(5,071)
Acquisition of subsidiary, net of cash acquired	-	(4,916)
Short term investments	847	(1,265)
Decrease (increase) in:		
Noncurrent accounts and notes receivable - non trade	1,493	(9,040)
Other assets	11,171	(5,799)
Net cash provided by (used in) investing activities	P(30,316)	P(45,849)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from short-term / long-term loans	P35,345	P20,926
Payments of short-term / long-term loans	(23,371)	(10,486)
Increase (decrease) in :		
Deposits and other noncurrent liabilities	26,297	6,833
Minority interest in consolidated subsidiaries	(1,276)	9,533
Proceeds from capital stock subscriptions	271	116
Movements due to IFRS 16 - Leases	(48)	-
Purchase of treasury shares	(448)	417
Other Comprehensive Income	(508)	-
Dividends paid to non-controlling interest	(131)	(55)
Dividends paid to equity holders of Ayala Land, Inc.	(3,890)	(3,773)
Net cash provided by (used in) financing activities	P32,241	23,511
<b>NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>P(1,897)</b>	<b>P1,494</b>
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD</b>	<b>23,997</b>	<b>20,998</b>
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	<b>P22,100</b>	<b>P22,492</b>

## AYALA LAND, INC. AND SUBSIDIARIES

### NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS

#### 1. Corporate Information

Ayala Land, Inc. (the Company) is domiciled and was incorporated on June 30, 1988 in the Republic of the Philippines. The Company's parent is Ayala Corporation (AC). AC is a publicly-listed company, 47.28%-owned by Mermac, Inc., 6.02%-owned by Mitsubishi Corporation (MC) and the rest by the public. The Company's registered office and principal place of business is 31st Floor, Tower One and Exchange Plaza, Ayala Triangle, Ayala Avenue, Makati City.

The Company and its Subsidiaries (the Group) are incorporated to hold, develop, manage, administer, sell, convey, encumber, purchase, acquire, rent or otherwise deal in and dispose of, for itself or for others, residential including, but not limited to, all kinds of housing projects, commercial, industrial, urban or other kinds of real property; to acquire, purchase, hold, manage, develop and sell subdivision lots, with or without buildings or improvements; to erect, construct, alter, manage, operate, lease, in whole or in part, buildings and tenements of the Group or of other persons; and to engage or act as real estate broker. The Group is also involved in hotels and resorts operations.

The consolidated financial statements represent the consolidation of the financial statements of Ayala Land, Inc. (ALI) and the following domestic and foreign owned subsidiaries:

	Jun 2019*	Dec 2018*
<b>Real Estate:</b>		
Alveo Land Corporation (Alveo)	100%	100%
Serendra, Inc.	39	39
Solinea, Inc. (Solinea)	65	65
BGSouth Properties, Inc. (BGS)	50	50
Portico Land Corp. (Portico)	60	60
Serendra, Inc.	28	28
Amorsedia Development Corporation	100	100
OLC Development Corporation and Subsidiary	100	100
HLC Development Corporation	100	100
Allysonia International Ltd.	100	100
Avida Land Corporation (Avida)	100	100
Buklod Bahayan Realty and Development Corp.	100	100
Avida Sales Corp. and Subsidiaries	100	100
Amicassa Process Solutions, Inc.	100	100
Avencosouth Corp. (Avencosouth)	70	70
BGNorth Properties, Inc. (BGN)	50	50
Amaia Land Co. (Amaia)	100	100
Amaia Southern Properties, Inc. (ASPI)	65	65
AyalaLand Premier, Inc.	100	100
Ayala Land International Sales, Inc. (ALISI)	100	100
Ayalaland International Marketing, Inc. (AIMI)	100	100
Ayala Land International (Singapore) Pte. Ltd.	100	100
Ayalaland International Marketing (Hong Kong) Limited (ALIM HK)	100	100
Ayala Land International Marketing , SRL (ALIM SRL)	100	100
Ayala Land International Marketing London	100	100
Ayala Land Sales, Inc.	100	100
Southportal Properties, Inc.	65	65
Buendia Landholdings, Inc.	100	100
Crans Montana Holdings, Inc.	100	100
Crimson Field Enterprises, Inc.	100	100
Ecoholdings Company, Inc. (ECI)	100	100
NorthBeacon Commercial Corporation NBCC)	100	100

Red Creek Properties, Inc.	100	100
Regent Time International, Limited (Regent Time) (British Virgin Islands)	100	100
North Eastern Commercial Corp. (formerly Asterion Technopod, Incorporated)	100	100
Westview Commercial Ventures Corp. (formerly Crestview E-Office Corporation) (Westview)	100	100
North Ventures Commercial Corp. (formerly Fairview Prime Commercial Corp. (formerly Gisborne Property Holdings, Inc.))	100	100
Hillsford Property Corporation (HPC)	100	100
Primavera Towncentre, Inc. (PTI)	100	100
Summerhill E-Office Corporation (Summerhill)	100	100
Sunnyfield E-Office Corporation (Sunnyfield)	100	100
Subic Bay Town Centre, Inc.	100	100
Regent Wise Investments Limited (Regent Wise) (Hongkong company)	100	100
AyalaLand Real Estate Investments Inc.	100	100
AyalaLand Advisory Broadway Inc.	100	100
AyalaLand Development (Canada) Inc.	100	100
AyalaLand OpenAsia Holdings PTE, Limited	100	100
Blue Horizons Holdings PTE, Limited	100	100
Modular Construction Technology (MCT) Bhd.	66	66
AyalaLand Commercial REIT, Inc. (ALCRI)	100	100
Arvo Commercial Corporation (Arvo)	100	100
BellaVita Land Corporation (BellaVita)	100	100
Nuevo Centro, Inc. (Nuevo Centro)	54	54
Alviera Country Club, Inc.**	50	50
Cavite Commercial Town Center, Inc.	100	100
One Dela Rosa Property Development, Inc.	100	100
AyalaLand Offices, Inc. (ALO) (formerly ALI Property Partners Corp. (APPCo))	100	100
First Gateway Real Estate Corp.	100	100
Glensworth Development, Inc. (Glensworth)	100	100
UP North Property Holdings, Inc.	100	100
ALO Prime Realty Corporation	100	100
Makati Cornerstone Leasing Corp.	100	100
Arca South Commercial Ventures Corp.	100	100
Capitol Central Commercial Ventures Corp.	100	100
Bay City Commercial Ventures Corp.	100	100
Aurora Properties Incorporated	80	80
Soltea Commercial Corp.	16	16
Vesta Property Holdings, Inc.	70	70
Altaraza Prime Realty Corporation	100	100
Prow Holdings Inc	55	55
Station Square East Commercial Corporation (SSECC)	69	69
Next Urban Alliance Development Corp.	100	100
Accendo Commercial Corp. (Accendo)	67	67
Avencosouth Corp.	20	20
Aviana Development Corporation	7	7
Aviana Development Corporation	50	50
Cagayan de Oro Gateway Corp. (CDOGC)	70	70
Ceci Realty, Inc. (Ceci)	60	60
Soltea Commercial Corp.	12	12
Soltea Commercial Corp.	60	60
CMPI Holdings, Inc.	60	60
CMPI Land, Inc.	36	36
ALI-CII Development Corporation (ALI-CII)	50	50
Roxas Land Corporation (RLC)	50	50
Adauga Commercial Corporation (Adauga)	60	60
Ayalaland Estates, Inc. (formerly Southgateway Development Corp.)	100	100
Ayalaland MetroNorth, Inc. (AMNI)	100	100
Verde Golf Development Corporation	100	100
North Triangle Depot Commercial Corporation (NTDCC)	73	73
BGWest Properties, Inc. (BGW)	50	50
Lagdigan Land Corporation	60	60

Central Block Developers, Inc.	45	45
Cebu Holdings, Inc. (CHI)	71	70
Cebu Leisure Company, Inc.	71	70
CBP Theatre Management Inc.	71	70
Taft Punta Engaño Property Inc. (TPEPI)	39	39
Cebu Insular Hotel Company, Inc. (CIHCI)	26	26
Solinea, Inc.	25	25
Amaia Southern Properties, Inc. (ASPI)	25	25
Southportal Properties, Inc.	25	25
Central Block Developers, Inc***	39	39
Asian I-Office Properties, Inc. (AIOPI)	71	70
Alabang Commercial Corporation (ACC)	50	50
South Innovative Theater Management (SITMI)	50	50
ALI Commercial Center Inc.	100	100
AMC Japan Concepts, Inc.	75	75
AyalaLand Logistics Holdings Corp. (formerly Prime Orion Philippines Inc.)	70	67
FLT Prime Insurance Corp.	55	55
Orion Solutions, Inc	70	70
Orion I Holdings Philippines, Inc.	70	70
OE Holdings, Inc.	70	70
Orion Land Inc.	70	70
Lepanto Ceramics, Inc.	70	70
Laguna Technopark, Inc. (LTI)	67	66
Ecozone Power Management, Inc.	67	66
Ayalaland Malls Synergies, Inc.	100	100
Ayala Land Malls, Inc. (formerly Solerte, Inc.)	100	100
AyalaLand Malls Vismin, Inc.	100	100
AyalaLand Malls NorthEast, Inc.	100	100
<b>Construction:</b>		
Makati Development Corporation (MDC)	100	100
MDC Subic, Inc.	100	100
MDC Build Plus, Inc.	100	100
MDC Conqrete, Inc. (MCI)	100	100
MDC Equipment Solutions, Inc. (MESI)	100	100
MDBI Construction Corp. (formerly MDC Triangle)	67	67
<b>Hotels and Resorts:</b>		
Ayala Hotels, Inc. (AHI)	50	50
AyalaLand Hotels and Resorts Corporation (AHRC) and Subsidiaries	100	100
ALI Makati Hotel & Residences, Inc. (formerly KHI-ALI Manila, Inc.)	80	80
ALI Makati Hotel Property, Inc. (formerly KHI Manila Property, Inc.)	80	80
Asian Conservation Company Limited and Subsidiary	100	100
Enjay Hotels, Inc. (Enjay)	100	100
Greenhaven Property Venture, Inc. (GPVI)	100	100
Cebu Insular Hotel Company, Inc. (CIHCI)	63	63
Bonifacio Hotel Ventures, Inc.	100	100
Southcrest Hotel Ventures, Inc.	67	67
Northgate Hotel Ventures, Inc.	70	70
North Triangle Hotel Ventures, Inc.	100	100
Ecosouth Hotel Ventures, Inc.	100	100
Sentera Hotel Ventures Inc.	100	100
Econorth Resorts Ventures, Inc.	100	100
ALI Triangle Hotel Ventures, Inc.	100	100
Circuit Makati Hotel Ventures, Inc.	100	100
Capitol Centre Hotel Ventures, Inc.	100	100
Arca South Hotel Ventures, Inc.	100	100
Sicogon Town Hotel, Inc.	100	100
Bay Area Hotel Ventures, Inc.	100	100
Makati North Hotel Ventures, Inc.	100	100
One Makati Hotel Ventures, Inc.	100	100

Sicogon Island Tourism Estate, Corp.	100	100
Asiatown Hotel Ventures, Inc.	100	100
One Makati Residential Ventures, Inc.	100	100
ALI Makati Hotel & Residences, Inc. (formerly KHI-ALI Manila, Inc.)	20	20
ALI Makati Hotel Property, Inc. (formerly KHI Manila Property, Inc.)	20	20
Ten Knots Phils., Inc. (TKPI)	60	60
Bacuit Bay Development Corporation	60	60
Lio Resort Ventures Inc.	60	60
North Liberty Resort Ventures Inc.	60	60
Paragua Eco-Resort Ventures Inc.	60	60
Lio Tourism Estate Management Corp.	60	60
Ten Knots Development, Corp. (TKDC)	60	60
Chirica Resorts Corp.	60	60
Kingfisher Capital Resources Corp.	60	60
Pangalusian Island Resort Corporation	60	60
<b>Property Management:</b>		
Ayala Property Management Corporation (APMC)	100	100
Prime Support Services, Inc.	100	100
Ayala Theatres Management, Inc. and Subsidiaries	100	100
DirectPower Services, Inc. (DirectPower)	100	100
Philippine Integrated Energy Solutions, Inc. (PhilEnergy)	100	100
<b>Entertainment:</b>		
Five Star Cinema, Inc.	100	100
Leisure and Allied Industries Philippines, Inc. (LAIP)	50	50
<b>Others:</b>		
ALInet.com, Inc. (ALInet)	100	100
First Longfield Investments Limited (First Longfield) (Hongkong company)	100	100
Green Horizons Holdings Limited	100	100
PCM Formosa Company Limited	50	50
Esta Galleria, Inc.	50	50
Aprisa Business Process Solutions, Inc. (Aprisa)	100	100
AyalaLand Club Management, Inc.	100	100
ALI Capital Corp. (formerly Varejo Corp.)	100	100
Integrated Eco-resort Inc.	100	100
Island Transvoyager, Inc.	100	100
Arca South Integrated Terminal, Inc.	100	100
Whiteknight Holdings, Inc. (WHI)	100	100
Ayalaland Medical Facilities Leasing Inc. (Ayala Land Healthcare Leasing Inc.)	100	100
Anvaya Cove Beach and Nature Club, Inc.**	73	73
Anvaya Cove Golf and Sports Club, Inc.**	76	76

\*Includes the Ayala Land group's percentage and effective ownership

\*\* Consolidated in compliance with Philippine Interpretations Committee (PIC) Q&A 2016-02 PAS 32 and PAS 38 - Accounting Treatment of Club Shares Held by an Entity

\*\*\* includes CPVD interest in CBDI

AC owns the other 50.0% of AHI. The Company exercises control over AHI. Likewise, the Company, through its 50.0% effective ownership and by virtue of a management contract or shareholders' agreement, exercises control over the operations and management of ACC, BGWest, BGNorth, BGSouth, RLC, ALI-CII and LAIP. Accordingly, the accounts of AHI, ACC, BGWest, BGNorth, BGSouth, RLC, ALI-CII and LAIP are consolidated to the accounts of the Company.

#### Changes in the group structure in 2019

AyalaLand Logistics Holdings, Corp (formerly Prime Orion Philippines, Inc.) and Laguna Technopark, Inc.

On 4 February 2019, The Executive Committee of Ayala Land, Inc. (ALI) approved the purchase of a 20% equity interest owned by Mitsubishi Corporation in Laguna Technopark, Inc. (LTI), equivalent to 8,051 common shares, with a total value of P800 million. Subsequently, ALI will exchange the 20% equity interest in LTI for additional shares of stock in Prime Orion Philippines, Inc. (POPI), equivalent to 323,886,640 common shares, subject to conditions to be fulfilled by POPI.

On 10 June 2019, further to the disclosure last February 4, 2019, Ayala Land, Inc. (ALI) sold its 20% equity interest or 8,051 common shares in Laguna Technopark, Inc. (LTI) to AyalaLand Logistics Holdings Corp. (ALLHC) (formerly Prime Orion Philippines, Inc. or POPI) for a consideration of P800 million.

## **2. Basis of Financial Statement Preparation**

The accompanying unaudited condensed consolidated financial statements have been prepared in accordance with Philippine Accounting Standard (PAS) 34, *Interim Financial Reporting*. Accordingly, the unaudited condensed consolidated financial statements do not include all of the information and disclosures required in the December 31, 2018 annual audited consolidated financial statements and should be read in conjunction with the Group's annual consolidated financial statements, as of, and for the year ended December 31, 2018.

The preparation of the financial statements in compliance with Philippine Financial Reporting Standards (PFRS) requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes. The estimates and assumptions used in the accompanying unaudited condensed consolidated financial statements are based upon management's evaluation of relevant facts and circumstances as of the date of the unaudited condensed consolidated financial statements. Actual results could differ from such estimates.

The unaudited condensed consolidated financial statements include the accounts of Ayala Land, Inc. (herein referred to as "the Company) and its subsidiaries collectively referred to as "Group."

The unaudited condensed consolidated financial statements are presented in Philippine peso (Php), the Group's functional currency, and rounded to the nearest thousands (₱000) except when otherwise indicated.

On August 05, 2019, the Audit Committee approved and authorized the release of the accompanying unaudited condensed consolidated financial statements of Ayala Land, Inc. and subsidiaries.

## **3. Summary of Significant Accounting Policies**

### Basis of Consolidation

The consolidated financial statements represent the consolidation of the financial statements of the Group as of December 31, 2018 and June 30, 2019.

Control is achieved when the Group is exposed, or has rights, to variable returns from its involvements with the investee and has the ability to affect the return through its power over the investee. Specifically, the Group controls an investee if and only if the Group has:

- Power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities of the investee)
- Exposure or rights, to variable return from the involvement with the investee, and
- The ability to use its power over the investee to affect its returns.

When the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement with the other vote holders of the investee,
- Rights arising from the other contractual arrangements, and
- The Groups' voting rights and potential voting rights.

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

The financial statements of the subsidiaries are prepared for the same reporting period as the Company, using consistent accounting policies. All intra-group balances, transactions, unrealized gains and losses resulting from intra-group transactions and dividends are eliminated in full.

Non-controlling interests represent the portion of profit or loss and net assets in subsidiaries not wholly owned and are presented separately in the consolidated statement of income, consolidated statement of comprehensive income and consolidated statement of changes in equity and within equity in the consolidated statements of financial position, separately from the Company's equity. Total comprehensive income within a subsidiary is attributed to the non-controlling interests even if that results in a deficit balance.

A change in the ownership interest of a subsidiary, without loss of control, is accounted for as an equity transaction. If the Group loses control over a subsidiary, it:

- Derecognizes the assets (including goodwill) and liabilities of the subsidiary, the carrying amount of any non-controlling interest and the cumulative translation differences recorded in equity,
- Recognizes the fair value of the consideration received, the fair value of any investment retained and any surplus or deficit in profit or loss, and
- Reclassifies the parent's share of components previously recognized in other comprehensive income to profit or loss or retained earnings, as appropriate.

#### Changes in Accounting Policies

The accounting policies adopted in the preparation of the unaudited condensed consolidated financial statements are consistent with those of the previous Group's annual financial statements for the year ended December 31, 2018, except for the adoption of the following new standards and amended PFRS which became effective in January 1, 2019.

- Amendments to PFRS 9, *Prepayment Features with Negative Compensation*

Under PFRS 9, a debt instrument can be measured at amortized cost or at fair value through other comprehensive income, provided that the contractual cash flows are 'solely payments of principal and interest (SPPI) on the principal amount outstanding' (the SPPI criterion) and the instrument is held within the appropriate business model for that classification. The amendments to PFRS 9 clarify that a financial asset passes the SPPI criterion regardless of the event or circumstance that causes the early termination of the contract and irrespective of which party pays or receives reasonable compensation for the early termination of the contract.

This amendment has no impact to the Group.

- PFRS 16, *Leases*

PFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under PAS 17, *Leases*. The standard includes two recognition exemptions for lessees – leases of 'low-value' assets (e.g., personal computers) and short-term leases (i.e., leases with a lease term of 12 months or less). At the commencement date of a lease, a lessee will recognize a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the lease term (i.e., the right-of-use asset). Lessees will be required to separately recognize the interest expense on the lease liability and the depreciation expense on the right-of-use asset.

The impact of the adoption resulted into the following:

Right of use asset	₱15,970,473,677
Lease Liability	₱11,380,971,578
Retained Earnings adjustment beginning January 1, 2019	₱ 369,257,130

- Amendments to PAS 19, *Employee Benefits, Plan Amendment, Curtailment or Settlement*

The amendments to PAS 19 address the accounting when a plan amendment, curtailment or settlement occurs during a reporting period. The amendments specify that when a plan amendment, curtailment or settlement occurs during the annual reporting period, an entity is required to:

- Determine current service cost for the remainder of the period after the plan amendment, curtailment or settlement, using the actuarial assumptions used to remeasure the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event.
- Determine net interest for the remainder of the period after the plan amendment, curtailment or settlement using: the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event; and the discount rate used to remeasure that net defined benefit liability (asset).

The amendments also clarify that an entity first determines any past service cost, or a gain or loss on settlement, without considering the effect of the asset ceiling. This amount is recognized in profit or loss. An entity then determines the effect of the asset ceiling after the plan amendment, curtailment or settlement. Any change in that effect, excluding amounts included in the net interest, is recognized in other comprehensive income.

The amendments apply to plan amendments, curtailments, or settlements occurring on or after the beginning of the first annual reporting period that begins on or after January 1, 2019, with early application permitted. These amendments will apply only to any future plan amendments, curtailments, or settlements of the Group. Therefore, no impact to the Group.

- Amendments to PAS 28, *Long-term Interests in Associates and Joint Ventures*

The amendments clarify that an entity applies PFRS 9 to long-term interests in an associate or joint venture to which the equity method is not applied but that, in substance, form part of the net investment in the associate or joint venture (long-term interests). This clarification is relevant because it implies that the expected credit loss model in PFRS 9 applies to such long-term interests.

The amendments also clarified that, in applying PFRS 9, an entity does not take account of any losses of the associate or joint venture, or any impairment losses on the net investment, recognized



as adjustments to the net investment in the associate or joint venture that arise from applying PAS 28, *Investments in Associates and Joint Ventures*.

This amendment has no impact to the Group.

- Philippine Interpretation IFRIC-23, *Uncertainty over Income Tax Treatments*

The interpretation addresses the accounting for income taxes when tax treatments involve uncertainty that affects the application of PAS 12 and does not apply to taxes or levies outside the scope of PAS 12, nor does it specifically include requirements relating to interest and penalties associated with uncertain tax treatments.

The interpretation specifically addresses the following:

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

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

This interpretation is not relevant to the Group because there is no uncertainty involved in the tax treatments made by management in connection with the calculation of current and deferred taxes as of June 30, 2019 and December 31, 2018.

- *Annual Improvements to PFRSs 2015 – 2017 Cycle*

- Amendments to PFRS 3, *Business Combinations*, and PFRS 11, *Joint Arrangements, Previously Held Interest in a Joint Operation*

The amendments clarify that, when an entity obtains control of a business that is a joint operation, it applies the requirements for a business combination achieved in stages, including remeasuring previously held interests in the assets and liabilities of the joint operation at fair value. In doing so, the acquirer remeasures its entire previously held interest in the joint operation.

A party that participates in, but does not have joint control of, a joint operation might obtain joint control of the joint operation in which the activity of the joint operation constitutes a business as defined in PFRS 3. The amendments clarify that the previously held interests in that joint operation are not remeasured.

An entity applies those amendments to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after January 1, 2019 and to transactions in which it obtains joint control on or after the beginning of the first annual reporting period beginning on or after January 1, 2019, with early application permitted. These amendments are currently not applicable to the Group but may apply to future transactions.

- Amendments to PAS 12, *Income Tax Consequences of Payments on Financial Instruments Classified as Equity*

The amendments clarify that the income tax consequences of dividends are linked more directly to past transactions or events that generated distributable profits than to distributions to owners. Therefore, an entity recognizes the income tax consequences of dividends in profit or loss, other comprehensive income or equity according to where the entity originally recognized those past transactions or events.

An entity applies those amendments for annual reporting periods beginning on or after January 1, 2019, with early application is permitted. These amendments are not relevant to the Group because dividends declared by the Group do not give rise to tax obligations under the current tax laws.

- Amendments to PAS 23, *Borrowing Costs, Borrowing Costs Eligible for Capitalization*

The amendments clarify that an entity treats as part of general borrowings any borrowing originally made to develop a qualifying asset when substantially all of the activities necessary to prepare that asset for its intended use or sale are complete.

An entity applies those amendments to borrowing costs incurred on or after the beginning of the annual reporting period in which the entity first applies those amendments. An entity applies those amendments for annual reporting periods beginning on or after January 1, 2019, with early application permitted.

This amendment has no impact to the Group.

#### *Deferred effectivity*

- Amendments to PFRS 10 and PAS 28, *Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*

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

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

#### **4. Cash and Cash Equivalents**

This account consists of the following:

(in million pesos)	June 30, 2019 (Unaudited)	December 31, 2018 (Audited)
Cash on Hand	P68	P57
Cash in Banks	14,133	14,461
Cash Equivalents	7,899	9,478
<b>TOTAL</b>	<b>P22,100</b>	<b>P23,997</b>

Cash in banks earn interest based on the respective bank deposit rates. Cash equivalents are short term, highly liquid investments that are made for varying periods of up to three (3) months depending on the immediate cash requirements of the Group, and earn interest based on the respective short-term investment rates.

There is no restriction on the Group's cash balances as of June 30, 2019 and December 31, 2018.

## 5. Short-term Investments

Short-term investments consist of money market placements made for varying periods of more than three (3) months and up to one (1) year and earn interest at the respective short-term investment rates.

The annual interest rates of the short-term investments are as follows:

	June 30, 2019 (Unaudited)	December 31, 2018 (Audited)
Philippine Peso	1.125% to 3.00%	1.8% to 2.9%
US Dollar	2.50% to 3.375%	2.2% to 3.3%

## 6. Financial Assets at FVPL

This account consists of the following:

(in million pesos)	June 30, 2019 (Unaudited)	December 31, 2018 (Audited)
Investment in Arch Capital Fund	P412	P391
Investment in Unit Investment Trust Fund (UITF)	797	86
<b>TOTAL</b>	<b>P1,209</b>	<b>P476</b>

Investment in ARCH Capital Fund pertains to monetary interest in a fund in which the management takes the view that these are held for trading and it is a portfolio of identified property funds invested and managed by professional managers.

The Group invests in money market Unit Investment Trust Funds (UITF) which aims to generate liquidity and stable income by investing in a diversified portfolio of primarily short-term fixed income instruments and with no minimum holding period requirement.

## 7. Accounts and Notes Receivables

The account consists of:

(in million pesos)	June 30, 2019 (Unaudited)	December 31, 2018 (Audited)
Trade:		
Residential and office development	P46,642	P36,430
Shopping centers	3,665	2,686
Construction contracts	1,295	1,873
Corporate business	4,146	4,886
Management fees	136	86
Others	4,494	3,102
Advances to other companies	19,167	19,824
Accrued receivables	7,360	6,803
Receivables from related parties (Note 18)	6,398	5,683
Receivables from employees	944	1,113
	94,247	82,486
Less allowance for impairment losses	1,062	872
	93,185	81,614
Less noncurrent portion	23,071	3,368
	<b>P70,114</b>	<b>P78,246</b>

The classes of trade receivables of the Group are as follows:

- Residential and office development - pertain to receivables from the sale of high-end, upper middle-income and affordable residential lots and units; economic and socialized housing units and sale of commercial lots; sale of office units; and leisure community developments
- Construction contracts - pertain to receivables from third party construction projects
- Shopping centers - pertain to lease receivables from retail spaces
- Corporate business - pertain to lease receivables from office and factory buildings; and receivables from the sale of office buildings and industrial lots
- Management fees - pertain to receivables from facilities management services
- Others - pertain to receivables from hotel operations and other support services

Receivables from shopping centers, construction contracts and management fees are due within 30 days upon billing.

Corporate business receivables are collectible on a monthly or quarterly basis depending on the terms of the lease contracts.

Advances to other companies includes advances made to joint venture partners that have been made in consideration of project costs and purchases of land that are still subject to completion. The Group does not intend that these advances will be repaid, but will instead be recorded as part of the project costs upon development or as part of consideration for purchases of land. The documentation for these advances provides that these will be payable over a fixed term or on demand in order to allow for repayment of the advances when closing does not occur.

Advances to other companies also includes Receivables from MRT Development Corporation (MRTDC) shareholders which pertains to interest-bearing advances to MRTDC equivalent to the Pre-2006 Development Rights Payment (DRP) Payables and the Residual Depot DRP which is due more than one year, in relation to the funding and repayment agreement.

Set off shall be effective as of the beginning of every calendar month, commencing January 30, 2015 and shall result in the settlement of the portion of the Total DRP Payables to the extent of the amount of the commercial center royalties then the balance will fall due to the relevant MRTDC Shareholders.

Accrued receivables and receivables from related parties are due and demandable. Receivables from employees pertain to housing, car, salary and other loans granted to the Group's employees which are collectible through salary deduction, are interest-bearing and payable on various maturity dates.

The Group entered into agreements with BPI Asset Management and Trust Corporation in 2018 and for the assignment of interest-bearing employee receivables amounting to ₱11.3 million. The transactions were without recourse and did not result to any gain or loss.

The Group sold real estate receivables on a without recourse basis to partner mortgage banks, which include BPI Family Savings Bank, a related party, totaling to ₱4,231 million in 1<sup>st</sup> half of 2019 and ₱12,867 million in 2018. These were sold at discount with total proceeds of ₱3,937 million and ₱12,042 million, respectively. The Group recognized loss on sale, under "Other Charges" amounting to ₱294 million and ₱825 million in 1<sup>st</sup> half of 2019 and 2018, respectively.

As of June 30, 2019, (unaudited) aging analysis of past due but not impaired trade receivables presented per class, follow:

June 30, 2019 (in millions)	Neither Past Due nor Impaired	Past Due but not impaired					Total	Individually Impaired	Total
		<30 days	30-60 days	61-90 days	91-120 days	>120 days			
<b>Trade</b>									
Residential	P37,593	P1,169	P865	P871	P1,025	P5,119	P46,642	P-	P46,642
Shopping centers	2,021	452	113	305	40	581	3,512	153	3,665
Construction contracts	55	335	108	86	506	178	1,268	27	1,295
Corporate business	3,380	176	40	83	92	247	4,018	128	4,146
Management Fees	30	-	21	18	17	37	123	13	136
Others	4,112	24	15	4	113	153	4,421	73	4,494
<b>Advances to Other Companies</b>	13,014	602	90	-	46	5,175	18,927	240	19,167
<b>Accrued Receivables</b>	6,305	104	6	228	2	715	7,360	-	7,360
<b>Related Parties</b>	4,861	490	114	163	75	695	6,398	-	6,398
<b>Receivables from employees</b>	823	7	2	3	-	109	944	-	944
<b>Total</b>	<b>P72,194</b>	<b>P3,359</b>	<b>P1,374</b>	<b>P1,761</b>	<b>P1,916</b>	<b>P13,009</b>	<b>P93,613</b>	<b>P634</b>	<b>P94,247</b>

## 8. Inventories

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

NRV is the estimated selling price in the ordinary course of business based on market prices at the reporting date less estimated costs of completion and the estimated costs of sale.

## 9. Other Current Assets

This account consists of:

(in thousand pesos)	As of Jun 30, 2019	As of Dec 31, 2018
Value-added input tax	P14,453,527	P13,763,265
Prepaid expenses	16,880,357	12,574,213
Advances to contractors	17,942,234	11,400,879
Creditable withholding taxes	4,133,444	3,586,572
Materials, parts and supplies – at cost	153,716	659,363
Others	2,879,515	2,196,930
<b>Total</b>	<b>P 56,442,793</b>	<b>P44,181,222</b>

Value-added input tax is applied against value-added output tax. The remaining balance is recoverable in future periods.

Prepaid expenses consist of prepayments for commissions, marketing fees, advertising and promotions, taxes and licenses, rentals and insurance.

Advances to contractors represents prepayments for the construction of inventories.

Creditable withholding taxes are applied against income tax payable.

Materials, parts and supplies pertain to inventories to be used in the construction and maintenance of projects.

Others include deferred charges and letters of credit. Deferred charges pertain to project-related costs already paid but not yet consumed in the actual construction activities.

## 10. Investment in Associates and Joint Ventures

Details of the group's investments in associates and joint ventures and the related percentages of ownership are shown below:

	Percentages of Ownership		Carrying Amounts	
	As of Jun 30 2019	As of Dec 31 2018	As of Jun 30 2019	As of Dec 31 2018
(in thousand pesos)				
<b>Joint Ventures:</b>				
Emerging City Holdings, Inc. (ECHI)	50%	50%	3,908,838.37	3,911,350
Berkshires Holdings, Inc. (BHI)	50%	50%	1,932,468.63	1,933,313
Cebu District Property Enterprise, Inc. (CDPEI)	35%	35%	1,452,029.67	1,464,432
Alveo-Federal Land Communities, Inc.	50%	50%	824,818.63	789,078
ALI-ETON Property Development Corporation	50%	50%	2,116,727.97	2,108,668
AyaGold Retailers, Inc. (AyaGold)	50%	50%	157,719.31	160,484
BYMCW, Inc.	31%	31%	55,500.00	55,500
SIAL Specialty Retailers, Inc. (SIAL Specialty)	50%	50%	31,744.26	26,462
AKL Properties, Inc.	50%	50%	1,942,398.30	1,942,621
			<b>12,422,245</b>	<b>12,391,910</b>
<b>Associates:</b>				
OCLP Holdings, Inc. (OHI)	21%	21%	8,333,102.68	8,090,085
Bonifacio Land Corp. (BLC)	10%	10%	1,414,222.24	1,427,555
Rize-Ayalaland (Kingsway) GP, Inc. (Rize-Ayalaland)	49%	49%	707,302.06	793,945
Tianjin Eco-City Ayala Land Development Co., Ltd (Tianjin Eco-City)	40%	40%	471,466.66	470,118
Mercado General Hospital, Inc. (MGHI)	40%	33%	136,381.57	178,044
Lagoon Development Corporation	30%	30%	45,167.21	38,095
			<b>11,107,642</b>	<b>10,997,842</b>
<b>Total</b>			<b>23,529,887</b>	<b>23,389,752</b>

### Sial CVS Retailers, Inc.

On Jan 11, 2018, SIAL CVS Retailers, Inc., FamilyMart Co., Ltd., and ITOCHU Corporation have concluded the transaction to sell 100% of the outstanding shares of Philippine FamilyMart CVS, Inc. (PFM) to P-H-O-E-N-I-X Petroleum Philippines, Inc. (PNX), further to a Memorandum of Agreement (MOA) entered into by the parties last October 30, 2017.

Financial information of the associates with material interest:

### OCLP Holdings, Inc. (OHI)

OHI owns 99.5% interest in Ortigas & Company Limited Partnership (OCLP), an entity engaged in real estate development and leasing businesses. In 2016, ALI acquired a 21.1% stake in OHI consistent with its thrust of expanding its operations to other areas within and outside of Metro Manila through partnerships. The acquisition was made possible via the purchase of shares from existing OHI shareholders and this was recorded under "Investments in associates and joint ventures" account.

Below is the summarized financial information for OHI:

(in thousand pesos)	As of Jun 30, 2019	As of Dec 31, 2018
<b>OCLP Holdings, Inc.</b>		
Current assets	20,719,059	18,303,587
Noncurrent assets	16,641,055	16,354,455
Current liabilities	10,041,368	8,827,937
Noncurrent liabilities	18,989,308	18,713,282
Equity	8,329,438	7,116,823
Proportion of Group's ownership	21.0%	21.1%
Group's share in identifiable net assets	1,749,182	1,501,650
Carrying amount of the investment	8,333,103	8,090,085
Fair value adjustments	6,583,921	6,588,435
Negative Goodwill	-	148,046
Dividends received	-	27,308

Revenue	5,314,286	9,278,509
Cost and expenses	(4,093,021)	(7,467,724)
Net income (continuing operations)	1,221,265	1,810,785
Group's share in net income for the year	256,466	382,076
Total comprehensive income	1,221,265	1,810,785
Group's share in total comprehensive income for the year	256,466	382,076

### Bonifacio Land Corporation (BLC)

The Group has 10% interest in BLC, which is involved in the purchase, subscription or otherwise disposal of real and personal properties. Bonifacio Land Corp. is a private company incorporated on October 20, 1994 and there is no quoted market price available for its shares. Its registered office and principal place of business is Taguig, Philippines.

Below is the summarized financial information of BLC:

(in thousand pesos)	As of Jun 30, 2019	As of Dec 31, 2018
<b>Bonifacio Land Corporation</b>		
Current assets	4,433,300	5,036,409
Noncurrent assets	38,048,680	37,539,401
Current liabilities	3,901,259	3,798,971
Noncurrent liabilities	6,600,163	6,558,980
Equity	31,980,559	32,217,859
Less: noncontrolling interest	14,362,206	14,491,952
Equity attributable to Parent Company	17,618,352	17,725,907
Proportion of Group's ownership	10.1%	10.1%
Group's share in identifiable net assets	1,779,454	1,790,317
Carrying amount of the investment	1,414,222	1,427,555
Negative Goodwill	(365,231)	(362,762)
Dividends received	-	70,731
Revenue	2,926,721	4,925,102
Cost and expenses	(1,562,245)	(2,906,515)
Net income (continuing operations)	1,364,476	2,018,587
Net income attributable to minority interest	(642,125)	(944,922)
Net income attributable to parent	722,351	1,073,665
Group's share in net income for the year	72,957	108,440
Total comprehensive income attributable to parent	722,351	1,073,665
Group's share in total comprehensive income for the year	72,957	108,440

### Aggregate financial information on associates with immaterial interest:

#### Rize-Ayalaland, Tianjin Eco-City, LDC, MGHI and others

(in thousand pesos)	As of Jun 30, 2019	As of Dec 31, 2018
<b>Rize-Ayalaland, Tianjin Eco-City, LDC, MGHI, others</b>		
Carrying amount	1,360,318	1,480,203
Share in net income (loss) from continuing operations	(35,800)	(88,321)
Share in total comprehensive income (loss)	(35,800)	(88,321)

### Emerging City Holdings, Inc. (ECHI)

The Group has 50% interest in ECHI, which serves as The Group's corporate vehicle in the acquisition of a controlling stake in Bonifacio Land Corp./ Fort Bonifacio Development Corp. (FBDC) through Columbus Holdings, Inc. in 2003. FBDC continues to sell commercial lots and condominium units and leases out retail and office spaces in Bonifacio Global City. Below is the summarized financial information of ECHI:

(in thousand pesos)	<b>As of</b>	<b>As of</b>
<b>Emerging City Holdings, Inc.</b>	<b>Jun 30, 2019</b>	<b>Dec 31, 2018</b>
Current assets	9,899,266	10,420,615
Noncurrent assets	32,840,562	32,372,361
Current liabilities	3,616,897	3,285,205
Noncurrent liabilities	7,391,121	7,479,522
Equity	31,731,811	32,028,249
Less: minority interest	22,241,864	22,464,296
Equity	9,489,947	9,563,953
Proportion of Group's ownership	50.0%	50.0%
Group's share in identifiable net assets	4,744,974	4,781,976
Carrying amount of the investment	3,908,838	3,911,350
Fair value adjustments	836,135	870,626
Dividends received	-	200,000
Revenue	2,927,394	5,315,083
Cost and expenses	(1,565,921)	(3,112,379)
Net income (continuing operations)	1,361,473	2,202,704
Net income attributable to minority interest	(986,740)	(1,405,934)
Net income attributable to parent	374,733	796,770
Group's share in net income for the year	187,366	398,385
Total comprehensive income attributable to parent	376,412	798,535
Group's share in total comprehensive income for the year	188,206	399,267

### AKL Properties, Inc.

AKL Properties, Inc. is a 50:50 joint venture between Ayala Land, Inc. and Royal Asia Land, Inc., and is organized primarily for future mixed-use development in South Luzon area. Below is the summarized financial information for AKL:

(in thousand pesos)	<b>As of</b>	<b>As of</b>
<b>AKL Properties, Inc.</b>	<b>Jun 30, 2019</b>	<b>Dec 31, 2018</b>
Current assets	183,549	141,844
Noncurrent assets	3,722,236	3,765,838
Current liabilities	20,989	22,439
Noncurrent liabilities	-	-
Equity	3,884,797	3,885,243
Proportion of Group's ownership	50.0%	50.0%
Group's share in identifiable net assets	1,942,398	1,942,621
Carrying amount of the investment	1,942,398	1,942,621
Fair value adjustments	-	-
Negative Goodwill	-	-
Dividends received	-	-
Revenue	-	255
Cost and expenses	(446)	4,807
Net income (continuing operations)	(446)	5,063
Group's share in net income for the year	(223)	2,531
Total comprehensive income attributable to parent	(446)	5,063
Group's share in total comprehensive income for the year	(223)	2,531



BHI, CDPEI, Alveo-Federal, ALI-Eton, SIAL Specialty, AyaGold and BYMCW, Inc

(in thousand pesos)	As of Jun 30 2019	As of Dec 31 2018
<b>BHI, CDPEI, Alveo-Federal, ALI-Eton, SIAL Specialty, AyaGold and BYMCW, Inc</b>		
Carrying amount	6,571,008	6,537,938
Share in net income (loss) from continuing operations	108,332	174,892
Share in total comprehensive income (loss)	108,332	174,892

## 11. Other noncurrent assets

This account consists of:

(in thousand pesos)	As of Jun 30, 2019	As of Dec 31, 2018
Advances to contractors	P7,298,555	P9,355,940
Prepaid expenses	19,038,405	9,026,562
Leasehold rights	3,705,184	4,079,828
Deferred input VAT	1,210,124	3,025,078
Deposits - others	2,173,981	2,134,677
Net pension assets	84,170	62,065
Development rights	-	49,157
Others	262,779	770,690
<b>Total</b>	<b>P33,773,198</b>	<b>P28,503,997</b>

Advances to contractors represents prepayments for the construction of investment properties and property and equipment.

Prepaid expenses consist of project costs incurred for unlaunched projects of the Group, advance rental payments, noncurrent prepaid management fees, commissions and advertising and promotions.

Leasehold rights consist of the following:

- Through the acquisition of POPI, ALI acquired leasehold rights arising from their lease agreement with Philippine National Railways (PNR).
- TKPI's leasehold rights pertains to the right to use the property in Apulit Island located in Taytay, Palawan expiring on December 31, 2029.
- NTDCC's leasehold rights refer to development rights on an 8.3-hectare portion of the MRT Development Corporation, which is located on the North Triangle property, and enabled the Group to develop and construct a commercial center.

Movements during the period are as follows:

(in thousand pesos)	Jun 30, 2019	Dec 31, 2018
Balance at beginning of year	P4,079,828	P4,463,862
Amortization	(374,644)	(384,034)
<b>Balance at the end of the period</b>	<b>P3,705,184</b>	<b>P4,079,828</b>

Deferred input VAT pertains to unamortized VAT portion from purchases of capital goods

Deposits - others pertain to various utility deposits and security deposits for leases.

Development rights pertain to the saleable and non-saleable development rights acquired by the parent company. The non-saleable portion is allocated to the gross floor area of a structure in a particular lot that can be developed in the future. The development rights are capitalized as additional cost of the structure once the development commences.

Others pertain to prepayments for expenses that is amortized for more than one year.

## 12. Short-Term and Long-Term Debt

The short-term debt of P23,651.3 billion and P13,500.9 billion as of June 30, 2019 and December 31, 2018, respectively. In compliance with BSP rules on directors, officers, stockholders and related interests, certain short-term and long-term debt with a carrying value of P17,429.5 million and P14,298.8 million as of June 30, 2019 and December 31, 2018 are secured by a real estate mortgages dated September 2, 2014 and March 14, 2016 covering both land and building of the Greenbelt Mall.

Peso-denominated short-term loans had a weighted average cost of 5.47% and 5.01% per annum for the six-month period ending June 30, 2019 and for the year ending December 31, 2018, respectively.

Long-term debt consists of:

(in thousand pesos)	June 30, 2019	December 31, 2018
Company:		
Bonds:		
Due 2019	P2,977,830	P12,332,530
Due 2020	4,000,000	4,000,000
Due 2022	12,650,000	12,650,000
Due 2023	15,000,000	15,000,000
Due 2024	15,000,000	15,000,000
Due 2025	15,000,000	15,000,000
Due 2026	16,000,000	8,000,000
Due 2027	7,000,000	7,000,000
Due 2028	10,000,000	10,000,000
Due 2033	2,000,000	2,000,000
Short-dated notes	-	7,100,000
Fixed Rate Corporate Notes (FXCNs)	5,735,000	5,770,000
PHP-denominated long-term loan	42,214,280	29,465,677
	<u>147,577,110</u>	<u>143,318,207</u>
Subsidiaries:		
Bonds		
Due 2021	P5,000,000	P5,000,000
Bank Loans – Philippine Peso	22,552,625	20,350,585
FXCNs	1,368,750	1,387,500
	<u>28,921,375</u>	<u>30,123,671</u>
	<u>176,498,485</u>	<u>173,441,878</u>
Less: Unamortized Transaction Costs	1,076,927	729,756
	<u>175,421,558</u>	<u>172,712,122</u>
Less: Current Portion	13,535,748	23,265,173
	<u><b>161,885,810</b></u>	<u><b>149,446,949</b></u>

### *Philippine Peso 7-year Bonds due 2026*

On May 6, 2019, the company issued and listed on the Philippine Dealing & Exchange Corp. a P8,000.0 million bond due May 2026 with a coupon of 6.369% p.a. The Bond was assigned an issue credit rating of PRS AAA with a Stable Outlook, by the Philippine Rating Services Corp., the highest grade indicating minimal credit risk. The issuance represents the first tranche of the Company's new P50,000.0 million, three-year debt securities program, approved by the Securities and Exchange Commission (SEC) in April 2019.

### *Philippine Peso 5-year Bonds due 2023*

On October 5, 2018, the company issued and listed on the Philippine Dealing & Exchange Corp. a P8,000.0 million bond due October 2023 with a coupon of 7.0239% p.a. The Bond was assigned an issue credit rating of PRS AAA with a Stable Outlook, by the Philippine Rating Services Corp., the highest grade indicating minimal credit risk. The issuance represents the final tranche of the Company's P50,000.0 million, three-year debt securities program, approved by the Securities and Exchange

Commission (SEC) in March 2016. Seven investment banks comprised the Joint Lead Underwriters and Joint Bookrunners of the issuance, the largest syndicate of underwriters assembled by the Company since 2014.

*Philippine Peso 10-year Bonds due 2028*

On April 27, 2018, the company issued and listed on the Philippine Dealing & Exchange Corp. a P10,000.0 million bond due April 2028 with a coupon rate of 5.9203% p.a. for the initial five-year period of the ten-year term of the bond. The coupon rate will reprice on April 27, 2023, the fifth anniversary of the Issue Date, at the higher of (a) 5.9203% or (b) the prevailing 5-year benchmark plus 75 bps which shall apply to all interest payments thereafter. The Bond was assigned an issue credit rating of PRS AAA, with a Stable Outlook, by Philratings, the highest investment grade indicating minimal credit risk. The issuance is the fifth tranche of the Fixed Rate Bond series of the Company's P50,000.0 million Debt Securities Program as approved by the Securities and Exchange Commission (SEC) in March 2016.

*Philippine Peso 15-month Notes due 2019*

In November 2017, the Company issued and listed on the Philippine Dealing & Exchange Corp. a P3,100.0 million Corporate Note. This Note issue is the second SEC-registration exempt transaction of the Company under Section 10.1(l) of the Securities Regulation Code (SRC) and in reliance upon Sections 10.1.3 and 10.1.4 of the Implementing Rules and Regulations of the SRC. Similar to the Company's prior Notes issuance in July, these Notes were offered exclusively to Qualified Institutional Buyers as defined under 10.1(l) of the SRC. The Notes carried a fixed interest rate of 3.25% p.a. and matured in February 2019.

*Philippine Peso 21-month Note due 2019*

In July 2017, the Company issued and listed on the Philippine Dealing & Exchange Corp. a P4,300.0 million Corporate Note. This Note issue is an SEC-registration exempt transaction under Section 10.1(l) of the Securities Regulation Code (SRC) and Section 10.1.3 of the 2015 Implementing Rules and Regulations of the SRC. Thus, the Note was offered on a limited basis to juridical persons or entities who, at the point of offer or sale, were Qualified Buyers. The Notes bear a fixed interest rate of 2.75% p.a. The Corporate Notes matured in April 2019.

*Philippine Peso 10-year Fixed Rate Bonds due 2027*

In May 2017, the Company issued a total of P7,000.0 million bonds due 2027 at a fixed rate equivalent to 5.2624% p.a. The Bonds have been rated PRS Aaa by PhilRatings, which is considered the highest quality with minimal credit risk. The bond issue is the fourth tranche of the Fixed Rate Bond series registered under the Company's P50 Billion Debt Securities Program as approved by the SEC in March 2016.

*Philippine Peso 7-year Fixed Rate Bonds due 2023*

In October 2016, the Company issued a total of P7,000.0 million bonds due 2023 at a fixed rate equivalent to 3.8915% p.a. The Bonds have been rated PRS Aaa by PhilRatings, indicating that obligor's capacity to meet its financial commitment on the obligation is extremely strong. The bond issue is the third tranche of the Fixed Rate Bond series registered under the Company's P50 Billion Debt Securities Program as approved by the SEC in March 2016.

*Philippine Peso Homestarter Bond due 2019*

In October 2016, the Company issued at an aggregate principal amount of P3,000.0 million of bonds representing the first tranche of the Homestarter Bond series registered under the Company's P50 Billion Debt Securities Program as approved by the SEC in March 2016. The bonds have a term of three (3) years from the issue date, and bear interest on its principal amount at a fixed rate of 3.00% p.a. Interest is payable semi-annually or on the date of effectivity of an Early Downpayment Application, as may be applicable, less the amount of any applicable withholding taxes. The bond was the first Homestarter Bond listed on the PDEX.

*Philippine Peso 9.5-year Fixed Rate Bonds due 2025*

In April 2016, the Company issued a total of ₱7,000.0 million bonds due 2025 at a fixed rate equivalent to 4.75% p.a. The Bonds have been rated PRS Aaa by PhilRatings, indicating that obligor's capacity to meet its financial commitment on the obligation is extremely strong. The bond issue is the second tranche of the Fixed Rate Bond series registered under the Company's ₱50 Billion Debt Securities Program as approved by the SEC in March 2016.

*Philippine Peso 10-year Fixed Rate Bonds due 2026*

In March 2016, a registration statement filed by the Company covering the ₱50 Billion Debt Securities Program was rendered effective by the SEC. Under which, the Company issued the first tranche of Fixed Rate Bond series amounting to ₱8,000.0 million due 2026 at a rate equivalent to 4.85% p.a. The Bonds have been rated PRS Aaa by PhilRatings, indicating that obligor's capacity to meet its financial commitment on the obligation is extremely strong.

*Philippine Peso 7.0 Billion Fixed Rate Bonds due 2022*

In April 2015, the Company issued a total of ₱7,000.0 million bonds due 2022 at a fixed rate equivalent to 4.5% p.a. The Bonds have been rated PRS Aaa by PhilRatings, indicating that obligor's capacity to meet its financial commitment on the obligation is extremely strong.

*Philippine Peso 8.0 Billion Fixed Rate Bonds due 2025*

In April 2014, the Company issued a total of ₱8,000.0 million bonds due 2025 at a fixed rate equivalent to 5.625% p.a. The Bonds have been rated PRS Aaa by PhilRatings, indicating that obligor's capacity to meet its financial commitment on the obligation is extremely strong.

*Philippine Peso 7-Year and 20-year Bonds due 2020 and 2033*

In October 2013, the Company issued a total of ₱6,000.0 million bonds, broken down into a ₱4,000.0 million bond due 2020 at a fixed rate equivalent to 4.625% p.a. and a ₱2,000.0 million bond due 2033 at a fixed rate equivalent to 6.000% p.a. CRISP assigned a "AAA" rating on the bonds indicating that it has a minimal credit risk owing to the Company's capacity to repay its debt obligations. AAA is the highest rating assigned by CRISP.

*Philippine Peso 10-year and 6-month Bonds due 2024*

In July 2013, the company issued a total of ₱15,000.0 million bonds due 2024 at a fixed rate equivalent to 5.0% p.a. Credit Rating and Investors Services Philippines, Inc. (CRISP) assigned a "AAA" on the bonds indicating that it has a minimal credit risk owing to the Company's capacity to repay its debt obligations. AAA is the highest rating assigned by CRISP.

*Philippine Peso 10-year Note due 2022*

In December 2012, the Company executed a ₱5,000.0 million committed Corporate Note facility with a local bank, of which an initial ₱3,500.0 million was drawn in 2012. The balance of ₱1,500.0 million was subsequently drawn in January 2013. Notes currently bear a fixed interest rate of 4.50%. The Corporate Notes will mature on the third month succeeding the tenth anniversary of the initial drawdown date.

*Philippine Peso 7-Year and 10-year Bonds due 2019 and 2022*

In April 2012, the Company issued a total of ₱15,000.0 million bonds, broken down into a ₱9,350.0 million bond, due 2019, at a fixed rate equivalent to 5.625% p.a. and a ₱5,650.0 million bond, due 2022, at a fixed rate equivalent to 6.000% p.a. The Philippine Rating Services Corporation ("PhilRatings") assigned a PRS AAA rating on the bonds indicating that it has the smallest degree of investment risk. Interest payments are protected by a large or by an exceptionally stable margin and principal is assured. While the various protective elements are likely to change, such changes as can be visualized are most unlikely to impair the fundamentally strong position of such issues. PRS AAA is the highest credit rating possible on PhilRatings' rating scales for long-term issuances.

#### *Philippine Peso 5-, 10-, 15-Year FXCN due on 2016, 2021 and 2026*

In January 2011, the Company issued ₱10,000.0 billion FXCNs to various financial institutions and retail investors. The notes will mature on various dates up to 2026. The FXCNs bear fixed interest rates ranging from 5.62% to 7.50% p.a. depending on the term of the notes. The Company prepaid ₱ 1.95 billion of notes due in 2016 on January 19, 2013. In 2014, the Company paid ₱50.8 million for the matured portion of the loan.

#### *Peso-denominated Long-term Loans*

In March and April 2019, the Company executed and drew in two tranches a ₱13,000.0 billion long-term facility. The loan which was drawn at ₱6,500.0 each, carries a fixed interest rate of 6.2720% and 6.3070%, respectively.

In March 2018, the Company executed and drew in one lump sum a ₱5,000.0 billion long-term facility. The loan has a fixed interest rate of 6.9062% for 10 years inclusive of Gross Receipt Tax (GRT).

In March 2017, the Company executed a ₱10,000.0 billion long-term facility and had an initial drawdown of ₱5,000.0 billion. The loan has a fixed interest rate of 4.949% for 10 years inclusive of GRT. The balance of ₱5,000.0 billion was drawn in April 2017.

In August to September 2015, the Company assumed an aggregate of ₱15,442.3 million various long-term facilities of some Subsidiaries from various banks. The loans bear fixed interest rates ranging from 4.5% to 4.725% p.a. and terms ranging from 4.4 years to 10.5 years. In March 2016, the Company additionally assumed from ALI Makati Hotel Property, Inc. US\$30.0 million in long-term loans from the Bank of the Philippine Islands. The loan carried a floating interest rate based on a credit spread over the three-month US Dollar London Interbank Offered Rate (LIBOR) and is repriced quarterly. The loan was prepaid in December 2018.

#### Subsidiaries

The subsidiaries' loans will mature on various dates up to 2028. Peso-denominated loans bear various floating interest rates at 60 bps to 80 bps spread over the benchmark 91-day PDST-R2 or and fixed interest rates ranging from 4.5000% to 6.4447% p.a. Certain loans which are subject to floating interest rates are subject to floor floating interest rates equivalent to (i) 95.0% or par of the Overnight Reverse Repurchase Agreement Rate of the Bangko Sentral ng Pilipinas (BSP Overnight Rate) or (ii) the BSP Overnight Rate plus a spread of 20 bps to 75 bps p.a or (iii) the average of the BSP Overnight Deposit Rate and Term Deposit Facility Rate with a term closed to the 90-day interest period. The total outstanding balance of the subsidiaries' loans as of June 30, 2019 and December 31, 2018 amounted to ₱23,921.4 million and ₱21,738.1 million.

#### *Philippine Peso 5.0 Billion Fixed Rate Bonds due 2021*

In September 2014, Cebu Holdings, Inc. issued a total of ₱5,000.0 million bonds due 2021 at a fixed rate equivalent to 5.32% p.a. The Bonds have been rated PRS Aaa by PhilRatings, indicating that obligor's capacity to meet its financial commitment on the obligation is extremely strong.

The loan agreements contain some or all of the following restrictions: material changes in nature of business; maintenance of debt-to-equity ratio; payment of dividends and additional loans maturing beyond a year which will result in a violation of the required debt-to-equity ratios; merger or consolidation where the Company/subsidiary is not the surviving corporation; guarantees or advances; encumbrance for borrowed money; and sale of substantially all assets. These restrictions and requirements were complied with by the Group as of June 30, 2019 and December 31, 2018.

### 13. Accounts and Other Payables

The accounts and other payables as of June 30, 2019 is broken down as follows:

Accounts and other payables (in million pesos)	As of June 30, 2019	As of December 31, 2018
Accounts payable	P65,269	P101,055
Taxes payable	21,121	20,101
Accrued project costs	18,775	18,072
Accrued salaries & employee benefits	5,442	6,026
Accrued professional & management fees	5,244	4,667
Liability for purchased land	9,265	2,545
Accrued utilities	2,636	2,436
Interest payable	1,910	1,887
Accrued repairs and maintenance	1,886	2,668
Accrued rentals	1,565	871
Accrued advertising and promotions	1,510	1,266
Payable to related parties	794	702
Dividends payable	327	665
Retention payable	3,290	4,373
DRP obligation	5,301	236
Other accrued expenses	2,509	4,429
<b>Total</b>	<b>P146,844</b>	<b>P171,999</b>

### 14. Deposits and other current liabilities

This account consists of:

(in thousand pesos)	Jun 30, 2019	Dec 31, 2018
Security deposits	P962,001	P5,544,289
Deferred income	14,692,019	-
Others	6,825,459	1,125,576
<b>Total</b>	<b>P22,479,479</b>	<b>P6,669,865</b>

Security deposits are equivalent to three (3) to six (6) months' rent of tenants with cancellable lease contracts and whose lease term will end in the succeeding year. This will be refunded to the lessees at the end of the lease term or be applied to the last months' rentals on the related contracts.

Customers' deposits consist of collections from real estate customers which have not reached the 10% threshold to qualify for revenue recognition.

Other current liabilities mostly pertain to estimated liability on property development and unearned income.

### 15. Deposits and other non-current liabilities

This consists of:

(in thousand pesos)	Jun 30, 2019	Dec 31, 2018
Deposits	P40,724,672	P18,844,346
Contract payable	-	7,264,642
Liability for purchased land	-	6,019,262
Retentions payable	6,615,564	5,722,577
Deferred Output VAT	-	1,923,754
DRP obligation	-	1,001,146
Subscriptions payable	498,175	498,175
Others liabilities	2,544,960	1,018,769
<b>Total</b>	<b>P50,383,361</b>	<b>P41,866,698</b>

Deposits include security deposits from tenants of retail and office spaces and deferred credits arising from sale of real estate properties. Security deposits are equivalent to three (3) to six (6) months' rent of long-term tenants with non-cancellable leases. This will be refunded to the lessees at the end of the lease term or be applied to the last months' rentals on the related contracts. Deferred credits pertain to advances from buyers of real estate properties to cover various processing fees including, but not limited to, fees related to transfer of title such as registration fees, documentary taxes and transfer taxes. Payments made by the Group for the processing of title are charged to this account.

Contractors payable represents estimated liability on property development.

Retentions payable pertains to the amount withheld by the Group on contractor's billings to be released after the guarantee period, usually one (1) year after the completion of the project or upon demand. The retention serves as a security from the contractor should there be defects in the project.

Liability for purchased land pertains to the portion of unpaid unsubdivided land acquired during the year. These are normally payable in quarterly or annual installment payments within three (3) or five (5) years.

DRP obligation pertains to the liability arising from the assignment agreement between NTDC and MRTDC of the latter's development rights (see Note 36). In consideration of the lease, the Company will be charged an annual rent related to the original DRP obligation on the MRTDC and 5% of the rental income from the Company's commercial center business.

The Group's subscription payable pertains to POPI's investment in Cyber Bay.

Other liabilities include nontrade payables, accrued payables and warranty payables.

## **16. Equity**

### Treasury Shares

On March 5, 2019, pursuant to its share buyback program as disclosed last August 12, 2008, Ayala Land, Inc. purchased 10,372,746 common shares at a price of P43.20/share for a total consideration of P448,10,627.20. As a result of the transaction, total outstanding shares decreased to 14,724,508,335.

### Declaration of Cash Dividends

On February 27, 2019, the Board of Directors during its meeting approved the declaration the declaration of cash dividends of P0.26 per outstanding common share. This first half regular cash dividends, together with the planned second semester cash dividends, will bring our annual dividend payout ratio to 26% of prior year's earnings. The cash dividend was paid on March 29, 2019 to stockholders of common shares as of record date March 13, 2019.

### Employee Stock Ownership Plan

On February 27, 2019, the Board of Directors approved the grant to qualified executives, stock options pursuant to the company's Employee Stock Ownership Plan (the "Plan"), covering up to 14,430,750 common shares at a subscription price of P44.49 per share equivalent to the average closing price of ALI common shares at the Philippine Stock Exchange for 30 consecutive trading days ending February 26, 2019.

On April 30, 2019, 152 stock option grantees subscribed to 10,073,389 common shares at P44.49 per share and became effective on the same day. As a result of the subscription of the 152 stock option grantees, the number of ALI outstanding common shares increased to 14,734,581,724.

AyalaLand Logistics Holdings, Corp. formerly Prime Orion Philippines, Inc.

On January 24, 2018, ALI acquired an additional 202,774,547 shares of Prime Orion Philippines, Inc. (POPI) amounting to ₱497.7 million. This transaction increased ALI's effective ownership in POPI to 61.29%.

On April 30, 2018, ALI and POPI executed a Deed of Exchange where ALI will subscribe to 1,225,370,620 common shares of POPI for an aggregate subscription price of P3,030,750,000.00 in exchange for 30,186 common shares of Laguna Technopark, Inc. (LTI). The subscription and exchange shall be subject to and deemed effective only upon the issuance by the Securities and Exchange Commission of the confirmation of valuation of the shares. This transaction increased ALI's effective ownership in POPI to 69.83%

On 4 February 2019, The Executive Committee of Ayala Land, Inc. (ALI) approved the purchase of a 20% equity interest owned by Mitsubishi Corporation in Laguna Technopark, Inc. (LTI), equivalent to 8,051 common shares, with a total value of P800 million. Subsequently, ALI will exchange the 20% equity interest in LTI for additional shares of stock in Prime Orion Philippines, Inc. (POPI), equivalent to 323,886,640 common shares, subject to conditions to be fulfilled by POPI.

This transaction will strengthen POPI's vision to be the leading real estate logistics and industrial estate developer and operator in the Philippines.

On 10 June 2019, further to the disclosure last February 4, 2019, Ayala Land, Inc. (ALI) sold its 20% equity interest or 8,051 common shares in Laguna Technopark, Inc. (LTI) to AyalaLand Logistics Holdings Corp. (ALLHC) (formerly Prime Orion Philippines, Inc. or POPI) for a consideration of P800 million.

## **17. Business Combinations and Acquisition of Non-Controlling Interests**

Acquisition of Non-Controlling Interest

**AyalaLand Logistics Holdings, Corp. (ALLHC) formerly Prime Orion Philippines, Inc. (POPI) and Laguna Technopark, Inc. (LTI)**

On 10 June 2019, further to the disclosure last February 4, 2019, Ayala Land, Inc. (ALI) sold its 20% equity interest or 8,051 common shares in Laguna Technopark, Inc. (LTI) to AyalaLand Logistics Holdings Corp. (ALLHC) (formerly Prime Orion Philippines, Inc. or POPI) for a consideration of P800 million.

On 4 February 2019, The Executive Committee of Ayala Land, Inc. (ALI) approved the purchase of a 20% equity interest owned by Mitsubishi Corporation in Laguna Technopark, Inc. (LTI), equivalent to 8,051 common shares, with a total value of P800 million. Subsequently, ALI will exchange the 20% equity interest in LTI for additional shares of stock in Prime Orion Philippines, Inc. (POPI), equivalent to 323,886,640 common shares, subject to conditions to be fulfilled by POPI.

In April 2018, ALI and POPI executed a Deed of Exchange where ALI will subscribe to 1,225,370,620 common shares of POPI for an aggregate subscription price of P3,030,750,000.00 in exchange for 30,186 common shares of Laguna Technopark, Inc. (LTI). The subscription and exchange shall be



subject to and deemed effective only upon the issuance by the Securities and Exchange Commission of the confirmation of valuation of the shares. This transaction increased ALI's effective ownership in POPI to 69.83%

In January 2018, ALI purchased additional 202,774,547 shares of POPI from Genez Investment Corporation for P497.7 million increasing the Company's ownership to 67%.

In February 2017, ALI purchased additional 631,000 common shares of POPI from BPI Securities Corporation for P1.26 million. ALI's interest remains at 51% of the total POPI's outstanding capital stock.

In June 2017, Orion Land, Inc. (OLI), a subsidiary of POPI, acquired 512,480,671 common shares equivalent to 11.69% ownership at P2.45 share amounting to P1,255.58 million. The acquisition of

### Business Combination

#### **MCT Bhd**

On January 2, 2018, Ayala Land, Inc., (ALI) through its wholly-owned subsidiary, Regent Wise Investments Limited (RWIL), signed a share purchase agreement to acquire an additional 17.24% share in MCT Bhd (MCT), subject to completion of certain conditions.

On January 5, 2018, the transfer of shares was completed, increasing the Company's shareholding in MCT to 50.19% from 32.95%. RWIL also issued a notice of an unconditional mandatory take-over offer to the Board of Directors of MCT, to acquire all remaining shares of the company that are not already held by RWIL, following the completion of certain conditions to the share purchase agreement.

The mandatory take-over offer made in connection to the acquisition of additional shares in MCT closed as of 5:00 p.m. (Malaysian time) 19 February 2018. Owners of 295,277,682 shares accepted the offer, equivalent to 22.12% of MCT's total outstanding shares. As a result of the offer, ALI's shareholdings in MCT increased from 50.19% to 72.31%. Total consideration paid is P5.98 billion

On March 23, 2018, the Irredeemable Convertible Unsecured Loan Stock of Dato Sri Tong and Tan Sri Barry Go, founders of MCT, were converted into 122,218,357 MCT shares. This resulted in a 6.07% dilution of ALI's stake in MCT as of date of share issuance. As such, the current ownership stake of ALI in MCT is 66.25%.

Subsequently, the Group remeasured its previously held interest in MCT based on its acquisition-date fair value which resulted to a remeasurement loss of P1.79 billion.

The Group finalized the purchase price allocation of its acquisition of MCT through business combination in December 2018. The final purchase price allocation resulted in gain from bargain purchase of P1.85 billion.

The net gain of P60 million from the acquisition is presented under 'Other income' account in the consolidated statements of income.

The following are the fair values of the identifiable assets and liabilities assumed.

<b>ASSETS</b>	<b>in Php thousands</b>
Cash	P1,078,224
Trade and other receivables	2,833,560
Inventories	13,620,873
Investment properties	5,712,635
Property, plant and equipment	4,599,423
Other non-current assets	69,222
<b>Total Assets</b>	<b>P27,913,937</b>
<b>LIABILITIES</b>	
Accounts and other payables	P5,506,336
Borrowings	2,752,114
Tax liabilities	128,551
Other payables	2,287,772
<b>Total Liabilities</b>	<b>P10,674,773</b>
Net Assets	17,239,175
Total net assets acquired to date	12,465,640
Carrying cost	(10,611,567)
Net negative goodwill	P1,854,073

The fair value of the trade and other receivables approximate their carrying amounts since these are short-term in nature. None of the trade receivables have been impaired and it is expected that the full contractual amounts can be collected.

From January 8 to December 31, 2018, the Group's share in MCT's revenue and net income amounted to P7.6 billion and P1.3 billion.

## 18. Related Party Transactions

Parties are considered to be related if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control or common significant influence which include affiliates.

### Terms and Conditions of Transactions with Related Parties

In its regular conduct of business, the Group has entered into transactions with associates and other related parties principally consisting of advances and reimbursement of expenses, purchase and sale of real estate properties, construction contracts, development, management, underwriting, marketing, leasing and administrative service agreements.

Transactions with related parties are made at normal market prices. There have been no guarantees provided or received for any related party receivables or payables. The Group does not provide any allowance relating to receivable from related parties. This assessment is undertaken each financial year through examining the financial position of the related parties and the markets in which the related parties operate.

The following provide the total amount of transactions that have been entered into with related party for the relevant financial year:

a. Transactions with BPI, an associate of AC

As of June 30, 2019, and December 31, 2018, the Group maintains current and savings account, money market placements and short/long-term debt payable with BPI broken down as follows:

(in million pesos)	June 30, 2019 Unaudited	December 31, 2018 Audited
Cash in bank	P4,754	P4,106
Cash equivalents	2,769	3,312
Marketable Securities	1,222	1,616
Short-term debt	8,000	4,476
Long-term debt	9,430	9,697

b. Outstanding balances from/to related parties

In million pesos	Receivables from Related Parties		Payables to Related Parties	
	June 2019	December 2018	June 2019	December 2018
<b>Ayala Corp. &amp; Other Related Parties</b>				
Ayala Corporation	P137	P140	P137	P136
Globe Telecom, Inc.	134	150	4	3
Bank of the Philippine Islands	214	132	44	44
Columbus	-	-	267	267
Others	301	212	73	39
	<b>P786</b>	<b>P634</b>	<b>P525</b>	<b>P489</b>
<b>ALI – Associates</b>				
ALI ETON Property Development Corp.	<b>P3,369</b>	<b>P2,191</b>	<b>P4</b>	<b>P-</b>
Fort Bonifacio Development Corp.	1,743	2,419	6	-
Alveo-Federal Land Communities, Inc.	394	360	1	-
Cebu District Property Enterprise, Inc.	102	75	-	-
Lagoon Development Corporation	3	3	45	-
Bonifacio Land Corp.	1	1	213	213
Berkshires Holdings Inc.	-	-	-	-
Emerging City Holdings, Inc.	-	-	-	-
Ortigas & Co. Ltd. Partnership	-	-	-	-
	<b>P5,612</b>	<b>P5,049</b>	<b>P269</b>	<b>P213</b>
Total	<b>P6,398</b>	<b>P5,683</b>	<b>P794</b>	<b>P702</b>

c. Revenues and expenses from/to related parties

In million pesos	Revenues from Related Parties		Expenses to Related Parties	
	June 2019	June 2018	June 2019	June 2018
<b>Ayala Corp. &amp; Other Related Parties</b>				
Ayala Corporation	P2	P22	P2	P7
Ayala Aviation	-	-	3	-
Bank of the Philippine Islands	201	115	20	265
BPI Capital Corp.	-	-	4	-
Globe Telecom, Inc.	91	28	25	23
Manila Water Philippines Ventures, Inc.	91	15	46	34
Innovate Communications	4	-	35	20
Manila Water Company, Inc.	15	1	193	124
Laguna AAA Waterworks Corp.	1	1	5	3
Panay Medical Ventures	-	-	-	-
Michigan Holdings, Inc.	-	-	-	-
Ayala Group Counselors Corporation	-	-	84	39
BPI Family Savings Bank	-	-	125	66
HGX Technology Partners, Inc.	-	-	18	5
G-Exchange, Inc.	-	-	17	6
ISUZU Automotive Dealership, Inc.	-	-	3	6
Manila Water Total Solutions Corp	-	-	3	4
	<b>P405</b>	<b>P182</b>	<b>P583</b>	<b>P602</b>

<b>ALI - Associates</b>				
Fort Bonifacio Development Corp.	₱812	₱878	₱112	₱102
ALI ETON Property Development Corp.	1,037	112	-	2
Alveo-Federal Land Communities, Inc.	113	150	15	-
Lagoon Development Corporation	10	20	1	-
Cebu District Property Enterprise, Inc.	26	-	1	-
	<b>₱1,998</b>	<b>₱1,160</b>	<b>₱129</b>	<b>₱104</b>
<b>Total</b>	<b>₱2,403</b>	<b>₱1,342</b>	<b>₱712</b>	<b>₱706</b>

## 19. Financial Risk Management Objectives and Policies

The Group's principal financial instruments comprise of cash and cash equivalents, short-term investment, financial assets at FVPL, AFS quoted and unquoted equity securities, investments in bonds, bank loans, corporate notes and bonds. The financial debt instruments were issued primarily to raise financing for the Group's operations. The Group has various financial assets such as trade receivables and trade payables which arise directly from the conduct of its operations.

Exposure to liquidity, credit, interest rate, currency and equity risks arise in the normal course of the Group's business activities. The main objectives of the Group's financial risk management are as follows:

- to identify and monitor such risks on an ongoing basis;
- to minimize and mitigate such risks; and
- to provide a degree of certainty about costs.

The use of derivative financial instruments, if any, is solely for management of the Group's financial risk exposures. It is the Group's policy not to enter into derivative transactions for speculative purposes.

The Group's financing and treasury function operates as a centralized service for managing financial risks and activities as well as providing optimum investment yield and cost-efficient funding for the Group.

There were no changes in the Group's financial risk management objectives and policies as of June 30, 2019.

### Liquidity risk

Liquidity risk is defined by the Group as the risk of losses arising from funding difficulties due to deterioration in market conditions and/or the financial position of the Group that make it difficult for the Group to raise the necessary funds or that forces the Group to raise funds at significantly higher interest rates than usual.

This is also the possibility of experiencing losses due to the inability to sell or convert marketable securities into cash immediately or in instances where conversion to cash is possible but at loss due to wider than normal bid-offer spreads.

The Group employs scenario analysis and contingency planning to actively manage its liquidity position and guarantee that all operating, investing and financing needs are met. The Group has come up with a three-layered approach to liquidity through the prudent management of sufficient cash and cash equivalents, the potential sale of accounts receivables and the maintenance of short-term revolving credit facilities.

Cash and cash equivalents are maintained at a level that will enable it to fund its general and administrative expenses as well as to have additional funds as buffer for any opportunities or emergencies that may arise. Management develops viable funding alternatives through a continuous

program for the sale of its receivables and ensures the availability of ample unused short-term revolving credit facilities from both local and foreign banks as back-up liquidity.

The Group ascertains that its cash is invested in short-term bank placements and special deposit accounts, as well as in high-quality and marketable government and corporate securities.

### Credit risk

The Group's credit risks are primarily attributable to installments receivable, rental receivables and other financial assets. To manage credit risks, the Group maintains defined credit policies and monitors its exposure to credit risks on a continuous basis.

In respect of installments receivable from the sale of properties, credit risk is managed primarily through credit reviews and an analysis of receivables on a continuous basis. The Group also undertakes supplemental credit review procedures for certain installment payment structures.

The Group's stringent customer requirements and policies in place contribute to lower customer default than its competitors. Customer payments are facilitated through various collection modes including the use of postdated checks and auto-debit arrangements. 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.

Credit risk arising from rental income from leasing properties is primarily managed through a tenant selection process. Prospective tenants are evaluated on the basis of payment track record and other credit information. In accordance with the provisions of the lease contracts, the lessees are required to deposit with the Group security deposits and advance rentals which helps reduce the Group's credit risk exposure in case of defaults by the tenants. For existing tenants, the Group has put in place a monitoring and follow-up system. Receivables are aged and analyzed on a continuous basis to minimize credit risk associated with these receivables. Regular meetings with tenants are also undertaken to provide opportunities for counseling and further assessment of paying capacity.

Other financial assets are comprised of cash and cash equivalents excluding cash on hand, short-term investments, financial assets at FVPL and AFS financial assets. The Group adheres to fixed limits and guidelines in its dealings with counterparty banks and its investment in financial instruments. Bank limits are established on the basis of an internal rating system that principally covers the areas of liquidity, capital adequacy and financial stability. The rating system likewise makes use of available international credit ratings. Given the high credit standing of its accredited counterparty banks, management does not expect any of these financial institutions to fail in meeting their obligations. Nevertheless, the Group closely monitors developments over counterparty banks and adjusts its exposure accordingly while adhering to pre-set limits.

### Interest rate risk

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 rate as it can cause a change in the amount of interest payments.

The Group manages its interest rate risk by leveraging on its premier credit rating and increasing the fixed interest component of its debt portfolio.

### Foreign currency risk

Financial assets and credit facilities of the Group, as well as major contracts entered into for the purchase of raw materials, are mainly denominated in Philippine Peso. The Group's placements in foreign currencies is more than the amount of foreign currency-denominated debt.

### Equity price risk

Quoted AFS financial assets are acquired at a certain price in the market. Such investment securities are subject to price risk due to changes in market values of instruments arising either from factors specific to individual instruments or their issuers or factors affecting all instruments traded in the market. Depending on several factors such as interest rate movements, country's economic performance, political stability, domestic inflation rates, these prices change, reflecting how market participants view the developments.

### Fair Value Information

The following tables set forth the carrying values and estimated fair values of the Groups financial assets and liabilities recognized as of June 30, 2019 and December 31, 2018.

The methods and assumptions used by the Group is estimating the fair value of the financial instruments are as follows:

Cash & Cash equivalents, short term investments and current receivables, accounts and other payables, current payables and short-term debt- Carrying amounts approximate fair values due to relatively short-term maturities of these financial instruments.

Financial assets at FVPL- UITF - These are investments in fund. Fair value is based on the net asset value as of reporting dates.

Noncurrent accounts and notes receivables- The fair values of residential accounts and notes receivable from employees, are based on the discounted value of future cash flow using the applicable rates for similar types of instruments. The discount rates used ranged from 2.88% to 5.10% as of June 30, 2019 and December 31, 2018.

AFS quoted equity securities- Fair values are based on the quoted prices published in markets.

AFS unquoted equity securities - These are carried at cost less allowance for impairment losses because fair values cannot be measured reliably due to lack of reliable estimates of future cash flows and discount rates necessary to calculate the fair value.

Liabilities - the fair value of noncurrent unquoted instruments (long term debt and deposits) are estimated using the discounted cash flow methodology using the Group's current incremental borrowing rates for similar borrowings with maturities consistent with those remaining for the liability being valued. The discount rates used ranged from 0.66% to 5.25% and 4.42% to 6.09% as of June 30, 2019 and December 31, 2018 respectively. The fair value of non-current unquoted debt instruments with floating rates as estimated using the discounted cash flow- last pricing method.

## 20. Fair Value Hierarchy

The group uses the following hierarchy for determining and disclosing the fair value of the financial instruments by valuation technique:

Level 1. Quoted (unadjusted prices) in actives markets for identical assets and liabilities

Level 2. Other techniques for which all inputs which have significant effect of the recorded fair value are observable, either directly or indirectly.

Level 3. Techniques which use inputs which have significant effect on the recorded fair value that are not based on observable market data.

The company categorizes trade receivable, investment in bonds classified as loans and receivables, receivables from employees, long term debt and deposits and other non-current liabilities under level 3. The fair value of these financial instruments is determined by discounting future cash flows using the applicable rates of similar types of instruments plus a certain spread. This spread is the un-observable input and the effect of changes to this is that the higher spread, the lower the fair value.

There have been no reclassifications from level 1 to Level 2 categories in June 30, 2019 and December 31, 2018.

(in millions)	June 30, 2019		December 31, 2018	
	Carrying Value	Fair Value	Carrying Value	Fair Value
Financial Asset at FVPL	₱1,209	₱1,209	₱476	₱476
Financial Asset at FVOCI				
Unquoted equity securities	213	213	522	522
Quoted equity securities	1,449	1,449	974	974
<b>Total</b>	<b>₱2,871</b>	<b>₱2,871</b>	<b>₱1,496</b>	<b>₱1,496</b>
<b>Loans and Receivables</b>				
Trade residential and office development	₱59,148	₱59,182	₱-	₱-
Receivables from employees	944	944	-	-
<b>Total</b>	<b>₱60,091</b>	<b>₱60,126</b>	<b>₱-</b>	<b>₱-</b>
<b>Financial assets at amortized cost</b>				
Trade residential and office development	₱-	₱-	₱-	₱-
Receivables from employees	-	-	1,113	₱1,120
<b>Total</b>	<b>₱-</b>	<b>₱-</b>	<b>₱1,113</b>	<b>₱1,120</b>
<b>Other Financial Liabilities</b>				
Long-term debt	₱175,422	₱175,563	₱172,712	₱155,719
Deposits and other noncurrent liabilities	40,725	40,725	39,607	38,194
<b>Total</b>	<b>₱216,146</b>	<b>₱216,288</b>	<b>₱212,319</b>	<b>₱193,913</b>

The following table provides the fair value hierarchy of the Group's financial assets which are measured at fair value as of June 30, 2019 and December 31, 2018:

(in millions)

June 30, 2019	Date of valuation	Total	Quoted prices in Active markets (Level 1)	Significant observable inputs (Level 2)	Significant observable inputs (Level 3)
<b>Financial assets as fair value through profit and loss</b>					
Investment in Unit Investment Trust Fund	Jun 30, 2019	₱797	₱-	₱797	₱-
Investment in Arch Capital Fund	Jun 30, 2019	412	-	-	412
		₱1,209	₱-	₱797	₱412
<b>Financial assets as fair value through other comprehensive income</b>					
Quoted	Jun 30, 2019	₱1,449	₱1,449	₱-	₱-
Unquoted	Jun 30, 2019	213	-	-	213
		1,662	1,449	-	213
<b>Total</b>		<b>₱2,871</b>	<b>₱1,449</b>	<b>₱797</b>	<b>₱625</b>

(in millions)

December 31, 2018	Date of valuation	Total	Quoted prices in Active markets (Level 1)	Significant observable inputs (Level 2)	Significant observable inputs (Level 3)
<b>Financial assets as fair value through profit and loss</b>					
Investment in Unit Investment Trust Fund	Dec 31, 2018	₱86	₱-	₱86	₱-
Investment in Arch Capital Fund	Dec 31, 2018	391	-	-	391
		₱476	₱-	₱86	₱391
<b>Financial assets as fair value through other comprehensive income</b>					
Quoted	Dec 31, 2018	₱974	₱974	₱-	₱-
Unquoted	Dec 31, 2018	522	-	-	522
		1,496	974	-	522
<b>Total</b>		<b>₱1,972</b>	<b>₱974</b>	<b>₱86</b>	<b>₱913</b>

A reconciliation of the beginning and closing balances of Level 3 financial assets are summarized below.

(in millions)

	June 2019	December 2018
At the beginning of period	₱973	₱458
Additions	-	3
Disposals/redemptions	(348)	(70)
Recognized in statement of income	-	-
At end of the period	₱625	₱458



## 21. Statement of Cash Flows

Disclose here the roll forward of liabilities under financing activities (PAS 7 disclosures on cash flows)

(in millions)	Non-Cash Changes					2019
	2018	Cash Flows	Acquisition	Foreign Exchange Movement	Fair value Changes	
Long-term debt-net of current portion	₱149,447	12,439	-	-	-	161,886
Current Portion of Long-term debt	23,265	(9,729)	-	-	-	13,536
Short-term debt	14,387	9,265	-	-	-	23,651
Dividends Payable	665	(337)	-	-	-	327
Deposits & Other noncurrent liabilities	62,612	(2,639)	-	-	-	59,973
<b>Total liabilities from financing activities</b>	<b>₱250,376</b>	<b>8,998</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>₱259,373</b>

## 22. Segment information

The industry segments where the Group and its associates and joint ventures operate are as follows:

- Property Development - sale of high-end and upper middle-income residential lots and units, affordable housing units and lots, economic housing and leisure community developments; lease of residential developments under joint venture and the sale of office condominiums, and commercial and industrial lots
- International Business— operations of MCT Bhd, Ayala Land's consolidated subsidiary in Malaysia; also included under Property Development revenues in the Management's Discussion and Analysis Section
- Shopping Centers - development of shopping centers and lease to third parties of retail space and land therein; operation of movie theaters, food courts, entertainment facilities and carparks in these shopping centers; management and operation of malls which are co-owned with partners
- Offices - development and lease of office buildings and the development and lease of factory building
- Hotels and Resorts - development and management of hotels and resorts, lease of land to hotel tenants
- Construction - land development and construction of the Group and third-party projects
- Property management - facilities management of the Group and third-party projects including its power service companies Direct Power Services, Inc. (DPSI), Ecozone Power Management, Inc. (EPMI), Philippine Integrated Energy Solutions, Inc. (PhilEnergy), and air transport company AirSWIFT which serves the requirements of ALI's resorts business.
- Others - other income from investment activities and sale of noncore assets.

The Company and its subsidiaries generally account for inter-segment sales and transfers as if the sales and transfers were to third parties at current market prices.

	Property Development	International Business	Shopping Centers	Offices	Hotels and Resorts	Construction	Property Management and Others	Corporate	Intersegment Adjustment	Consolidated
<b>YTD June 2019</b>										
(in million pesos)										
<b>Revenues</b>										
Sales to external customers	52,997	2,607	10,336	4,629	3,665	1,545	2,818	-	-	78,597
Intersegment sales	-	-	-	-	-	-	-	-	-	-
Equity in net earnings of Investees	346	-	7	-	-	-	-	214	-	567
<b>Total Revenues</b>	<b>53,343</b>	<b>2,607</b>	<b>10,343</b>	<b>4,629</b>	<b>3,665</b>	<b>1,545</b>	<b>2,818</b>	<b>214</b>	<b>-</b>	<b>79,164</b>
Operating Expenses	39,684	2,445	4,094	1,435	2,790	39	2,760	93	-	53,340
<b>Operating Profit</b>	<b>13,659</b>	<b>162</b>	<b>6,249</b>	<b>3,194</b>	<b>875</b>	<b>1,506</b>	<b>58</b>	<b>121</b>	<b>-</b>	<b>25,824</b>
Interest income	-	-	-	-	-	-	-	-	-	3,760
Interest expense	-	-	-	-	-	-	-	-	-	(5,503)
Other income (expense)	-	-	-	-	-	-	-	-	-	(544)
Other charges	-	-	-	-	-	-	-	-	-	294
Provision for income tax	-	-	-	-	-	-	-	-	-	(6,316)
<b>Net Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>17,515</b>
Net Income attributable to:										
Equity holders of Ayala Land, Inc.	-	-	-	-	-	-	-	-	-	15,157
Minority interests	-	-	-	-	-	-	-	-	-	2,358
										<b>17,515</b>
<b>Other information</b>										
Segment assets	487,796	22,006	177,820	99,448	67,951	52,420	6,719	93,059	(348,599)	658,620
Investment in associates and jointly controlled entities	23,103	-	45	-	-	56	190	136	-	23,530
Deferred tax assets	3,165	-	344	86	377	64	31	2,831	6,450	13,348
<b>Total assets</b>	<b>514,064</b>	<b>22,006</b>	<b>178,209</b>	<b>99,534</b>	<b>68,328</b>	<b>52,540</b>	<b>6,940</b>	<b>96,026</b>	<b>(342,149)</b>	<b>695,498</b>
Segment liabilities	216,700	10,636	116,450	49,519	52,354	43,498	3,200	68,113	(103,133)	457,337
Deferred tax liabilities	1,810	-	286	104	-	2	8	19	3,903	6,132
<b>Total liabilities</b>	<b>218,510</b>	<b>10,636</b>	<b>116,736</b>	<b>49,623</b>	<b>52,354</b>	<b>43,500</b>	<b>3,208</b>	<b>68,132</b>	<b>(99,230)</b>	<b>463,469</b>
Segment additions to										
Property & Equipment	262	-	434	12	1,643	1,172	83	40	-	3,646
Investment properties	4,975	148	12,927	694	510	-	-	-	-	19,254
Depreciation and amortization	180	25	1,357	720	449	728	82	594	-	4,135

	Property Development	International Business	Shopping Centers	Offices	Hotels and Resorts	Construction	Property Management and Others	Corporate	Intersegment Adjustment	Consolidated
<b>YTD June 2018</b>										
(in million pesos)										
<b>Revenues</b>										
Sales to external customers	51,505	4,150	9,256	3,714	3,146	1,203	2,867	-	-	75,841
Intersegment sales	-	-	-	-	-	-	-	-	-	-
Equity in net earnings of Investees	325	-	8	-	-	-	-	77	-	410
<b>Total Revenues</b>	<b>51,830</b>	<b>4,150</b>	<b>9,264</b>	<b>3,714</b>	<b>3,146</b>	<b>1,203</b>	<b>2,867</b>	<b>77</b>	<b>-</b>	<b>76,251</b>
Operating Expenses	38,774	3,638	4,351	1,145	2,386	(503)	2,900	767	-	53,458
<b>Operating Profit</b>	<b>13,056</b>	<b>512</b>	<b>4,913</b>	<b>2,569</b>	<b>760</b>	<b>1,706</b>	<b>(33)</b>	<b>(690)</b>	<b>-</b>	<b>22,793</b>
Interest income	-	-	-	-	-	-	-	-	-	3,077
Interest expense	-	-	-	-	-	-	-	-	-	(4,620)
Other income (expense)	-	-	-	-	-	-	-	-	-	1,062
Other charges	-	-	-	-	-	-	-	-	-	(685)
Provision for income tax	-	-	-	-	-	-	-	-	-	(5,804)
<b>Net Income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>15,823</b>
Net Income attributable to:										
Equity holders of Ayala Land, Inc.	-	-	-	-	-	-	-	-	-	13,538
Minority interests	-	-	-	-	-	-	-	-	-	2,285
										<b>15,823</b>
<b>Other information</b>										
Segment assets	451,818	19,327	155,322	130,046	49,644	53,807	7,062	4,577	(303,946)	567,657
Investment in associates and jointly controlled entities	12,065	-	7,886	-	148	55	-	240	-	20,394
Deferred tax assets	2,367	-	340	157	343	39	41	2,758	-	6,045
<b>Total assets</b>	<b>466,250</b>	<b>19,327</b>	<b>163,548</b>	<b>130,203</b>	<b>50,135</b>	<b>53,901</b>	<b>7,103</b>	<b>7,575</b>	<b>(303,946)</b>	<b>594,096</b>
Segment liabilities	179,040	8,041	117,947	69,732	39,527	46,078	3,547	34,433	(108,024)	390,321
Deferred tax liabilities	1,461	-	371	83	10	8	12	47	-	1,992
<b>Total liabilities</b>	<b>180,501</b>	<b>8,041</b>	<b>118,318</b>	<b>69,815</b>	<b>39,537</b>	<b>46,086</b>	<b>3,559</b>	<b>34,480</b>	<b>(108,024)</b>	<b>392,313</b>
Segment additions to										
Property & Equipment	126	2,501	312	8	767	305	19	513	-	4,551
Investment properties	85	5,813	9,529	2,934	1,594	208	-	-	-	20,163
Depreciation and amortization	639	89	750	406	379	724	83	564	-	3,634

## **23. Long-term Commitments and Contingencies**

### Contingencies

The Group has various contingent liabilities arising in the ordinary conduct of business including a case related to property restriction violation. The estimate of the probable cost for the resolution of this claim has been developed in consultation with outside counsel handling the defense in this matter and is based upon an analysis of potential results. In the opinion of management and its legal counsel the eventual liability under these lawsuits or claims, if any, will not have a material or adverse effect on the Group's financial position and results of operations. Accordingly, no provision for any liability has been made in the consolidated financial statements.

Disclosures required by PAS 37, *Provisions, Contingent Liabilities and Contingent Assets*, were not provided as it may prejudice the Group's position in ongoing claims and it can jeopardize the outcome of the claims and contingencies.

## **24. Events after the Reporting Date**

**None**

## Item 2. Management's Discussion and Analysis on the Results of Operation and Financial Condition

### Review of 1H 2019 operations vs 1H 2018

Ayala Land, Inc. (ALI or "the Company") net income after tax (attributable to equity holders of ALI) rose 12% to P15.2 billion while total revenues increased by 4% to P83.2 billion in the first six months of 2019.

Real estate revenues grew 4% to P78.6 billion as property development revenues reached P55.6 billion, supported by the office for sale segment which grew more than two-fold to P9.8 billion. This was complemented by commercial leasing revenues which posted a 16% growth to P18.6 billion.

Capital expenditures reached P49.5 billion to support residential and leasing asset buildup.

### Business Segments

**Property Development.** This includes the sale of residential lots and units, office spaces, and commercial and industrial lots, and the operations of MCT Bhd, Ayala Land's consolidated subsidiary based in Malaysia.

Revenues from Property Development amounted to P55.6 billion, slightly lower from P55.7 billion in the previous period. This was driven by the office for sale segment which grew more than two-fold to P9.8 billion and commercial and industrial lot sales which grew 11% to P4.3 billion but was offset by lower residential revenues. This was due to the full sell out and completion of blockbuster projects by AyalaLand Premier (ALP) and ALVEO which composed 51% of residential revenues during the period.

**Residential.** Revenues from the sale of residential lots and units and MCT Bhd's operations reached a total of P41.5 billion, 13% lower than the previous period.

**ALP** posted revenues of P11.5 billion, 25% lower than P15.4 billion last year due to the full sell out of The Courtyards Phase 3 at Vermosa, Cavite, The Suites at BGC, Taguig, and Arbor Lanes Tower 2 at Arca South, Taguig.

**ALVEO** registered revenues of P9.7 billion, a decline of 29% from P13.7 billion attributed to the full sell out of Ardia at Vermosa, Cavite, Montala at Alviera, Pampanga, and Veranda Phase 1 and 2 at Arca South, Taguig.

**Avida** generated P13.4 billion in revenues, 27% higher than P10.6 billion last year due to new bookings from Avida Towers Intima in Manila and higher bookings and project completion of Avida Northdale Settings at Alviera, Pampanga.

**Amaia** posted revenues of P3.7 billion, a 19% increase from P3.10 billion as a result of higher bookings and project completion of Steps Nuvali Parkway and Steps Capitol Central in Bacolod. Meanwhile, **BellaVita** garnered revenues of P511 million, a 1% decrease from P516 million last year owing to the lower revenue contribution from Avesta project and lower bookings from its project in Cagayan de Oro.

**MCT Bhd**, ALI's equity investment in Malaysia, generated P2.6 billion in revenues. This is 37% lower than the 1<sup>st</sup> half of 2018 due to the full sell out of its projects in CyberSouth in Klang Valley, Malaysia.

The average gross profit margin of horizontal residential projects registered at 43%, lower than 46% during the previous period, due to the sell out of high-margin projects by ALP and Alveo. Meanwhile, vertical projects improved to 38% from 36% due to higher margins from ALVEO's Orea Place Tower

1 at Vertis North, Travertine at Portico in Ortigas, Avida's The Montane in BGC, Sola Towers 1 and 2 in Vertis North, and Amaia Skies Cubao Tower 2.

**Office for Sale.** Revenues from the sale of office spaces supported residential revenues as it grew more than two-fold, amounting to P9.8 billion from the completion progress and new bookings from Alveo Financial Tower, High Street South, and Park Triangle Corporate Plazas. The average gross profit margin of offices for sale improved to 44% from 35% due to higher selling prices of ALVEO Financial Tower in Makati CBD and Highstreet South and Park Triangle Corporate Plazas in BGC.

**Commercial and Industrial Lots.** Revenues from the sale of commercial and industrial lots grew 11%, contributing P4.3 billion from lots sales in Vermosa, Evo City and Alviera. Gross profit margins from Commercial and Industrial lots also increased significantly to 52% from 42% due to higher margins of commercial lots sold in in the said estates during the period.

Sales reservations remained steady at P72.3 billion mainly driven by local and overseas Filipino demand.

**Commercial Leasing.** This involves the operation of shopping centers, office buildings, hotels and resorts, and other leasing formats. Total revenues from commercial leasing jumped 16% to P18.6 billion.

**Shopping Centers.** Revenues grew 12% to 10.3 billion, supported by same mall revenue growth of 11% given the increased contribution of Ayala Malls Feliz, Circuit Makati and Capitol Central, supplementing the strong operations of Glorietta and Greenbelt in Makati, and Ayala Center Cebu. The EBITDA margin of shopping centers registered at 66%, 2 basis points higher than the previous period as a result of higher rent and occupancy of Ayala Center Cebu, Glorietta and Trinoma.

The average monthly mall lease rate registered at P1,063 per square meter while same mall rental growth is at 11%. The average occupancy rate for all malls is 88% while the occupancy rate for stable malls is 94%. Total Shopping Centers GLA stands at 1.91 million square meters as of the 1<sup>st</sup> half of 2019. This includes 8,000 sqm from the Ayala North Exchange retail area that was opened last March.

**Offices.** Revenues surged 25%, reaching P4.6 billion as newly-opened offices in Ayala North Exchange, Vertis North and Circuit Makati gained further traction. EBITDA margin of 91% was sustained from the previous period.

The average monthly office lease rate registered at P763 per square meter. The average occupancy rate of all offices is 93% while the average occupancy rate of stable offices is 96%. Total office leasing GLA is at 1.13 million square meters as of June 2019, adding 18 thousand square meters from Ayala North Exchange BPO which opened last April 2019.

**Hotels and Resorts.** Revenues from hotels and resorts moved up 17% to P3.7 billion on strong patronage of Seda Ayala Center Cebu, and Lio. Average revenue-per-available-room (REVPAR) of all hotels was lower by 2% to P3,511 per night and decreased by 3% to P9,018 for all resorts. Meanwhile REVPAR of stable hotels improved slightly to P4,198 per night but was lower by 3% to P11,672 for stable resorts. Overall EBITDA margin increased to 33% from 31% due to the higher margins of Seda Ayala Center Cebu and Lio.

The average room rate of all hotels is P4,917 per night and P13,326 for all resorts. Meanwhile the average room rate of stable hotels is P5,372 per night and P17,789 for stable resorts. The average occupancy rate of all hotels registered at 71% and 68% for all resorts, 78% for stable hotels and 66% for stable resorts. The portfolio has a total of 3,264 rooms as of end June 2019 with the addition of 71 rooms at Seda BGC and 175 rooms at Circuit Makati Residences. The company also

opened 105 rooms at Seda Residences Ayala North Exchange, 71 additional rooms at Seda BGC, and 50 rooms at Huni Lio in Palawan last July 2019.

Hotels and resorts operate 660 hotel rooms from its internationally branded segment, namely, Fairmont Hotel and Raffles Residences Makati (312) and Holiday Inn & Suites (348), both in Ayala Center, Makati CBD. Seda Hotels has 9 branches and operates 1,934 rooms: Atria, Iloilo (152), BGC, Taguig (250), Centrio, Cagayan de Oro (150), Abreeza, Davao (186), Nuvali, Santa Rosa Laguna (150), Vertis North, Quezon City (438), Capitol Central, Bacolod (154), Lio, Palawan (153), and Ayala Center Cebu (301). Meanwhile, El Nido Resorts operates 193 rooms from its four island resorts: Pangulasian, Lagen, Miniloc and Apulit, and Lio Tourism Estate operates 144 rooms under its Bed and Breakfast (B&B) and Dormitel offerings and Sicogon Tourism Estate in Iloilo operates 78 B&Bs.

**Services.** This is composed mainly of the construction business represented by Makati Development Corporation (MDC), property management, represented by Ayala Property Management Corporation (APMC), and other companies engaged in power services such as Direct Power Services, Inc. (DPSI), Ecozone Power Management, Inc. (EPMI), and Philippine Integrated Energy Solutions, Inc. (PhilEnergy). Total revenues from the services business amounted to P4.4 billion, 7% higher than last year.

**Construction.** MDC totaled P1.5 billion, an increase of 28%, reflecting higher revenues from its external contracts.

**Property Management.** APMC and power services companies registered revenues of P2.8 billion, a slightly lower figure as some retail electricity supply contracts expired during the period.

The overall EBITDA margin of the service businesses advanced to 9% from 8% in the previous period.

### **Equity in Net Earnings of Investees, Interest and Investment Income, and Other Income**

Equity in net earnings of associates and JVs contributed P567 million, a 38% boost from the previous period, mainly as OCLP Holdings, Inc., the JV company on Ortigas, more than doubled its earnings to P254 million, reflecting the sustained momentum of its property sales and leasing operations. In addition, FBDC companies registered higher earnings amounting to P314 million, from its leasing assets in BGC.

Interest and investment income also increased, posting a 22% growth, which resulted in P3.8 million due to higher interest income from short-term investments.

Meanwhile, other income (composed mainly of marketing and management fees from joint ventures, among others) amounted to 294 million, reflecting a 72% decline from the higher base in the 1<sup>st</sup> half of 2018 wherein a one-time gain on the sale of MCT's One City Properties was recognized. This offset the higher contribution of equity investments and interest income in the first half of 2019.

### **Expenses**

Expenses totaled P59.4 billion, a tepid increase from last year's P58.8 billion as real estate expenses were successfully managed, maintaining it at P49.1 billion.

General and administrative expenses totaled P4.4 billion, a 3% increase from the 1<sup>st</sup> half of 2018 reflecting the controlled increase of overhead costs. This led to a maintained GAE ratio of 5.3% and improved EBIT margin to 35.3% from 33.2%.

Interest expense, financing and other charges registered at P6.0 billion, 14% higher, due to increased outstanding debt and interest expense.

## Project and Capital Expenditure

Ayala Land spent a total of P49.5 billion in capital expenditures during the first half of 2019. 45% was spent on the completion of residential projects, 21% on the completion of commercial leasing projects, 9% for land acquisition, 17% for estate development and 8% for other investments.

## Financial Condition

The Company's balance sheet continues to be solidly positioned to support its growth plans.

Cash and cash equivalents, including short-term investments and UITF investments classified as FVPL, stood at P24.8 billion resulting in a current ratio of 1.29:1.

Total borrowings registered at P199.1 billion which translated to a debt-to-equity ratio of 0.86:1 and a net debt-to-equity ratio of 0.75:1.

Return on Equity registered at 15.7% as of June 30, 2019.

	<i>End-June 2019</i>	<i>End-December 2018</i>
Current ratio <sup>1</sup>	1.29:1	1.26:1
Debt-to-equity ratio <sup>2</sup>	0.86:1	0.85:1
Net debt-to-equity ratio <sup>3</sup>	0.75:1	0.72:1
Profitability Ratios:		
Return on assets <sup>4</sup>	4.44%	5.35%
Return on equity <sup>5</sup>	15.72%	16.52%
Asset to Equity ratio <sup>6</sup>	3.00:1	3.04:1
Interest Rate Coverage Ratio <sup>7</sup>	5.07	5.67

*1 Current assets / current liabilities*

*2 Total debt/ consolidated stockholders' equity (Total debt includes short-term debt, long-term debt and current portion of long-term debt)*

*3 Net debt/ consolidated stockholders' equity (Net debt is total debt less cash and cash equivalents, short term investments and financial assets through fvpl)*

*4 Annualized Total Net income / average total assets*

*5 Annualized Net income attributable to equity holders of ALI / average total stockholders' equity attributable to equity holders of ALI*

*6 Total Assets /Total stockholders' equity*

*7 EBITDA/Interest expense*

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

There are no material off-balance sheet transactions, arrangements, obligations (including contingent obligations), and other relationships of the company with unconsolidated entities or other persons created in 2019.

## ***Causes for any material changes (+/- 5% or more) in the financial statements***

### **Income Statement items – June 2019 versus June 2018**

**Interest income from real estate sales and interest & investment income** higher by 22% mainly due to higher yield from residential business.

**Equity in net earnings of associates and joint ventures** grew by 38% mainly coming from increased performance of OHI's property sales, malls and offices.

**Other Income** lower by 72% due to recognition of Gain on sale of MCT Bhd's subsidiary (One City Properties SDN BHD and Ecity Hotel SDN BHD) in 1H 2018.

**Interest and other financing charges and other charges** grew by 14% primarily due to higher loan balance and higher interest rate.

**Provision for income tax** increased by 9% due to higher taxable income mainly coming from real estate.

### **Balance Sheet items – June 2019 versus December 2018**

**Cash and cash equivalents** decreased by 8% primarily due to higher CAPEX in 2019 (land acquisitions and development - residential, malls, hotels & resorts, and office disbursements).

**Short-term investments** went down by 51% mainly coming from matured money market placements of Alveo Land Corp., Ayala Hotels Inc., Makati Development Corp., and Regent Wise Investments Limited.

**Real estate Inventories** decreased by 10% primarily due to the timing of launches of residential projects which is expected in 2H 2019.

**Other current assets** higher by 29% mainly due to the increase in input VAT and CWT from residential projects and various prepayments (Taxes & Licenses, Ads and Promo, Marketing and Management fees, etc.)

**Investment properties** up by 8% primarily due to the increase in project costs of malls and office buildings and improvements capitalized this year.

**Other noncurrent assets** grew by 41% mainly due to bookings of right of use assets in compliance with the PFRS 16.

**Short-term debt** grew by 64% largely due to increase of short-term unsecured peso denominated bank loan availments.

**Account and other payables** lower by 17% primarily due to the decrease in expenses on development and project costs from residential and commercial business group.

**Income tax payable** up by 37% due to higher taxable income primarily from real estate.

**Current portion of long-term debt** lower by 42% due to bond and loan payments made by Ayala Land Inc., partially offset by incremental debt (bonds and loans) of Avida Land Corp. and Alveo Land Corp.

**Deposit and other current liabilities** declined by 7% due to the decrease in deposits and reservation fees from various residential projects and offices group's one year advance rental income from tenants.

**Long-term debt** up by 8% mainly from additional long-term debt availments of Ayala Land Inc., partially offset by long-term debt payments of Avida Land Corp. and Alveo Land Corp.



**Deposit and other noncurrent liabilities** increased by 14%, contribution from leasing group's increase in security deposits, reservations and advance rental deposits.

## PART II - OTHER INFORMATION

### Item 3. Developments as of June 30, 2019

- |  |  |                           |
|--|--|---------------------------|
| <b>A. New project or investments in another line of business or corporation</b>  | None   |                           |
| <b>B. Composition of Board of Directors (as of June 30, 2019)</b>  | Fernando Zobel de Ayala  | Chairman                  |
|  | Jaime Augusto Zobel de Ayala   | Vice Chairman             |
|  | Bernard Vincent O. Dy  | President & CEO           |
|  | Antonino T. Aquino   | Non-Executive Director    |
|  | Delfin L. Lazaro   | Non-Executive Director    |
|  | Arturo G. Corpuz   | Non-Executive Director    |
|  | Jaime C. Laya  | Lead Independent Director |
|  | Rizalina G. Mantaring  | Independent Director      |
|  | Cesar V. Purisima  | Independent Director      |
| <b>C. Performance of the corporation or result/progress of operations</b>  | Please see unaudited consolidated financial statements and management's discussion on results of operations.   |                           |
| <b>D. Declaration of dividends</b>   | <u>P0.26 cash dividend per outstanding common share</u><br>Declaration date: February 27, 2019<br>Record date: March 13, 2019<br>Payment date: March 29, 2019<br><br><u>P0.00474786 cash dividend per outstanding preferred share</u><br>Declaration date: May 24, 2019<br>Record date: June 7, 2019<br>Payment date: June 21, 2019        |                           |
| <b>E. Contracts of merger, consolidation or joint venture; contract of management, licensing, marketing, distributorship, technical assistance or similar agreements</b> | Please refer to the discussion in the changes in group structure in 2019.  |                           |
| <b>F. Offering of rights, granting of Stock Options and corresponding plans therefore</b>  | ALI has stock option plans for key officers (Executive Stock Option Plan - ESOP) and employees (Employee Stock Option Plan (ESOWN) covering 2.5% of the company's authorized capital stock. In 2005, the company introduced a revised ESOWN granted to qualified officers. As of June 30, 2019, stock options outstanding* are as follows: |                           |
|  | ESOP   | None                      |
|  | ESOWN  | 112,962,454 shares        |

*\*outstanding shares pertain to shares subscribed by officers and employees which are not yet fully paid and not yet issued*

- |  |      |
|--|------|
| <b>G. Acquisition of additional mining claims or other capital assets or patents, formula, real estate</b>               | None |
| <b>H. Other information, material events or happenings that may have affected or may affect market price of security</b> | None |
| <b>I. Transferring of assets, except in normal course of business</b>  | None |

**Item 4. Other Notes to 1H 2019 Operations and Financials**

- |   |   |
|---|---|
| <b>J. Nature and amount of items affecting assets, liabilities, equity, or net income that are unusual because of their nature, size, or incidents</b>  | Please see Item 2: Management's Discussion on Results of Operations and Analysis.   |
| <b>K. Nature and amount of changes in estimates of amounts reported in prior periods and their material effect in the current period</b>  | None  |
| <b>L. New financing through loans / Issuances, repurchases, and repayments of debt and equity securities</b>  | Please see Notes to Financial Statements (note 10).   |
| <b>M. Material events subsequent to the end of the interim period that have not been reflected in the financial statements for the interim period</b>   | None  |
| <b>N. The effect of changes in the composition of the issuer during the interim period including business combinations, acquisition or disposal of subsidiaries and long-term investments, restructurings, and discontinuing operations</b> | None  |
| <b>O. Changes in contingent liabilities or contingent assets since the last annual balance sheet date</b>   | None  |
| <b>P. Other material events or transactions during the interim period</b>   | <p><u>AyalaLand REIT, Inc.</u></p> <p>On 24 April 2019, Ayala Land, Inc.'s (ALI) subsidiary, AyalaLand REIT, Inc. ("AREIT"), intends to publicly list as a Real Estate Investment Trust ("REIT") under the current Implementing Rules and Regulations of the Securities and Exchange Commission on REITs and following the minimum public ownership requirement of 67%.</p> |

ALI believes that the REIT initiative is a viable investment vehicle to access new investors, recycle and reinvest capital, and promote the development of the Philippine capital markets as a whole.

While ALI intends to initially seed AREIT with prime, Grade-A commercial office assets in Makati, the offer structure, including terms and conditions thereof, are yet to be finalized. Disclosures shall be made in due course, consistent with applicable rules and regulations. AREIT plans to list within the year once all regulatory approvals are in place.

AREIT has appointed BPI Capital Corporation as the Issue Manager, Lead Underwriter and Bookrunner for the transaction.

#### Increase in outstanding shares from a stock option subscription

On April 30, 2019, 152 grantees of stock options under our Employee Stock Ownership plan (ESOWN) subscribed to 10,073,389 common shares at P44.49 per share and became effective on the same day. As a result of the subscription of these grantees, ALI's outstanding common shares increased to 14,734,581,724.

#### Listing of P8 billion, seven-year, fixed-rate bonds on the Philippine Dealing and Exchange Corporation (PDEX)

On May 6, 2019, Ayala Land Inc. (ALI), listed the initial tranche of its new PhP 50 billion SEC-registered shelf program, the PhP 8 billion 7-Year Fixed Rate Bonds on the Philippine Dealing & Exchange Corp. (PDEX) platform. The Bonds has a coupon of 6.3690% per annum and have been rated PRS Aaa, the highest rating assigned by PhilRatings. Obligations rated PRS Aaa are of the highest quality with minimal credit risk.

#### Board Approval of Corporate Items

On 24 May 2019, the Board of Directors of Ayala Land, Inc. (the "Company"), at its regular meeting held this afternoon, approved the following:

1. The declaration of cash dividends to all stockholders of the Company's unlisted voting preferred shares of 4.74786% per annum or P0.00474786 per share. The payment will be on June 21, 2019 to stockholders of said preferred shares on record as of June 7, 2019.

2. The acquisition of Avida Land, Corp., a wholly-owned subsidiary of Ayala Land, Inc., of 264,534,247 shares of

AyalaLand Logistics Holdings Corp. (ALLHC) from Orion Land Inc., in exchange for a parcel of land in South Park District, Muntinlupa City. Subsequently, Avida will sell the 264,534,247 shares to Ayala Land, Inc., increasing its effective ownership in ALLHC to 72.25%.

ALLHC acquisition of an additional 20% stake in Laguna Technopark, Inc. (LTI)

On 10 Jun 2019, further to the disclosure last February 1, 2019, Ayala Land, Inc. (ALI) sold its 20% equity interest or 8,051 common shares in Laguna Technopark, Inc. (LTI) to AyalaLand Logistics Holdings Corp. (ALLHC) (formerly Prime Orion Philippines, Inc. or POPI) for a consideration of P800 million.

- |   |   |
|---|---|
| <b>Q. Existence of material contingencies during the interim period; events that will trigger direct or contingent financial obligation that is material to the company, including any default or acceleration of an obligation</b>       | None  |
| <b>R. 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</b> | None  |
| <b>S. Material commitments for capital expenditures, general purpose and expected sources of funds</b>  | <p>For the year 2019, Ayala Land's consolidated budget for project and capital expenditures amount to P130.4 billion of which P49.5 billion has been disbursed as of June 30, 2019.</p> <p>The Company will use the capital expenditure for the construction completion of launched residential projects and investment properties as well as land acquisition.</p> |
| <b>T. Known trends, events or uncertainties that have had or that are reasonably expected to have impact on sales/revenues/ income from continuing operations</b>   | Ayala Land's performance will remain parallel to the country's overall economic standing. Interest rate fluctuations may likewise affect the real estate industry, including the Company.   |
| <b>U. Significant elements of income or loss that did not arise from continuing operations</b>  | None  |
| <b>V. Causes for any material change/s from period to period, in one, or more line items of the financial statements</b>  | Please see Notes to Financial Statements (Item 2: Management's Discussion on Results of Operations and Analysis).   |

**W. Seasonal aspects that had material effect on the financial condition or results of operations**

ALI's leasing portfolio generates a fairly stable stream of revenues throughout the year, with higher sales experienced in the fourth quarter of every year from shopping centers due to holiday spending.

The Company's development operations are dependent on Market conditions and the timing of project launches depending on several factors such as completion of plans and permits and appropriate timing in terms of market conditions and strategy. Development and construction work follow target completion dates committed at the time of project launch.

**X. Disclosures not made under SEC Form 17-C**

None.

## Item 5. Performance Indicators

The table below sets forth the comparative performance indicators of the Company and its majority-owned subsidiaries:

	End-June 2019	End-December 2018
Current ratio <sup>1</sup>	1.29:1	1.26:1
Debt-to-equity ratio <sup>2</sup>	0.86:1	0.85:1
Net debt-to-equity ratio <sup>3</sup>	0.75:1	0.72:1
Profitability Ratios:		
Return on assets <sup>4</sup>	4.44%	5.35%
Return on equity <sup>5</sup>	15.72%	16.52%
Asset to Equity ratio <sup>6</sup>	3.00:1	3:04:1
Interest Rate Coverage Ratio <sup>7</sup>	5.07	5.67

*1 Current assets / current liabilities*

*2 Total debt/ consolidated stockholders' equity*

*3 Net debt/ consolidated stockholders' equity (Net debt is total debt less cash and cash equivalents, short term investments and financial assets through fvpl)*

*4 Annualized Total Net income / average total assets*

*5 Annualized Net income attributable to equity holders of ALI / average total stockholders' equity attributable to equity holders of ALI*

*6 Total Assets /Total stockholders' equity*

*7 EBITDA/Interest expense*

**SIGNATURE**

Pursuant to the requirements of the Securities Regulation Code, the Issuer has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Issuer: **AYALA LAND, INC.**

By:



**AUGUSTO D. BENGZON**  
Senior Vice-President  
CFO, Treasurer and Chief Compliance Officer

Date: August 14, 2019