



January 15, 2020

**Philippine Stock Exchange**

6/F PSE Tower  
5<sup>th</sup> Avenue corner 28<sup>th</sup> Street  
Bonifacio Global City, Taguig City

Attention: Ms. Janet A. Encarnacion  
*Head, Disclosure Department*

**Philippine Dealing and Exchange Corporation**

29<sup>th</sup> Floor, BDO Equitable Tower  
8751 Paseo de Roxas, Makati City 1226

Attention: Atty. Marie Rose M. Magallen-Lirio  
*Head, Issuer Compliance and Disclosures Dept.*

Gentlemen:

In compliance with the Exchange's Rule on Minimum Public Ownership, please find attached our Public Ownership Report for the quarter-ended December 2019.

We trust that you will find the report in order.

Thank you.

Very truly yours,

A handwritten signature in blue ink, appearing to read 'Solomon M. Hermosura'.

**Solomon M. Hermosura**  
Group General Counsel and  
Corporate Secretary

cc: Bureau of Internal Revenue  
Office of the Assistant Commissioner  
Large Taxpayers Service  
Rm. 301, BIR National Office Building  
BIR Road, Diliman, Quezon City

*(submitted pursuant to Section 6.B of the Revenue Regulation No. 16-2012)*

**AYALA LAND, INC.**

**Computation of Public Ownership as of December 31, 2019**

	<b>Number of Shares</b>		
	<b>A</b>	<b>B</b>	<b>Total</b>
Number of Issued Shares			14,745,334,847
Less: Number of Treasury Shares (if any)			25,372,746

**Number of Issued and Outstanding Shares** **14,719,962,101**

**Less:**

	<b>% to total I/O Shares</b>	<b>A</b>	<b>B</b>	<b>Total</b>
<b>Directors</b>				
Fernando Zobel de Ayala				
Direct	0.0001 %			12,000
Indirect (thru PCD)	0.0012 %			171,000
Jaime Augusto Zobel de Ayala				
Direct	0.0001 %			12,000
Antonino T. Aquino				
Direct	0.0292 %			4,297,165
Indirect (thru ESOWN)	0.1088 %			16,008,061
Delfin L. Lazaro				
Indirect (thru AC as nominee share)	0.0000 %			1
Arturo G. Corpuz				
Indirect (thru ESOWN)	0.0268 %			3,943,756
Direct	0.0101 %			1,488,509
Indirect (thru PCD)	0.0028 %			411,446
Cesar V. Purisima				
Direct	0.0000 %			1
Bernard Vincent O. Dy				
Indirect (thru ESOWN)	0.0797 %			11,731,173
Indirect (thru PCD)	0.0235 %			3,454,290
Direct	0.0000 %			10
Jaime C. Laya				
Direct	0.0001 %			10,000
Rizalina G. Mantaring				
Direct	0.0000 %			1
<b>Sub-total</b>	<b>0.2822 %</b>			<b>41,539,413</b>

**Officers**

Bernard Vincent O. Dy (same as above)				
Jaime E. Ysmael				
Direct	0.0026 %			389,925
Indirect (thru ESOWN)	0.0466 %			6,857,198
Indirect (thru PCD)	0.0114 %			1,671,125
Anna Ma. Margarita B. Dy				
Indirect (thru ESOWN)	0.0327 %			4,815,044
Indirect (thru PCD)	0.0101 %			1,481,781
Dante M. Abando				
Indirect (thru PCD)	0.0015 %			223,341
Indirect (thru ESOWN)	0.0258 %			3,799,691
Direct	0.0073 %			1,080,991
Rowena M. Tomeldan				
Indirect (thru ESOWN)	0.0055 %			803,877
Indirect (thru PCD)	0.0002 %			23,123
Direct	0.0028 %			411,280

Augusto D. Bengzon		
Indirect (thru ESOWN)	0.0178 %	2,626,639
Indirect (thru PCD)	0.0015 %	216,519
Jose Emmanuel H. Jalandoni		
Indirect (thru ESOWN)	0.0430 %	6,329,984
Direct	0.0036 %	530,578
Manny A. Blas II		
Direct	0.0033 %	481,928
Indirect (thru ESOWN)	0.0119 %	1,744,477
Aniceto V. Bisnar, Jr.		
Indirect (thru ESOWN)	0.0122 %	1,797,590
Indirect (thru PCD)	0.0008 %	118,996
Michael Alexis C. Legaspi		
Indirect (thru ESOWN)	0.0264 %	3,882,213
Indirect (thru PCD)	0.0044 %	647,193
Rodelito J. Ocampo		
Indirect (thru ESOWN)	0.0162 %	2,389,116
Indirect (thru PCD)	0.0023 %	341,012
Direct	0.0000 %	7,022
Joseph Carmichael Z. Jugo		
Indirect (thru ESOWN)	0.0049 %	727,385
Indirect (thru PCD)	0.0000 %	3,640
Robert S. Lao		
Indirect (thru ESOWN)	0.0109 %	1,602,909
Christopher B. Maglanoc		
Indirect (thru ESOWN)	0.0055 %	811,910
Indirect (thru PCD)	0.0003 %	50,000
Angelica L. Salvador		
Direct	0.0002 %	29,431
Indirect (thru ESOWN)	0.0075 %	1,098,460
Indirect (thru PCD)	0.0006 %	83,019
Romeo T. Menpin		
Indirect (thru ESOWN)	0.0033 %	485,989
Indirect (thru PCD)	0.0003 %	39,005
Ginaflor C. Oris		
Indirect (thru ESOWN)	0.0053 %	785,882
Eliezer C. Tanlapco		
Indirect (thru ESOWN)	0.0010 %	153,470
Indirect (thru PCD)	0.0009 %	134,784
Carol T. Mills		
Indirect (thru ESOWN)	0.0056 %	830,092
Jennylle S. Tupaz		
Indirect (thru ESOWN)	0.0058 %	847,415
Indirect (thru PCD)	0.0000 %	159
Lyle A. Abadia		
Indirect (thru ESOWN)	0.0046 %	679,441
Dindo R. Fernando		
Indirect (thru ESOWN)	0.0064 %	940,760
Javier D. Hernandez		
Indirect (thru ESOWN)	0.0025 %	364,357
Indirect (thru PCD)	0.0002 %	31,347
Amelia Ann T. Alipao		
Indirect (thru ESOWN)	0.0019 %	280,793
Indirect (thru PCD)	0.0083 %	1,227,344
Ma. Divina Y. Lopez		
Indirect (thru ESOWN)	0.0043 %	639,776

Darwin L. Salipsip		
Indirect (thru ESOWN)	0.0046 %	676,487
Ferdie M. Mangali		
Indirect (thru ESOWN)	0.0051 %	756,859
Michael F. Magpusao		
Indirect (thru ESOWN)	0.0025 %	372,077
Rufino Hermann S. Gutierrez		
Indirect (thru ESOWN)	0.0017 %	254,178
Indirect (thru PCD)	0.0017 %	256,600
Solomon M. Herмосura		
Direct	0.0000 %	480
<b>Sub-total</b>	<b>0.3861 %</b>	<b>56,834,692</b>

**Principal Stockholders**

Ayala Corporation		
Direct	44.47 %	6,545,946,579
<b>Sub-total</b>	<b>44.47 %</b>	<b>6,545,946,579</b>

**Others**

<b>Government</b>	- %	-
<b>Banks</b>	- %	-
<b>Employees</b>		-
ESOWN Subscriptions	0.2321 %	34,160,746
<b>Lock-Up Shares</b>	- %	-
<b>Sub-total</b>	<b>0.2321 %</b>	<b>34,160,746</b>

<b>TOTAL</b>	<b>45.37 %</b>	<b>6,678,481,430</b>
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<b>Total Number of Shares Owned by the Public</b>	<b>8,041,480,671</b>
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**PUBLIC OWNERSHIP PERCENTAGE**  
**Total Number of Shares Owned by the Public**

8,041,480,671 shares = 54.63%  
14,719,962,101 shares

No. of Issued Common Shares	=	14,745,334,847
Number of Outstanding Common Shares	=	14,719,962,101
Number of Treasury Shares (Common)	=	25,372,746
Number of Listed Common Shares	=	14,553,525,540
Number of Foreign-Owned Shares		
Common Shares	=	5,773,781,905
Voting Preferred Shares	=	607,264,635
Foreign Ownership Level (%)	=	22.96%
Foreign Ownership Limit (%)	=	40%