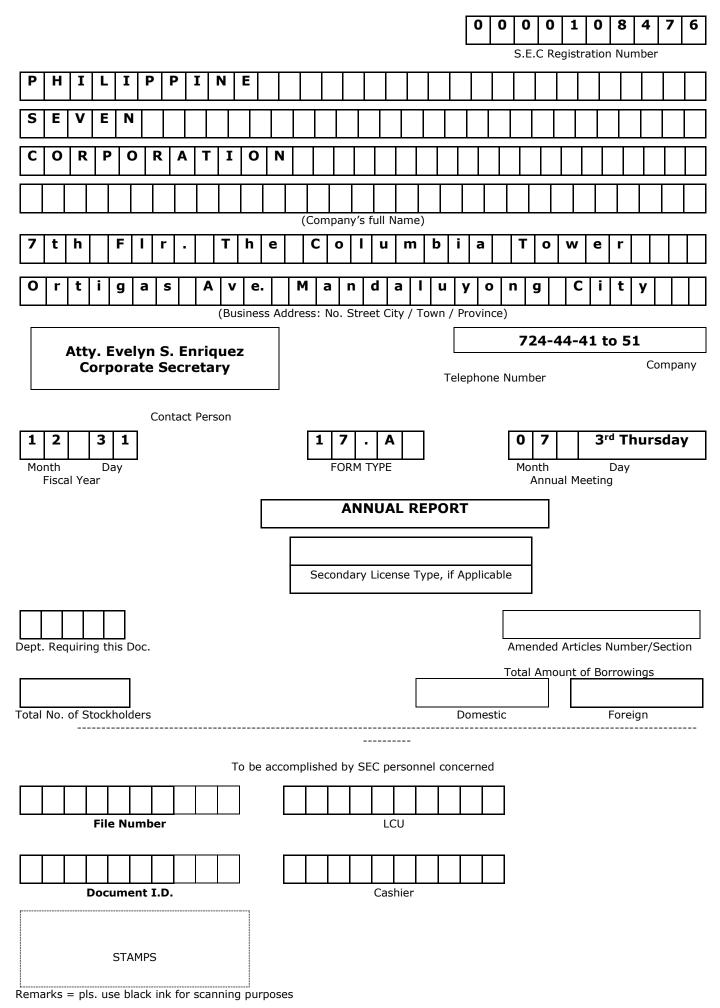
# **COVER SHEET**



REPUBLIC OF THE PHILIPPINES) ) S.S.

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# CERTIFICATION

I, PING-HUNG CHEN, of legal age, R.O.C citizen, with office address at the 7<sup>th</sup> Floor, The Columbia Tower, Ortigas Avenue, Mandaluyong City, after being sworn in accordance with law, hereby depose and certify:

- I am the Treasurer and CFO of PHILIPPINE SEVEN CORPORATION (the "Corporation"), a corporation duly organized and existing under and by virtue of the laws of the Philippines, with principal office at the 7<sup>th</sup> Floor, The Columbia Tower, Ortigas Avenue, Mandaluyong City;
- I hereby certify that the basic and material data in the Annual Report and Audited Financial Statements of the Corporation for the year 2013 are also contained in the compact disc and hard copies.

IN WITNESS WHEREOF, I have hereunto set my hand this \_\_\_\_\_ day of \_\_\_\_\_ 2014, Mandaluyong City, Philippines.

PING-HUNG CHEN Treasurer and CFO

SUBSCRIBED AND SWORN, to before me this 1 4 2011 of \_\_\_\_\_\_, Philippines, affiant exhibited to me his T.I.N 418-547-911.

Doc. No. 344 Page No. 27 Book No. 2744

NOTARY PUBLIC

ON L CARPIC PUSLIC UNITE FEE. 31/2314 ROLL NO 22/172 11X106-918-897 MCLE MO. IV-CODA 307.18P NO. 954 268 PTR NO. 98298221 JAN 312014 PASIS CITY

# SECURITIES AND EXCHANGE COMMISSION

# SEC FORM 17-A

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

- 1. For the fiscal year ended 2013
- 2. SEC Identification Number 108476
- 3. BIR Tax Identification No. 301-000-390-189
- 4. Exact name of registrant as specified in its charter PHILIPPINE SEVEN CORPORATION
- Philippines
   Province, Country or other jurisdiction of Incorporation or Organization
   6. (SEC Use Only)
- Industry Classification Code:
- 7<sup>th</sup> Floor, The Columbia Tower, Ortigas Ave., Mandaluyong City Address of principal office
- (632) 724-4441 to 51
   Registrant's telephone number, including area code
- Not Applicable Former name, former address, and former fiscal year, if changed since last report.
- Securities registered pursuant to Sections 8 and 12 of the SRC, or Sec. 4 and 8 of the RSA

Title of Each Class

Number of Shares of Common Stock Outstanding

1550

Common

458,435,323

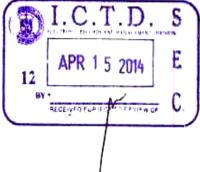
11. Are any or all of these securities listed on the Philippine Stock Exchange.

	Yes	[x]	NO[ ]
Title of Cla	ISS		Total Shares Listed

**Common Shares** 

459,121,573

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



Postal Code

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

No[] Yes

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

The aggregate market value of 147,021,978 share of common stock is Php 14,481,664,833.00 based on the bid price of P98.50 per share as of December 27, 2013, the last transaction date for the year under review.

# **DOCUMENTS INCORPORATED BY REFERENCE**

- (a) List of leased properties for the 7-Eleven Stores operational as Corporate and under a Franchise Agreement (Appendix A);
- (b) Audited Consolidated Financial Statements for the year end December 31, 2013 showing the financial condition of registrant as per Item 7 of SEC Form 17-A (Appendix B);
- (c) Management's Discussion and Analysis of 2013 Operations as per Item 6 of SEC Form 17-A (Appendix C).

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

#### Item 1. Business

Philippine Seven Corporation ("PSC") was registered with the Securities and Exchange Commission ("SEC") on November 23, 1982. It acquired from Southland Corporation (now Seven Eleven, Inc. or "SEI") of Dallas, Texas the license to operate 7-Eleven stores in the Philippines in December 13, 1982. Operations commenced with the opening of its first store in February 29, 1984 at the corner of Kamias Road and EDSA Quezon City, Metro Manila. Considering the country's economic condition at that time, the Company grew slowly in its first few years of existence.

In July 28, 1988, PSC transferred the Philippine area license to operate 7-Eleven stores to its affiliate, Phil-Seven Properties Corporation ("PSPC"), together with some of its store properties. In exchange thereof, PSC received 47% of PSPC stock as payment. Concurrent with the transfer, PSC entered into a sublicensing agreement with PSPC to operate 7-Eleven stores in Metro Manila and suburbs. As part of PSPC's main business, it acquired or leased commercial properties and constructed retail store buildings, leasing the buildings to PSC on long term basis together with most of the capital equipment used for store operations. In effect, PSC concentrated on managing its stores and effectively took the role of a pure retailer.

In May 2, 1996, the stockholders of both PSC and PSPC approved the merger of the two companies to advance PSC group's expansion. In October 30, 1996, SEC approved the merger and PSPC was then absorbed by PSC as the surviving entity. With the consolidation of the respective lines of business of PSC and PSPC, PSC's retailing strengths were complemented by PSPC's property and franchise holdings. Their management as a single entity enhanced operational efficiency and strengthened ability to raise capital for growth. PSC listed its shares (SEVN) in the Philippine Stock Exchange and had its initial public offering in February 04, 1998. The shares were offered at the price of P4.40 per share from its par value of P1.00 per share. In September 17, 1998, PSC established Convenience Distribution Inc. ("CDI"), a wholly owned subsidiary, to provide a centralized warehouse and distribution system to service its 7-Eleven stores.

With the effectivity of the Retail Trade Liberalization Act (R.A. 8762) on March 25, 2000, foreign entities were allowed to invest in an existing retail company subject to the requirements of the law. President Chain Store (Labuan) Holdings, Ltd. (PCSL), a Malaysian investment holding company, purchased 119,575,008 common shares of PSC or 50.4% of PSC's outstanding capital stock at the price of P8.30 per share. The purchase was made under a tender offer during October 9 to November 7, 2000. PCSL is affiliated with President Chain Store Corporation, which is also the 7-Eleven licensee in Taiwan operating about 2,700 stores. This provided alliance to source for technical support to strengthen PSC's organizational structure and operating systems and pursue store expansion plans on sound and profitable basis. A new affiliate, Store Sites Holding, Inc., was also established on November 9, 2000, as the entity to own land properties. These land properties are leased to PSC by SSHI.

PSC's area license to operate 7-Eleven Stores in the Philippines was renewed in August 31, 2007 for another term of 20 years, renewable every 10 years. The Renewal Area License Agreement has been approved by and registered with the Intellectual Property Office as of September 25, 2007.

PSC initiated the establishment of PhilSeven Foundation, Inc. (PFI) in October 2, 2007 to support its corporate social responsibility programs. PFI was granted a certificate of registration by DSWD on August 6, 2010, after completing the 2-year operations requirement. BIR issued a certificate of registration to PFI dated December 21, 2011 recognizing PFI as a donee institution. In May 10, 2013, BIR renewed for another 3 years PFI's certification as donee institution in accordance with RR No. 13-98. In October 10, 2013, PFI became a member of the League of Corporate Foundations, Inc.

The company had a manpower complement of 3,003 personnel, 733 of whom are regular employees, 80 contractual/probationary and 2,190 cooperative members to augment temporary needs during peak hours or season in the stores and the support services units. There is no existing labor union in the company and collective bargaining agreement. There is a PSC Employees Council which communicates to management the employees concerns. There has been no strike or threat to strike from the employees for the past three years.

At year end, PSC is operating 1008 stores, 449 of which are franchise stores under FC1, 242 franchise stores under FC2, and the remaining 317 are company-owned stores. The store franchise contracts have a minimum term of 5 years each, renewable for a similar term. The stores under franchise are indicated in the store list provided in the discussion of Leases herein.

Currently, PSC considers three major competitors in maintaining its leadership in the Convenience Store ("C-Store") Industry. There are a number of other generic or hybrid stores or grocery stores including gas marts, but their store count or sales volume as a group by itself is not

significant to be considered. PSC has forged a non-exclusive tie-up with Chevron Philippines Inc. in August 2009 for opening of 7-Eleven stores in selected Caltex stations. Another non-exclusive tie-up was concluded in May 2011 with Total (Philippines) Corporation to establish 7-Eleven Stores in identified Total gasoline stations. The Company continues to sustain its leadership by putting stores in strategic locations, carrying product assortment fit for such market.

In spite of the growing competition in convenience store ("C-Store") businesses, PSC maintains its leadership in the industry. The Corporation estimates its market share in branded C-store businesses as of December 31, 2013, in terms of number of C-store outlets in Metro Manila and adjacent provinces, as follows:

	Number of	Market Share
	C- stores	(as of 31 Dec 2013)
7-Eleven	1,009	47%
Mercury Drug Self Serve	680	32%
Ministop	366	17%
Family Mart	32	1%
San Mig Food Ave.	63	3%
Circle K	2	0%
TOTAL	2,152	100%

PSC addresses the threat of competition with expansion and maintaining its dominance in the market. The continuous improvement of the Corporation's supply chain shall generate further efficiencies to effectively compete with the entry of other players in the C-store business. The successful franchise program is another mover to achieve the expansion plans and to dominate the c-store market. As part of expansion program, the Company opened 7-Eleven Stores in Cebu last July 2012. A total of 45 stores were operational in Cebu and 9 in Bacolod as of end of the year. This shall be the base for the expansion in Visayas.

The average number of customers that transact in the stores is about 1,012 per day per store with an average purchase transaction of about P 53.00. The stores carry a wide range of beverages, food service items, fresh foods, hot foods, frozen foods, confectioneries, cookies and chips, personal care products, groceries and other daily needs and services for modern convenience which neighborhood residents, commuters, students and other urban shoppers would look for in a convenience store. Also offered in the store are proprietary product lines under the 7-Eleven trademark such as but not limited thereto:

Trademarks	Description of Product	Application Date	Status
1. Slurpee	Frozen carbonated beverage, prepared with a variety of high-quality syrups, properly brixed, and served in standardized, trademark SLURPEE cups	Aug. 19, 1992	Renewed as of Aug. 19, 2012
2. Super Big Bite	Sandwiches, hotdogs and buns	Aug. 29, 2003	Registered for 15 years from Aug. 29, 2003 to Nov. 17, 2018
3. Big Gulp	Post-mix fountain beverage, prepared with a variety of high quality syrups	Nov. 16, 1992	Renewed as of Nov. 16, 2012

PSC also sells its developed or own branded products/services under the following trademarks:

Trademarks	Description of Product	Application Date	Status of Registration
1. Café 24/7	Brewed coffee, hot chocolates, cappuccino, hot tea and other coffee and chocolate variants	June 05, 2006	Registered for 10 years (February 16, 2009 to Feb. 16, 2019) 3 <sup>rd</sup> year DAU filed on February 23, 2010
2. Daily Bread	Different variants of bread	May 18. 2007	Registered for 10 years April 14, 2008 to April 14, 2018) 3 <sup>rd</sup> year DAU filed on April 30, 2010
3. Medi-express	Pharmaceutical	January 19, 2006	Registered for 10 years (Apr. 14, 2008 to Apr. 14, 2018) 5 <sup>th</sup> year DAU filed on March 21, 2014
4. Hotta Rice	Ready-to-eat rice meals with different variants	September 22, 2008	Registered for 10 years (February 23, 2009 to February 23, 2019) 3rd year DAU filed on September 7, 2011
5. Crisp Bites	hot and fried snacks	December 17, 2013	Application pending
6. Fundae Cone	Ice cream/Sundae	December 16, 2013	Application pending
7. Busog Meals	Budget rice meals	January 24, 2014	Application pending
8. Hot Pot	Stewed savory snack with different variants	March 2014	Application pending
9. Big Time Meals	Rice meals	March 2014	Application pending

Further, the products or services carried by the stores as described above are generally categorized as General Merchandise which accounts for 77.12%, Food Service and Cupdrinks for 22.13% and Services at 0.75%.

The merchandise stocks are supplied by over 350 vendors/suppliers and are mostly governed by the standard trading terms contract prescribed by the Company. Among the largest suppliers for the products carried by the stores are Unilever Philippines Inc., PMFTC Inc., San Miguel Foods Inc., Pepsi Cola Products Phil., Inc., Coca Cola Bottlers Phils. Inc., Absolute Sales Corp., Universal Robina Corporation, Nestle Philippines Inc., Del Monte Philippines Inc., JT International Philippines Inc. These top suppliers account for 50.41% share in the 7-Eleven business.

# **Item 2. Properties**

The following properties are company-owned, free from any lien or encumbrances, as described below:

Condominium	(Owned)

Description	Location	Total Lot Area (in square meter)
MH del Pilar Store Branch	Unit Nos. 102 & 201, Ferguson Tower, A. Flores cor. MH del Pilar & Guerrero Sts., Ermita, Manila	151.43
Office Space	All units of 7 <sup>th</sup> Floor and 4 units of 11 <sup>th</sup> Floor, The Columbia Tower Ortigas Avenue, Mandaluyong City	1,807.00
22 parking units	G/F, Basement 2 and 3 The Columbia Tower	325.00

The Company divested its land holdings to 7 parcels of land, excluding the improvements thereon, to its affiliate, Store Sites Holdings, Inc. (SSHI) at book value. SSHI was registered with SEC last November 9, 2000, initially wholly-owned by PSC. It eventually became 40% Company-owned with the 60% investment in SSHI by Bank of Philippine Islands-Asset Management & Trust Group as trustee of the PSC Employee Retirement Fund. Anticipating foreign ownership in PSC to exceed 40%, the divestment was made to SSHI, which is 60% owned by Filipinos and 40% by foreigners to comply with 40% foreign ownership limit for corporations allowed to hold or own land/s in the Philippines.

As part of the normal course of business, the Company shall continue to acquire properties under lease agreement. The Company, on a case to case basis, may consider purchase of real property for store sites or office site if there is an opportunity or offer at a reasonable price. However, there is no capital expenditure allocation for purchase of real properties in the next twelve (12) months.

# <u>Leases</u>

The Company leases land or existing building shell for its establishment of 7-Eleven stores. The lease term for these locations ranges mostly from 5 to 10 years. The numbers of locations which shall expire within the next 5 years are as follows:

2014	2015	2016	2017	2018
93	126	150	139	123

Rental rates of 7-Eleven Stores vary depending on transaction type as land or building shell transaction; size of the area being leased; site location in relation to the trade area; and the prevailing real estate market rates. The total amount of lease payments by the Corporation is contained in the Financial Notes on Leases of the audited financial statements attached herein. The list of leased properties for the 7-Eleven Stores operational as Corporate and under a Franchise Agreement is attached hereto as Appendix "A".

# Item 3. Legal Proceedings

The Company is a party to certain litigations involving minor issues, from time to time, before the Department of Trade and Industry, employees suing for illegal dismissal, back wages and damage claims, claims arising from store operations and as co-respondents with manufacturers on complaints with BFAD, for specific performance and other civil claims. The Company also filed criminal cases against employees and other persons arising from theft, estafa and robbery; civil claims for collection of sum of money, specific performance and damages. All such cases are in the normal course of business and are not deemed or considered as material legal proceeding as stated in Part I, Paragraph (C) of "Annex C" of SEC checklist 17-A.

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

A stockholders' meeting was held last July 18, 2013, during which, the declaration of 15% stock dividend was submitted to a vote of security holders. This is the sixth consecutive year that the Corporation declared stock dividends from 2008. No other stockholders' meeting was held for the period ending December 31, 2013.

# PART II - OPERATIONAL AND FINANCIAL INFORMATION

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

Market Information

The Company's common shares were listed in the Philippine Stock Exchange (PSE) on February 04, 1998.

The public ownership level of the Company's shares is 32.06% as of March 31, 2014. This is above the minimum public ownership requirement of 10%.

The trading record of the Company's shares as of December 31, 2012 and 2013 are as follows:

December 31, 2012

Month	Open	High	Low	Close	Volume
1 <sup>st</sup> Quarter	41.00	49.00	41.00	49.00	2,100
2 <sup>nd</sup> Quarter	46.20	49.50	46.20	48.80	77,400
3 <sup>rd</sup> Quarter	73.00	73.00	72.00	73.00	110,190
4 <sup>th</sup> Quarter	90.00	92.00	87.70	92.00	6,570

#### December 31, 2013

Month	Open	High	Low	Close	Volume
1 <sup>st</sup> Quarter	94.00	94.00	94.00	94.00	200
2 <sup>nd</sup> Quarter	89.00	91.00	89.00	91.00	5,260
3 <sup>rd</sup> Quarter	109.00	109.00	109.00	109.00	280,000
4 <sup>th</sup> Quarter	99.00	99.00	98.00	98.50	1,010

#### Latest Trading – updated as of April 2014

Month	Open	High	Low	Close	Volume
January 30, 2014	100.00	100.00	100.00	100.00	10
February 28, 2014	97.50	102.00	97.00	97.10	1,060
March 28, 2014	98.40	98.50	98.00	98.00	540
April 1, 2014	96.00	98.50	96.00	98.50	370
April 2, 2014	98.50	98.50	98.50	98.50	200
April 3, 2014	97.00	97.00	90.00	97.00	1,110
April 4, 2014	99.00	99.00	99.00	99.00	20
April 7, 2014	97.00	97.00	97.00	97.00	125,020
April 8, 2014	97.00	99.00	97.00	97.00	600
April 10, 2014	99.50	99.50	99.50	99.50	600
April 11, 2014	97.00	97.00	97.00	97.00	10
April 14, 2014	98.00	98.00	97.00	97.00	200,480

#### Stock/Cash Dividends

A stock dividend was declared and approved by the stockholder during the annual meeting last 18 July 2013. The stock dividend corresponds to 15% of the outstanding capital stock of the Corporation of 398,639,411 shares or equivalent to 59,795,912 common shares. Also, cash dividend of ten centavos (Php 0.10) per share was declared and approved during the special board of directors meeting last July 18, 2013. Stockholders of record as of August 15, 2013 were entitled to said stock and cash dividends and the corresponding shares and cash payments were issued and paid to stockholders on payment date last September 9, 2013. Total outstanding capital stock of the Corporation after the payment date of the stock dividend is 458,435,323. Likewise, there was no sale of any unregistered securities. There is no restriction that limits the ability of the Company to pay dividends on common equity. Below is the summary of cash and stock dividend declaration of the Corporation.

Year	Cash	Amount	Stock	No. of Shares
2013	0.10	39,863,941	15%	59,795,912
2012	0.10	34,664,297	15%	51,996,445
2011	0.10	30,142,867	15%	45,214,300
2010	0.05	14,353,746	5%	14,353,746
2009	-	-	10%	26,097,720
2008	-	-	10%	23,725,200

Holders

As of March 31, 2014, there were 649 shareholders of the Company's outstanding common shares totaling 458,435,323 shares.

The top 20 shareholders and their corresponding shareholdings as of March 31, 2014 are as follows:

TOP 20 SHAREHOLDERS	CITIZENSHIP	SUBSCRIPTION	% HOLDINGS
1. President Chain Store (Labuan) Holdings, Ltd.	Malaysian	236,376,070	51.56%
2. PCD Nominee Corporation (Non-Filipino)	Non-Filipino	61,697,698	13.46%
3. Arisaig Asia Consumer Fund Ltd.	BVI	48,020,358	10.47%
4. Asian Holdings Corporation	Filipino	30,671,003	6.69%
5. Agus Development Corporation	Filipino	12,349,310	2.69%
6. Jose Victor P. Paterno	Filipino	11,983,375	2.61%
7. Progressive Development Corp.	Filipino	11,510,552	2.51%
8. PCD Nominee Corporation (Filipino)	Filipino	9,926,759	2.17%
9. Ma. Cristina P. Paterno	Filipino	8,267,592	1.80%
10. Ma. Elena P. Locsin	Filipino	6,962,534	1.52%
11. Paz Pilar P. Benares	Filipino	5,665,971	1.24%
12. Ma. Teresa P. Dickinson	Filipino	3,767,950	0.82%
13. Maria Henrietta R. Santos	Filipino	2,031,906	0.44%
14. Seven Eleven, Inc.	American	1,783,249	0.39%
15. Dante G. Santos	Filipino	1,773,291	0.39%
16. Vicente T. Paterno	Filipino	1,399,822	0.31%
17. Manuel U. Agustines	Filipino	813,756	0.18%
18. Antonio Diaz Sta Maria	Filipino	193,228	0.04%
19. Felicia R. Santos	Filipino	156,623	0.03%
20. Luis Y. Locsin	Filipino	Filipino 115,904	
20. Leandro Y. Locsin Jr.	Filipino	115,904	0.03%
TOTAL OF TOP 20 SHAREHOLDERS		455,582,855	99.38%
OTHER SHAREHOLDERS		2,852,468	0.62%
TOTAL		458,435,323	100.00%

# Item 6. Management's Discussion and Analysis or Plan of Operation

The Management's Discussion and Analysis of 2013 Operations is attached hereto as Appendix C.

# **Item 7. Financial Statements**

The Company's Audited Financial Statements for the year ending December 31, 2013 is attached hereto as Appendix B.

# Item 8. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

There are no changes nor disagreements with external accountants on matters concerning adoption of generally accepted accounting practices under the Philippine Financial Reporting Standards and the corresponding reporting and disclosure requirements.

# Information on independent accountant and other related matters

#### External audit fees and services

The following table summarizes the fees paid or accrued for services provided by our external auditors for the fiscal years ended December 31, 2013 and 2012:

	2013	2012			
	(in thousands)				
Audit Fees	P1,902	P 1,832			
Tax Fees	1,464	1,284			
All Other Fees	148	132			
Total	P3,514	P3,248			

Audit Fees. During the years 2013 and 2012, the Company had engaged the professional services of SGV & Co. The Company incurred and accrued an aggregate audit fee of P 1.90 million in 2013 for the said engagement. This covers the examination of the Company's financial statements in accordance with generally accepted auditing standards. The auditors also provide a discussion of findings and recommendations that will further improve the Company's accounting and reporting practices. Further, SGV also provides updates on recent pronouncements made by the BIR and the SEC.

*Tax Services*. This category refers to the tax compliance and advisory services rendered by the tax division of SGV & Co.

All Other Fees. This consists primarily of fees for consultations, special engagements relating to issuance of long form audit report and securing documents, which are required for the payment of dividends and other incidental expenses.

The fees presented above include out-of-pocket expenses incidental to our independent auditors' work.

The audit committee's approval policies and procedures for external auditors are as follows:

- 1. Statutory audit of the Company's annual financial statements.
  - a) The Audit Committee ensures that the services of the external auditor conform with the provision of the Company's manual of corporate governance.
  - b) The Audit Committee approves the audit plan and scope of audit presented by the external auditor before the conduct of audit. The audit plan is derived from series of discussions and pre-audit planning with Management.
  - c) The Audit Committee reports to the Board the approved audit plan.
- 2. For other services other than the audit of the annual financial statements.
  - a) The Audit Committee evaluates the necessity of the proposed services presented by Management taking into account the following factors:
    - i. The impact of new tax and accounting regulations and standards.
    - ii. Cost and benefit of the proposed undertaking.
  - b) The Audit Committee approves and ensures that other services provided by the external auditor shall not be in conflict with the functions of the external auditor for the annual audit of its financial statements.

# PART III – CONTROL AND COMPENSATION INFORMATION

# Item 9. Directors and Executive Officers of the Issuer

a) Directors and Corporate Officers

The eleven (11) directors of the Company are elected at the Annual Stockholders meeting to hold office until the next succeeding annual meeting or until their respective successors have been elected and qualified. The members of the Board of Directors and corporate officers of the Company as of December 31, 2013 are the following:

NAME	AGE	Term in Present Position	No. of Year(s) In PSC	Business Experience	
<b>CHIN-YEN KAO</b> Honorary Chairman of the Board Citizenship: R.O.C.	84	12 yrs.	12 yrs.	<ul> <li>Director- President International Development Corpresident Chain Store (BVI) Holdings Ltd.; Kao Chyuan Investment Co.Ltd.; Tainan Spinning Co., Ltd.; Uni-President Enterprise Corp.; President Chastore Corporation<sup>1</sup>; President Fair Development Corp.; Ton Yi Industrial Corp.;</li> <li>Honorary PhD, Lincoln University, USA; Honorary PhD, Sun Yat-sen University; Honorary PhD, Natio Cheng Kung University</li> </ul>	
VICENTE T. PATERNO Chairman of the Board and Director Citizenship: Filipino	88	31 yrs.	31 yrs.	<ul> <li>Founding Chairman – Philippine Seven Corporation<sup>1</sup>(7-Eleven Philippines) (October 1982 – present)</li> <li>Chairman - Store Sites Holding Inc.;</li> <li>Independent Director – First Philippine Holdings Corporation<sup>1</sup>, Benpres Holdings Corp. (1992-2009)</li> <li>Concurrently Managing Director – Philippine Seven Corporation (1984-1986, 1992-2000)</li> <li>Former Director - State Land Investment Inc., First Philippine Holdings Corporation<sup>1</sup>; Benpres Holdings Corporation<sup>1</sup></li> <li>Founding Director &amp; Chairman of the Board East ASEAN Business Council (BIMP-EAGA) (1997-1999)</li> <li>Senator of the Republic of the Philippines; Chairman – Senate Committee on Economic Affairs (1987- 1992)</li> <li>Deputy Executive Secretary of Energy, Office of the President (1986 – 1987)</li> <li>Chairman/President – Philippine National Oil Company (PNOC) (1986-1987)</li> <li>Director - Sime Darby Berhad, Malaysia (1982-1986)</li> <li>Short Term Consultancies, UNDP &amp; UNCTAD-GATT (1981-1982)</li> <li>Minister of Public Highways (1979-1980)</li> <li>Minister of Public Highways (1979-1980)</li> <li>Minister of Industry (1974-1979)</li> <li>ASEAN Economic Minister &amp; Chair – ASEAN Committee on Industrial Coperation (1976-1979)</li> <li>Director ExOfficio Member of Government Boards- Central Bank, NEDA, DBP,PNOC (1976-1979)</li> <li>Treasurer, Vice President Finance &amp; Assistant Executive Vice President Finance &amp; Assistant Executive Vice President Finance 1 Manager – Meralco (1964 – 1970)</li> <li>Chairman - Board of Investments (1970-1979)</li> <li>Vice Aresident for Investment, Commercial Credit Corporation (1960-1964)</li> <li>Industrial Projects Consultant, Industrial Development Center, PHILCUSA (1954-1956)</li> <li>Mill Engineer, Central Azucarera Don Pedro, Nasugbu, Batangas (1948-1951)</li> <li>Awards - RVR Award for Nation Building (JCI Manila &amp; AIM Center for CSR) (2013)</li> <li>Award: 100 Outstanding Engineers of the Century,</li></ul>	

NAN-BEY LAI Vice-Chairman and Director Citizenship: R.O.C.	62	1 yr. & 2 mos.	3 yrs. & 9 mos.	<ul> <li>Senior Vice President- President Chain Store Corporation<sup>1</sup></li> <li>Chairman- Duskin Serve Taiwan Co.; Bank Pro E- Service Technology Co., Ltd; PCSC (Vietnam) Supermarket Ltd.</li> <li>Director- Books.com Co., Ltd.; President Chain Store Corporation<sup>1</sup>; President Drugstore Business Corp.; Mech-President Corp.; President Transnet Corp.; President Collect Services Co., Ltd.; Uni-President Department Store Corp.; Muji (Taiwan) Co., Ltd.; President Organics, Co.; President SATO Co., Ltd.; Q- ware Systems &amp; Services Corp.; Ren-Hui Investment Corp.; SATO (Shanghai) Catering Mathematics Co., Ltd.; Tong-Ho Development Corp.</li> <li>Bachelor's Degree in Business Administration , Department of Business Administration, Tunghai University</li> </ul>
JOSE VICTOR P. PATERNO President and Director Citizenship: Filipino	45	8 yrs.	15 yrs.	<ul> <li>President &amp; CEO, Philippine Seven Corporation<sup>1</sup></li> <li>Chairman &amp; President - Convenience Distribution, Inc;</li> <li>Chairman - Supply Chain Networks, Inc.</li> <li>President - First MFI Network, Inc.</li> <li>Vice-Chairman- PhilSeven Foundation, Inc.</li> <li>Director - Electronic Commerce Payment Network, Inc. (EC-Pay); The Straits Wine Company, Inc.</li> <li>Board Co-Chair (Retailer), ECR Philippines</li> <li>VP-National Chapter Development, Philippine Franchise Association</li> <li>Member- Management Association of the Philippines; Makati Business Club; Young Presidents Organization; Coca- Cola Retailing Research Council</li> <li>Former Vice-President for Operations- Philippine Seven Corporation</li> <li>Management Associate- Nestle USA (1990-1993)</li> <li>Awards- CEO Excel Award, International Association of Business Communicators (IABC) 2013 CEO Excel Awards</li> <li>Master Entrepreneur Award, 2012 Ernst &amp; Young Entrepreneur of the Year Awards</li> <li>Bachelor of Science in Mechanical Engineering, (magna cum laude), Lehigh Univerisity, Bethlehem Pennsylvania, U.S.A.</li> </ul>
<b>JORGE L. ARANETA</b> Director Citizenship: Filipino	78	25 yrs.	25 yrs.	<ul> <li>Consul A.H Embassy of the Republic of Colombia</li> <li>Chairman &amp; CEO - Araneta Group</li> <li>Chairman of the Board - Araneta Center Inc.; Progressive Development Corporation; Uniprom, Inc.; Philippine Pizza Inc.</li> <li>Director - Wendy's Philippines</li> <li>Bachelor of Science in Business Administration, University of the Philippines</li> </ul>
<b>DIANA PARDO-</b> <b>AGUILAR</b> Director Citizenship: Filipino	50	15 yrs. & 8 mos.	15 yrs. & 8 mos.	<ul> <li>Commissioner- Social Security Commission; Social Security System</li> <li>Director - Security Bank Corporation<sup>1</sup>; Asian Holdings Corporation; WenPhil Corporation; Electronic Commerce Payments Network Inc.; DAJ Property Holdings Corp.; Gate Distribution Enterprises, Inc.;</li> <li>Treasurer &amp; Member - Executive Finance Committee, De La Salle Santiago Zobel School</li> <li>Director &amp; Treasurer -Modesto Holdings Philippines, Inc.</li> <li>Masters Degree in Business Administration, Major in International Finance, Pepperdine Unviersity, California, U.S.A.</li> <li>Bachelor of Science in Computer Science (Dean's List) De La Salle University</li> </ul>

ANTONIO JOSE U. PERIQUET, JR. Independent Director Citizenship: Filipino	52	3 yrs. & 5 mos.	3 yrs. & 5 mos.	<ul> <li>Chairman – Pacific Main Holdings, Inc.; Campden Hill Group, Inc.; Regis Financial Advisers</li> <li>Director - The Straits Wine Company, Inc.</li> <li>Independent Director- Ayala Corporation<sup>1</sup>; BPI Capital; DMCI Holdings, Inc.<sup>1</sup>; Bank of the Philippine Islands<sup>1</sup>; BPI Family Bank; ABS-CBN Holdings Corporation<sup>1</sup>, ABS-CBN Corporation; Pancake House, Inc.<sup>1</sup></li> <li>Trustee - Lyceum University of the Philippines</li> <li>Member – Deans Global Advisory Council, Darden School of Business, University of Virginia</li> <li>AB Economics, Ateneo De Manila University;</li> <li>MBA, University of Virginia</li> </ul>
<b>MICHAEL B. ZALAMEA</b> Independent Director Citizenship: Filipino	49	8 yrs. & 5 mos.	8 yrs. & 5 mos.	<ul> <li>Director - Campden Hill Advisors, Inc.; Philippine Coastal Storage &amp; Pipeline Corp.; Clark Pipeline &amp; Depot Company Inc.; Wespak Holdings, Inc.; The Straits Wine Company, Inc.</li> <li>Trustee - The Beacon Academy</li> <li>Bachelor of Science in Finance, Fordham University U.S.A;</li> <li>MBA, University of Virginia</li> </ul>
<b>WEN-CHI WU</b> Director Citizenship: R.O.C.	44	yrs. & 6 mos.	5 yrs. & 6 mos.	<ul> <li>Chief Financial Officer - President Chain Store Corporation<sup>1</sup></li> <li>Director - PCSC Restaurant (Cayman) Holdings Limited; President Investment Trust Corp.;</li> <li>Supervisor - Muji (Taiwan) Co., Ltd.; Books.com. Co., Ltd.; Mister Donut Taiwan Corp.; President Coffee Corp.; Q-ware Systems &amp; Services Corp.; President Information Corp.; Ren Hui Investment Corp.; President Chain Store (Shanghai) Ltd.; Shanghai President Catering Management Co., Ltd.; Shanghai President Starbucks Coffee Corp.; President (Shanghai) Health Product Trading Company Ltd.; President Drugstore Business Corp.; Mech-President Corp.; President Pharmaceutical Corp.; President Transnet Corp.; President Collect Services Co., Ltd.; Uni-President Department Store Corp.</li> <li>Bachelor's Degree in Accountancy, School of Accountancy in University of Missouri in Columbia</li> </ul>
<b>JUI-TANG CHEN</b> Director Citizenship: R.O.C.	56	1 yr. & 2 mos.	1 yr. & 2 mos.	<ul> <li>President – President Chain Store Corporation<sup>1</sup>; Ren- Hui Investments Corp.</li> <li>Chairman – President Drugstore Business Corp.; President Yilan Art and Culture Corp.; President Transnet Corp.; President Collect Services Co., Ltd.; Muji (Taiwan) Co., Ltd; Retail Support International Corp.; President Musashino Corp.; Ren-Hui Investment Corp.; President Chain Store (Shanghai) Ltd.</li> <li>Director – President Chain Store Corporation<sup>1</sup>; President Chain Store (Hong Kong) Holdings Limited; President Coffee (Cayman) Holdings Ltd.; Uni- President Department Store Corp.; President Being Corp.; 21 Century Enterprise Co. Ltd.; President Coffee Corp.; Wisdom Distribution Service Corp.; Uni-President Cold-Chain Corp.; President Development Corp.; Shan Dong President Yinzuo Commercial Limited; Shanghai President Starbucks Coffee Corp.; Nanlien International Development Corp.; President Chain Store (BVI) Holdings Ltd.; PCSC (China) Drugstore Limited.</li> <li>Bachelor's Degree in Economics, Department of Economics, National Taiwan University</li> </ul>

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MAO-CHIA CHUNG Director Citizenship: R.O.C	55	1 yr. & 2 mos.	1 yr. & 2 mos.	<ul> <li>Senior Vice President – President Chain Store Corporation<sup>1</sup></li> <li>Chairman – Capital Inventory Services Corp.; President Information Corp.; President Insurance Brokers Co., Ltd.; President Chain Store Good Neighbor Foundation</li> <li>Director – President Drugstore Business Corp.; President Being Corp.; President Pharmaceutical Corp.; Books.com Co., Ltd.; Q-ware Systems &amp; Services Corp.; Bank Pro E-Service Technology Co., Ltd.; PCSC (China) Drugstore Limited; Presiclerec Limited; PK Venture Capital Corp.; President Chain Store (Shanghai) Ltd.; President (Shanghai) Health Product Training Company Ltd.; Presicarre Corp.; President Pharmaceutical (Hong Kong) Holdings Limited.</li> <li>Bachelor's Degree in International Trade, Department of International Trade, Feng Chia University</li> </ul>
<b>LIEN-TANG HSIEH</b> Director Citizenship: R.O.C.	53	1 yr. & 2 mos.	1 yr. & 2 mos.	<ul> <li>Vice President – President Chain Store Corporation<sup>1</sup></li> <li>Director- Duskin Serve Taiwan Co.; Uni-President Cold-Chain Corp.; President Baseball Team Corp.; President Information Corp.; ICASH Corporation.</li> <li>Supervisor – Capital Inventory Services Corp.</li> <li>Bachelor's Degree in Business Administration, Department of Business Administration, Chinese Culture University</li> </ul>
<b>PING-HUNG CHEN</b> Treasurer & CFO Citizenship: R.O.C.	39	1 yr. & 5 mos.	2 yrs. & 1 mo.	<ul> <li>Head of Investment Management – President Chain Store Corporation<sup>1</sup></li> <li>Head of Investor Relations – President Chain Store Corporation<sup>1</sup></li> <li>Financial Planning Specialist – President Chain Store Corporation<sup>1</sup></li> <li>Degree in Economics TungHai University;</li> <li>MBA, National Kaoshiung First University of Science and Technology</li> </ul>
<b>EVELYN SADSAD- ENRIQUEZ</b> Corporate Secretary Citizenship: Filipino	50	10 yrs. & 5 mos.	24 yrs.	<ul> <li>Legal and Corporate Services Division Head - Philippine Seven Corporation<sup>1</sup></li> <li>Compliance Officer- Philippine Seven Corporation<sup>1</sup></li> <li>Corporate Secretary - Convenience Distribution Inc.; Store Sites Holding, Inc.; Ferguson Park Tower Condominium Corporation, PhilSeven Foundation, Inc., Sterling Fluid Systems Enterprises, Inc.</li> <li>President – Columbia Owners' Association Inc.</li> <li>BSC Economics, University of Santo Tomas</li> <li>Bachelor of Laws (cum laude), University of Santo Tomas</li> </ul>

<sup>1</sup> Publicly Listed Companies (PLCs)

# *b)* The Executive Officers

As of December 31, 2013, the Executive Officers and Management of the Corporation are the following:

Executive Officers	Name		
Honorary Chairman of the Board	Chin-Yen Kao		
Chairman of the Board	Vicente T. Paterno		
Vice-Chairman of the Board	Nan-Bey Lai		
President & CEO	Jose Victor P. Paterno		
Treasurer & CFO	Ping-Hung Chen		
Operations Director and Concurrent Marketing Director	Ying-Jung Lee		
Corporate Secretary, Compliance Officer Legal & Corporate Services Division Head	Atty. Evelyn S. Enriquez		
Finance & Accounting Services Division Head Investor Relations Officer	Lawrence M. De Leon		
Corporate Planning Head	Chao-Shun Tseng		
Operations Division Head	Liwayway T. Fernandez		
Business Development Division Head	Francis S. Medina		
General Merchandise Division Head	Jose Ang, Jr.		
Strategic Merchandise Division Head	Armi A. Cagasan		
Procurement Division Head	Eduardo P. Bataclan		
Human Resources and Administration Division Head	Violeta B. Apolinario		
Management Information Division Head	Jason Jan Ngo		
Marketing Communications Division Head	Emmanuel Lee M. Esguerra		
Internal Audit Division Manager	Maria Celina D. De Guzman		

#### c) Significant Employees

Other than aforementioned Directors and Executive Officers identified in the item on Directors and Executive Officers in this Annual Report, there are no other employees of the Company who may have a significant influence in the Company's major and/or strategic planning and decision-making.

# d) Family Relationships

- 9. Mr. Jose Victor P. Paterno, President of PSC and concurrent Chairman and President of Convenience Distribution, Inc. (CDI), a wholly owned subsidiary of PSC, is the son of PSC Chairman of the Board, Mr. Vicente T. Paterno.
- 10. Ms. Diana Pardo-Aguilar, director of PSC, is related to PSC Chairman, Mr. Paterno, by affinity within the 3rd degree.
- 11. Mr. Raymund Aguilar, Director of Gate Distribution Enterprises, Inc. and President of EC Payment Network Inc., a supplier of the Company, is the spouse of Ms. Diana Pardo-Aguilar

# e) Litigation

To the knowledge and/or information of the Company, the above-named directors of the Company, the present members of its Board of Directors and its Corporate Officers are not, presently or during the past 5 years, involved or have been involved in any material legal proceeding affecting/involving themselves or their property before any court of law or administrative body in the Philippines or elsewhere. Likewise, to the knowledge and/or information of the Company, the said persons have not been convicted by any final judgment of any offense punishable by the laws of the Republic of the Philippines or the laws of any nation/country.

f) Pending Legal Proceedings

The Company is a party to certain litigations involving minor issues, from time to time, before the Department of Trade and Industry, employees suing for illegal dismissal, back

wages and damage claims, claims arising from store operations and as co-respondents with manufacturers on complaints with BFAD, actions on leases for specific performance and other civil claims. The Company also filed criminal cases against employees and other persons arising from theft, estafa and robbery; civil claims for collection of sum of money, specific performance and damages. All such cases are in the normal course of business and are not deemed or considered as material legal proceeding as stated in Part I, Paragraph (C) of "Annex C" of SEC checklist 17-A.

#### g) Qualification of Directors

To the knowledge and/or information of the Company, the above-named directors have all the qualifications and none of the disqualifications as provided in the Company's Manual on Corporate Governance and the revised Securities Regulation Code.

#### h) Certain Relationships and Related Transactions

The Company (or "PSC") executed a licensing agreement with Seven Eleven, Inc. (SEI), of Texas, USA granting the exclusive right to use the 7-Eleven System in the Philippines and the Company pays, among others, royalty fee to SEI. SEI is also a stockholder in PSC and holds 0.39% of PSC's outstanding stocks.

PSC has transactions with PhilSeven Foundation, Inc. (PFI), a foundation with common key management of the Company. PSC has a MOU with PFI whereby the latter supports the CSR program of PSC in the communities where its 7-Eleven stores are located. The MOU also provides the pledge of PSC to donate  $\frac{1}{2}$  of 1% of its net income before tax to support PFI's programs.

The Company has warehousing and distribution management contract with Convenience Distribution Inc. (CDI), its wholly-owned subsidiary. The Chairman of the Board and President of CDI, Mr. Jose Victor Paterno, is the son of Mr. Vicente Paterno, the Chairman of the Board of PSC.

Store Sites Holdings, Inc. is a landholding company affiliated with PSC and it leases on long term basis 7 parcels of land to PSC for its operation of 7-Eleven Stores.

The Company, from time to time, makes purchases of equipment from President Chain Store Corporation (and its subsidiaries/affiliates), which is the parent company of President Chain Store (Labuan) Holding Ltd., holding 51.56% of PSC's outstanding shares. Certain products are also purchased from Uni- President Corporation, which is the parent company of President Chain Store Corporation.

The Company have lease and/or sublease agreements with Wenphil Corporation and Progressive Development Corporation for commercial spaces in excess of the requirements of the Company for its 7-Eleven stores, and supply arrangement for certain products/services carried by the stores with Gate Distribution Enterprises Inc. (GATE) and Electronic Commerce Payments Network Inc. (ECPAY). Ms. Diana Pardo-Aguilar, director of the company, is a Director of Wenphil Corporation (owner of Wendy's Philippine franchise) and GATE, Director and CFO of ECPAY. She is also the wife of Mr. Raymund Aguilar, a Director of GATE and President of ECPAY which is the supplier of physical and electronic phone cards (e-pins) of the company and the system provider for e-pins and bills payment. Mr. Jorge L. Araneta, also a director of the Company, is the Chairman and President of Progressive Development Corporation (owner of Pizza Hut Philippine franchise).

In addition to the preceding paragraphs, the related party transactions are described in detail pursuant to the disclosure requirements prescribed by the Commission. Related party relationships exist when one party has the ability to control, directly or indirectly through one or more intermediaries, the other party or exercise significant influence over the other party in making financial and operating decisions.

The following related party transactions are classified as normal in the ordinary course of business. The commercial terms covering the said transactions are done on an arms length basis and is priced in such a manner similar to what independent parties would normally agreed with. The discussion on this item can be correlated with Note 25, Related Party Transactions, of the Notes to the 2013 Audited Consolidated Financial Statements of the Company.

Transactions with related parties consist of:

- a. PSC has transactions with PFI, a foundation with common key management of the Group, consisting of donations and noninterest-bearing advances pertaining primarily to salaries, taxes and other operating expenses initially paid by PSC for PFI.
- b. The Group executed a licensing agreement with Seven Eleven, Inc. (SEI), a stockholder organized in Texas, U.S.A. This grants the Group the exclusive right to use the 7-Eleven System in the Philippines. In accordance with the agreement, the Group pays, among others, royalty fee to SEI based on a certain percentage of monthly gross sales, net of gross receipts tax.

Balances arising from the foregoing transactions with related parties are as follows:

Related		Nature of	Terms and	Transactio Year Ended l		Outstanding Balance as at December 31		
Parties	Relationship	Transactions	Conditions	2013	2012	2013	2012	
Receivables								
PFI (Note 5)	Under common control	Donations Non-interest bearing advances	0.5% of earnings before income tax. Payable within 30 days. Unsecured, no impairment in 2013 and 2012. Amounts are due and	₽2,667,500	₽2,650,000	₽-	₽-	
			demandable.	1,481,066	1,463,967	3,118,978	1,637,912	
				₽4,148,566	₽4,113,967	₽3,118,978	₽1,637,912	
Other curren SEI (Note 13)	•	Royalty fee	Unsecured and payable monthly.	₽171,714,747	₽133,085,007	₽16,305,559	₽12,579,753	

As of December 31, 2013 and 2012, the Group's defined benefit retirement fund has investments in shares of stock of the Parent Company with a cost of  $\neq$ 0.12 million. The retirement benefit fund's total gains arising from changes in market prices amounted to  $\neq$ 0.76 million and  $\neq$ 2.35 million in 2013 and 2012, respectively.

# i) Election of Directors

The directors of the Company are elected at the Annual Stockholders' Meeting to hold office for one (1) year and until their respective successors have been elected and qualified.

# j) Independent Directors

The independent directors of the Company are Mr. Michael B. Zalamea and Mr. Antonio Jose U. Periquet, Jr., they are not officers or substantial shareholders of Philippine Seven Corporation nor are they the directors or officers of its related companies. Their shareholdings in the Corporation are less than 2% of the Corporation's outstanding capital stock pursuant to Section 38 of the SRC. A brief description of the business experiences of Mr. Michael B. Zalamea and Mr. Antonio Jose U. Periquet, Jr. is included in Item 9 Part III of this report.

Nomination Procedure:

- 1. A stockholder may recommend the nomination of a director to the Nomination Committee;
- The nominating stockholder shall submit his proposed nomination in writing to the Nomination & Governance Committee, together with the acceptance and conformity of the would-be nominee;
- 3. The Nomination & Governance Committee shall screen the nominations of directors prior to the stockholders' meeting and come up with the Final List of Candidates;
- 4. Only nominees whose names appear in the Final List of Candidates shall be eligible for election as independent director.

# k) Board Committees

# Audit Committee

The Audit Committee assists the Board in the performance of its oversight responsibility for the financial reporting process, system of internal control, audit process,

and monitoring of compliance with applicable laws, rules and regulations. It also provides oversight over Management's activities in managing credit, market, liquidity, operational, legal and other risks of the Corporation; and perform oversight functions over the Corporation's internal and external auditors.

Audit Committee Report

Further to our compliance with applicable corporate governance laws and rules, we confirm for the year 2013 that:

- 1. The Audit Committee is composed of three (3) directors, including the Chairman who is an independent director;
- 2. The Committee had two (2) meetings during the year. The Committee in its meetings, reviewed and approved all audit and review services provided by external auditor, SGV & Co., to PSC, and the related fees for such services;
- 3. The Committee discussed with SGV & Co. all the items required to be discussed by the prevailing applicable Auditing Standard, including the required communications to the Audit Committee on the responsibilities under Philippine Standards in Auditing, the confirmation of independence of SGV & Co. from PSC and its subsidiaries and PSC's management as required by the applicable Independence Standards (Statement of Independence), and fraud inquiry which SGV & Co. confirmed that it is not aware of any matters that require communication;
- 4. As part of its oversight responsibilities, the Committee reviewed and discussed the audited financial statements PSC and the consolidated audited financial statements of PSC and its subsidiaries as of and for the year ended December 31, 2013 with the PSC's management and with SGV. SGV has expressed its opinion on PSC's conformity with Philippine Financial Reporting Standards (PFRS);
- 5. Based on the foregoing but subject to the limitations of the Committee's role as encompassed in our Audit Committee Charter, the Committee recommended for approval the audited financial statements of PSC and the consolidated audited financial statements of PSC and its subsidiaries for the year ended December 31, 2013 to the Executive Committee and/or the Board of Directors. The Executive Committee, having authority to act during intervals of Board meetings, approved the same.
- 6. Upon review of SGV's performance and qualifications, including consideration of management's recommendation, the Committee also approved the appointment of SGV, subject to approval of the Executive Committee and/or the Board of Directors and ratification by the stockholders in the forthcoming annual meeting

Compensation Committee

The Compensation Committee consists of 3 directors as voting members, one of whom is an independent director. It also has 2 non-voting members. The Committee shall establish formal and transparent procedures for developing a policy on remuneration of directors and officers to ensure that their compensation is consistent with the Corporation's culture, strategy and the business environment in which it operates.

# Nomination and Governance Committee

The Committee is composed of 3 directors as voting members, one of whom is an independent director. It shall review and evaluate the qualifications of all persons nominated to the Board that require Board approval and to assess the effectiveness of the Board's processes and procedures in the election or replacement of directors. It also oversees the development and implementation of corporate governance principles and policies as part of its governance functions.

# Item 10. Executive Compensation

(a) Name/Position	(b) Year	(c) Salaries	(d) Bonus	(e) Others
Chairman and Top 4	. eu	Suluries	Donito	others
Vicente T. Paterno				
Chairman of the Board				
Jose Victor P. Paterno				
President & CEO				
Jose Ang, Jr.				
General Merchandise Division Head				
Francis S. Medina				
Business Development Division				
Head				
Liwayway Fernandez				
Operations Division Head				
	2014	7,314,726.12	22,686,104.38	
	2013	6,275,974.68	7,086,112.03	
Total	2012	6,621,039.08	6,379,554.44	
Total	2011	4,940,936.40	5,133,368.49	N/A
	2010	5,713,173.16	6,486,091.13	N/A
	2014	9,036.757.80	13,805,139.72	
	2013	7,553,463.04	5,672,367.59	
All other Officers and Directors as	2012	7,720,485.56	7,690,127.17	
a Group Unnamed	2011	7,762,145.04	6,319,126.01	N/A
	2010	5,980,927.24	5,713,034.49	N/A

• Estimated compensation of director and executive officers for the ensuing year.

The Company has certain standard arrangements with respect to compensation and profit sharing. Per diems of P 7,500.00 (as may be fixed by the Board from time to time) are given for every regular or special meeting of the Board, Executive Committee and Board Committees attended.

The company established a policy effective January 01, 2012 to provide guidelines for director's fee to be provided to Independent Directors. As a director and member of the Board, the Independent Director shall be entitled to an annual director's fee of  $\frac{1}{2}$  100,000.00, as Chairman of any Board Committees, the Independent Director shall be entitled to an annual director's fee of  $\frac{1}{2}$  150, 000.00, as a member of any Board Committees, the Independent Director shall be entitled to an annual director's fee of  $\frac{1}{2}$  50,000.00. The independent director shall also be entitled to per diem of  $\frac{1}{2}$  7,500.00 for every meeting attended.

In addition to per diems, profit sharing is provided in the Code of By-laws in an amount not exceeding 15% of the net profits of the Corporation (after tax), which shall be distributed to the members of the Board of Directors and Executive Committee members and officers of the Corporation in such amounts and manner as the Board may determine. Profit share not exceeding 15% of net profits after tax of the Corporation shall be submitted to stockholders for approval. The last profit sharing in 1996 was set at 5% of net income after tax thereon. The directors and the executive officers did not receive any profit sharing in the years after 1996. In 2009, Target Incentive for Support Personnel and Annual Performance Bonus were granted based on achievement rate of target pre-tax income. These are provided to regular employees and executive officers of the Corporation.

There are no existing options, warrants or stock plan arrangements and none are held by the directors, executive and corporate officers of the Corporation.

# Item 11. Security Ownership of Certain Beneficial Owners and Management

#### 1. Security Ownership of Certain Record and Beneficial Owners.

As of March 31, 2014 the following are the record and beneficial owners of more than 5% of registrant's voting securities:

Title of Class	Name and Address of Record/Beneficial Owner	Citizenship	Relationships of the record owner's representative with the issuer and said owner	Amount and Nature of Record/Benefic ial Ownership	Percent of Outstanding Common Stock as of Dec. 31, 2013
Common	President Chain Store (Labuan) Holding, Ltd. <sup>1</sup> 7(E), Main Tower, Financial Park, Labuan, Malaysia	Malaysian	Stockholder	236,376,070 (R)	51.56%
Common	Arisaig Asia Consumer Fund Limited <sup>4</sup> Craigmuir Chambers, P.O. Box 71 Road Town, Tortola British Virgin Islands	BVI	Stockholder	48,020,358	10.47%
Common	Vicente Paterno <sup>3</sup> and children 16 Hidalgo Place, Hidalgo Village Rockwell, Makati City	Filipino	Chairman /Stockholder	1,399,822 (R) <u>36,647,422 (B)</u> 38,047,244	0.31% <u>7.99%</u> 8.30%
Common	Asian Holdings Corporation <sup>2</sup> 4 <sup>th</sup> Floor, Uni-Oil Bldg., Commerce Ave. cor. Acacia St., Madrigal Business Park, Ayala Alabang, Muntinlupa City	Filipino	Stockholder	30,671,003 (R)	6.69%

Footnotes:

<sup>1</sup> Mr. Jui-Tang Chen of President Chain Store (Labuan) Holding, Ltd. has the voting power in behalf of the Corporation

 <sup>2</sup> Ms. Elizabeth Orbeta or Ms. Diana Pardo-Aguilar has the voting power in behalf of Asian Holdings Corporation
 <sup>3</sup> Mr. Vicente T. Paterno has the power of attorney to vote the 36,647,422 shares of his children: Ma. Cristina Paterno-8,267,592; Jose Victor Paterno- 11,983,375; Paz Pilar P. Benares -5,665,971; Ma. Elena P. Locsin-6,962,534; Ma. Theresa P. Dickinson-3,767,950

<sup>4</sup> Ms. Rebecca Lewis of Arisaig Asia Consumer Fund Limited has the voting power in behalf of the Corporation

#### 2. Security Ownership of Management as of March 31, 2014

Title of Class	Name of Beneficial Amount & Natu Owner Beneficial Own		Citizenship	Percent of Class
Common	Vicente T. Paterno	1,399,822 (R) <u>36,647,422 (B)</u> 38,047,244	Filipino	0.31% <u>7.99%</u> 8.30%
Common	Jose Victor P. Paterno	11,983,375 <sup>1</sup>	Filipino	2.61%
Common	Jorge L. Araneta	1 <sup>3</sup>	Filipino	0.00%
Common	Diana Pardo-Aguilar	1 <sup>3</sup>	Filipino	0.00%
Common	Antonio Jose U. Periquet, Jr.	1 <sup>3</sup> <u>927,006 <sup>2</sup></u> 927,007	Filipino	0.20%
Common	Michael B. Zalamea	1 <sup>3</sup>	Filipino	0.00%
Common	Jui-Tang Chen	1 <sup>3</sup>	R.O.C.	0.00%
Common	Mao-Chia Chung	1 <sup>3</sup>	R.O.C.	0.00%
Common	Nan-Bey Lai	1 <sup>3</sup>	R.O.C.	0.00%
Common	Wen-Chi Wu	1 <sup>3</sup>	R.O.C.	0.00%
Common	Lien-Tang Hsieh	1 <sup>3</sup>	R.O.C.	0.00%
Common	Evelyn Sadsad-Enriquez	3,573 <sup>2</sup>	Filipino	0.0008%
Common	Liwayway T. Fernandez	5,104 <sup>2</sup>	Filipino	0.0011%

<sup>1</sup> Shares directly owned by Vicente T. Paterno is 1,399,822 which is 0.31%, and he has power of attorney for 36,647,422

shares held by his 5 children including above shares of Jose Victor Paterno - 11,983,375 (2.61%)

<sup>2</sup> Directly owned shares

<sup>3</sup> Qualifying shares

#### 3. Power of Attorney to vote shares of 5% or more

Mr. Vicente T. Paterno, Chairman of the Board, has the power of attorney for 36,647,422 shares or 7.99% owned/registered in the name of his children: Jose Victor P. Paterno - 11,983,375 shares; Ma. Theresa P. Dickinson - 3,767,950 shares; Paz Pilar P. Benares - 5,665,971 shares; Ma. Cristina P. Paterno – 8,267,592 shares and Ma. Elena P. Locsin – 6,962,534 shares.

# Item 12. Certain Relationships and Related Transactions

The Company (or "PSC") executed a licensing agreement with Seven Eleven, Inc. (SEI), of Texas, USA granting the exclusive right to use the 7-Eleven System in the Philippines and the Company pays, among others, royalty fee to SEI. SEI is also a stockholder in PSC and holds 0.39% of PSC's outstanding stocks.

PSC has transactions with PhilSeven Foundation, Inc. (PFI), a foundation with common key management of the Company. PSC has a MOU with PFI whereby the latter supports the CSR program of PSC in the communities where its 7-Eleven stores are located. The MOU also provides the pledge of PSC to donate  $\frac{1}{2}$  of 1% of its net income before tax to support PFI's programs.

The Company has warehousing and distribution management contract with Convenience Distribution Inc. (CDI), its wholly-owned subsidiary. The Chairman of the Board and President of CDI, Mr. Jose Victor Paterno, is the son of Mr. Vicente Paterno, the Chairman of the Board of PSC.

Store Sites Holdings, Inc. is a landholding company affiliated with PSC and it leases on long term basis 7 parcels of land to PSC for its operation of 7-Eleven Stores.

The Company, from time to time, makes purchases of equipment from President Chain Store Corporation (and its subsidiaries/affiliates), which is the parent company of President Chain Store (Labuan) Holding Ltd., holding 51.56% of PSC's outstanding shares. Certain products are also purchased from Uni- President Corporation, which is the parent company of President Chain Store Corporation.

The Company have lease and/or sublease agreements with Wenphil Corporation and Progressive Development Corporation for commercial spaces in excess of the requirements of the Company for its 7-Eleven stores, and supply arrangement for certain products/services carried by the stores with Gate Distribution Enterprises Inc. (GATE) and Electronic Commerce Payments Network Inc. (ECPAY). Ms. Diana Pardo-Aguilar, director of the company, is a Director of Wenphil Corporation (owner of Wendy's Philippine franchise) and GATE, Director and CFO of ECPAY. She is also the wife of Mr. Raymund Aguilar, a Director of GATE and President of ECPAY which is the supplier of physical and electronic phone cards (e-pins) of the company and the system provider for e-pins and bills payment. Mr. Jorge L. Araneta, also a director of the Company, is the Chairman and President of Progressive Development Corporation (owner of Pizza Hut Philippine franchise).

In addition to the preceding paragraphs, the related party transactions are described in detail pursuant to the disclosure requirements prescribed by the Commission. Related party relationships exist when one party has the ability to control, directly or indirectly through one or more intermediaries, the other party or exercise significant influence over the other party in making financial and operating decisions.

The following related party transactions are classified as normal in the ordinary course of business. The commercial terms covering the said transactions are done on an arms length basis and is priced in such a manner similar to what independent parties would normally agreed with. The discussion on this item can be correlated with Note 25, Related Party Transactions, of the Notes to the 2013 Audited Consolidated Financial Statements of the Company.

Transactions with related parties consist of:

- a. PSC has transactions with PFI, a foundation with common key management of the Group, consisting of donations and noninterest-bearing advances pertaining primarily to salaries, taxes and other operating expenses initially paid by PSC for PFI.
- b. The Group executed a licensing agreement with Seven Eleven, Inc. (SEI), a stockholder organized in Texas, U.S.A. This grants the Group the exclusive right to use the 7-Eleven System in the Philippines. In accordance with the agreement, the Group pays, among others, royalty fee to SEI based on a certain percentage of monthly gross sales, net of gross receipts tax.

Balances arising from the foregoing transactions with related parties are as follows:

Related Nature of To			Terms and	Transactio Year Ended I		Outstanding Balance as at December 31	
Parties	Relationship	Transactions	Conditions	2013	2012	2013	2012
Receivables							
PFI (Note 5)	Under common control	Donations Non-interest	0.5% of earnings before income tax. Payable within 30 days.	₽2,667,500	₽2,650,000	₽–	₽
			Unsecured, no impairment in 2013 and 2012. Amounts are due and				
			demandable.	1,481,066	1,463,967	3,118,978	1,637,912
				₽4,148,566	₽4,113,967	₽3,118,978	₽1,637,912
Other curren SEI (Note 13)	<b>t liability</b> Stockholder	Royalty fee	Unsecured and		<b>D</b> 100 002 002		
			payable monthly.	₽171,714,747	₽133,085,007	₽16,305,559	₽12,579,753

As of December 31, 2013 and 2012, the Group's defined benefit retirement fund has investments in shares of stock of the Parent Company with a cost of 20.12 million. The retirement

benefit fund's total gains arising from changes in market prices amounted to  $\neq 0.76$  million and  $\neq 2.35$  million in 2013 and 2012, respectively.

# **PART IV – CORPORATE GOVERNANCE**

#### Item 13. Corporate Governance

- Election of Independent Directors
   In April 2002 the Company disclosed to the SEC that it has complied with the requirement to
   elect independent directors.
- Manual of Corporate Governance In August 2002, the Board of Directors approved the adoption of its Manual of Corporate Governance.
- Creation of Board Committees: Audit, Nomination and Compensation In July 2002, the Board has constituted the abovenamed committees and appointed their members to enable them to organize and perform the functions as provided in the Manual of Corporate Governance.
- 4. Compliance with the designation of a Compliance Officer
- 5. Corporate Governance Self-Rating Form The Corporation has submitted to SEC its Corporate Governance Self Rating Form on July 2003.
- 6. In 2004, amendment of the Code of By-Laws of the Corporation to include the procedure for electing independent directors pursuant to SEC Circular No. 16, Series of 2002, and the revised Implementing Rules and Regulations of the Securities Regulation Code.
- Yearly issuance of Certifications by Compliance Officer Compliance Officer submits every January of each year to the SEC its certifications on substantial compliance with leading practices and principles on good corporate governance, and the attendance at board meetings by the directors.
- 8. July 2007- Inclusion of the Governance Committee in the Nomination Committee to form Nomination & Governance Committee.
- 9. Accomplished and submit the 2007 Corporate Governance Scorecard and Survey Form as per SEC Memo Circular No. 2 dated 09 August 2007.
- 10. August 07, 2008 Holding of Corporate Governance seminar conducted by Sycip Gorres Velayo & Company to all executive officers and senior management of the Corporation.
- 11. October 2007 Creation of PhilSeven Foundation Inc. to support the CSR program of PSC.
- 12. November 10, 2008- Submission of 2008 Corporate Governance Scorecard for Publicly Listed Company to SEC.
- 13. January 2009- Submission to SEC on Disclosure on Directors' Attendance in Corporate Governance Seminar and amendment to Manual of Corporate Governance to include attendance to such training prior to assumption to office by a director.
- 14. March 26, 2009 participated in Corporate Governance Scorecard survey sponsored by Asian Institute of Management.
- 15. December 18, 2009- Submission of 2009 Corporate Governance Scorecard for Publicly Listed Company to SEC.
- 16. August 24, 2009 Adoption of Code of Ethics
- 17. July 29, 2010 Adoption of Self-rating scorecard for directors and the Board
- 18. November 15, 2010 Submission of Online Corporate Governance Scorecard to Institute of Corporate Directors

- 19. January 28, 2011- Accomplished and submitted PSE Corporate Governance Disclosure Survey Form for 2010
- 20. February 11, 2011- Revised Internal Audit Charter
- 21. January 21, 2011 Submission and compliance of minimum public float pursuant to PSE Memorandum
- 22. September 15, 2011- Became signatory to the Integrity Pledge: A commitment to ethical business practices and good corporate governance
- 23. October 18, 2011 Execution of Memorandum of Understanding (MOU) between Philippine Seven Corporation (PSC) and PhilSeven Foundation (PFI) providing that PFI shall implement the CSR programs of PSC and PSC has committed to donate each year to PFI ½ of 1% of PSC's annual net income before tax.
- 24. December 05, 2011 Participation in the Corporate Governance Scorecard of the Institute of Corporate Directors (ICD)
- 25. January 01, 2012- Issued Policy on Director's Fee for Independent Directors
- 26. February 08, 2012- Accomplishment of Self Assessment Forms for the Board of Directors and Directors
- 27. March 21, 2012- Accomplished and submitted PSE Corporate Governance Disclosure Survey Form for 2011
- 28. May 2012- PSC recognized as Silver Awardee for the ICD 2011 Corporate Governance Scorecard
- 29. September 30, 2012- Adoption of Audit Committee Charter and an evaluation process to assess the Committees performance
- 30. Participated in 2012 Corporate Governance Trainings/Seminars:
  - a. August 30-31, 2012- Enterprise Risk Management: Robust framework to identify, assess and manage risks
  - b. September 9, 2012- 2<sup>nd</sup> Integrity Summit: Driving Culture to Change by Makati Business Club/European Chamber of Commerce (ECCP)
  - c. September 11, 2012- ASEAN CG Scorecard Launch by Institute of Corporate Directors
- 31. January 01, 2013- Adopted the Insider Trading Policy (Trading Blackouts)
- 32. January 30, 2013- Accomplished and submitted PSE Corporate Governance Disclosure Survey Form for 2012
- 33. April 2013- Accomplishment of Self Assessment Forms for the Board of Directors and Directors
- 34. July 1, 2013- Submission of Annual Corporate Governance Report (ACGR) pursuant to SEC Memo Circular No. 5 Series of 2013
- 35. Participated in 2013 Corporate Governance Trainings/Seminars:
  - a. March 5, 2013- FORUM 11: SEC Reforms to Strengthen an Ethical and Competitive Business Environment
  - b. March 20, 2013- ASEAN CG Scorecard Information Briefing by Institute of Corporate Directors
  - c. March 20, 2013- Rountable Discussion: Commercial Arbitration, What a Corporate Director Should Know by Institute of Corporate Directors
  - d. August 15 & 22, 2013- Enhancing Audit Committee Effectiveness by Institute of Corporate Directors
  - e. September 19, 2013- 2<sup>nd</sup> Integrity Initiative, "Building Nation with Integrity" by Makati Business Club and European Chamber of Commerce (ECCP)
  - f. November 15, 2013- Mastering the ASEAN Corporate Governance Scorecard by Institute of Corporate Directors
  - g. November 26, 2013- 2<sup>nd</sup> Philippine International Corporate Governance Forum by CG Asia

- h. November 26, 2013- ACMF Industry Consultation on ASEAN Disclosure Standards and Review Framework by Securities and Exchange Commission
- i. December 2, 2013- PSE Electronic Disclosure Generation Technology System (PSE EDGE)
- j. December 18-20- PSE EDGE Dry-run by the Philippine Stock Exchange
- 36. January 21, 2014- Submission of Board Meeting Attendance pursuant to SEC Memorandum Circular No. 1 Series of 2014
- 37. March 2014- Accomplishment of Self Assessment Forms for the Board of Directors and Directors
- 38. March 2014- Accomplishment of Audit Committee Self Assessment Work Sheet
- 39. April 3, 2014- Adopted: a) Nomination & Governance Committee Charter b) Corporate Governance Framework & Program
- 40. Participated in 2014 Corporate Governance Training/Seminar:
  - a. January 20-21, 2014- 2<sup>nd</sup> Run of PSE Investor Relations Seminar by Philippine Stock Exchange

# Plans on Improvement

- 1. The Corporation shall continue with setting up an evaluation procedure to measure compliance with the Manual of Corporate Governance:
  - a. Develop a Corporate Governance Evaluation form and conduct periodic compliance survey;
  - b. Obtain external and internal audit findings on effectiveness of oversight of Company's accounting and financial processes:
  - c. Monitor Board and other Committees minutes and attendance:
  - d. Develop compliance review system with risks owners.
- 2. Provide workshop/seminars to operationalize the Manual, evaluation system and compliance review as part of the Company's training program
- 3. The Corporation shall continue to adopt the International Accounting Standards as they are approved as Philippine Accounting Standards.

# **Board Committee Composition:**

#### AUDIT COMMITTEE

#### COMPENSATION COMMITTEE

Ν	а	m	<u>1e</u>	

Na	me		Position
1.	Nan-Bey Lai	-	Chairman and Vice-Chairman of the Board
2.	Jose Victor P. Paterno	-	Member and President
3.	Michael B. Zalamea	-	Member and Independent Director
4.	Ping-Hung Chen	-	Non-voting member/Treasurer & CFO
5.	Ying-Jung Lee	-	Non-voting member/ Operations Director & Concurrent
			Marketing Director

# NOMINATION & GOVERNANCE COMMITTEE

|--|

Na	me		<u>Position</u>
1.	Vicente T. Paterno	-	Chairman of the Board and the Committee
2.	Michael B. Zalamea	-	Member and Independent Director
3.	Diana Pardo-Aguilar	-	Member and Director
4.	Evelyn S. Enriquez	-	Non-voting member and Corporate Secretary

# PART V – EXHIBITS AND SCHEDULES

# Item 14. Exhibits and Reports on SEC Form 17-C

Copies of the reports listed below were submitted to SEC:

Date		Items Reported
April 19, 2013	Item 9:	Other Events (Annual Meeting Date and Record Date)
July 19, 2013	Item 9:	Other Events (Dividend Declaration)
July 19, 2013	Item 4:	Election of Registrant's Directors and Officers (Election of Board of Directors)
	Item 9:	Other Events (Annual Stockholder's Meeting on approval and confirmation of Stock Dividend Declaration, Record Date for Entitlement of Stock Dividend and Payment Date)
July 19, 2013	Item 4:	Election of Registrant's Directors & Officers (Election of Corporate Officers and Committees)
August 16, 2013	Item 9:	Other Events (Amended 17-C re: Cash Dividend Declaration)
September 13, 2013	Item 9:	Other Events (Update of Shareholdings of Directors and Corporate Officers)

#### SIGNATURES

Pursuant to the requirements of Section 17 of the SRC and Section 141 of the Corporation Code, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized, in the City of Mandaluyong on \_\_\_\_\_, 2014.

# PHILIPPINE SEVEN CORPORATION

Issuer

Pursuant to the requirements of the Securities Regulation Code, this annual report has been signed by the following persons in the capabilities and on the dates indicated.

By:

Board of Directors VICEN PATERNO Chairman of the Board whiten

PING-HUNG CHEN Treasurer and Chief Einancial Officer



LAWRENCE M. DE LEON Head Finance & Accounting Services Division

T.I.N.

T.I.N 100-133-865

T.I.N 132-688-472

T.I.N 418-547-911

T.I.N 198-167-019

T.I.N 103-122-973

**JOSE VICTOR P. PATERNO** 

President and Chief Executive Officer

mar ÉVELYN S. ENRÍQUEZ Corporate Secretary

SUBSCRIBED AND SWORN to before me this \_ their T.I.N as follows:

2014 affiants exhibiting to me

Vicente T. Paterno Jose Victor P. Paterno Ping-Hung Chen Lawrence M. De Leon Evelyn S. Enriquez

NAME

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day of 4 2014

RAMON L. CARPIO

NOTARY PUBLIC

UNTIL DEC. 31/2014

List of Leased Properties for the 7-Eleven Stores operational as Corporate and under a Franchise Agreement

4		Drag Ava BE Hamas Davañagua
1	002 BF Homes^^	Pres. Ave., BF Homes Parañaque
2	003 Libertad^^	Libertad cor., F.B. Harrison, Pasay
3	004 Nagtahan^^	Nagtahan Cor. J.P. Laurel, Sta. Mesa Manila
4	005 U.N. Ave^^	900 U.N. Ave., Ermita, Manila
5	007 Quiapo^^	465 Quezon Blvd., Quiapo, Manila
6	008 Adriatico^^	Adriatico cor., P. Faura, Manila
7	010 Muñoz	Roosevelt Ave, nr. Cor. EDSA-Muñoz, Q.C.
8	011 Airport^^	Quirino Ave., cor. Airport Road Parañaque
9	012 Roces^^	A. Roces St. cor. Quezon Ave., Q.C.
10	016 RJ-Makati	7849 Gen. Luna St. cor. Makati Avenue, Makati City
11	017 Buendia**	Sen. Gil Puyat Ave. cor. Taft Ave., Manila
12	020 Boni-EDSA	Boni Avenue cor., EDSA Mandaluyong City
13	022 Retiro	Retiro cor. Dimasalang, Manila
14	024 Paco1 ^^	Pedro Gil St., Paco, Manila
15	030 Burgos^^	Libertad St., cor. Burgos St., Pasay City
16	031 Barangka	Boni Ave., Barangka Drive, Mandaluyong
17	032 Maypajo^^	J.P. Rizal St., cor. Ambini St., Maypajo, Caloocan City
18	033 Dapitan^^	Maceda cor. Dapitan St., Sampaloc, Manila
19	035 Pasig Church**	Caruncho Ave., cor. Sixto Ave., Pasig
20	036 JRC^^	Shaw Blvd. cor Kalentong St., Mandaluyong City
21	037 Nova1^^	Gen. Luis St, cor. Austria St., Novaliches, Q.C.
22	038 Pilar ^^	Alabang Zapote Rd., Pilar Rd., Alamansa
23	039 MCU**	Edsa cor. Asuncion St., Monumento, Caloocan City
24	040 Almeda^^	Concepcion cor. Almeda, San Joaquin, Pasig City
25	041 Marulas^^	Mc Arthur Hi-way cor. Pio del Pilar, Valenzuela, Manila
26	043 Malibay^^	EDSA cor. C. Jose St., Malibay, Pasay City
27	044 Bacoor^^	G.E. Aguinaldo Hi-way cor. Talaba, Bacoor
28	045 Gagalangin^^	Juan Luna cor., Pampanga St., Gagalangin Tondo, Manila
29	046 Pandacan	Jesus cor., Labores St., Pandacan, Manila
30	047 Singalong^^	Singalong St., cor., san Andres, Malate Manila
31	051 Alabang 1	Montillano St., West Service Road, Alabang
32	054 Munti1	Rizal St. cor. National Road, Poblacion, Muntinlupa
33	056 Evangelista^^	Pio del Pilar cor. Evangelista, Makati
34	057 Commonwealth	Tandang Sora Ave., cor. Commonwealth Ave., Q.C.
35	059 Revilla	EDSA cor. C. Revilla St., Pasay City
36	060 Cainta Junction^^	A. Bonifacio St., cor. Ortigas Ave., Ext., Cainta, Rizal
37	063 Guadalupe 1^^	EDSA nr. cor. R. Magsaysay, Guadalupe, Makati
38	064 Masinag^^	Marcos Highway cor. Sumulong Highway, Antipolo, Rizal
39	065 Road 8^^	Road 8 cor. Visayas Ave., Proj. 6, Q.C.
40	066 MH del Pilar	A. Flores St., M.H. del Pilar, Ermita, Manila
41	067 StJames	Tandang Sora Ave., cor. Mindanao Avenue, Q.C.
42	068 Murphy^^	15th Ave. cor. Liberty Ave., Murphy, Cubao, Q.C.
43	069 PCU^^	Pedro Gil St. cor. L. Guinto St., Malate, Manila
44	071 A. Bonifacio^^	A. Bonifacio St., cor. Shaw Blvd., Mandaluyong City
45	072 Calamba 1^^	National Highway cor. J.P. Rizal
·		·

46	074 Canaynay	Dr. A. Santos Ave., cor. Canaynay Ave., Parañaque
47	075 Antipolo Church**	P. Oliveros St. cor Masangkay Rd., Antipolo, Rizal
48	076 Pasig Rotonda**	Pasig Blvd. cor. Sixto Antonio, Pasig City
49	078 Bruger^^	National Rd., Bruger St., Bruger Subd., Muntinlupa City
50	080 Marcelo^^	West Service Road cor. Marcelo Ave., Parañaque
51	082 San Antonio^^	Sucat Rd. cor San Antonio Ave., Parañaque
52	085 Harrison^^	F.B. Harisson St. cor. Vito Cruz, Manila
53	086 Tayuman^^	Tayuman St. cor. Rizal Ave., Manila
54	087 Imus**	•
55	088 Antip1Cir**	Aguinaldo Highway cor. Tanzang Luma, Imus Cavite
	•	Circumferential Rd. cor. M.L. Quezon St., Anipolo, Rizal
56	090 Bangkal	Evangelista cor. Alejandrino St., Bangkal, Makati
57	091 San Pedro1^^	Maharlika St. cor. National Highway, San Pedro, Laguna
58	093 Meycauayan2^^	Mc Arthur Hi-way cor. Malhakan Rd., Meycauayan, Bulacan
59	096 San Pedro2^^	A. Mabini St. cor. Garcia St. San Pedro, Laguna
60	097 Cavite City^^	Cajigas St. cor. Burgos St., Cavite City
61	098 Ylaya	Ylaya St. cor. Lakandula St., Binondo, Manila
62	099 Dasma1	P. Campos cor. Cantimbuhan St., Dasmariñas, Cavite
63	100 Balibago**	National Highway cor. R. Lasaga St., Balibago
64	101 Blumentrit2^^	Blumentritt St. cor. Isagani St. Sampaloc, Manila
65	102 Hermosa	J. Abad Santos Ave., cor. Hermosa St., Tondo, Manila
66	103 Kabihasnan^^	Kabihasnan St. cor. San Dionisio Parañaque
67	104 Galas^^	Unang Hakbang St., cor. Luzon Ave., Galas, Q.C.
68	105 Lower Bicutan	Gen. Santos Avenue cor. M.L. Quezon St., Lower Bicutan
69	106 Tamaraw Hills	Mc Arthur Hi-way cor. Tamarraw Hills, Marulas, Valenzuela
70	107 Cabuyao^^	J.P. Rizal cor. Circumferencial Ave., Cabuyao, Laguna
71	108 Chico^^	Chico St. cor. Anonas St., Proj. 2, Q.C.
72	109 Remedios^^	Remedios St. cor. MH del Pilar, Malate, Manila
73	111 Molino1^^	Molino Rd., cor. Bahayang Pag-asa, Bacoor, Cavite
74	112 San Pablo1^^	Rizal Ave., cor. A. Flores St., San Pablo City
75	113 Tanay	Plaza Rizal cor. P. Burgos, Tanay, Rizal
76	114 Dasma2**	Mangubat St., cor. Aguinaldo Highway, Dasmariñas, Cavite
77	115 Molino2	Molino Rd., San Nicolas, Mambog, Bacoor, Cavite
78	116 Salinas^^	193 Gen. Trias Drive, Rosario, Cavite
79	118 GMA**	Gov. Drive nr. cor. GMA Drive, Dasmariñas, Cavite
80	119 Biñan2^^	National Highway cor. Malvar St., Biñan, Laguna
81	120 Balagtas	Mc Arthur Hi-way, Wawa, Balagtas, Bulacan
82	121 Pulang Lupa	Quirino Ave., cor. Naga Rd., Pulang Lupa, Las Piñas
83	122 BF Resort^^	Alabang Zapote rd. cor. BF Resort Drive, Pamplona
84	123 Parang**	G. del Pilar cor., M.L. Quezon, Parang, Marikina
85	125 JP Ramoy	<i>Quirino Highway cor. J.P. Ramoy, Barrio Talipapa,</i> <i>Novaliches, Q.C.</i>
86	126 Cainta Church^^	A. Bonifacio Avenue, San Andres, Cainta, Rizal
87	127 Tatlong Hari^^	Rizal Blvd. nr. cor. Tatlong Hari St., Sta. Rosa, Laguna
88	138 Lipa Proper^^	C.M. Recto Ave., Lipa, Batangas
89	128 Los Baños^^	Batong Malaki National Highway, Los Baños, Laguna
		Gen. Tirona Highway cor. Bisita St., Binakayan, Kawit,
90	130 Binakayan^^	Cavite

91	131 Lipa Highway^^	G/F Big Ben Complex, Pres. Laurel Hi-way, Lipa, Batangas
92	132 Trece ^^	Gov. Drive cor. Indang, Tanza Rd., Trece Martirez, Cavite
93	133 Tagaytay**	Silang-Tagaytay Rd., Rotonda, Tagaytay, Cavite
94	134 Molave Marikina^^	Bayan bayanan Ave. cor. Molave St., Concepcion,
		Marikina
95	135 Panapaan^^	Tirona Hi-way cor. Aguinaldo Hi-way, Panapaan, Cavite
96	136 Apalit^^	San Vicente cor. David St., Mc Arthur Hi-way, Apalit, Pampanga
97	137 San Pedro 3	Pacita cor. Macaria Ave., San Pedro, Laguna
98	141 Camarin^^	Blk 1 Lot 18 & 20 Camarin cor. Susano Rd., Caloocan City
99	142 Tanza	Sta. Cruz cor. San Agustine Poblacion , Tanza, Cavite
100	144 Rev. Aglipay**	Boni Ave., cor. A.T. Reyes Aglipay, Mandaluyong City
101	145 Naic^^	Poblete St., cor. Nazareno St., Poblacion, Naic, Cavite
102	147 Shorthorn^^	Shorthorn cor. Road 20, Project 8, Q.C.
103	148 JP Rizal^^	J.P. Rizal cor. Constancia St., Makati City
104	150 Zabarte^^	Quirino Hiway cor. Zabarte Ave., Novaliches
105	152 Dasma3^^	Congressional Ave., cor. DBB, Dasmariñas, Cavite
106	153 Paco 2	Pedro Gil St. cor. Main St., Paco, Manila
107	154 Insular**	P. Burgos St. cor. Gen. Luna St., Makati
108	155 Onyx**	A. Francisco cor. Onyx and Concha Sts., Sta. Ana, Manila
109	156 Guadalupe 2^^	Sgt. Yabut nr. cor. Anastasio St., Guadalupe, Makati
110	158 N. Domingo	N. Domingo cor. F. Blumentritt St., San Juan
111	160 San Bartolome^^	M. Dela Cruz cor. Quirino Highway, Novaliches, Q.C.
112	162 San Fernando1**	B. Mendoza cor. Tiomico St., San Fernando, Pampanga
113	165 Superlines**	EDSA nr. cor. New York St., Cubao, Q.C.
114	166 Columbia	Columbia Tower, Ortigas Ave., Mandaluyong City
115	167 Jupiter^^	Makati Ave., cor. Gil Puyat Ave., Makati
116	168 TM Kalaw	Kalaw cor. A. Mabini St., Ermita, Manila
117	172 West ^^	West Ave., cor. Zamboanga St., Q.C.
118	175 Benin^^	EDSA cor. Benin St., Caloocan City
119	176 Farmers	Space 1&2, 2nd Level New Farmers Plaza, Cubao, Q.C.
120	180 Batangas City^^	P. Burgos Ave. cor. P. Panganiban St., Batangas
121	184 D.Jose^^	Rizal Ave. cor. D. Jose, Sta. Cruz, Manila
122	185 Global^^	Doña Soledad Ave., Better Living, Parañaque
123	187 Virra**	P. Burgos Ave. cor. Dapo St., Makati City
124	188 Panay**	Quezon Avenue cor. EDSA, Q.C.
125	196 Urdaneta^^	Brgy. Poblacion, Urdaneta, Pangasinan
126	198 Matalino**	Matalino St. cor. Malakas St., Diliman, Q.C.
127	194 Angono^^	M.L. Quezon Ave., Angono, Rizal
128	195 RFM	RFM Corporate Center, Mandaluyong City
129	192 Turbina	National Highway Brgy., Turbina, Calamba, Laguna
130	200 Carmen^^	Mc Arthur Highway, Carmen, Rosales, Pangasinan
131	199 Rizal Med^^	Pasig Blvd. cor. Banaag, Pineda, Pasig City
132	193 Bauan	National Rd., Bauan, Batangas
133	204 Priscilla^^	Pasong Tamo Ext.Kayamanan - C, Makati City
134	205 U.E. Recto	UE, Claro M. Recto Ave., Manila
135	209 Dagupn1^^	Arellano St., Dagupan City
136	206 Zapote Junction	Alabang Zapote Road cor. F. Santos, Las Piñas
137	212 Lemery^^	Ilustre Ave., nr. cor., P. Burgos St., Lemery, Batangas

138	210 Session2^^	G/F B - 105 Lpez Bldg., Session Rd., Baguio City
130	210 Session2703 211 Orosa**	MY Orosa nr. cor. TM. Kalaw, Ermita, Manila
139	208 Angeles1^^	Sto. Rosario cor. Sukdulan St., Angeles City
140	215 Crame	Boni Serrano cor. 2nd St., Camp Crame, Q.C.
142	213 Parkview**	Valero St. cor. Salcedo Village, Makati City
143	217 Nova 3	Quirino Hi-way cor. Sarmiento St., Novaliches City, Q.C.
144	219 P. Campa^^	España cor. P. Campa Sampaloc St., Manila
		Quirino Ave., cor. Dimasalang St., Baclaran, Parañaque
145	216 Baclaran2^^	City
146	218 Taytay2^^	Manila-East Road, Taytay, Rizal
147	228 Bocaue^^	<i>Mc Arthur Highway cor. Gov. F, Halili Ave., Binang 2nd, Bocaue, Bulacan</i>
148	221 Baclaran 3**	Roxas Blvd., Baclaran, Parañaque
149	222 Calamba 2^^	National Hi-way nr. cor. Halang St., Calamba, Laguna
150	224 Luisita^^	Mc Arthur Hi-way, San Miguel, Tarlac City
151	227 EPZA	Gen. Trias Drive, Brgy. Tejero, Rosario, Cavite
152	229 Cityland^^	LG07 Cityland 10 Tower, Valero cor. Dela Costa St., Salcedo Village, Makati City
153	232 CBC^^	115 G/F Corporate Business Center, Paseo de Roxas cor. Pasay Road, Makati City
154	257 Shoe Ave^^	Shoe Avenue cor. Capt. Venciong, Sta. Elena
155	255 Pateros^^	Herrera St. cor. Morcilla, Pateros
156	240 Salcedo^^	Antel 2000 Bldg., Valero cor. Herrera, Salcedo Village, Makati
157	241 St. Lukes^^	E. Rodriguez cor. Victoria St., New Manila, Q.C.
158	242 Mabini^^	Mabini cor. 10th Avenue, Caloocan City
159	245 QA Araneta^^	Quezon Avenue cor. Araneta Ave., Q.C.
160	258 Herrera^^	Y-L Bldg., Herrera St. cor. Salcedo St., Legaspi Village, Makati City
161	244 Guadalupe 3**	F. Yabut St., nr. cor. EDSA, Guadalupe Nuevo, Makati City
162	271 Starmall	Shaw Blvd. cor. EDSA Mandaluyong
163	243 Merville^^	Moreland Bldg., Merville Access Rd. cor. West Service Rd.
164	249 Binangonan	Quezon St., Libis, Binangonan, Rizal
165	251 Nobel	G/F, 110 Nobel Plaza, Valero St., Makati City
166	254 Salauag	Molino-Paliparan Road, Salawag, Dasmariñas, Cavite
167	264 Trece2	Gov. Drive cor. Indang, Tanza Road
168	272 BetterLiving 2	Doña Soledad Avenue cor. Peru, Better Living, Parañaque City
169	261 Calamba3^^	Along Provincial Road, Calamba-Crossing, Laguna
170	268 Arayat2^^	Arayat cor. Pinatubo St. nr. cor. Edsa, Cubao Q.C.
171	274 Fields**	<i>G/F HHH Commercial Bldg.,</i> 932 <i>Fields Ave., Balibago, Angeles City</i>
172	252 Talon	J. Aguilar Ave. cor. Alabang-Zapote Road, Talon, Las Piñas City
173	259 Del Monte^^	<i>Del Monte Avenue cor. Tolentino St. (near Roosevelt), Q.C.</i>
174	262 PCU 2^^	Taft Avenue cor. Pedro Gil, Manila
175	270 Biñan3	A. Bonifacio cor. Gonzales St., Poblacion, Biñan, Laguna
176	256 Marikina Bridge^^	E. Rodrguez cor. J.P. Rizal St., Marikina
177	234 LaHuerta	Quirino Avenue cor. Dandan St., La Huerta, Parañaque
178	276 Hansel	Aurora Blvd. cor. Imperial, Cubao, Q.C.
179	250 Aurora^^	Aurora Blvd. cor. St. Mary, Cubao, Q.C.

180	220 Laguna BelAir**	Sta. Rosa - Tagaytay Rd., Sta. Rosa, Laguna
181	248 Pasig Mega^^	Mega Parking, Caruncho cor. Market Avenue
182	275 FEU	913-919 Nicanor Reyes cor. Estiro de Alix, Sampaloc, Manila
183	231 Makati CityHall^^	9033 Hormiga St., Brgy. Poblacion, Makati City
184	277 Session3^^	Upper Session Rd., Baguio City
185	282 Gatchalian^^	Dr. A. Santos Ave. cor. Palanyag St., Parañaque City
186	278 Sagittarius**	G/F Sagittarius Bldg., H.V. Dela Costa St., Salcedo Village, Makati
187	237 Orient	Ruby Road, Ortigas Ctr., Pasig City
188	236 UP Manila	Pedro Gil St. nr. cor. Taft Avenue, Malate, Manila
189	214 San Pablo2**	Leonor St. cor. Maharlika Hi-way, San Pablo, Laguna
190	279 Marina**	A. Mabini St., Malate, Manila
191	284 Burgundy**	G/F One Burgundy Plaza, Katipunan Ave., Q.C.
192	281 T. Morato^^	Scout Castor cor. T. Morato
193	288 San Fernando2**	Lam Bldg., San Fernando Crossing, San Fernando, Pampanga
194	289 Karuhatan**	Gen. T. de Leon cor. Mc Arthur Hi-way, Kahuratan, Valenzuela
195	287 Dagupan 2^^	Perez Blvd. beside Victory Liner Terminal, Dagupan City
196	283 RCBC**	RCBC Bldg. 3rd Flr. RCBC Poduim, Ayala Avenue cor. Buendia, Makati City
197	292 U Batangas	Hilltop, Brgy. Kumintang Ibaba, City of Batangas
198	239 Park N Ride^^	P. Burgos cor. Dr. Basa St., Ermita, Manila
199	293 Plaridel^^	Cagayan Valley Road, Banga 1st, Plaridel, Bulacan
200	285 Emerald**	Emerald Ave., Ortigas Ctr., Pasig City
201	294 Biñan 4**	In front of Perpetual Help Hospital & College, Biñan, Laguna
202	295 King's Plaza	King's Plaza, Juan Luna cor. Padre Rada St., Tondo, Manila
203	297 DFA	<i>G/F AIMS Bldg., Roxas Blvd. Service Rd. cor. Arnaiz St.,</i> <i>Pasay City</i>
204	299 Indang^^	San Gregorio nr. cor. Mabini St., Indang, Cavite
205	301 Annapolis^^	G/F Continental Plaza, #45 Annapolis, Greenhills, San Juan, MM
206	296 Manansala	Manansala Bldg., Estrella St., Rockwell Center, Makati City
207	300 Convergy's	G/F Convergys, One Ayala Ave., cor. Salcedo St., Makati City
208	304 Starwood**	Kisad Road nr. cor. Marcos Hi-way, Baguio City
209	311 PDCP^^	G/F PDCP Bank Center, VA Rufino cor. San Agustin, Salcedo Vill., Makati
210	310 Malayan**	Unit G-1, Malayan Plaza, ADB Avenue, Ortigas Center, Pasig City
211	317 Tanauan^^	JP Laurel Highway cor. Mabini St., Tanauan City, Batangas
212	312 US Embassy**	Roxas Blvd. cor. U.N. Avenue, Ermita, Manila
213	303 Asian Mansion**	G/F Asian Mansion 2 Dela Rosa St., Legaspi Village, Makati City
214	307 Madrigal**	G/F Madrigal Building Ayala Avenue, Makati City
215	318 Pearl Drive^^	Pearl Drive corner Lourdes St., Pasig City
216	309 AIC Galleria	<i>G/F AIC-Burgundy Empire Tower, ADB Ave., cor. Garnet</i> <i>Rd., Ortigas</i>
217	308 LP Cityhall	Alabang-Zapote Rd., F. Ocampo Ave., Pamplona 3, Las Piñas City

218	316 Xavier Hills	Xavier Hills Condo. Tower 1, Granada St. cor. N. Domingo, QC
219	321 Buendia 2**	Gil Puyat Ave. cor. FB Harrison St., Pasay City
220	302 Ayala FGU^^	Ayala Ave., Salcedo Village, Makati City
221	324 Lucena**	Gomez St. cor Quezon Ave. Lucena City
222	325 Sta.Cruz**	P. Guevarra Ave. Brgy 3 Poblacion Sta. Cruz Laguna
223	323 Channel 7**	131 Timog Ave. cor. Samar St., Diliman, QC
224	322 St. Scholastica	896 Vito Cruz cor. Dominga St., Malate, Manila
225	329 Dangwa	1300 Laonlaan St. cor. Don Quijote St. Sampaloc Manila
226	313 Northgate**	F@st bytes @North Gate cyberzone Alabang Muntinlupa
227	326 Gapan^^	GM Bakery Bldg Bucana Gapan Crossing Gapan City
228	330 Imperial^^	Tomas Morato Ave. cor Timog Ave Diliman QC
229	328 Cabanatuan 2^^	199 Gen. Tinio cor. Mabini St., Quezon District, Cabanatuan, Nueva Ecija
230	333 Balibago Complex**	Balibago Complex Balibago Sta. Rosa Laguna
231	332 Legarda2^^	Legarda cor. Jhocson St. Sampaloc Manila
232	340 Manuela	#02-Alabang-Zapote Rd. cor. Real St. Las Piñas City
233	336 Padre Faura^^	P. Faura cor MH del Pilar
234	315 Banaue^^	426 Banaue Ave. cor Tirad Pass St. SMH QC
235	331 Letran	Muralla St. cor. Anda St. Intramuros Manila
236	345 Baliwag2**	Poblacion Plaza Naning Baliuag Bulacan
237	334 OWWA2^^	749 Victoria St. cor. Solana St. Intramuros Manila
238	342 R. Magsaysay	173 Edsa Cor. Ermin Garcia St., Cubao, Quezon City
239	346 Pedro Gil**	1578 A. MABINI CORNER PEDRO GIL ST. ERMITA MANILA
240	338 Pagsanjan^^	Calle Rizal Pob. Pagsanjan Laguna
241	341 Olivarez^^	8156 Dr. A. Santos Ave., Brgy. San Dionisio, Sucat, Parañaque City
242	339 Nasugbu**	JP Laurel St cor G. Alverez St. Nasugbu Batangas
243	335 Mamatid**	Banlic,Cabuyao Laguna
244	343 Fields 2	Mc Arthur Highway, Balibago, Angeles City, Pampanga
245	350 Pacific Center**	San Miguel Ave., Ortigas Center, Pasig
246	344 Molino 3^^	Zapote- Molino Rd. Brgy. Molino3 Bacoor Cavite
247	349 Teachers Bliss^^	#1 Teachers Bliss,Balong bato Balintawak QC
248	347 Bulihan^^	<i>B 275 L13 AFP Housing, Old Bulihan Rd., Bulihan, Silang Cavite</i>
249	352 Baclaran 4	Roxas Blvd. cor. Rivera St., Baclaran, Parañaque
250	355 Vito Cruz^^	Unit 102&103 Cityland Tower One, Vito Cruz, Manila
251	354 Gordon Ave.**	Gordon Ave. cor. 6th St. Asinan, Olongapo City
252	356 Gualberto**	Zunio St. Gualberto Ave., Rosario, Batangas
253	366 SM Clark**	Bayanihan Park, SM Clark, Balibago, Angeles City, Pampanga
254	353 Guagua^^	One Crown Property & Development, Plaza Burgos, Guagua, Pampanga
255	359 Olongapo Rotonda**	1739 Rizal Ave. West Bajac Bajac, olongapo City
256	357 Tanza 2^^	Tanza Crossing, Daang Amaya, Tanza, Cavite
257	364 Alimall	Ali Mall Gen. Romulo Ave., Araneta Center, Q.C.
258	362 T. Mapua^^	1512 C.M. Recto Cor. F. Torres & T. Mapua Sta. Cruz Manila
259	369 Balayan^^	112 Plaza Mabini St. Balayan, Batangas
260	370 Urdaneta 2^^	Alexander St. Urdaneta City, Pangasinan
261	358 Dau^^	#157 McArthur Hi-way, Dau, Mabalacat, Pampanga

262	360 Cabanatuan 3^^	Manson Bldg. Burgos Ave., Cabanatuan City
263	367 Riverbanks	G/F ICT Bldg. 2, Riverbanks Center, Riverbank Ave.,
205		Barangka Marikina City
264	363 Lopez Drive^^	RIDC Bldg. Lopez Ave. Cor. Dr. A. Santos Ave., Paranaque City
265	371 Dagupan 3^^	M.H. Del Pilar Cor. A.B. Fernandez Ave., Dagupan City
266	372 Pascor Drive**	Sky Freight Building, Ninoy Aquino Ave., Paranaque City
267	365 McKinley Hill	Unit 1 G/F One Square, Upper McKinley Rd., McKinley Hill, Taguig City
268	377 Lucena 2**	Lot #2771 - B Along Quezon Ave., Lucena City, Quezon
269	383 Maya Arcade**	G/F Maya Arcade 678 Edsa, Cubao, Quezon City
270	379 Olongapo 3**	West 18th St. Corner Anonas West Bajac-Bajac, Olongapo City
271	380 Citadella	CAA Rd. Corner Citadella Ave. Las Pinas City
272	361 Carmona^^	Governor's Drive Cor. Purification St. Cabilang Baybay. Carmona Cavite
273	374 Old Sta. Mesa^^	4456 Valenzuela St. Sta. Mesa Manila
274	376 TSU**	Brgy. Cut-Cut Romulo Ave. Tarlac City
275	387 Binangonan 2**	National Road Cor. Quarry Road Pantok, Binagonan Rizal
276	378 Blumentritt 1**	Rizal Ave. cor. Blumentritt Sta. Cruz, Manila
277	381 Don Galo^^	0423 Quirino Ave. corner Dimatimbangan St. Don Galo, Parañaque City
278	386 Palico	Aguinaldo Highway Palico II Imus Cavite
279	389 Lucban	Quezon Ave., Miramonte Subdivision Lucban, Quezon
280	391 Manaoag**	Felix St. Cor. Garcia St. Manaoag, Pangasinan
281	384 One E-Com	Unit 4,5 & 6 Harbour Drive Cor. Palm Coast Ave. SM Central Business Park, Pasay City
282	390 One McKinley	One McKinley 26th St. Fort Bonifacio Global City, Taguig City
283	404 Pacific Regency^^	G/F Pacific Regency Bldg. P. Ocampo St. Malate Manila
284	398 Gordon Hospital**	104 Rizal Ave., East Tapinac Olongapo City
285	407 Abanao^^	Unit 2 Ong Bldg. Abanao St. Baguio City
286	388 Bago Bantay	<i>#131 Ilocos Sur ST. Cor. Bukidnon st. Bago Bantay</i> <i>Quezon City</i>
287	396 DLSU-Lipa	National Hiway, Brgy., Paninsingin, Tambo, Lipa City
288	395 Imus 2**	97-B Aguinaldo Hiway Bayan Luma Imus, Cavite
289	414 Lemery 2^^	Illustre ave. cor. Rajah Matanda st., Lemery, Batangas
290	393 Trancoville^^	148 M Roxas Street, Baguio City
291	410 Sto. Niño - Meyc.^^	L. Camino Real Rd. Sto. Nino Meycauyan Bulacan
292	368 Naguillan^^	Naguillan Rd. Cor. Bokawkan Rd. Baguio Cit
293	412 Don Bosco^^	Don Bosco Road. Cor Chino Roces Ave., Makati City
294	411 Sta. Maria^^	49 Jose Corazon De Jesus st., Sta. Maria, Bulacan
295	375 Villamor**	Lot 12 B.1 12th St. Airman's Village Airbase Area, Pasay City
296	409 San Pablo 3**	Maharlika Hiway, San Pablo, Laguna
297	415 Mendez Proper	Market Road Corner JP Rizal Mendez, Cavite
298	394 Maragondon	Poblacion 1-A Maragondon Cavite
299	417 Subic Proper**	National Hi-way Brgy. Baraka, Subic, Zambales
300	419 Gate 3**	AFPOVAI Western Bicutan, Taguig City
301	400 FPIP^^	No. 158 Sta. Anastacia, Sto. Tomas, Batangas
302	397 Sta. Rosa Estate	Sta. Rosa Highway, Sta. Rosa Estate, Sta. Rosa, Laguna
303	406 St. Paul**	Pedro Gil st. cor. Ma. Orosa st. Malate, Manila

304	401 Philcom^^	8755 Paseo de Roxas, Makati City
305	413 BF Homes 2**	BPI Sucat Dr. A. Santos Ave. Cor. Pres. Ave. BF Homes
		Paranaque City Unit 101 AIC Gold Tower F. Ortigas Cor. Garnet Road
306	421 AIC Gold^^	Ortigas Commercial Center, Pasig City
307	423 Calasiao^^	Poblacion East, National Road, Calasiao, Pangasinan
308	453 Tayabas**	<i>Quezon Ave. Cor. P. Paterno St. Brgy. San Diego Tayabas</i> <i>Quezon</i>
309	420 One San Miguel	<i>UG-01 One San Miguel Ave Condominium One San Miguel</i> <i>Ave, cor Shaw Blvd., Ortigas Center Pasig City</i>
310	428 APC Balanga	Tenejeros St. Balanga, Bataan
311	448 Pavillion Mall	Space Nos. 143-B Bldg A G/F Pavilion Mall, Biñan, Laguna
312	426 Sindalan**	McArthur Hi-way Sindalan, San Fernando Pampanga
313	422 La Union 1**	Rizal Ave. cor. Gov. Ortega st., San Fernando City, La Union
314	444 Calamba 4 **	National Hiway cor Ipil-Ipil St., Calamba, Laguna
315	392 SM San Fernando	Unit AX3 123b, Building 4, SM City Pampangga, Lagundi, Mexico Pampangga
316	424 Capaz^^	Mc Arthur Hi-way, Poblacion, Capas, Tarlac
317	427 Talavera^^	Maharlika Highway, Maharlika, Talavera
318	439 Porta Vaga^^	Fr. Carlu st. cor. Cathedral Drive, Baguio City
319	436 Leveriza^^	#665 CRI Bldg. President E. Quirino Ave. cor. Leveriza, Malate, Manila
320	443 Olongapo City Hall^^	23rd st., Rizal Ave., East Bajac-Bajac, Olongapo City
321	468 SM Lucena	115-116 SM City Lucena Dalahican cor. Maharlika Hiway Nat'l Rd. Lucena City
322	440 Total Corporate**	Total Corporate Ctr Bldg., Bonifacio Triangle, Bonifacio Global City, Taguig City
323	450 PWU^^	1807 G/F Nakpil St. cor. L. Guinto St. Malate, Manila
324	451 Civic Prime	Civic drive, Civic Prime Filinvest Corporate City, Alabang
325	435 Angeles 2**	Miranda St., Angeles City, Pampanga
326	408 Subic Gate 1	Bldg. 537 Magsaysay Ave, Subic Bay, Freeport Zone, SBMA
327	403 Tagaytay 2**	One Tagaytay Place Calamba Rd., Tagaytay City
328	432 Dakota Mansion^^	G/F Dakota Mansion, Malvar St., Cor. Adriatico St Malate, Manila
329	416 AUF**	Mc-Arthur High-way cor. Dona Aurora St., Angeles City, Pampanga
330	447 Kimston^^	2650 Agutaya St. cor. EDSA, Pinagkaisahan, Makati
331	425 Sunny Brooke^^	Blk 31 Lot 6 Brooke side lane brgy. San Francisco, Gen. Trias, Cavite
332	433 Batangas 3^^	Poblacion 18, Rizal Ave., Batangas City
333	449 Eastwood 2	G/F One Orchard Condominium, Orchard Rd., Eastwood City, Bagumbayan, Quezon City
334	458 San Marcelino^^	G/F CMC Bldg. #710 San Marcelino St., Ermita, Manila
335	431 Iba Zambales**	Magsaysay Ave., Poblacion, Iba, Zambales
336	442 San Jose NE^^	Maharlika Highway National Road, San Jose City N.E.
337	446 Paniqui**	UCPB Building along National Highway, Brgy. Estacion, Paniqui, Tarlac
338	438 Balanga Plaza^^	Aguirre St. Balanga City
339	429 Mendez Crossing	Aguinaldo Hiway Mendez Junction East, Tagaytay City, Cavite
340	459 Palapala**	E.L Toledo Bldg. along National Hiway, Brgy. Sampaloc I, Palapala, Dasmariñas, Cavite

341	466 Sterling Centre	G/F Sterling Centre, Ormaza cor. Dela Rosa Sts, Legaspi
342	469 Sta. Rosa NE**	Village, Makati City Maharlika Hi-Way, Sta. Rosa, Nueva Ecija
		AUF Medical Center, Mc Arthur Hi-way, Angeles
343	475 AUF Hospital	Pampanga
344	418 Multinational ^ ^	J&P Bldg (Multinational) Ninoy Aquino Ave., Paranaque City
345	476 Mayapa**	National Highway Checkpoint, Paciano Rizal Calamba City Laguna
346	463 San Carlos Pangasinan^^	Virgen Milagrosa University Foundation Compd. San Carlos City, Pangasinan
347	430 Balanga Church**	J.P. Rizal St., Balanga City, Bataan
348	465 Taal Proper^^	Poblacion. 3, Taal Proper, Taal, Batangas
349	472 Nuvali**	Retail Space 1 Nuvali Technopod, Sta. Rosa, Laguna
350	484 Batangas Port	PPA Compound, Sta. Clara, Batangas City
351	479 Caltex NLEX	Caltex NLEX Km17 Canumay Valenzuela Exit
352	471 Valenzuela Exit	Maysan Road, Paseo De Blas,Valenzuela City
353	474 Wynsum^^	Unit G1-C Wynsum Corporate Plaza 22 F. Ortigas Jr. Rd., Ortigas Center, Pasig City
354	455 Pearl Drive 2	<i>G/F Unit 102, Pacific Place Condominium, Pearl Drive,</i> <i>Ortigas Ctr, Pasig City</i>
355	480 Philtranco**	610 Apelo Cruz St., Malibay, Pasay City
356	441 Malolos Poblacion^^	Torres St. cor. M. Tenco, Poblacion Malolos, Bulacan
357	486 Alabang Med^^	Unit 1 G/F Aurora Bldg, Alabang Zapote Rd., Mutinlupa City
358	445 NE Pacific ^^	Km 111, Brgy. H. Concepcion, Maharlika Hi-way, Cabanatuan City
359	460 Telus**	Arcade 6 &7 G/F Telus Bldg., Araneta Center, Cubao, Quezon City
360	464 OSMAK**	Blk 5 Lot 18 Sampaguita cor. Escarlata, Pembo, Makati City
361	454 Cogeo^^	Marcos Hiway cor. GSIS Ave., Bagong Nayon 1, Antipolo City
362	492 Times Plaza**	G/F Times Plaza Bldg. Taft Ave. cor. UN Ave., Ermita, Manila
363	462 Gen T. De Leon	Gen. T. De Leon St. Valenzuela City
364	508 Heart Center**	G/F Philippine Heart Center, East Ave., Quezon City
365	452 Pio del Pilar**	Chino Roces Ave. (Pasong Tamo) cor. Dela Rosa st. Makati City
366	457 YP**	YP Bldg. Dr. A. Santos Ave., Sucat, Parañaque City
367	487 Vista Verde**	<i>G/F Unit 1,2,3,4 Vista Square Comm'l Center, Felix ave.,</i> <i>Cainta, Rizal</i>
368	495 Sun Plaza^^	<i>G/F Sun Plaza Shaw Boulevard, cor Princeton st.,</i> <i>Mandaluyong City</i>
369	496 Tordesillas**	108 Tordesillas cor. Gallardo st., Salcedo Village, Makati City
370	498 SM Cyber One**	Retail Space 4, Buendia Ave., Makati City
371	513 One Solaris^^	Retail 2 G/F One Solaris Bldg, Dela Rosa St., Legaspi Village, Makati City
372	525 Muñoz 2	BLk 3 Lot 7 R. Magsaysay. EDSA, Munoz, Quezon City
373	434 Malibay Plaza 2**	Reance Bldg. 93 C. Jose st. cor. Malibay Ave., Pasay City
374	490 12th Ave.^^	Ten Commandments Bldg. 689 Rizal Ave, Grace Park, Caloocan City
375	481 Net Plaza^^	Unit 14 E-Square Zone, Crescent Park West, Bonifacio Global City, Taguig
376	516 NE Crossing^^	Maharlika Highway Cor. Burgos Ext. Cabanatuan City Nueva Ecija

377	504 Paragon Plaza	<i>Upper G/F Paragon Plaza Condominium, EDSA cor.</i> <i>Reliance St., Mandaluyong City</i>
378	510 LKG	11th Flr. LKG Tower 6801-6803 Ayala Ave., Makati City
379	528 BPO San Lazaro **	Retail 4, Vertex 1 Bldg. Yuseco Cor. Felix Huertas, San Lazaro Racetrack, Sta Cruz, Manila
380	542 Malugay (G)**	Chino Roces Ave. Cor. Malugay and Gil Puyat, Brgy., San Antonio, makati
381	543 Connecticut (G)**	Edsa Cor. Connecticut, San Juan, City
382	548 SLEX (G)**	KM 22 South Luzon Tollway (Northbound) San Antonio San Pedro Laguna
383	547 Coastal (G)**	Aguinaldo Highway Brgy. Tambo Paranaque City
384	550 Q. Osmeña (G)**	Quirino Ave. Cor. Osmena Hi-way, Manila City
385	546 Boni- Malamig (G)**	708 Boni Ave., Brgy. Malamig, Boni Mandulong City
386	545 Capas- Junction (G)**	National Road Sto. DomingoJunction, Capaz, Tarlac
387	478 JP Rizal 2	347 JP Rizal Ave. Cor. Pasong Tamo Ave. Makati City
388	529 Port Area**	637 Bonifacio Drive, Port Area, Manila
389	544 Q, Ermita (G)**	Quirino Ave. Cor. Mabini Ave., Manila
390	549 Filinvest (G)**	Alabang- Zapote Rd.,Cor. Northgate Ave. Filinvest, Alabang Muntinlupa City
391	531 La Trinidad**	National Road, KM5 La Trinidad, Benguet
392	552 Malolos Crossing**	E & R , McArthur Highway cor., Mabini St., Malolos Bulacan
393	512 Philam^^	9/F Philam Life Building, Paseo De Roxas, Makati City
394	470 Balanga Kapitolyo**	Capitol Drive Balanga Bataan
395	473 VG Cruz**	Ramon Magsaysay Blvd. Cor. Vicente Cruz St. Sampaloc Manila
396	533 Dagupan 4**	G/F Orient Pacific Center cor. Perez Blvd., Rizal Ext., Dagupan City, Pangasinan
397	489 Eco Plaza^^	Pasong Tamo Extension, Makati city
398	501 Sto. Domingo**	McArthur Hi-Way cor. Apo rd. Sto. Domingo, Angeles, Pampanga
399	527 Retiro 2**	311-313 N.S. Amoranto St. Sta Mesa Heights, Quezon City
400	540 Grand Hampton**	Grand Hampton Place, 1st Ave., and 31st St., Fort Bonifacio Global City, Taguig
401	499 RK Subic	SBIP Phase I Commercial Complex, Subic Bay Gateway Park, Rizal Highway, Subic Freeport Zone
402	562 Daang Sarile (G)**	Daang Sarile Caltex Station, Daang Sarile, Cabanatuan City
403	518 SM Cyber Two**	Unit 7 Sen. Gil Puyat Ave. Cor. Zodiac St., Makati City.
404	570 Wilson (G)**	Wilson cor. Ortigas San Juan, City
405	591 Tikay Malolos (G)**	Mc. Arthur Hi-Way, Tikay, Malolos Bulacan
406	560 San Fernando NLEX (G)**	KM 62 NLEX North Bound Brgy. San Felipe, San Fernando Pampanga
407	561 Tarlac 2 (G)**	Mc. Arthur Hi-Way, Tarlac Tarlac City.
408	582 McKinley San Juan (G)**	Ortigas Ave., McKinley, San Juan
409	576 Boni EDSA (G)**	EDSA cor., Boni Ave., Mandaluyong
410	577 Sta. Rosa Paseo (G)**	Tagaytay Road. Sta. Rosa Laguna
411	535 ATC^^	Entertainment Complex, Alabang Town Center, Muntinlupa City
412	583 Harvard EDSA (G)**	EDSA corner Harvard St., Makati City
413	597 Buendia 3 (G)**	Buendia cor., Leveriza, Pasay City
414	483 Fort Legend**	Blk 7 Lot 3 3rd ave. cor. 31st st. Fort Bonifacio Global City, Taguig City
415	575 Halang Calamba (G)**	National Highway Brgy. Halang Calamba Laguna

416	537 Angeles 3	G/F 294 Sto. Rosario St., Angeles City, Pampanga
417	559 Clark Hostel**	2041 Ninoy Aquino Ave cor. M.A. Roxas, Clark Freeport
		Zone, Pampanga
418	599 Burnham (G)**	Chanum cor., Otek St., Burnham Park, Baguio City
419	524 R. Papa	813 R. Papa and S. H. Loyola St., Sampaloc Manila
420	526 ABS-CBN	143 Mother Ignacia Ave., Diliman, Quezon City
421	596 San Pascual (G)**	San Pascual, Batanggas
422	598 Upper Session (G)**	GSIS Compound, Marcoville, Baguio City
423	519 UP Los Baños^^	Student Union Bldg. University of the Philippines Los Baños, Laguna
424	502 Rockwell Business Center**	<i>Tower 2 (North) Level 1 Unit No. N-02 Rockwell Business</i> <i>Center, Pasig City</i>
425	461 Lamuan-Manotok	JP Rizal cor. Visayas St., Filipinas Village, Malanday, Marikina
426	505 Makati Ave. 2^^	Makati Ave. Cor. Constelllation st., Brgy. Bel-air, Makati City
427	511 PBCOM	7/F Philcom Tower 6801-6803 Ayala Ave, Makati City
428	517 New Port	Star Cruises Center, Andrews Ave. Pasay City
429	581 DMG Center**	DMG Center, Libertad cor. Calbayog St., Mandaluyong City
430	493 San Pablo 5^^	Brgy. 6A Mabini St., San Pablo City, Laguna
431	565 Mabalacat**	Velasquez St., Mabalacat Proper, Pampanga
432	594 Victoria de Manila**	Shoppes @ Victoria Space No. 101 G/F Victoria De Manila, Taft Ave., Manila
433	530 Net Square**	3rd Avenue cor., 28th St., E- Square, Crescent Park West, Bonifacio Global City, Taguig M.M.
434	534 Eastwood 3**	/F Eastwood Citywalk 2, Eastwood City Cyber Park E. Rodriguez Jr. Ave., Bagumbayan, Q.C.
435	539 Tagaytay 3**	Magallanes Square, Silang Junction West, Tagaytay City
436	580 Silver City**	G/F Unit L1-003A, silver City, Frontera Verde, Pasig City
437	586 Muzon**	Brgy. Muzon San Jose Del Monte Bulacan
438	482 Villa Amparo^^	Villa Amparo Subd., Aguinaldo Highway, Imus Cavite
439	506 Ascendas**	10th Flr., Net One Center, 3rd Ave., Cor. 26th St., Cresent Park West, bonifacio Global City, Taguig City
440	563 Concepcion Tarlac**	Brgy. San Nicolas, Concepcion Tarlac
441	585 TRAG	GL 10 The Residences, Arnaiz St., Makati City
442	500 Binondo^^	Burke Plaza Sto. Cristo Cor. San Fernando St. Binondo Manila
443	485 Berthaphil 4^^	Bldg 2 - Retail 1 Berthaphil 4, Clark Aviation Complex, A. Bonifacio Avenue, CFZ, Pampanga
444	538 Redemptorist^^	Lot 18 Redemptorist Road, Baclaran Parañaque City
445	572 Herco Center^^	Herco Center 114 Benavidez St., Legazpi Village Makati City
446	541 San Miguel^^	906 Norberto St., Brgy. San Jose, San Miguel, Bulacan
447	593 Farmers Market	Space No. 00363 Farmers Market Arcade, Araneta Center Quezon City
448	226 Legarda^^	2108 Legarda St., Quiapo, Manila
449	639 Lingayen 1**	National Hi-way, Lingayen, Pangasinan
450	603 Fortune Square**	McArthur Hi-way, cor. Villa Julita Subdivision, Brgy. Saguin, San Fenando, Pampanga
451	554 N. Garcia**	158 Jupiter St., Cor. N. Garcia St.,Bel Air Village, Makati City
452	558 Welding Bldg.	Upper Building, 349 Sen. Gil J. Puyat Ave., Makati City Metro Manila
453	584 Starmall Metropolis	Upper Ground Flr. Starmall Alaban, South Super Hi-way, Alabang Muntinlupa City

454	610 Olongapo Public Market**	Canda St., East Bajac - Bajac, Olongapo City
455	494 Los Baños 2^^	Lopez Ave. cor. Mt. Halcon St., Los Baños Subd, Batong
456	613 Baliuag Highway**	Malake/San Antonio, Los Baños, Laguna
		DRT Highway, Pinagbarilan, Baliuag, Bulacan
457	658 LRT2 Santolan**	Lot 2 C5-A, Santolan, Pasig City
458	515 Castillejos**	National Hi-way, Castillejos, Zambales
459	564 Rosario 2	No. 42 Ortigas Ave., Rosario, Pasig City Lot 1-B-1-B, Ortigas Ave., Ext., cor. Alfonso St., Brgy.
460	621 Lifehomes^^	Rosario, Pasig City
461	587 Marvin Plaza	Chino Roces cor., Herrera St., Makati City
462	615 San Pedro 5**	Lot 8 AB National hghway cor Garcia st,Nueva Poblacion San Pedro Laguna
463	608 Zaragosa^^	Corner Concepcion, Zaragoza, Nueva Ecija
464	567 San Isidro	N. 35 Brgy. San Isidro, Cabuyao, Laguna
465	568 Camiling^^	Arellano St. corner Quezon Ave., Camiling, Tarlac
466	590 Kingswood^^	U/GF, Units A27 a,b and c Kingswood Makati City
467	595 Tiaong**	Doña Tating cor. Alabastro Streets, Tiaong, Quezon
468	536 San Andres	G/F Gem Square Bldg., San Andres St. cor. Mabini, Manila
469	503 Centris 1	G/F Eton Cyberpod Centris Edsa, Near Cor. Quezon Ave.,
-105		Quezon City
470	606 Diamond Square**	Mac Arthur Hi-way corner M.A. Flores Balibago, Angeles City
471	648 Guadalupe 4^^	Kimston Plaza Building, P. Burgos St., Guadalupe, Makati City
472	589 Manila Executive Regency	<i>Unit 5 &amp; 6 Ground Floor, Manila Executive Regency, Jorge Bocobo St., Ermita Manila</i>
473	617 Grandview Angeles**	Lot 19-B, Don Juico Ave., Malabanas, Angeles City
474	551 Woodridge**	<i>G/F The Woodridge Bldg., Upper Mckinley Road., Mckinley</i> <i>Hill, Taguig City</i>
475	556 Batangas 4^^	Manuela Pastor Ave. Corner Highway, Pallocan West, Batangas City
476	614 Bansalangin	# 4Bansalangin st brgy Veterans Village QC
477	616 Engineers Hill^^	101 Engineers Hill St., Jude Thaddeus Complex cor. Nevada Road and Guinto Alley, Baguio City
478	607 Enclave^^	The Enclave, Fil-Am Friendship Hi-way, Pampang, Angeles City
479	630 Mayfair Tower	Commercial C, G/F Mayfair Tower, UN Ave., cor. Mabini St., Ermita Manila
480	649 St. Francis Towers**	St. Francis Drive, Ortigas Center, Pasig City
481	646 Pulilan^^	National Rd., Brgy., Poblacion, Pulilan Bulacan
482	650 Sienna del Monte**	555 Del Monte Ave., Brgy., Manresa, Quezon City
483	624 Tagaytay 4**	141 Evangelista St. Daang Bukid, Bacoor Cavite
484	619 Buendia 4	No. 317 Sen Gil Puyat Ave., Pasay City
485	688 Cabanas Mall**	McArthur Hi-way,Brgy.Longos Malolos Bulacan
486	628 Subic International Hotel**	Unit 142/ 144 & 146/148, SIH Alpha Bldg. Freeport Zone, Subic Bay, Olongapo City
487	579 Malinta 2^^	Unit 17, Danding Bldg., Cecilio J. Santos St., Valenzuela
488	641 España Grand^^	City España cor., Tolentino cor., Eloisa, Metro Manila
		Madrigal Ave., Madrigal Business Park, Alabang
489	497 Molito Complex^^	Muntinlupa Makiling Drive., Carmelray Industrial Park II, Calamba
490	638 Carmelray^^	Laguna
491	640 Mangaldan**	National Road, Mangaldan Town Proper, Pangasinan

492	635 Noveleta	Poblacion Noveleta, Cavite City
493	574 Salawag 2	Paliparan Road, Salawag Crossing Dasmariñas, Cavite
494	623 Hidalgo^^	Unit 2 & 3, Isabelle de Hidalgo Bldg. St., cor., Cancer St., Quiapo Manila
495	604 Dewey Avenue	Lot 2, Block 18, Dewey Ave., cor. Aguinaldo Highway, CBD, Subic Bay Freeport Zone
496	578 Malanday 2^^	Brgy. Malanday McArthur Highway, Valenzuela City
497	633 R. Salas 2	Casa Blanca, 1447 M. Adriatico St., Ermita, Manila
498	636 Betterliving 3^^	27 Doña Solidad cor. Australia Sts., Betterliving Subdivision, Don Bosco, Parañaque City
499	612 Pag-asa Imus^^	National Rd., cor. Alapan St., Pagasa, Imus, Cavite
500	679 NAIA 3**	MIAA, 4th Level, Unit 37, Southwing offfice NAIA Terminal 3, Pasay City
501	668 V. Santos**	16 V. Santos cor. Santos Streets, Sto. Nino, Marikina City
502	675 Patts**	Dr. A Santos Avenue, San Isidro, Paranaque City
503	620 FVR	Area D (Sta. Cruz), Sapang Palay, San Jose Del Monte City, Bulacan
504	611 San Marcelino Zambales**	National Highway Central, San Marcelino, Zambales
505	625 JP Laurel Malate**	G/F JP Laurel Memorial Bldg., M.H. del Pilar cor. Pedro Gil St., Ermita, Manila
506	632 Sixto A. Ave. **	Dr. Sixto Antonio Ave, Maybunga, Pasig City
507	709 Caltex Balibago**	Balibago cor. San Lorenzo Rd. Sta. Rosa Laguna
508	553 Tustine Alabang	Molino St., South Super Highway, Alabang, Muntinlupa City
509	629 Pansol^^	National Highway purok 1 Pansol Calamba, City of Laguna
510	669 City Oil Fairview^^	Commonwealth Ave., cor. Pearl St., Fairview Quezon City
511	734 Sumulong Hi-way	KM 23, Sumulong Highway, Brgy. Sta. Cruz, Antipolo City
512	673 Burke Quintin Paredes	Burke House No. 8, Quintin Paredes cor. San Vicente St., Binondo Manila
513	626 Berthaphil 5**	Berthaphil V, Gil Puyat Ave., cor. Panday-Pira Rd., CFEZ, Angeles, Pampanga
514	717 Malasiqui**	Montemayor St., Poblacion Malasiqui, Calasiao Rd. Pangasinan
515	711 Tanauan 2**	Brgy. Darasa, Tanauan City, Batangas
516	605 Molina 5	Molino Rd., Brgy. Molino III, Bacoor Cavite
517	509 Woodlands Pioneer**	<i>G/F Pioneer Woodlands Showroom, EDSA near cor.</i> <i>Pioneer St., Mandaluyong City</i>
518	592 Sampol^^	Brgy. Bagong Buhay, San Jose Del Monte Bulacan
519	680 Taytay 3^^	Manila East Rd. cor., Italia St. Brgy. Muzon Taytay Rizal
520	622 Makati Executive Tower 3^^	Unit 6 and 7, G/F Makati Executive Tower 3, Sen. Gil J. Puyat Ave., Makati City
521	713 Suburbia**	McArthur Hi-way Brgy. Maimpis San Fernando Pampanga
522	654 Paniqui 2**	M. H Del Pilar cor., Luna St., Paniqui, Tarlac
523	674 Zapanta	Santa Rita St., cor., Orense St., Makati City
524	557 La Salle Med**	Bario Pasang Tala, Dasmariñas Cavite
525	618 Angelo King - CSB	Arellano Ave., Malate Manila
526	681 DENR	DENR Bldg., 1515 Roxas Blvd., Manila
527	685 Friendship Highway**	Lot 15, Blk 6, Frienship Hi-way, Brgy. Anunas, Angeles City
528	684 Escoda	2116-2117 G/F Guerero Bldg. Leon Guinto St. near cor. Escoda St. Ermita Manila
529	642 Mary Homes Molino^^	Molino Rd., Maryhomes Subdivision, Brgy. Molino IV, Bacoor, Cavite
530	645 MCU 3	EDSA cor., Serrano Ave., Caloocan City

		Plack 01 Lat 1 Acconcian Ava Lagra Subdivision
531	652 Lagro	Block 91 Lot 1 Ascencion Ave., Lagro Subdivision, Novaliches Quezon City
532	665 A. Mabini	2116-2117 A. Mabini St., Malate Manila
533	670 Mercedes Ave.	Evergreeen 101, C. Raymundo Ave., San Miguel, Pasig City
534	682 Lucao District^^	National Rd. cor. Jose De Venecia Rd., Dagupan City, Pangasinan
535	657 G. Tuazon 2	1850 G. Tuazon St., Sampaloc Manila
536	706 Aria**	Real St. cor. Aria St. Las Piñas City
537	689 Burnham Park 2**	Shanum St.cor. Otek St. cor. Lake Drive, Burnham Park, Baguio City
538	664 Tejeron	Tejeron St., Sta. Ana Manila
539	701 Sanrise M.H. Del Pilar**	2164 M. H. del Pilar St., Malate Manila
540	694 Pili**	Maharlika Highway cor., Santiago St., Brgy. San Vicente, Pili, Camarines Sur
541	698 4th Ave.	4th Ave. cor. P. Sevilla St. Grace Park (West), Caloocan City
542	697 Bayambang**	National Highway, Bayambang Pangasinan
543	660 Scout Tobias**	Cedar Executive Bldg., # 26 Timog Ave., cor., Scout Tobias., Brgy Laging Handa, Q.C.
544	456 Sariaya	Gen. Luna St. National Hi-Way Sariaya, Quezon
545	692 Attivo SF**	G/F Unit101B and 102B , Gapan- Olongapo Rd. San Fernando, Pampanga
546	721 San Mateo**	103 Gen, Luna Ave., Gitnang Daan 1. San Mateo Rizal
547	569 Mabolo Bacoor	Mabolo, Bacoor Cavite
548	686 Lubao Pampanga**	#24 J.P. Rizal St., Sta. Cruz, Lubao, Pampanga
549	662 Lingayen 2**	cor. Artacho and Alvear Sts., Lingayen, Pangasinan
550	672 Bauan 2^^	Manghinao Proper, Bauan Batangas
551	695 Syquia	2356 Jose Syquia St., cor., M. Rozas St., Sta. Ana Manila
552	712 Cardinal Santos Hospital	Medical Arts Building Cardinal Santos Medical Canter, Wilson St. San Juan City
553	677 Tugatog Malabon^^	17 M.H. Del Pilar Rd., cor. Pureza St.,Tugatog Malabon City
554	723 Angono 2^^	Manila East Road cor., Col. Guido St. Agono Rizal
555	727 Agoo La Union^^	16 McArthur Highway, Agoo, La Union
556	732 Bauang La Union	Central East, Bauang, La Union
557	637 Malaya Marikina	JP Rizal St., Malanday, Lamuan, Marikina City
558	687 Taytay 4	J. P. Rizal Avenue, Taytay Rizal
559	767 Dagupan Lyceum**	A.B Fernandez Ave. Dagupan City
560	663 Moriones	557 Moriones St., Tondo Manila
561	644 Citrus	Brgy Minuyan, San Jose Del Monte, Bulacan
562	785 Total Yacht Club**	Rizal Highway, Subic Bay Freefort Zone
563	661 Tarlac Crossing ( Banco San Juan)	Lot B, Plaza de Oro Arcade along McArthur Highway, Poblacion 2, Tarlac City
564	699 Dagupan 5**	Burgos St. cor. Bonifacio St. Dagupan City, Pangasinan
565	729 Anabu Kostal**	Anabu Wet and Dry Market, Aguinaldo Highway, Anabu II- A, Imus Cavite
566	722 Alimall 2	G/F Alimall, P. Tuazon, Araneta Center, Q.C.
567	627 BSA Tower**	G-4 BSA Tower Condominium, No. 108 Legaspi St. Legaspi Village, Makati City
568	676 Rivercity Residences (LUI bldg)	2143 Carreon St., Sta. Ana Manila
569	696 Betterliving 4 (Caltex Doña Soledad)	Lot 18, Doña Soledad Ave. Betterliving Subd. Parañaque City

570	716 Tumana	Farmers Ave., cor. J.P. Rizal St., Concepcion, Marikina
571	714 System Plus**	Diamond Service Road, Mc Arthur Hi-way, Angeles City
572	671 Maybunga	Pag-asa Street. Pasig City
573	704 Mindanao Avenue**	547 Quirino Hi-way. cor. Mindanao Ave. Talipapa, Novaliches, Q.C.
574	731 Southwoods Exit	Rosario Complex, San Vicente, San Pedro Laguna
575	690 Net Cube	Unit 9-2, 9th flr. Net One Center, 3rd Ave., cor., 26th St., E-Square, Cresent Park West, Bonifacio Global City, Taguig, MM
576	728 University of Baguio**	FB bldg., Assumption Rd., Baguio City
577	719 Deparo**	Deparo Rd., cor. T. Samson Ave., North Caloocan City
578	730 Washington**	Unit 3, AGS Plaza, Washington St., Brgy. Pio Del Pilar, Makati City
579	736 F. Tañedo 1^^	F. Tañedo St.,San Nicolas, Tarlac City
580	703 Mckinley 1820**	Unit A, McKinley Road McKinley Town Center, Fort Bonifacio, Taguig City
581	702 Naga 1**	Grand Imperial Plaza cor. P. Burgos and J. Hernandez Ave. Naga City 4400
582	715 One Archer's**	Unit 6, G/F of One Archers Place, Taft Ave., Malate Manila
583	726 Paliparan	Mabuhay City, Paliparan Dasmariñas Cavite
584	780 Pulang lupa 2**	<i>B5 Lot 6 Guinto Park Sudv. Naga Road cor., St. Joseph Ave., Pulang Lupa II, Las Piñas City</i>
585	742 Gastambide**	621-629 Dormitory, Gastambide, Sampaloc Manila
586	745 Antel Spa**	7829 Makati Avenue cor., Valdez St., Makati City
587	750 Mabini Soldado	G/F 1533 A. Mabini St., cor. Soldado St., Ermita, Manila
588	789 Caltex BSU**	<i>Caltex Gas Station; McArthur Highway , BO., Guinhawa, Malolos City, Bulacan</i>
589	655 Salitran	Brgy. Salitran, Dasmariñas, Cavite
590	735 West Rembo^^	Lot 1 Blk. 76, Brgy. West Rembo, Makati City
591	744 F. Manalo**	F. Blumentritt cor., F. Manalo, San Juan City
592	765 Zobel Roxas	No. 1289, Zobel Roxas St., Malate Manila
593	720 El Jardin	Retail Unit 1, El Jardin del Presidente, No. 41 Sgt. Esguerra St. Cor Scout Bayoran, Quezon City
594	764 Carluyan N.U.	M.F Jhocson St., Sampaloc , Manila
595	707 Concepcion Uno**	Bayan Bayanan Ave. Brgy. Concepcion 1, Marikina City
596	653 Bacoor 2	141 Evangelista St. Daang Bukid, Bacoor Cavite
597	718 Towerville^^	Brgy. Minuyan Proper, San Jose Del Monte, Bulacan
598	743 Pulong Buhangin	National Hi-way, Brgy Pulong Buhangin, Sta. Maria Bulacan
599	839 Total Tarlac**	Mc Arthur Highway, Tarlac City, Tarlac
600	772 Tanay 2	Market Road cor. F.T. Catapusan St. Brgy. Plaza-Aldea, Tanay Rizal
601	691 Sta. Ana Church	Lot 32-B-1 Pedro Gil St., Sta. Ana, Manila
602	769 San Fernando 3	Gen. Hizon Avenue, San Fernando, Pampanga
603	760 Comembo**	Comembo Commercial Complex. JP Rizal Extension, Makati City
604	813 Biñan Caltex**	Malvar St. Brgy. San Antonio, Biñan Laguna
605	755 Sunshine Plaza	Sunshine Boulevard Plaza, Quezon Ave., cor., Scout Santiago and Panay Ave., Quezon City
606	776 CBD Hotel (Naga Terminal)**	<i>G/F of CBD II Hotel, Ninoy and Cory Ave., Brgy. Triangulo,</i> <i>Naga City</i>
607	738 Sumulong 2^^	Sumulong Highway cor. B Soliven Ave., Antipolo City
608	758 Dalandanan^^	Brgy. Dalandanan, Lazaro St. cor. Mc Arthur Highway, Valenzuela City

609	838 Mariveles**	No. 91 Lakandula St., cor., P. Burgos St., Poblacion,
610	848 Total Balintawak	Mariveles, Bataan 1178 EDSA, Balintawak, Quezon City
611	643 Edsa Grand**	EDSA cor Corregidor St. Bago Bantay Q.C
612	651 Total Balanga	National Rd., Calero St., Brgy., Ibayo, Balanga, Bataan
613	678 Xevera**	Brgy. Tabun, Mac Arthur Highway, Mabalacat, Pampanga
614	710 Tejero**	Antero Soriano Highway Tejero, General Trias Cavite
615	791 Imus 4**	Buhay na Tubig, Imus Cavite
616	808 Binmaley**	
	811 Tanauan 3^^	G/F Purification Building Poblacion, Binmaley, Pangasinan
617		Pres. Laurel Highway cor., Molave St., Tanauan Batangas
618	822 Palico 2	Aguinaldo Hi-way, Palico IV, Imus Cavite Quirino Highway and Forest Hills Drive. Forest Hills Subd.,
619	733 Forest Hill	Novaliches, Quezon City
620	796 San Fernando 4**	Consunji cor., Abad Santos St., Poblacion, San Fernando, Pampanga
621	795 BF Resort 2	Blk. 1 Lot 4 BF Drive BF Resort Village, Las Piñas City
622	797 Old Balara	#986 Tandang Sora Ave., Brgy., Old Balara, Quezon City
623	705 CWC**	Cadlan, Municipality of Pili, Province of Camarines Sur
624	753 F. Tañedo 2**	F. Tañedo St., Tarlac City
625	768 Navotas^^	635 M. Naval St., cor. C-4 Rd., Bagumbayan North, Navotas City
626	778 Expo Cubao	G/F VI-LA Bldg. Unit- B, EDSA, Q.C
627	741 Earnshaw	Lot 2-B J. Figueras St. cor. Palmera St., Sampaloc, Manila
628	756 Paramount	135 West Ave. near EDSA, Quezon City
629	770 Manila Cityhall	Arroceros St., Ermita, Manila
630	874 Kidney Center**	East Ave. Quezon City
631	826 Phoenix	Phoenix Lucena, Maharlika Highway, Lucena City
632	762 Supercenter^^	G/F Supercenter, Araneta Center, Quezon City
633	814 Lian Batangas**	J.P Laurel St., cor., Kapitan Isko St., Lian, Batangas
634	872 Total San Pablo**	Total Gas Station, Maharlika Highway San Pablo City Laguna
635	773 Raon	G. Puyat cor., Quezon Blvd., Raon, Quiapo Manila
636	830 Total Cutcut	Friendship Hi-way corner Poinsenttia St.Angeles, Pampanga
637	856 Guimba**	No. 16 A Salvador St., Bargain St. Guimba, Nueva Ecija
638	842 Naguillan Poblacion	Naguillan road corner Rimando St., Naguillan La union
639	724 Manila Residences**	Unit 101-102 and 127-128, The Manila Residences, 2320 Taft Ave., Malate Manila
640	748 Camp John Hay^^	Space 4, Baguio Technohub Retail Plaza BPO-A, Camp John Hay, Baguio
641	757 Naga 3 (Sunny View Hotel)	Panganiban Drive, San Francisco, Naga City
642	805 East Ave. 2**	G/F NCHP Bldg. EDSA cor. East Avenue, Brgy. Pinyahan, Quezon City
643	827 Tagaytay City Market**	City Market, Tagaytay Sta. Rosa Road, Brgy San Franciso , Tagaytay City.
644	828 Bay^^	Brgy. Dila, Bay, Laguna
645	829 Areza**	National Highway Brgy., Canlalay
646	889 Eastern Petroleum**	Rizal ave. and Argonaut Highway NSD Compound, Subic Bay Freeport zone
647	790 Sta. Cruz 2	Sitio Sampaguita, Brgy. Bubukal, Sta. Cruz Laguna
648	775 Cabanatuan 4	Mahalika Highway, Cabanatuan City
	824 St. Aquinas Sto.	
649	Tomas^^	General Malvar Avenue, Sto. Tomas, Batangas

650	876 Magalang**	Sta. Cruz, Magalang Pampanga
651	807 Urdaneta 3**	Mc Arthur Hi-way, San Vicente,Urdaneta City, Pangasinan
652	894 Macabling**	Brgy. Macabling, Sta. Rosa, Laguna
653	819 St. Lukes 2	St., Luke's Medical Bldg., E. Rodriguez Sr., Quezon City
654	846 Tanza 3**	Blk 1 Lots 4 and 5, Filinvest West, Brgy. Paradahan, Tanza Cavite
655	752 Bustos^^	Brgy. Poblacion Bustos Bulacan
656	781 Kingsville**	Marcos Hi-way Brgy. Mayamot, Antipolo City
657	788 SLU Baguio**	A. Bonifacio St., across SLU Main Gate, Baguio City
658	866 Gumaca**	Andres bonifacio Street, corner J.P Brgy Rizal, Gumaca, Quezon
659	818 Lucban 2	Brgy. Tinamnan, Lucban, Quezon
660	792 Sta. Monica (Ave. of the Arts Residences)**	Roxas Boulevard corner Sta. Monica & L.M. Guerrero St., Ermita, Manila
661	852 Bucandala**	Patindig araw corner alapan road, bucandala Imus Cavite
662	887 San Antonio Zambales**	San Marcelino-San Antonio-San Narciso Road, Poblacion San Antonio, Zambales
663	782 SeaOil Pritil^^	1688 Juan Luna St. Brgy. 61, Zone 005, Tondo, Manila
664	777 P. Guevarra	Santolan Rd. cor. P. Guevarra San Juan City
665	784 Teresa	Magsaysay Ave., Brgy., San Gabriel Teresa Rizal
666	882 Atimonan Poblacion	<i>G/F Renegado Property Rizal Street corner Quezon St.,</i> <i>Atimonan, Quezon</i>
667	806 Villaflor**	National Rd., Brgy. Poblacion, Dagupan City, Pangasinan
668	812 Paciano	Paciano Highway, Brgy. Paciano Rizal, Calamba, Laguna
669	725 Bagong Ilog	G/F AVC Bldg., E. Rodriguez Ave., cor., Sta. Rosa St., Bagong Ilog Pasig
670	761 Naga 2 (Ateneo Ave.)**	No. 2, Ateneo Ave., cor. Bagumbayan St., Naga city
671	821 Cityplace Binondo**	City Place Binondo, Sta. Elena St., Binondo, Manila
672	815 Pila Highway	Brgy. Labuin, Pila Laguna
673	836 Torre Venezia**	Sct. Santiago, corner Timog Ave., Quezon City
674	555 C. Raymundo	#64 Stella Mariz cor., C. Raymundo Ave., Maybunga Pasig City
675	751 Emar Suites**	409 Shaw Blvd., Mandaluyong City
676	804 Amorsolo**	# 146 Amorsolo St., Legaspi Village, Makati City
677	786 BF Homes 3	G/F of Omega Star Bldg. 1112 Aguirre BF Homes, Parañaque City
678	833 Isabelle De Valenzuela	Unit 102-103 G/F Isabelle de Valenzuela, McArthur Highway Valenzuela City
679	851 Lopez, Quezon**	Maharlika Highway, corner San Isidro Street, Lopez, Quezon
680	783 Divine Mercy**	Marilao- Muzon Rd., Brgy., Sta Rosa 1, Marilao Bulacan
681	843 Mayapa 2**	Mayapa Road, Brgy. Mayapa, Calamba Laguna
682	898 San Carlos 2**	33 Rizal St., San Carlos City, Pangasinan
683	817 Malinta 3	Mc Arthur Hi-way corner Gov. Santiago Malinta, Valenzuela City
684	746 Gen. Luna (Baguio)	Gen. Luna St. Baguio City, Benguet
685	841 United Paranaque 2**	Tindalo corner E. Services Road, Paranaque City
	896 Katipunan**	48 Esteban Abada St., corner Rosa Alvero St., Loyola Heipts, Katipunan, Quezon City
686		Heights, Katipunan, Quezon City
686 687	831 Marcos Hiway Baguio City (ECC)**	ECC Building Brgy. Bakekang, along Marcos Highway, Baguio City
	831 Marcos Hiway Baguio	ECC Building Brgy. Bakekang, along Marcos Highway,

(00	QEO Landauran**	Prov Landavan Can Dadua Lanuna
690	859 Landayan**	Brgy. Landayan, San Pedro, Laguna
691	802 Market Avenue**	Market Ave., cor. M.H. Del Pilar Pasig City
692	895 Cuenca**	Poblacion 1 National Highway, Cuenca, Batangas
693	853 Tayug**	Bonifacio St. Brgy. B. Tayug Pangasinan
694	835 Banawe 2	Banawe cor Quezon Blvd., Quezon City
695	908 Dinalupihan**	#3 San Ramon Highway, Dinalupihan, Bataan
696	857 Dita Margarita**	Brgy. Dita, Sta. Rosa City, Laguna
697	763 Manhattan**	G/F Manhattan Parkway, Araneta Center, Quezon City
698	825 Lucena 3**	Quezon Avenue, Lucena City
699	801 Riverbanks 2	73 A. Bonifacio corner Chorillo St., Brgy., Barangka, Marikina City
700	810 Macabebe**	Poblacion, Macabebe, Pampanga
701	877 Tune Hotel**	1740 A. Mabini Street, Malate, Manila
702	893 Famy	Brgy. Calumpang, Famy, Laguna
703	799 Doña Aurora (Milan Residences)	G/F Milan Residences 16 Plaridel St., cor. E. Jacinto St., Quezon City
704	737 San Roque Tarlac	Brgy. San Roque, Tarlac, Tarlac
705	847 Alaminos**	Teodoro Bldg., Quezon Ave., Across NEPO Mart, Alaminos City Poblacion
706	779 Sta. Quiteria**	Sta. Quiteria, Caloocan City
707	860 Asuncion (ex MS)	Asunsion St., cor., Zaragosa St., Divisoria, Tondo, Manila
708	837 Tiaong Stop Over	Villa Escudero, Maharlika Hi-way, Brgy Lalig, Tiaong
709	886 Libmanan	G/F Dy Property, Poblacion Street, corner Bigaon St., Libmanan, Camarines Sur
710	845 Plaridel Waltermart	Banga 1, Plaridel, Bulacan
711	759 CDC Clark (Our Homeplate)**	E. Aguinaldo Ave., cor. E. Quirino St., Clark Freeport Zone
712	903 OYG Building**	G/F OYG Building B. Mendoza St., San Fernando, Pampanga
713	888 La Union 2 (DMMMSU)**	McArthur Highway, Sevilla, Sam Fernando City, La Union
714	794 Bagtikan**	1180 Chino Roces cor., Bagtikan St., Brgy. San Antonio, Makati City
715	890 Lima Tech (Malvar Batangas) **	Santiago, JP Laurel Highway, Malvar, Batangas
716	892 Raffles	Ground level, Emerald Avenue, Ortigas Centre, Ortigas, Pasig City
717	912 Calamba Science Park**	Science park II, National Rd., Real Calamba Laguna
718	809 Paliparan 2**	Paliparan- Molino Road, Paliparan III, Dasmariñas Caviite
719	875 Menzy Land	Brgy Mojon, Malolos, Bulacan
720	878 Shell Diversion	Roxas Ave. Triangulo, Naga City, Camarines Sur
721	855 UERM**	R.Magsaysay Blvd. Ext. Quezon City
722	747 Lyceum (Ex-Maritime Agency)**	465 Muralla corner Real St., Intramuros, Manila
723	942 Munoz, Nueva Ecija**	Infante Bldg, Science City of Munoz, Nueva Ecija
724	883 Madapdap**	San Fernando Avenue corner Porac Avenue, Brgy. Dapdap, Mabalacat, Pampanga
725	885 San Fabian**	Quezon Highway San Fabian, Pangasinan
726	914 Nabua **	San Roque Poblacion, Nabua, Camarines Sur
727	869 Finman**	117 Tordesillas St. Salcedo Village, Makati City, Metro Manila
728	884 Galicia Property**	Galicia st. corner España, Sampaloc, Manila City
729	766 K- Zone	K-Zone Bldg., NIA-PDEA cor., EDSA, Brgy. Pinyahan, Quezon City
730	863 Tanauan 4**	A. Mabini Avenue, Tanauan City

721	$907 \downarrow \mu cons 4 (\downarrow co Bronorty)$	M L Tagaraa Street Barangay Juam Lucona City
731	897 Lucena 4 (Lee Property)	M.L Tagarao Street, Barangay Iyam, Lucena City Unit 117 Sotto-Yuvienco Building, 910 Gonzales St., cor.,
732	899 Sotto	Gen Luna St., Ermita, Manila
733	901 Gen Trias Poblacion	Sampalukan St., Poblacion, Gen. Trias, Cavite
734	925 Tuy^^	Rizal St., Poblacion, Tuy, Batangas
735	933 UCLM**	MYFC Building, A.C. Cortez Avenue, Mandaue City
736	948 Escario Central**	N. Escario, Barangay Kamputhaw, Cebu City
737	934 JY Square Mall	Salinas Drive, corner Gorordo avenue, Lahug Cebu City
738	834 Remington Hotel**	Ground Floor Shop 2, Remington Hotel, Newport City
739	935 Tune Hotel Cebu	36 Archbishop Reyes Avenue, Cebu City
740	938 Ibaan, Batangas**	J. Pastor St. Poblcion, Ibaan, Batangas
741	754 Mines View Plaza	Outlook Drive, Mines View Park, Baguio City
742	749 SM TwoE-com	Retail 10 G/F, Two Ecom Center Ocean Drive, Mall of Asia Complex, Pasay City
743	913 Pagsawitan	Brgy. Pagsawitan, Sta. Cruz, Laguna
744	940 Rada **	G/F HRC Center located at 104 Rada St. Legaspi Village Makati City
745	950 Bigfoot	G/F Bigfoot Center F. Ramos St, Cogon Central Cebu City
746	989 Mango Ave.**	Gen. Maxilom Avenue (Mango Ave.), corner Juana Osmena Street, Cebu City
747	991 North Reclamation**	Ounao Ave., North Reclamation Area, Mandaue City
748	937 VRP-Sierra Madre**	Sierra Madre St., Brgy Highway Hills Mandaluyong City
749	920 Malvar Poblacion**	Poblacion, Malvar, Batangas
750	990 Banilad**	AS Fortuna Street, corner Gov. M. Cuenco, Banilad, Cebu City
751	915 Alaminos, Laguna	Del Pilar St., Alaminos, Laguna
752	850 Airport Road 2	Roxas Boulevard coner Airport Road, Baclaran, Parañaque City
753	1004 Caltex Maguikay**	ML Quezon Street, Brgy. Maguikay, Mandaue City
754	864 Legislative Bldg.	Rizal St., cor. Hilario St., Tarlac City
755	909 Plaza 66	Plaza 66 New Port City
756	1006 Caltex Basak**	MC Briones Street, Mandaue City
757	1007 Caltex Labogon**	Cebu North Road, Labogon, Mandaue City
758	900 Catanauan ^^	Poblacion 10, Catanauan, Quezon
759	656 Marquinton Cordova Tower	C-101 & C-102, Marquinton Cordova Tower, Sumulong
760	930 Caltex Sto. Tomas**	Highway, Marikina City Maharlika Highway Brgy. San Antonio, Sto. Tomas, Batangas
761	953 San Jose, Batangas**	Brgy. Taysan, SanJose, Batangas
762	800 UST Campus**	University of Santo Tomas, Sampaloc Manila
763	868 Armstrong ave**	160 Armstrong Ave., Cor E. Rodriguez Moonwalk Village, Brgy Moonwalk Parañaque City
764	946 Cebu Capitol	Don Gil Garcia St., cor N.G. Escario St., Capitol, Cebu City
765	947 CDU**	Phase 2 Carvelco Canteen, North Reclamation Area, Mandaue City
766	926 Sangley point	Dra. Salamanca St. Sangley Point, Cavite City
767	911 Balayan 2 (Gibson)	Antorcha St.,Corner Paz St., Balayan, Batangas
768	998 Mambog, Bacoor	New Molino Blvd., Bacoor Cavite
769	929 Calauan ^^	Brgy. Kanluran, Calauan, Laguna
770	870 Soho	Units 12/13, Level 1, Soho Central, Green Field District, Mandaluyong City
771	922 Angono Medics	Quezon Ave. Hihgway, Brgy. San Isidro, Agono Rizal
772	798 C5 Damayan**	Pristine Bldg., B51 L8, Brgy. Pinagsama, Taguig

773	659 Lung Center^^	Diliman, Quezon City
774	849 Caltex San Simon**	Mac Arthur hi-way San Simon Exit, Pampanga
775	1016 Clark County**	C.M. Recto Avenue Clarkfield Pampanga
776	945 CSPC**	<i>GF, CSPC-Entreprenuership Training Center, Camarines</i> <i>Sur Polytechnic Colleges-Naga Campus</i>
777	952 Montalban, Burgos	J.P Rizal cor. Montaña drive, Brgy. Burgos, Montalban Rizal
778	1019 Banay-Banay**	Brgy. Banay-Banay, Cabuyao, Laguna
779	961 La Paz**	La-Paz Concepcion Road, Brgy. San Isidro, La Paz, Tarlac
780	968 Tagudin**	Barangay Rizal, Tagudin, Ilocos Sur
781	854 Naga 4	Liboton St., cor Jacob St. Naga City Camarines Sur
782	873 San Sebastian	San Sebastian Cathedral, Lipa City
783	963 Bayani Road**	Bayani Road cor. Diego Silang, Taguig City
784	993 San Felix	Sto. Tomas, Batangas
785	971 Pila Poblacion	Rizal St., Sta. Clara Sur, Pila, Laguna
786	910 500 Shaw**	Shaw Blvd. cor S. Laurel, Mandaluyong
787	962 Masapang, Victoria	National Highway, Brgy. Masapang, Victoria, Laguna
788	927 Dasma 4	B61 L1 Brgy., San Juan, Dasmariñas City, Cavite
789	941 Sariaya 2	Maharlika Highway, Brgy., Santo Cristo, Sariaya
790	924 Tawilisan ^^	Brgy.Bihis, Tawilisan, Taal, Batangas
791	1020 St. Louis College**	McArthur Highway, San Fernando, La Union
792	976 San Vicente, LIPA (Banay Banay)**	Brgy. Banay-Banay, Lipa City, Batangas
793	928 Arayat 3	Mangga-Cacutud Road, Poblacion, Arayat, Pampanga
794	959 Jaen**	San Isidro-Jaen Road,Jaen, Nueva Ecija
795	966 Yellow Bldg	Unit 1 yellow building 2A south station alabang muntinlupa
796	988 Ongpin	1043 Ongpin St. cor. Gonzalo Puyat, Manila City
797	1030 Caltex Plaridel (Cebu)**	Plaridel Street, Brgy. Alang-Alang, Mandaue City
798	1021 Talamban Crossing (Cebu)**	M. Cuenco Ave., cor., M.L. Quezon St. Talamban, Cebu
799	1054 Grotto Vista**	Sta. Maria Tungkong Mangga Road, Graceville, Tungko, SJDM, Bulacan
800	1028 Caltex N. Bacalso (Cebu)**	N. Bacalso Street, Cebu City
801	943 Daet (Louie's Restaurant)**	Louie's Restaurant, F. Pimentel Avenue, corner, JP Rizal St., Daet, Camarines Norte
802	955 Victoria**	Tarlac-Victoria Highway, Victoria, Tarlac
803	982 RM Olongapo**	RM Centerpoint Bldg. Brgy. East Tanipac, Magsaysay Drive, Olongapo City
804	951 San Agustin (Sto. Tomas)**	Brgy San Agustine, Sto. Tomas, Batangas
805	978 Naic 2	A. Soriano Highway Naic, Cavite
806	957 Bamban**	McArthur Highway, Bamban Crossing, Bamban Tarlac
807	1034 Calamba 6**	Brgy. Parian cor. Lawa Road, Calamba City, Laguna
808	904 Langkaan, Dasma**	Governor's Drive cor Langkaan Drive, Langkaan Dasmarinas Cavite
809	1038 Total Lucena**	National Highaway, Lucena City, Quezon Province
810	905 Harbor Point	Harbor Point, Rizal Highway, Subic bay Freeport Zone 2222
811	965 Siniloan**	L. De Leon St., Brgy. Acevida, Siniloan, Laguna
812	1080 CPI Soldier's Hill**	National Highway cor. Soldier Hills, Muntinlupa City
813	939 Samal**	Brgy Poblacion Samal, Bataan

814	994 St. Theresa (Casa	101-F Aboitiz Street, Cebu City
	Rosario)	
815	1056 Calaca	Rodriguez Street, Calaca, Batangas
816	954 Matatalaib**	Sitio Buno, Matatalaib, Tarlac City
817	986 San Sebastian College	Mendiola Square, 2144-46 Claro M. Recto, Manila
818	1014 RCEE DORM (Cebu)**	N. Bacalso Ave., Brgy. Duljo, Cebu City
819	1037 D'Ace Plaza**	United Avenue cor. Brixton St., Pioneer, Pasig City.
820	974 Splendor Place	G/F of Splendor Place, J. Nakpil St. cor., J.Bocobo St. Malate, Manila
821	983 Bonifacio Technology Center (BTC)^^	<i>G/F Bonifacio Technology Center 2nd Ave., Global City,</i> <i>Taguig</i>
822	1022 Colon (Lucky 99)**	Colon Street, corner Pelaez Street, Downtown, Cebu City
823	919 San Felipe**	Poblacion, San Felipe, Zambales
824	981 LB Square**	Lopez Drive, Batong Malake, Los Baños, Laguna
825	931 Gagfa I.T. Center (Cebu)**	G/F Gagfa IT Center, F. Cabahug St. Mabolo Cebu City
826	1050 UV Main**	Brgy. Parian Colon St., Cebu City
827	1049 Magellan's Cross**	Islands Sinulog Square, Cebu City
828	1060 J. Center Mall**	LGF-04 J. Center Mall, A.S. Fortuna, Brgy. Bakilid, Mandaue City
829	1065 CPI Pasay Rd**	EDSA/ Dela Cruz St., Pasay City
830	980 Legazpi Centro**	Lapu-Lapu St. cor. Quezon Ave. Legaspi City
831	987 Manila Cathedral**	GF Ferlaw Building, Cabildo St. Intramuros, Manila
832	1084 San Matias**	McArthur Hi-way, San Matias, Sto. Tomas, Pampanga
833	916 GMA 2**	Congressional Ave., Poblacion, GMA, Cavite
834	1094 Calyx**	#5 of Calyx Centre, Cebu IT Park, Lahug, Cebu City
835	1062 Gerona Poblacion**	McArthur Highway Brgy. Poblacion, Gerona, Tarlac
836	1048 Conchita Building**	Conchita Bldg., 311 Jones Avenue, Cebu City
837	906 Aseana One	Aseana One, BRADCO Avenue, Parañague
838	1033 San Isidro, NE**	Poblacion, San Isidro, Nueva Ecija
839	1044 Liliw Poblacion	Gat Tayaw St., Liliw, Laguna
840	880 Alfonso	Mico's Eatery, Mabini St. Poblacion II, Alfonso, Cavite
841	1058 Silang	M.H. Del Pilar St., Poblacion, Silang Cavite
842	1017 World Citi **	Aurora Blvd. Cubao, Quezon City
843	996 CPI Pagbilao**	Brgy. Bukal (Poblacion), Pagbilao, Quezon
844	1091 CPI Guagua**	GSO Road cor. San Matias, Guagua, Pampanga
845	1088 Mataas na Kahoy**	Brgy. Poblacion, Mataas na Kahoy, Batangas
846	969 Entec Bldg.**	Teresa St., cor. Don Juan Nepomuceno Ave. Nepo mart Complex Angeles Pampanga
847	1003 Tiaong 3	National Highway, Lusacan Tiaong, Quezon Province
848	1068 CPI FTI - E. Service Road**	FTI, Taguig
849	1055 Culiat	Tandang Sora Ave., cor. San Ponciano St. Brgy. Culiat Quezon City
850	1029 Caltex Tipolo Basak **	MC Briones Street, Tipolo, Mandaue City
851	932 IMEZ 2**	Pueblo Verde in Mactan Economic zone II, Basak, Lapu- Lapu City
852	1090 Imus 5 (Pasong Buaya)**	Pasong Buaya 2, Imus, Cavite
853	708 Northwalk**	Unit 6A, Northwalk Clark, M.A. Roxas Highway cor. New Friendship Gate, Clark Freeport Zone, Angeles city
854	1143 Apple One**	Unit 105 Apple One Tower, Mindanao Ave., cor. Biliran Road, Ayala Business Park, Cebu City

855	1036 Sta Rosa 5 (Amihan)**	261 B Sampaguita St., Amihan Village I, Tagapo, Sta.
		Rosa, Laguna
856	1052 Canlubang Exit**	National Highway, Brgy. Mayapa, Calamba, Laguna
857	1087 Legaspi 2 (BU Main)**	1106 Rizal St., Brgy. 1, EM's Barrio, Legazpi City
858	1057 AMC Belfranlt**	Belfranlt Bldg. P. Burgos St., Angeles City, Pampanga
859	1115 Sto Domingo Ilocos Sur**	Sto. Domingo, Bagsakan, along Maharlika Highway, Sto. Domingo, Ilocos Sur
860	1066 Caltex Mindanao Ave.**	Mindanao Ave., Bahay Toro, Quezon City
861	1025 Vigan Landmark**	Vigan Landmark building, along Jose singson Vigan City
862	1082 Calumpit**	Brgy. Bulangao, Calumpit Bulacan
863	1009 Lyceum Alabang	Lyceum Alabang, Brgy. Tunasan Muntinlupa City
864	1092 Cabuyao 4 (Pulo)**	Brgy. Pulo, Cabuyao, Laguna
865	995 Pines City**	Manuel L. Quezon Extension, Antipolo City
866	1002 Antipolo 3	Circumferential Rd., cor. J. Sumulong Highway, Brgy. San Roque, Antipolo City
867	1035 Canlubang**	Blk 47 Phase 1 Kapayapaan Vill. Calamba City, Laguna
868	1083 New Era**	Central Ave. cor. St. Mary St., New Era, Quezon City
869	1114 Sta. Cruz, Ilocos Sur**	National Highway, Sta. Cruz, Ilocos Sur
870	1010 Masinloc**	Mercedes cor. Kapitan Tinong Streets, North Poblacion, Masinloc Poblacion, Zambales
871	1111 Two SANPARQ**	San Antonio Park Square, Lacson St. Mandalagan, Bacolod City
872	1107 Karangalan**	F.P. Felix Ave., Karangalan village Gate 2, Cainta, Rizal
873	984 Merge Point C-store^^	Along National Highway, Vigan Junction - Bantay, Ilocos Sur
874	1012 Sta. Rosa 3 (Nissin Balibago)	F. Reyes St. Balibago, Sta. Rosa, Laguna
875	977 Pansol 2	National Highway, Bagong Kalsada, Calamba, Laguna
876	1098 Angat**	265 Matias A. Fernando Angat, Bulacan
877	1099 Vermont**	Marcos Highway, Brgy. Mayamot, Antipolo City
878	1105 Sabang**	Don P. Campos Ave., Brgy. Sabang, Dasmariñas City, Cavite
879	1124 Mabiga**	Pineda Building, Mac Arthur Highway, Mabiga, Mabalacat, Pampanga
880	956 Candaba**	Main Road, Poblacion, Candaba, Pampanga
881	1008 Alangilan**	Brgy. Alangilan, Batangas City
882	1187 Gen.Trias Manggahan**	Newhall Commercial Complex, Manggahan, Gen. Trias, Cavite
883	1093 Victoria Laguna	Brgy. Nanyaha, Poblacion Victoria, Laguna
884	1067 CPI Shaw Pioneer**	Pioneer/ Shaw Blvd., Mandaluyong City
885	1120 San Luis, Batangas	National Road at Brgy. Muzon, San Luis, Batangas
886	1053 Calamba 7	Pabalan St. Calamba City, Laguna
887	1134 Lipa City Hall**	Brgy. Maraouy, Lipa City, Batangas
888	1023 Cab Central Terminal**	Along Circumferential Road,Cabanatuan Central Terminal Cabanatuan City, Nueva Ecija
889	1069 Montillano 1	89 Montillano cor. Ilaya Brgy. Alabang, Muntinlupa
890	1046 Shangri-La Plaza	s103-105 Shangri-La Plaza EDSA cor. Shaw Boulevard, Mandaluyong City
891	1031 Sta. Rosa 4**	Brgy. Kanluran, Sta. Rosa, Laguna
	026 Dilar, Dataar	Gov. J. Linao Road, Panilao, Pilar, Bataan
892	936 Pilar, Bataan	Gov. J. Ellido Rodd, Fallido, Fildr, Datadri
892 893	1059 San Mateo 2	Gen. Luna Ave. Brgy. Ampid, San Mateo, Rizal

897         11           898         10           899         10           900         11           901         10           902         87           903         10           904         10           905         10           906         11           907         11           908         10           909         97	219 Pan-Asiatic**         197 Silay**         072 Rainforest         063 Cuyapo**         103 Bacoor 3**         018 Daet 2         018 Daet 2         014 West Lake Med         054 West Lake Med         054 New Sacred Heart         053 Sacred Heart         054 New Sacred Heart         055 Sacred Heart         056 Sacred Heart         057 Sta. Rita, Guiguinto**         147 St. Joseph**         129 Lumban	Carlos Hidalgo Hi-way, Bacolod City, Negros Occidental Rizal St., Silay City, Negros Occidental F.Cabahug, Ayala Access Road, cebu City Quezon Avenue, Poblacion, Cuyapo, Nueva Ecija Km 16, Aguinaldo Highway, Niog, Bacoor, Cavite Vinzon's Avenue Daet, Camarines Norte 481 Real St., Alamanza 1, Las Piñas City (across SM Southmall) National Highway Brgy. Nueva, San Pedro Laguna B. Rodriguez St. Brgy. Sambag 2, Cebu City Mc Arthur Hiway, Sta.Rita, Guiguinto, Bulacan E-18th St., Brgy. East Bajac Bajac, Olongapo City
898         10           899         10           900         11           901         10           902         87           903         10           904         Phi           905         10           906         11           907         11           908         100	072 Rainforest 063 Cuyapo** 103 Bacoor 3** 018 Daet 2 71 Almanza Uno 064 West Lake Med 074 New Sacred Heart 074 New Sacred Heart 070 Sta. Rita, Guiguinto** 147 St. Joseph** 129 Lumban	F.Cabahug, Ayala Access Road, cebu City Quezon Avenue, Poblacion, Cuyapo, Nueva Ecija Km 16, Aguinaldo Highway, Niog, Bacoor, Cavite Vinzon's Avenue Daet, Camarines Norte 481 Real St., Alamanza 1, Las Piñas City (across SM Southmall) National Highway Brgy. Nueva, San Pedro Laguna B. Rodriguez St. Brgy. Sambag 2, Cebu City Mc Arthur Hiway, Sta.Rita, Guiguinto, Bulacan
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900         11           901         10           902         87           903         10           904         Pha           905         10           906         11           907         11           908         10           907         97	103 Bacoor 3** D18 Daet 2 71 Almanza Uno D64 West Lake Med D74 New Sacred Heart harmacy** D70 Sta. Rita, Guiguinto** 147 St. Joseph** 129 Lumban	Km 16, Aguinaldo Highway, Niog, Bacoor, CaviteVinzon's Avenue Daet, Camarines Norte481 Real St., Alamanza 1, Las Piñas City (across SM Southmall)National Highway Brgy. Nueva, San Pedro LagunaB. Rodriguez St. Brgy. Sambag 2, Cebu CityMc Arthur Hiway, Sta.Rita, Guiguinto, Bulacan
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902         87           903         10           904         10           905         10           905         10           906         11           907         11           908         10           909         97	71 Almanza Uno 064 West Lake Med 074 New Sacred Heart narmacy** 070 Sta. Rita, Guiguinto** 147 St. Joseph** 129 Lumban	481 Real St., Alamanza 1, Las Piñas City (across SM Southmall) National Highway Brgy. Nueva, San Pedro Laguna B. Rodriguez St. Brgy. Sambag 2, Cebu City Mc Arthur Hiway, Sta.Rita, Guiguinto, Bulacan
903         10           904         10           905         10           905         10           906         11           907         11           908         10           909         97	064 West Lake Med 074 New Sacred Heart narmacy** 070 Sta. Rita, Guiguinto** 147 St. Joseph** 129 Lumban	Southmall) National Highway Brgy. Nueva, San Pedro Laguna B. Rodriguez St. Brgy. Sambag 2, Cebu City Mc Arthur Hiway, Sta.Rita, Guiguinto, Bulacan
904         10 Pha           905         10           906         11           907         11           908         100           909         97	074 New Sacred Heart harmacy** 070 Sta. Rita, Guiguinto** 147 St. Joseph** 129 Lumban	<i>B. Rodriguez St. Brgy. Sambag 2, Cebu City</i> <i>Mc Arthur Hiway, Sta.Rita, Guiguinto, Bulacan</i>
904         Pha           905         10           906         11           907         11           908         10           909         97	narmacy** 070 Sta. Rita, Guiguinto** 147 St. Joseph** 129 Lumban	Mc Arthur Hiway, Sta.Rita, Guiguinto, Bulacan
906         11           907         11           908         10           909         97	147 St. Joseph** 129 Lumban	
907119081090997	129 Lumban	E-18th St., Brgy. East Bajac Bajac, Olongapo City
908 10 909 97		
909 97		Zamora St. Lumban, Laguna
	045 Mactan Newtown**	GF Retail 2- The Mactan Ocean Town, Lapu-Lapu City
910 10	70 Orani Rural Bank**	Poblacion, Brgy. Centro 1, Orani, Bataan
	)81 Ayala Imus	Aguinaldo Highway cor. Daang Hari, Imus Cavite
911 11	137 Cintiley Residences	Cintiley Residences located at Jose Abad Santos cor. P Algue St. Tondo, Manila
912 10	041 Pureza 2**	350 Pureza St., Sta. Mesa, Manila
913 11	108 Roosevelt	Roosevelt St. cor PAT Senador St., Brgy. San Del Monte Quezon City
914 11	144 Laoag U-belt	#40 P. Gomez St., Brgy. 5, San Pedro Laoag City, Ilocos Norte
915 12	207 Angeles 4**	ENGIE KEI BLDG. McArthur Highway, Brgy. Pulong-Bulo, Angeles City
916 11	155 Daet 3**	Gov. Panotes Ave., Daet, Camarines Norte
917 11	104 Lucena 5**	ML Tagarao St., cor. Abellariosa St., Lucena City
918 11	135 Calauag Poblacion	Jose Rizal St. cor. Arguelles St., Calauag, Quezon
919 11	125 Sto. Tomas**	Brgy. San Pedro, Sto. Tomas, Batangas
920 11	152 SWU**	Brgy. Sambag II, Aznar St., Cebu City
921 11	116 Biñan 5	Lot 1 Blk 2, Southville Commercial, Brgy. Sto. Tomas, Biñan City
922 10	051 California Village	Katipunan St. California Village Brgy. San Bartolome, Quezon City
923 12	210 L'Fisher**	Lourdes C. Center Building 2, Lacson St. cor. 14th St., Bacolod City
924 10	)96 Libertad-Aurora**	135 Antonio Arnaiz cor. Aurora St. Pasay City
925 11	133 Malagasang	Malagasang Road, Imus, Cavite
926 10	)89 Paoay	Centro Marcelino Building Brgy. 9, San Pedro Paoay, Ilocos Norte
927 10	)73 MSI Lapu-Lapu**	G/F MSI Building Lopez-Jaena St., Upon, Lapu-Lapu City
928 12	228 Barreto 2**	#73 National Highway, Brgy. Baretto, Olongapo City
	013 Batac Colleges	Batac College, Along Washington St., Batac City, Ilocos Norte
930 11	175 Daraga**	Rizal St., Brgy. Sagpan, Daraga Albay
	161 La Trinidad 2**	A-70 San Jose St. cor. Halsema Hi-way Poblacion, La Trinidad, Benguet
932 11	113 CPI Ireneville**	Caltex Station Sucat Road cor. Doña Irenea St., Parañaque City
933 11	126 The Persimmon Plus	Persimmon, M.J. Cuenco, Mabolo, Cebu City
	131 Bulakan, Bulacan**	Brgy. San Jose, Pobalcion, Bulakan, Bulacan
	157 Plaza Borromeo**	Ground Floor, Plaza Borromeo IV, P. Lopez St. Cebu City
	127 USJR Basak**	Cebu South Road. Brgy. Basak-Pardo, Cebu City

	1043 New York Residences	
937	**	901 Leon Guinto St., cor., Estrada St., Malate
938	1159 Baler	89 Baler St. West Avenue, Quezon City
939	1102 Concepcion Malabon**	General Luna St., Concepcion Uno, Malabon
940	1249 Pandan**	Pandan Tabun, Angeles City, Pampanga
941	1164 Bogo Poblacion**	R. Fernan St. Brgy. Carbon, Bogo City, Cebu
942	1246 Shell Dolores**	McArthur Highway, Dolores, San Fernando Pampanga
943	1032 San Pablo Palengke	Lopez Jaena St. cor. Regidor St., San Pablo, Laguna
944	1079 Mabini Batangas**	F. Castillo Blvd., Poblacion, Mabini, Batangas
945	1247 EPSON Lima Tech**	Lima Technology Center, Lipa City, Batangas
946	1097 CPI Aurora Blvd.	Lot 4 & 5 Blk 3 Aurora Blvd. cor. J.P. Rizal St. Brgy. Marilay Quezon City
947	1132 Luxur Place**	Lacson Avenue, corner Magsaysay Street, Bacolod City
948	1109 Cabugao^^	National Highway, Brgy. Bonifacio Cabugao, Ilocos Sur
949	1186 Bagbag	633 Quirino Highway, Brgy. Bagbag, Novaliches, Quezon City
950	1253 Aliaga, N.E.**	Poblacion Road,Aliaga, Nueva Ecija
951	1170 Batac 2	Brgy. Caunayan, Batac City, Ilocos Norte
952	1154 San Nicolas	Madamba St. cor. Maharlika Highway, Brgy. 12, San Nicolas, Ilocos Norte
953	1015 Alpha Land Makati Mall	7232 Ayala Ave. Ext. cor. Malugay St. Makati City
954	1220 Unisan Quezon	Carillo St. cor. San Pedro St., Brgy. Poblacion, Quezon Ave., Unisan, Quezon
955	1153 Transcom City**	<i>Door 8, Lopue's South Square Commercial Complex, Brgy.</i> <i>Alijis, Bacolod City</i>
956	1171 V. Mapa	Buenviaje St. cor. V. Mapa, Sta. Mesa, Manila City
957	1200 Sandoval Ave.	A. Sandoval Avenue, Pasig City
958	1165 CTU**	<i>G/F Cianna Residences, V. Guillas St. cor. P. Burgos St.,</i> <i>Cebu City</i>
959	1166 Delos Santos Hospital**	Delos Santos Medical Center 201 E. Rodriguez Bouleverd Sr. Boulevard, Brgy. Kalusugan, Quezon City
960	1122 Montillano 2	249 Montillano St. Alabang, Muntinlupa
961	1204 Cebu Salinas Drive**	Alfonso and Sons Bldg., Salinas Drive, Lahug, Cebu City
962	1130 Binangonan 3	Brgy. Calumpang, Binangonan, Rizal
963	997 BF Almanza	Aragon Bldg. 212 CRM ave. cor. Cardinal St., BF Almanza, Las Piñas City
964	979 Phoenix Bacoor	Aguinaldo Highway cor. Hawaii St. Brgy. Salinas, Bacoor, Cavite
965	1189 PTT San Jose	Abar 1st, Maharlika Highway, San Jose City, Nueva Ecija
966	1194 Rosario, La Union	McArthur Highway, Brgy. Camp One, Rosario. La Union
967	1139 Villa Cristina	#11 Villa Cristina Ave., Villa Cristina Subd., Pamplona Tres, Las Piñas City
968	1100 PTT Osmeña	Estrella and Macabulos Sts., South Superhighway, Makati City
969	1212 Bonuan**	Bonuan Gueset, Dagupan City, Pangasinan
970	1181 Clark Star**	Clark Star Hotel, Balibago, Angeles City
971	1221 Sta Maria, Laguna	Real Velasquez St. cor. Burgos St., Sta. Maria, Laguna
972	1229 Bacoor 4	Magdiwang Highway, Green Valley, Bacoor, Cavite
974	1149 Canossa, Lipa**	Brgy. Mataas na Lupa, Lipa City, Batangas
975	1188 San Jose 2**	Brgy. Malasin,Maharlika Highway, San Jose City, Nueva Ecija
973	1195 Agoncillo	Poblacion, Agoncillo, Batangas
976	1042 Espeleta**	Avenida Rizal St. Espeleta, Imus, Cavite
977	1118 CPI J. Vargas**	Meralco Ave. cior. J. Vargas, Ortigas Pasig

978	1254 Polangui**	National Road, Brgy. Ubaliw, Polangui, Albay
979	1141 New Cabalan**	Dinalupihan-Olongapo Road, Olongapo
980	1150 Baras	J.P. Rizal St., Poblacion, Baras, Rizal
981	1259 Meralco Village**	Brgy. Lias, Marilao, Bulacan
982	1172 Danao Poblacion**	F. Ralota St., Poblacion, Danao City
983	1176 Bustos Sta. Cruz	Brgy. Poblacion Bustos Bulacan
984	1123 Greenfield IT	Greenfield District, I.T. Building, GF,Unit no. CS01-03
985	1177 Pureza 3	Pureza cor. Magsaysay Boulevard, Sta. Mesa, Manila
986	1140 Regalado Hive	Regalado HiveCommercial Center, Regalado Avenue, Fairview, Quezon City
987	1198 S.H. Loyola	Lacson Ave. and Loyola Street, Sampaloc, Manila
988	1119 CPI Hillcrest	Shaw Blvd. cor. Hillcrest Drive, Pasig City
989	1027 Candon	Samonte Road, Candon City, Ilocos Sur
990	1190 San Jacinto**	Manaoag Road-San Jacinto Road. San Jacinto, Pangasinan
991	1179 Urdaneta 4**	103 Alexander St., Urdaneta City, Pangasinan
992	1209 Guadalupe Cebu**	2211 V. Rama Avenue, Guadalupe Cebu City
993	1312 Dolores**	Maligaya 168 Complex, McArthur Highway, Brgy. Dolores, San Fernando, Pampanga
994	973 LP District Hospital	G/F of 387-389 Padre Diego Cera Ave., Brgy. Pulang Lupa Las Piñas City
995	1182 UNO-R	Lizares St., Bacolod City, Negros Occidental
996	1215 Bacolod Doctors**	G/F McMetroplex B.S Aquino Drive, Bacolod City
997	1256 Caltex Bacao (EFZA)**	Centennial Highway, Brgy. Bacao, General Trias, Cavite
998	1299 Caltex Lipa Balintawak**	Caltex Gas Station, Brgy. Balintawak, Lipa City, Batangas
999	1061 Kingspoint**	Kingspoint St. cor Quirino Highway, Novaliches, Quezon City
1000	1148 San Pascual 2**	Poblacion Public Market,San Pascual, Batangas
1001	1106 Tayabas 2**	Brgy. Angeles, Lucena-Tayabas Road, Tayabas City
1002	1252 Sto. Domingo, NE**	Quezon-Sto. Domingo Road, Sto. Domingo, Nueva Ecija
1003	1261 Sipocot	Lot 1-I San Juan Ave.,North Centro, Sipocot, Camarines Sur
1004	1218 Tabunok**	Mang Tinapay, Rafael Rabaya cor. Cebu South Road, Tabunok, Talisay City
1005	1145 Caloocan HS	33 West Macario Asisitio Ave., Grace Park, Caloocan City
1006	1217 i1 Building**	i1 Building GF Unit A107, Asiatown IT Park, Apas, Cebu City
1007	1173 Labangon**	Ylanan's Property, Salvador St. cor. Katipunan St., Labangon, Cebu City
1008	1233 South of Market (SOMA)	Ground Floor South of Market Condominium, Global City, Taguig
1009	902 Sitio Gitna	#986 Gen. Luis St. Cor P. Dela Cruz St. Brgy. Kaybiga, Caloocan City



PHILIPPINE SEVEN CORPORATION

7th Floor, The Columbia Tower, Ortigas Avenue, Mandaluyong City 1550 Philippines Telephone Nos. (632) 724-44-41 to 53 / 705-52-00 www.7-eleven.com.ph

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

The management of Philippine Seven Corporation is responsible for the preparation and fair presentation of the consolidated financial statements for the years ended December 31, 2013 and 2012, including the additional components attached herein, in accordance with Philippine Financial Reporting Standards. This responsibility includes designing and implementing internal controls relevant to the preparation and fair presentation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error, selecting and applying appropriate accounting policies, and making accounting estimates that are reasonable in the circumstances.

The Board of Directors or the Executive Committee or the Audit Committee, as authorized by the Board, reviews and approves the consolidated financial statements and submits the same to the stockholders.

SyCip Gorres Velayo & Co. the independent auditor appointed by the stockholders for the period December 31, 2013 and 2012, respectively, have examined the consolidated financial statements of the company in accordance with Philippine Standards on Auditing, and in their reports to the stockholders, have expressed their opinion on the fairness of presentation upon completion of such examination.

10 CARD

VICENTE T. PATERNO Chairman of the Board

JOSE VICTOR P. PATERNO Chief Executive Officer

PING-HUNG CHEN Treasurer & Chief Financial Officer

LAWRENCE M. DE LEON Head Finance & Accounting Services Division

JUC. ND AGE NO. KND. SERIES OF

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NOTARY PUBLIC UNTIL DEC. 31.2014 ROLL NO. 22.172 TH: 106-918-897 MCLE NO. IV-CODA 300.16P NO. 954 268 TR:NO. 9829822. JAN: 3/ZOI4PASIG CITY

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Management's Discussion and Analysis of Financial Condition and Results of Operation in 2013.

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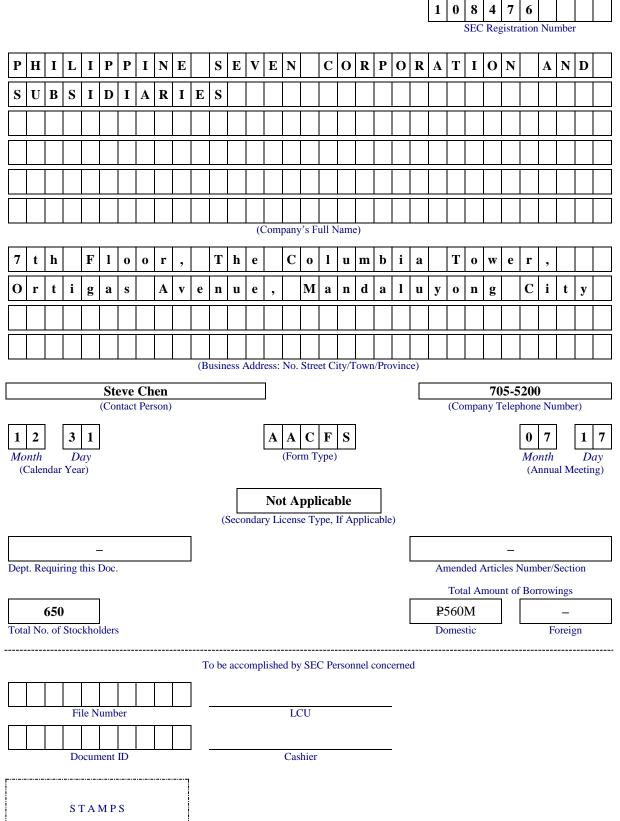
Philippine Seven Corporation and Subsidiaries

Consolidated Financial Statements As at December 31, 2013 and 2012 and Years Ended December 31, 2013, 2012 and 2011

and

Independent Auditors' Report

## **COVER SHEET**



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SyCip Gorres Velayo & Co. 6760 Ayala Avenue 1226 Makati City Philippines Tel: (632) 891 0307 Fax: (632) 819 0872 ey.com/ph BOA/PRC Reg. No. 0001, December 28, 2012, valid until December 31, 2015 SEC Accreditation No. 0012-FR-3 (Group A), November 15, 2012, valid until November 16, 2015

#### **INDEPENDENT AUDITORS' REPORT**

The Stockholders and the Board of Directors Philippine Seven Corporation 7th Floor, The Columbia Tower Ortigas Avenue, Mandaluyong City

We have audited the accompanying consolidated financial statements of Philippine Seven Corporation and Subsidiaries, which comprise the consolidated balance sheets as at December 31, 2013 and 2012, and the consolidated statements of comprehensive income, statements of changes in equity and statements of cash flows for each of the three years in the period ended December 31, 2013, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Consolidated Financial Statements

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

#### Auditors' Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Philippine Standards on Auditing. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.



#### **Opinion**

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Philippine Seven Corporation and Subsidiaries as at December 31, 2013 and 2012, and their financial performance and their cash flows for each of the three years in the period ended December 31, 2013 in accordance with Philippine Financial Reporting Standards.

### SYCIP GORRES VELAYO & CO.

Julie Chartine O. Males

Julie Christine O. Mateo Partner CPA Certificate No. 93542 SEC Accreditation No. 0780-AR-1 (Group A), February 2, 2012, valid until February 1, 2015 Tax Identification No. 198-819-116 BIR Accreditation No. 08-001998-68-2012, April 11, 2012, valid until April 10, 2015 PTR No. 4225200, January 2, 2014, Makati City

February 20, 2014

## PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES CONSOLIDATED BALANCE SHEETS

ASSETS		2012	2012
ASSETS			
ASSETS		(As restated -	(As restated -
ASSETS	2013	Note 2)	Note 2)
ASSETS			
Current Assets			
Cash and cash equivalents (Notes 4, 29 and 30)	₽973,002,633	₽415,285,569	₽394,696,749
Short-term investment (Notes 4, 29 and 30)	10,810,229	10,632,115	10,409,907
Receivables (Notes 5, 29 and 30)	450,668,446	374,597,843	239,289,287
Inventories (Note 6)	900,849,891	726,986,563	519,258,936
Prepayments and other current assets (Note 7)	270,748,698	259,007,887	161,522,138
Total Current Assets	2,606,079,897	1,786,509,977	1,325,177,017
Noncurrent Assets			
Property and equipment (Note 8)	2,746,672,621	2,276,921,044	1,946,032,976
Deposits (Note 9)	313,888,467	249,418,061	215,964,826
Deferred income tax assets - net (Note 27)	63,203,127	50,477,480	48,181,800
Goodwill and other noncurrent assets (Note 10)	231,929,220	208,489,602	206,461,345
Total Noncurrent Assets	3,355,693,435	2,785,306,187	2,416,640,947
TOTAL ASSETS	₽5,961,773,332	₽4,571,816,164	₽3,741,817,964
LIABILITIES AND EQUITY			
Current Liabilities			
Bank loans (Notes 11, 29 and 30)	₽560,000,000	₽477,777,778	₽374,666,667
Accounts payable and accrued expenses			
(Notes 12, 29 and 30)	1,872,703,489	1,261,289,989	1,243,937,457
Income tax payable	109,792,774	105,144,142	73,922,196
Other current liabilities (Notes 13 and 25)	571,066,689	541,881,392	298,435,516
Total Current Liabilities	3,113,562,952	2,386,093,301	1,990,961,836
Noncurrent Liabilities			
Deposits payable (Note 14)	202,888,935	181,901,238	171,457,833
Net retirement obligations (Note 24)	96,481,142	86,012,693	90,255,998
Cumulative redeemable preferred shares	<i>, ,</i>	. , -	· · · ·
(Note 15)	6,000,000	6,000,000	6,000,000
Deferred revenue - net of current portion			
(Note 16)	1,607,183	2,643,179	4,057,482
Total Noncurrent Liabilities	306,977,260	276,557,110	271,771,313
Total Liabilities	₽3,420,540,212	₽2,662,650,411	₽2,262,733,149

(Forward)

	D	ecember 31	January 1
		2012	2012
		(As restated -	(As restated -
	2013	Note 2)	Note 2)
Equity			
Common stock (Notes 17 and 31) - ₽1 par value			
Authorized - 600,000,000 shares as at			
December 31, 2013 and 2012 and			
400,000,000 shares as at			
December 31, 2011			
Issued - 459,121,573 and 399,325,661			
shares as at December 31, 2013 and			
2012, respectively [held by 650 and 656			
equity holders in 2013 and 2012,			
respectively (Note 1)]	₽459,121,573	₽399,325,661	₽347,329,216
Additional paid-in capital (Note 31)	293,525,037	293,525,037	293,525,037
Retained earnings (Notes 17 and 31)	1,810,521,305	1,227,553,509	849,038,228
Other comprehensive income (loss):			
Remeasurements loss on net retirement			
obligations - net of deferred income			
tax asset (Notes 24 and 27)	(22, 241, 444)	(11,545,103)	(11,114,315)
Revaluation increment on land - net of			
deferred income tax liability			
(Notes 8 and 27)	3,229,895	3,229,895	3,229,895
	2,544,156,366	1,912,088,999	1,482,008,061
Cost of 686,250 shares held in treasury			
(Note 17)	(2,923,246)	(2,923,246)	(2,923,246)
Total Equity	2,541,233,120	1,909,165,753	1,479,084,815
TOTAL LIABILITIES AND EQUITY	₽5,961,773,332	₽4,571,816,164	₽3,741,817,964

See accompanying Notes to Consolidated Financial Statements.

## PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

		Years Ended December 31		
		2012	2011	
		(As restated -	(As restated -	
	2013	Note 2)	Note 2)	
REVENUES				
Revenue from merchandise sales	₽14,133,649,192	₽11,713,760,468	₽9,435,604,073	
Franchise revenue (Notes 20 and 32)	1,367,253,289	683,572,827	534,025,712	
Marketing income (Note 20)	346,135,947	375,768,257	239,888,660	
Rental income (Note 26)	48,341,871	45,751,718	44,143,593	
Commission income (Note 32)	43,402,035	67,396,391	37,236,539	
Interest income (Notes 4, 9, 22 and 26)	7,165,804	5,377,093	5,864,713	
Other income	214,886,062	123,025,663	99,300,756	
	16,160,834,200	13,014,652,417	10,396,064,046	
EXPENSES	10 (2( 071 (10	9 502 151 074	6 944 562 010	
Cost of merchandise sales (Note 18)	10,626,971,610	8,523,151,274	6,844,562,019	
General and administrative expenses		2 704 075 170	2 011 577 502	
(Notes 19 and 32)	4,520,385,066	3,784,875,178	3,011,577,592	
Interest expense (Notes 11, 15 and 21)	16,247,890	16,596,830	16,024,647	
Other expenses	13,799,871	14,595,186	4,806,251	
	15,177,404,437	12,339,218,468	9,876,970,509	
INCOME BEFORE INCOME TAX	983,429,763	675,433,949	519,093,537	
PROVISION FOR INCOME TAX (Note 27)	300,802,114	210,257,926	162,330,278	
NET INCOME	682,627,649	465,176,023	356,763,259	
OTHER COMPREHENSIVE LOSS NOT TO BE RECLASSIFIED TO PROFIT AND LOSS IN SUBSEQUENT PERIODS Remeasurement loss on net retirement obligations	(10,606,241)	(420.799)	(11 114 215)	
- net of tax (Note 24)	(10,696,341)	(430,788)	(11,114,315)	
TOTAL COMPREHENSIVE INCOME	₽671,931,308	₽464,745,235	₽345,648,944	
BASIC/DILUTED EARNINGS				
PER SHARE (Note 28)	<b>₽1.49</b>	₽1.01	₽0.78	
	£1,7/	<b>F</b> 1.01	F0.70	

See accompanying Notes to Consolidated Financial Statements.

## PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY FOR THE YEARS ENDED DECEMBER 31, 2013, 2012 and 2011

	Common Stock (Note 17)	Additional Paid-in Capital		Other Comprehensiv Remeasurements Loss on Net Retirement Obligations - Net of Tax (Note 2)	re Income (Loss) Revaluation Increment on Land - Net of Tax	Total	Treasury Stock (Note 17)	Total
Balances at January 1, 2013 as previously stated	₽399,325,661	₽293,525,037	₽1,233,432,997	₽_	₽3,229,895	₽1,929,513,590	(₽2,923,246)	₽1,926,590,344
Effect of adoption of the revised PAS 19 (Note 2)			(5,879,488)	(11,545,103)		(17,424,591)	(1 2,) 20,2 10)	(17,424,591)
Balances at January 1, 2013, as restated	399,325,661	293,525,037	1,227,553,509	(11,545,103)	3,229,895	1,912,088,999	(2,923,246)	1,909,165,753
Net income during the year			682,627,649	(11,0 10,100)		682,627,649	(_,,,,,,,,,,,,,,,,,,,	682,627,649
Other comprehensive loss	_	_	_	(10,696,341)	-	(10,696,341)	-	(10,696,341)
Total comprehensive income	_	_	682,627,649	(10,696,341)	_	671,931,308	_	671,931,308
Stock dividends (Note 17)	59,795,912	_	(59,795,912)	_	_	_	_	_
Cash dividends (Note 17)	_	-	(39,863,941)	_	_	(39,863,941)	_	(39,863,941)
Balances at December 31, 2013	₽459,121,573	₽293,525,037	₽1,810,521,305	(₽22,241,444)	₽3,229,895	₽2,544,156,366	(₽2,923,246)	₽2,541,233,120
Balances at January 1, 2012 as previously stated	₽347,329,216	₽293,525,037	₽855,468,208	₽-	₽3,229,895	₽1,499,552,356	(₽2,923,246)	₽1,496,629,110
Effect of adoption of the revised PAS 19 (Note 2)	-	-	(6,429,980)	(11,114,315)	· · · -	(17,544,295)	-	(17,544,295)
Balances at January 1, 2012, as restated	347,329,216	293,525,037	849,038,228	(11,114,315)	3,229,895	1,482,008,061	(2,923,246)	1,479,084,815
Net income, as previously stated	-	-	464,625,531	-	-	464,625,531	-	464,625,531
Effect of adoption of the revised PAS 19 (Note 2)	-	_	550,492	_	_	550,492	_	550,492
Net income, as restated	-	_	465,176,023	_	_	465,176,023	_	465,176,023
Other comprehensive loss, as previously stated	-	-	-	_	-	-	-	-
Effect of adoption of the revised PAS 19 (Note 2)	_	-	-	(430,788)	_	(430,788)	-	(430,788)
Other comprehensive loss, as restated	-	-	-	(430,788)	-	(430,788)	-	(430,788)
Total comprehensive income, as restated	-	-	465,176,023	(430,788)	-	464,745,235	-	464,745,235
Stock dividends (Note 17)	51,996,445	-	(51,996,445)	-	-	-	-	_
Cash dividends (Note 17)	-	-	(34,664,297)	-	-	(34,664,297)	-	(34,664,297)
Balances at December 31, 2012	₽399,325,661	₽293,525,037	₽1,227,553,509	(₽11,545,103)	₽3,229,895	₽1,912,088,999	(₽2,923,246)	₽1,909,165,753

	Common Stock (Note 17)	Additional Paid-in Capital		emeasurements Loss on Net Retirement Obligations - Net of Tax (Note 2)	ve Income (Loss) Revaluation Increment on Land - Net of Tax	Total	Treasury Stock (Note 17)	Total
Balances at January 1, 2011, as previously stated	₽302,114,918	₽293,525,037	₽574,482,384	₽–	₽3,229,895	₽1,173,352,234	(₽2,923,246)	₽1,170,428,988
Effect of adoption of the revised PAS 19 (Note 2)	-	-	(6,850,250)	-	-	(6,850,250)	-	(6,850,250)
Balances at January 1, 2011, as restated	302,114,918	293,525,037	567,632,134	-	3,229,895	1,166,501,984	(2,923,246)	1,163,578,738
Net income, as previously stated	-	-	356,342,989	-	-	356,342,989	-	356,342,989
Effect of adoption of the revised PAS 19 (Note 2)	-	-	420,270	-	_	420,270	-	420,270
Net income, as restated	-	-	356,763,259	-	-	356,763,259	-	356,763,259
Other comprehensive loss, as previously stated	-	-	-	-	_	-	-	-
Effect of adoption of the revised PAS 19 (Note 2)	-	_	_	(11,114,315)	-	(11,114,315)	-	(11,114,315)
Other comprehensive loss, as restated	-	-	-	(11,114,315)	_	(11,114,315)	-	(11,114,315)
Total comprehensive income, as restated	-	-	356,763,259	(11,114,315)	-	345,648,944	-	345,648,944
Stock dividends (Note 17)	45,214,298	_	(45,214,298)	_	_	_	_	_
Cash dividends (Note 17)	_	_	(30,142,867)	-	_	(30,142,867)	_	(30,142,867)
Balances at December 31, 2011	₽347,329,216	₽293,525,037	₽849,038,228	(₽11,114,315)	₽3,229,895	₽1,482,008,061	(₽2,923,246)	₽1,479,084,815

See accompanying Notes to Consolidated Financial Statements.

## PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES CONSOLIDATED STATEMENTS OF CASH FLOWS

		Years Ended Dec	ember 31
		2012	2011
		(As restated -	(As restated -
	2013	Note 2)	Note 2)
CASH ELOWS EDOM ODED ATING ACTIVITIES			
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b> Income before income tax	<b>₽983,429,763</b>	₽675,433,949	₽519,093,537
Adjustments for:	£903,429,703	£073,433,949	£319,093,337
Depreciation and amortization (Notes 8 and 19)	709,518,959	527,786,925	378,355,521
Net retirement benefits cost (Notes 23 and 24)	16,858,692	15,420,495	11,768,015
Interest expense (Notes 11, 15, and 21)	16,247,890	16,596,830	16,024,647
Interest income (Notes 4, 9, 22 and 26)	(7,165,804)	(5,377,093)	(5,864,713)
Amortization of:	(7,105,004)	(3,377,073)	(5,001,715)
Deferred lease (Notes 10 and 26)	2,410,613	2,485,728	2,779,684
Software and other program costs	2,110,010	2,100,720	2,779,001
(Notes 10 and 19)	1,316,561	1,490,475	2,598,741
Deferred revenue on exclusivity contract	1,010,001	1,190,175	2,000,711
(Notes 16 and 32)	(818,452)	(1,934,524)	(1,934,524)
Deferred revenue on finance lease	(010,102)	(1,951,921)	(1,551,521)
(Notes 16 and 26)	(589,567)	(589,567)	(589,567)
Unrealized foreign exchange loss (gain)	296,601	439,728	(49,798)
Operating income before working capital changes	1,721,505,256	1,231,752,946	922,181,543
Increase in:	1,721,000,200	1,201,702,910	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Receivables	(75,865,909)	(130,841,872)	(75,684,791)
Inventories	(173,863,328)	(207,727,627)	(116,839,359)
Prepayments and other current assets	(11,740,811)	(97,485,749)	(32,811,310)
Increase (decrease) in:	(,: -:,:)		(- )- ) /
Accounts payable and accrued expenses	610,988,026	17,353,481	165,298,414
Other current liabilities	29,557,320	244,555,664	32,636,218
Deposits payable	20,987,697	10,443,405	28,595,696
Deferred revenue			(418,727)
Retirement benefits contributions (Note 24)	(21,670,730)	(20,279,212)	(4,629,263)
Cash generated from operations	2,099,897,521	1,047,771,036	918,328,421
Income taxes paid	(304,294,983)	(181,147,036)	(133,352,439)
Interest received	4,350,085	2,866,833	2,933,116
Net cash provided by operating activities	1,799,952,623	869,490,833	787,909,098
Net cash provided by operating activities         CASH FLOWS FROM INVESTING ACTIVITIES	1,799,952,623	869,490,833	787,909,098
Additions to:			
Property and equipment (Note 8)	(1,179,270,536)	(858,674,993)	(717,091,736)
Software and other program costs (Note 10)	(3,019,195)	(190,000)	_
Increase in:			
Deposits	(61,940,757)	(35,553,176)	(37,156,223)
Goodwill and other noncurrent assets	(24,147,597)	(7,405,740)	(7,922,962)
Short-term investment	(178,114)	(222,208)	(268,352)
	()	1,591,280	1,591,280
Collection of lease receivable (Note 26)	_	1,371.200	1, 571, 200

(Forward)

	Years Ended December 31				
		2012	2011		
		(As restated -	(As restated -		
	2013	Note 2)	Note 2)		
CASH FLOWS FROM FINANCING ACTIVITIES					
Availments of bank loans (Note 11)	₽550,000,000	₽210,000,000	₽230,000,000		
Payments of bank loans (Note 11)	(467,777,778)	(106,888,889)	(175,333,333)		
Interest paid	(15,822,416)	(16,597,779)	(15,725,011)		
Cash dividends paid (Note 17)	(39,863,941)	(34,664,297)	(30,142,867)		
Net cash provided by financing activities	26,535,865	51,849,035	8,798,789		
EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS	(215,225)	(296,211)	107,321		
NET INCREASE IN CASH AND CASH		20,500,020	25.067.215		
NET INCREASE IN CASH AND CASH EQUIVALENTS	557,717,064	20,588,820	35,967,215		
	557,717,064	20,588,820	35,967,215		
EQUIVALENTS	557,717,064 415,285,569	20,588,820 394,696,749	35,967,215 358,729,534		
EQUIVALENTS CASH AND CASH EQUIVALENTS					

See accompanying Notes to Consolidated Financial Statements.

# PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIESNOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## 1. Corporate Information and Authorization for Issuance of the Consolidated Financial Statements

#### Corporate Information

Philippine Seven Corporation (the Company or PSC) was incorporated in the Philippines and registered with the Philippine Securities and Exchange Commission (SEC) on November 29, 1982. The Company and its subsidiaries (collectively referred to as "the Group"), are primarily engaged in the business of retailing, merchandising, buying, selling, marketing, importing, exporting, franchising, acquiring, holding, distributing, warehousing, trading, exchanging or otherwise dealing in all kinds of grocery items, dry goods, food or foodstuffs, beverages, drinks and all kinds of consumer needs or requirements and in connection therewith, operating or maintaining warehouses, storages, delivery vehicles and similar or incidental facilities. The Group is also engaged in the management, development, sale, exchange, and holding for investment or otherwise of real estate of all kinds, including buildings, houses and apartments and other structures.

The Company is controlled by President Chain Store (Labuan) Holdings, Ltd., an investment holding company incorporated in Malaysia, which owns 51.56% of the Company's outstanding shares. The remaining 48.44% of the shares are widely held. The ultimate parent of the Company is President Chain Store Corporation (PCSC), which is incorporated in Taiwan, Republic of China.

The Company has its primary listing on the Philippine Stock Exchange. As at December 31, 2013 and 2012, the Company has 650 and 656 equity holders, respectively.

The registered business address of the Company is 7th Floor, The Columbia Tower, Ortigas Avenue, Mandaluyong City.

<u>Authorization for Issuance of the Consolidated Financial Statements</u> The consolidated financial statements were authorized for issue by the Board of Directors (BOD) on February 20, 2014.

#### 2. Summary of Significant Accounting Policies and Financial Reporting Practices

#### **Basis of Preparation**

The consolidated financial statements are prepared under the historical cost basis, except for parcels of land, which are carried at revalued amount. The consolidated financial statements are presented in Philippine Peso (Peso), which is the Group's functional currency and all amounts are rounded to the nearest Peso except when otherwise indicated.

The consolidated financial statements provide comparative information in respect of the previous period. In addition, the Group presents an additional balance sheet at the beginning of the earliest period presented when there is a retrospective application of an accounting policy, a retrospective restatement or a reclassification of items in the consolidated financial statements. An additional balance sheet as at January 1, 2012 is presented in these consolidated financial statements due to retrospective application of

certain accounting policies [see discussion on Changes in Accounting Policies - Philippine Accounting Standard (PAS) 19, *Employee Benefits* (Revised)].

#### Statement of Compliance

The consolidated financial statements, which are prepared for submission to the SEC, are prepared in compliance with Philippine Financial Reporting Standards (PFRS). PFRS also includes PAS and Philippine Interpretations from International Financial Reporting Interpretations Committee (IFRIC) issued by the Philippine Financial Reporting Standards Council (FRSC).

#### **Changes in Accounting Policies**

The Group applied for the first time, amendments that require restatement of previous financial statements. These include PAS 19, *Employee Benefits* (Revised 2011) and PAS 1, *Presentation of Financial Statements*. In addition, the application of PFRS 7, *Financial Instruments: Disclosures - Offsetting Financial Assets and Financial Liabilities*, PFRS 12, *Disclosures of Interests in Other Entities* and PFRS 13, *Fair Value Measurement* resulted in additional disclosures in the financial statements.

Several other amendments apply for the first time in 2013. However, they do not impact the annual financial statements of the Group.

The nature and the impact of each new standard and amendment are described below:

• Amendments to PFRS 1, First-time Adoption of Philippine Financial Reporting Standards - Government Loans

These amendments require first-time adopters to apply the requirements of PAS 20, *Accounting for Government Grants and Disclosure of Government Assistance*, prospectively to government loans existing at the date of transition to PFRS. However, entities may choose to apply the requirements of PAS 39, *Financial Instruments: Recognition and Measurement*, and PAS 20 to government loans retrospectively if the information needed to do so had been obtained at the time of initially accounting for those loans. These amendments do not apply to the Group as it is not a first-time adopter of PFRS.

• Amendments to PFRS 7, Financial Instruments: Disclosures - Offsetting Financial Assets and Financial Liabilities

These amendments require an entity to disclose information about rights of set-off and related arrangements (such as collateral agreements). The new disclosures are required for all recognized financial instruments that are set-off in accordance with PAS 32, *Financial Instruments: Presentation - Classification of Rights Issues.* These disclosures also apply to recognized financial instruments that are subject to an enforceable master netting arrangement or 'similar agreement', irrespective of whether they are set-off in accordance with PAS 32. The amendments require entities to disclose, in a tabular format unless another format is more appropriate, the following minimum quantitative information:

- a. The gross amounts of those recognized financial assets and recognized financial liabilities;
- b. The amounts that are set-off in accordance with the criteria in PAS 32 when determining the net amounts presented in the balance sheet;
- c. The net amounts presented in the balance sheet;
- d. The amounts subject to an enforceable master netting arrangement or similar agreement that are not otherwise included in (b) above, including:
  - i. Amounts related to recognized financial instruments that do not meet some or all of the offsetting criteria in PAS 32; and

- ii. Amounts related to financial collateral (including cash collateral); and
- e. The net amount after deducting the amounts in (d) from the amounts in (c) above.

This is presented separately for financial assets and financial liabilities recognized at the end of the balance sheet period. The amendments affect disclosures only and have no impact on the Group's financial position or performance. The additional disclosures required by the amendments are presented in Note 29 to the consolidated financial statements.

#### • PFRS 10, Consolidated Financial Statements

PFRS 10 replaces the portion of PAS 27, *Consolidated and Separate Financial Statements*, which addresses the accounting for consolidated financial statements. It also includes the issues raised in Standing Interpretations Committee (SIC) 12, *Consolidation - Special Purpose Entities*. PFRS 10 establishes a single control model that applies to all entities including special purpose entities. The changes introduced by PFRS 10 will require management to exercise significant judgment to determine which entities are controlled, and therefore, are required to be consolidated by a parent, compared with the requirements that were in PAS 27.

A reassessment of control was performed by the Group in accordance with the provisions of PFRS 10. The Group determined that there will be no change in the composition of subsidiaries currently included in the consolidated financial statements.

• PFRS 11, Joint Arrangements

PFRS 11 replaces PAS 31, *Interests in Joint Ventures*, and SIC 13, *Jointly Controlled Entities - Non-Monetary Contributions by Venturers*. PFRS 11 removes the option to account for jointly controlled entities using proportionate consolidation. Instead, jointly controlled entities that meet the definition of a joint venture must be accounted for using the equity method. The Group has no existing arrangements with other entities that falls within the scope of this standard. This standard has no impact in the Group's financial position or performance.

• PFRS 12, Disclosure of Interest with Other Entities

PFRS 12 includes all of the disclosures related to consolidated financial statements that were a previously in PAS 27, as well as all the disclosures that were previously included in PAS 31 and PAS 28, *Investments in Associates*. These disclosures relate to an entity's interests in subsidiaries, joint arrangements, associates and structured entities. A number of new disclosures are also required. Adoption of PFRS 12 affects disclosures only and has no impact on the Group's financial position or performance (see discussion on Accounting Policies - Basis of Consolidation).

#### • PFRS 13, Fair Value Measurement

PFRS 13 establishes a single source of guidance under PFRSs for all fair value measurements. This standard does not change when an entity is required to use fair value, but rather provides guidance on how to measure fair value under PFRS. It defines fair value as an exit price. PFRS 13 also requires additional disclosures.

As a result of the guidance in PFRS 13, the Group re-assessed its policies for measuring fair values, in particular, its valuation inputs such as non-performance risk for fair value measurement of liabilities. The Group has assessed that the application of PFRS 13 has not materially impacted the fair value measurements of the Group. Additional disclosures, where

required, are provided in the individual notes relating to the assets and liabilities whose fair values were determined.

• Amendments to PAS 1, *Presentation of Financial Statements - Presentation of Items of Other Comprehensive Income or OCI* These amendments change the grouping of items presented in OCI. Items that can be reclassified (or "recycled") to profit or loss at a future point in time (for example, upon derecognition or settlement) will be presented separately from items that will never be recycled. The amendments will be applied retrospectively and will result to the modification of the presentation of items of OCI. The amendments affect presentation only and have no impact on the Group's financial position or performance.

#### • PAS 19, *Employee Benefits* (Revised)

PAS 19 ranges from fundamental changes such as removing the corridor mechanism and the concept of expected returns on plan assets to simple clarifications and rewording. The revised standard also requires new disclosures such as, among others, a sensitivity analysis for each significant actuarial assumption, information on asset-liability matching strategies, duration of the defined benefit obligation, and disaggregation of plan assets by nature and risk.

For defined benefit plans, the revised PAS 19 requires all actuarial gains and losses to be recognized in OCI and unvested past service costs previously recognized over the average vesting period to be recognized immediately in profit or loss when incurred.

Prior to adoption of the revised standard, the Group recognized actuarial gains and losses as income or expense when the net cumulative unrecognized gains and losses for each individual plan at the end of the previous period exceeded 10% of the higher of the defined benefit obligation and the fair value of the plan assets and recognized unvested past service costs as an expense on a straight-line basis over the average vesting period until the benefits become vested. Upon adoption of the revised standard, the Group changed its accounting policy to recognize all actuarial gains and losses in other comprehensive income and all past service costs in profit or loss in the period they occur.

The revised standard replaced the interest cost and expected return on plan assets with the concept of net interest on defined benefit liability or asset which is calculated by multiplying the net balance sheet defined benefit liability or asset by the discount rate used to measure the employee benefit obligation, each as at the beginning of the annual period.

The revised standard also amended the definition of short-term employee benefits and requires employee benefits to be classified as short-term based on expected timing of settlement rather than the employee's entitlement to the benefits. In addition, the revised standard modifies the timing of recognition for termination benefits. The modification requires the termination benefits to be recognized at the earlier of when the offer cannot be withdrawn or when the related restructuring costs are recognized.

Changes to definition of short-term employee benefits and timing of recognition for termination benefits do not have any impact to the Group's financial position and financial performance.

The Group reviewed its existing employee benefits and determined that the amended standard has significant impact on its accounting for retirement benefits. The Group obtained the services of an external actuary to compute the impact to the consolidated financial statements upon adoption of the standard.

The changes in accounting policies have been applied retrospectively. The effects of adoption on the consolidated financial statements are as follows:

December 31, 2012January 1, 2012Increase (decrease) in: Consolidated balance sheets $2012$ Net retirement obligations $\mathbb{P}24,892,273$ $\mathbb{P}25,063,279$ Deferred income tax asset $7,467,682$ $7,518,984$ Other comprehensive loss $(11,545,103)$ $(11,114,315)$ Retained earnings $(5,879,488)$ $(6,429,980)$ $2012$ $2011$ Consolidated statements of comprehensive income $(2012)$ $2011$ General and administrative expenses Provision for deferred income tax $(235,925)$ $180,116$ Net income $550,492$ $420,270$ Remeasurements loss on net retirement obligations $(615,412)$ $(15,877,593)$ Deferred income tax $184,624$ $4,763,278$ Other comprehensive loss - net of tax $(430,788)$ $(11,114,315)$ Total comprehensive loss - net of tax $\mathbb{P}110,704$ $(\mathbb{P}10,694,045)$		As at	As at
Increase (decrease) in: Consolidated balance sheetsNet retirement obligations $\mathbb{P}24,892,273$ $\mathbb{P}25,063,279$ Deferred income tax asset $7,467,682$ $7,518,984$ Other comprehensive loss $(11,545,103)$ $(11,114,315)$ Retained earnings $(5,879,488)$ $(6,429,980)$ $2012$ $2011$ Consolidated statements of comprehensive income $2012$ $2011$ General and administrative expenses Provision for deferred income tax obligations $(\mathbb{P}786,417)$ $(\mathbb{P}600,386)$ Net income $235,925$ $180,116$ Net income $550,492$ $420,270$ Remeasurements loss on net retirement obligations $(615,412)$ $(15,877,593)$ Deferred income tax $184,624$ $4,763,278$ Other comprehensive loss - net of tax $(430,788)$ $(11,114,315)$		December 31,	January 1,
Consolidated balance sheets Net retirement obligations $\mathbb{P}24,892,273$ $\mathbb{P}25,063,279$ $7,467,682$ Deferred income tax asset $7,467,682$ $7,518,984$ $(11,545,103)$ Other comprehensive loss $(11,545,103)$ $(11,114,315)$ $(5,879,488)$ Retained earnings $2012$ $2011$ Consolidated statements of comprehensive income $2012$ $2011$ General and administrative expenses Provision for deferred income tax Net income $(\mathbb{P}786,417)$ $(\mathbb{P}600,386)$ $235,925$ Net income $550,492$ $420,270$ Remeasurements loss on net retirement obligations $(615,412)$ $(15,877,593)$ $184,624$ Deferred income tax $184,624$ $4,763,278$ $(430,788)$ Other comprehensive loss - net of tax $(430,788)$ $(11,114,315)$		2012	2012
Net retirement obligations $\mathbb{P}24,892,273$ $\mathbb{P}25,063,279$ Deferred income tax asset $7,467,682$ $7,518,984$ Other comprehensive loss $(11,545,103)$ $(11,114,315)$ Retained earnings $(5,879,488)$ $(6,429,980)$ Consolidated statements of comprehensive income $2012$ $2011$ Consolidated statements of comprehensive income $(2012)$ $2011$ Consolidated statements of comprehensive income $(235,925)$ $180,116$ Provision for deferred income tax $235,925$ $180,116$ Net income $550,492$ $420,270$ Remeasurements loss on net retirement obligations $(615,412)$ $(15,877,593)$ Deferred income tax $184,624$ $4,763,278$ Other comprehensive loss - net of tax $(430,788)$ $(11,114,315)$	Increase (decrease) in:		
Deferred income tax asset $7,467,682$ $7,518,984$ Other comprehensive loss $(11,545,103)$ $(11,114,315)$ Retained earnings $(5,879,488)$ $(6,429,980)$ Consolidated statements of comprehensive income $2012$ $2011$ Consolidated statements of comprehensive income $(2012)$ $2011$ General and administrative expenses Provision for deferred income tax $(235,925)$ $180,116$ Net income $550,492$ $420,270$ Remeasurements loss on net retirement obligations $(615,412)$ $(15,877,593)$ Deferred income tax $184,624$ $4,763,278$ Other comprehensive loss - net of tax $(430,788)$ $(11,114,315)$	Consolidated balance sheets		
Other comprehensive loss Retained earnings $(11,545,103)$ $(5,879,488)$ $(11,114,315)$ $(6,429,980)$ Consolidated statements of comprehensive income $2012$ $2011$ Consolidated statements of comprehensive income $(11,545,103)$ $(5,879,488)$ $(11,114,315)$ $(6,429,980)$ General and administrative expenses Provision for deferred income tax Net income $(11,545,103)$ $(2012)$ $(11,114,315)$ Net income obligations Deferred income tax $(11,545,103)$ $(5,879,488)$ $(11,114,315)$ Deferred income tax Other comprehensive loss - net of tax $(11,545,103)$ $(5,879,488)$ $(11,114,315)$	Net retirement obligations	₽24,892,273	₽25,063,279
Retained earnings $(5,879,488)$ $(6,429,980)$ Consolidated statements of comprehensive income $2012$ $2011$ Consolidated statements of comprehensive income $(P786,417)$ $(P600,386)$ General and administrative expenses $(P786,417)$ $(P600,386)$ Provision for deferred income tax $235,925$ $180,116$ Net income $550,492$ $420,270$ Remeasurements loss on net retirement obligations $(615,412)$ $(15,877,593)$ Deferred income tax $184,624$ $4,763,278$ Other comprehensive loss - net of tax $(430,788)$ $(11,114,315)$	Deferred income tax asset	7,467,682	7,518,984
$\begin{array}{c} 2012 \\ \hline 2011 \\ \hline 2012 \\ \hline 2012 \\ \hline 2011 \\ \hline 2012 \\ \hline 2012 \\ \hline 2011 \\ \hline 2012 $	Other comprehensive loss	(11,545,103)	(11,114,315)
Consolidated statements of comprehensive income(P786,417)(P600,386)General and administrative expenses(P786,417)(P600,386)Provision for deferred income tax235,925180,116Net income550,492420,270Remeasurements loss on net retirement obligations(615,412)(15,877,593)Deferred income tax184,6244,763,278Other comprehensive loss - net of tax(430,788)(11,114,315)	Retained earnings	(5,879,488)	(6,429,980)
Consolidated statements of comprehensive income(P786,417)(P600,386)General and administrative expenses(P786,417)(P600,386)Provision for deferred income tax235,925180,116Net income550,492420,270Remeasurements loss on net retirement obligations(615,412)(15,877,593)Deferred income tax184,6244,763,278Other comprehensive loss - net of tax(430,788)(11,114,315)		2012	2011
Provision for deferred income tax $235,925$ $180,116$ Net income $550,492$ $420,270$ Remeasurements loss on net retirement obligations $(615,412)$ $(15,877,593)$ Deferred income tax $184,624$ $4,763,278$ Other comprehensive loss - net of tax $(430,788)$ $(11,114,315)$	· ·		
Net income         550,492         420,270           Remeasurements loss on net retirement obligations         (615,412)         (15,877,593)           Deferred income tax         184,624         4,763,278           Other comprehensive loss - net of tax         (430,788)         (11,114,315)	General and administrative expenses	(₽786,417)	(₽600,386)
Remeasurements loss on net retirement obligations(615,412)(15,877,593)Deferred income tax184,6244,763,278Other comprehensive loss - net of tax(430,788)(11,114,315)	Provision for deferred income tax	235,925	180,116
obligations(615,412)(15,877,593)Deferred income tax184,6244,763,278Other comprehensive loss - net of tax(430,788)(11,114,315)	Net income	550,492	420,270
Deferred income tax         184,624         4,763,278           Other comprehensive loss - net of tax         (430,788)         (11,114,315)	Remeasurements loss on net retirement		
Other comprehensive loss - net of tax         (430,788)         (11,114,315)	obligations	(615,412)	(15,877,593)
	Deferred income tax	184,624	4,763,278
Total comprehensive income (loss) $\mathbb{P}_{110,704}$ ( $\mathbb{P}_{10,604,045}$ )	Other comprehensive loss - net of tax	(430,788)	(11,114,315)
Figure         Figure<	Total comprehensive income (loss)	₽119,704	(₽10,694,045)

In 2012 and 2011, effect on basic/diluted earnings per share related to the restatement amounted to P0.0012 and P0.0009, respectively.

The adoption did not have any impact on the statements of cash flows in 2012 and 2011.

• PAS 27, Separate Financial Statements (Revised)

As a consequence of the issuance of the new PFRS 10 and PFRS 12, what remains of PAS 27 is limited to accounting for subsidiaries, jointly controlled entities, and associates in the separate financial statements. This amendment has no significant impact on the Group's financial statements.

- PAS 28, *Investments in Associates and Joint Ventures* (Revised) As a consequence of the issuance of the new PFRS 11 and PFRS 12, PAS 28 has been renamed PAS 28, *Investments in Associates and Joint Ventures*, and describes the application of the equity method to investments in joint ventures in addition to associates. This amendment has no significant impact on the Group's financial statements.
- Philippine Interpretation IFRIC 20, Stripping Costs in the Production Phase of a Surface Mine

This interpretation applies to waste removal costs that are incurred in surface mining activity during the production phase of the mine ("production stripping costs") and provides guidance on the recognition of production stripping costs as an asset and measurement of the stripping activity asset. This interpretation is not relevant to the Group.

#### Annual Improvements to PFRSs (2009-2011 cycle)

The Annual Improvements to PFRSs (2009-2011 cycle) contain non-urgent but necessary amendments to PFRSs. The Company adopted these amendments for the current year.

- PFRS 1, First-time Adoption of PFRS Borrowing Costs
  - The amendment clarifies that, upon adoption of PFRS, an entity that capitalized borrowing costs in accordance with its previous generally accepted accounting principles, may carry forward, without any adjustment, the amount previously capitalized in its opening balance sheet at the date of transition. Subsequent to the adoption of PFRS, borrowing costs are recognized in accordance with PAS 23, *Borrowing Costs*. The amendment does not apply to the Group as it is not a first-time adopter of PFRS.
- PAS 1, Presentation of Financial Statements Clarification of the Requirements for Comparative Information

The amendments clarify the requirements for comparative information that are disclosed voluntarily and those that are mandatory due to retrospective application of an accounting policy, or retrospective restatement or reclassification of items in the financial statements. An entity must include comparative information in the related notes to the financial statements when it voluntarily provides comparative information beyond the minimum required comparative period. The additional comparative period does not need to contain a complete set of financial statements. On the other hand, supporting notes for the third balance sheet (mandatory when there is a retrospective application of an accounting policy, or retrospective restatement or reclassification of items in the financial statements) are not required. The amendments affect disclosures only and have no impact on the Group's financial position or performance.

- PAS 16, *Property, Plant and Equipment Classification of Servicing Equipment* The amendment clarifies that spare parts, stand-by equipment and servicing equipment should be recognized as property, plant and equipment when they meet the definition of property, plant and equipment and should be recognized as inventory if otherwise. The amendment has no significant impact on the Group's financial position or performance.
- PAS 32, Financial Instruments: Presentation Tax Effect of Distributions to Holders of Equity Instruments
   The amendment clarifies that income taxes relating to distributions to equity holders and to transaction costs of an equity transaction are accounted for in accordance with PAS 12, Income Taxes. The amendment does not have any significant impact on Group's financial position or performance.
- PAS 34, Interim Financial Reporting Interim Financial Reporting and Segment Information for Total Assets and Liabilities

The amendment clarifies that the total assets and liabilities for a particular reportable segment need to be disclosed only when the amounts are regularly provided to the chief operating decision maker and there has been a material change from the amount disclosed in the entity's previous annual financial statements for that reportable segment. The amendment affects disclosures only and has no impact on the Group's financial position or performance.

#### New Accounting Standards, Interpretations, and Amendments

to Existing Standards Effective Subsequent to December 31, 2013

The Group will adopt the following standards, interpretations and amendments to existing standards enumerated below when these become effective. Except as otherwise indicated, the Group does not expect the adoption of these standards, interpretations and amendments to existing standards to have a significant impact on the consolidated financial statements:

#### Effective in 2014

- Investment Entities (Amendments to PFRS 10, PFRS 12 and PAS 27)
   These amendments provide an exception to the consolidation requirement for entities that meet the definition of an investment entity under PFRS 10. The exception to consolidation requires investment entities to account for subsidiaries at fair value through profit or loss. It is not expected that this amendment would be relevant to the Group since none of the entities in the Group would qualify to be an investment entity under PFRS 10.
- Amendments to PAS 19, *Employee Benefits Defined Benefit Plans: Employee Contributions* These amendments apply to contributions from employees or third parties to defined benefit plans. Contributions that are set out in the formal terms of the plan shall be accounted for as reductions to current service costs if they are linked to service or as part of the remeasurements of the net defined benefit asset or liability if they are not linked to service. Contributions that are discretionary shall be accounted for as reductions of current service cost upon payment of these contributions to the plans. The amendments to PAS 19 are to be retrospectively applied for annual periods beginning on or after July 1, 2014. These amendments are not expected to have an impact to the Group's financial statements as there are no contributions from employees or third parties to the defined benefit plan.
- Amendments to PAS 32, *Financial Instruments: Presentation Offsetting Financial Assets and Financial Liabilities* These amendments clarify the meaning of "currently has a legally enforceable right to set-off" and also clarify the application of the PAS 32 offsetting criteria to settlement systems (such as central clearing house systems) which apply gross settlement mechanisms that are not simultaneous. The amendments affect presentation only and are not expected to impact the Group's financial position or performance.
- Amendments to PAS 36, *Impairment of Assets Recoverable Amount Disclosures for Non-Financial Assets* These amendments remove the unintended consequences of PFRS 13 on the disclosures required under PAS 36. In addition, these amendments require disclosure of the recoverable amounts for the assets or cash-generating units (CGUs) for which impairment loss has been recognized or reversed during the period. These amendments are effective retrospectively for annual periods beginning on or after January 1, 2014 with earlier application permitted, provided PFRS 13 is also applied. The amendments affect disclosures only and are not expected to have an impact on the Group's financial position or performance.
- Amendments to PAS 39, Financial Instruments: Recognition and Measurement Novation of Derivatives and Continuation of Hedge Accounting

These amendments provide relief from discontinuing hedge accounting when novation of a derivative designated as a hedging instrument meets certain criteria. These amendments are effective for annual periods beginning on or after January 1, 2014. The Company will consider this amendment for future purchase of derivatives.

• Philippine Interpretation IFRIC 21, Levies

This interpretation clarifies that an entity recognizes a liability for a levy when the activity that triggers payment, as identified by the relevant legislation, occurs. For a levy that is triggered upon reaching a minimum threshold, the interpretation clarifies that no liability should be anticipated before the specified minimum threshold is reached. IFRIC 21 is effective for annual periods beginning on or after January 1, 2014. The Group does not expect that IFRIC 21 will have material financial impact in future financial statements.

#### Annual Improvements to PFRS (2010-2012 cycle)

The Annual Improvements to PFRS (2010-2012 cycle) contain non-urgent but necessary amendments to the following standards:

Definition of Vesting Condition

This amendment revised the definitions of vesting condition and market condition and added the definitions of performance condition and service condition to clarify various issues. This amendment shall be prospectively applied to share-based payment transactions for which the grant date is on or after July 1, 2014. This amendment does not apply to the Group as it currently has no share-based payment transactions.

□ PFRS 3, Business Combinations - Accounting for Contingent Consideration in a Business Combination

This amendment clarifies that a contingent consideration that meets the definition of a financial instrument should be classified as a financial liability or as equity in accordance with PAS 32. Contingent consideration that is not classified as equity is subsequently measured at fair value through profit or loss whether or not it falls within the scope of PFRS 9 (or PAS 39, if PFRS 9 is not yet adopted). The amendment shall be prospectively applied to business combinations for which the acquisition date is on or after July 1, 2014. The Group shall consider this amendment for future business combinations.

□ PFRS 8, Operating Segments - Aggregation of Operating Segments and Reconciliation of the Total of the Reportable Segments' Assets to the Entity's Assets These amendments require entities to disclose the judgment made by management in aggregating two or more operating segments. This disclosure should include a brief description of the operating segments that have been aggregated in this way and the economic indicators that have been assessed in determining that the aggregated operating segments share similar economic characteristics. The amendments also clarify that an entity shall provide reconciliations of the total of the reportable segments' assets to the entity's assets if such amounts are regularly provided to the chief operating decision maker. These amendments are effective for annual periods beginning on or after July 1, 2014 and are applied retrospectively. The amendments affect disclosures only and are not expected to have an impact on the Group's financial position or performance.

PFRS 13, Fair Value Measurement - Short-term Receivables and Payables This amendment clarifies that short-term receivables and payables with no stated interest rates can be held at invoice amounts when the effect of discounting is immaterial. The amendment is not expected to have an impact to the Group's balance sheet or statement of comprehensive income since short-term receivables and payables of the Group are already held at invoice amounts.

## □ PAS 16, Property, Plant and Equipment - Revaluation Method - Proportionate Restatement of Accumulated Depreciation

This amendment clarifies that, upon revaluation of an item of property, plant and equipment, the carrying amount of the asset shall be adjusted to the revalued amount, and the asset shall be treated in one of the following ways:

- a. The gross carrying amount is adjusted in a manner that is consistent with the revaluation of the carrying amount of the asset. The accumulated depreciation at the date of revaluation is adjusted to equal the difference between the gross carrying amount and the carrying amount of the asset after taking into account any accumulated impairment losses.
- b. The accumulated depreciation is eliminated against the gross carrying amount of the asset.

The amendment is effective for annual periods beginning on or after July 1, 2014. The amendment shall apply to all revaluations recognized in annual periods beginning on or after the date of initial application of this amendment and in the immediately preceding annual period. The Group shall consider this amendment for future revaluations of property, plant and equipment.

#### Departure 24, Related Party Disclosures - Key Management Personnel

These amendments clarify that an entity is a related party of the reporting entity if the said entity, or any member of a group for which it is a part of, provides key management personnel services to the reporting entity or to the parent company of the reporting entity. The amendments also clarify that a reporting entity that obtains management personnel services from another entity (also referred to as management entity) is not required to disclose the compensation paid or payable by the management entity to its employees or directors. The reporting entity is required to disclose the amounts incurred for the key management personnel services provided by a separate management entity. The amendments are effective for annual periods beginning on or after July 1, 2014 and are applied retrospectively. The amendments affect disclosures only and are not expected to have an impact on the Group's balance sheet or statement of comprehensive income.

## PAS 38, Intangible Assets - Revaluation Method - Proportionate Restatement of Accumulated Amortization These amendments clarify that, upon revaluation of an intangible asset, the carrying

These amendments clarify that, upon revaluation of an intangible asset, the carrying amount of the asset shall be adjusted to the revalued amount, and the asset shall be treated in one of the following ways:

a. The gross carrying amount is adjusted in a manner that is consistent with the revaluation of the carrying amount of the asset. The accumulated amortization at the date of

revaluation is adjusted to equal the difference between the gross carrying amount and the carrying amount of the asset after taking into account any accumulated impairment losses.

b. The accumulated amortization is eliminated against the gross carrying amount of the asset.

The amendments also clarify that the amount of the adjustment of the accumulated amortization should form part of the increase or decrease in the carrying amount accounted for in accordance with the standard. The amendments are effective for annual periods beginning on or after July 1, 2014. The amendments shall apply to all revaluations recognized in annual periods beginning on or after the date of initial application of this amendment and in the immediately preceding annual period. The Group shall consider these amendments for future revaluations of intangible assets.

### Annual Improvements to PFRS (2011-2013 cycle)

The Annual Improvements to PFRS (2011-2013 cycle) contain non-urgent but necessary amendments to the following standards:

□ PFRS 1, First-time Adoption of Philippine Financial Reporting Standards - Meaning of 'Effective PFRSs'

This amendment clarifies that an entity may choose to apply either a current standard or a new standard that is not yet mandatory, but that permits early application, provided either standard is applied consistently throughout the periods presented in the entity's first PFRS financial statements. This amendment is not applicable to the Group as it is not a first-time adopter of PFRS.

- PFRS 3, Business Combinations Scope Exceptions for Joint Arrangements
   This amendment clarifies that PFRS 3 does not apply to the accounting for the formation of a joint arrangement in the financial statements of the joint arrangement itself. The amendment is effective for annual periods beginning on or after July 1, 2014 and is applied prospectively. The Group shall consider this amendment for future business combinations.
- Def PFRS 13, Fair Value Measurement Portfolio Exception

This amendment clarifies that the portfolio exception in PFRS 13 can be applied to financial assets, financial liabilities and other contracts. The amendment is effective for annual periods beginning on or after July 1, 2014 and is applied prospectively. The amendment is not expected to have a significant impact on the Group's balance sheet or statement of comprehensive income.

□ PAS 40, Investment Property

This amendment clarifies the interrelationship between PFRS 3 and PAS 40 when classifying property as investment property or owner-occupied property. The amendment stated that judgment is needed when determining whether the acquisition of investment property is the acquisition of an asset or a group of assets or a business combination within the scope of PFRS 3. This judgment is based on the guidance of PFRS 3. This amendment is effective for annual periods beginning on or after July 1, 2014 and is applied prospectively. The amendment is not expected to have an impact on the Group's balance sheet or statement of comprehensive income.

## Effective Date to be Determined

#### PFRS 9, Financial Instruments

This amendment reflects the first and third phases of the project to replace PAS 39 and applies to the classification and measurement of financial assets and liabilities and hedge accounting, respectively. Work on the second phase, which relate to impairment of financial instruments, and the limited amendments to the classification and measurement model hedge accounting is still ongoing, with a view to replace PAS 39 in its entirety. PFRS 9 requires all financial assets to be measured at fair value at initial recognition. A debt financial asset may, if the fair value option (FVO) is not invoked, be subsequently measured at amortized cost if it is held within a business model that has the objective to hold the assets to collect the contractual cash flows and its contractual terms give rise, on specified dates, to cash flows that are solely payments of principal and interest on the principal outstanding. All other debt instruments are subsequently measured at fair value through profit or loss. All equity financial assets are measured at fair value either through OCI or profit or loss. Equity financial assets held for trading must be measured at fair value through profit or loss. For FVO liabilities designated as at FVPL using the fair value option, the amount of change in the fair value of a liability that is attributable to changes in credit risk must be presented in OCI. The remainder of the change in fair value is presented in profit or loss, unless presentation of the fair value change relating to the entity's own credit risk in respect of the liability's credit risk in OCI would create or enlarge an accounting mismatch in profit or loss. All other PAS 39 classification and measurement requirements for financial liabilities have been carried forward to PFRS 9, including the embedded derivative bifurcation separation rules and the criteria for using the FVO. The adoption of the first phase of PFRS 9 will have an effect on the classification and measurement of the Company's financial assets, but will potentially have no impact on the classification and measurement of financial liabilities.

On hedge accounting, PFRS 9 replaces the rules-based hedge accounting model of PAS 39 with a more principles-based approach. Changes include replacing the rules-based hedge effectiveness test with an objectives-based test that focuses on the economic relationship between the hedged item and the hedging instrument, and the effect of credit risk on that economic relationship; allowing risk components to be designated as the hedged item, not only for financial items, but also for non-financial items, provided that the risk component is separately identifiable and reliably measurable; and allowing the time value of an option, the forward element of a financial instrument as the hedging instrument and accounted for as costs of hedging. PFRS 9 also requires more extensive disclosures for hedge accounting.

PFRS 9 currently has no mandatory effective date. PFRS 9 may be applied before the completion of the limited amendments to the classification and measurement model and impairment methodology. The Group will not adopt the standard before the completion of the limited amendments and the second phase of the project.

#### D Philippine Interpretation IFRIC 15, Agreements for the Construction of Real Estate

This interpretation covers accounting for revenue and associated expenses by entities that undertake the construction of real estate directly or through subcontractors. The SEC and the FRSC have deferred the effectivity of this interpretation until the final Revenue standard is issued by the International Accounting Standards Board and an evaluation of the requirements of the final Revenue standard against the practices of the Philippine real estate industry is completed. Adoption of the interpretation when it becomes effective is not expected to have an impact on the financial statements of the Group.

## **Basis of Consolidation**

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries as at December 31, 2013. Control is achieved when the Company is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Company controls an investee if and only if the Company 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 returns from its involvement with the investee; and
- The ability to use its power over the investee to affect its returns

When the Company has less than a majority of the voting or similar rights of an investee, the Company 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 other contractual arrangements
- The Group's voting rights and potential voting rights

The Company 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 Company obtains control over the subsidiary and ceases when the Company loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the statement of comprehensive income from the date the Company gains control until the date the Company ceases to control the subsidiary.

When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Company's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Company are eliminated in full on consolidation.

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

- Derecognizes the assets (including goodwill) and liabilities of the subsidiary
- Derecognizes the carrying amount of any non-controlling interests
- Derecognizes the cumulative translation differences recorded in equity
- Recognizes the fair value of the consideration received
- Recognizes the fair value of any investment retained
- Recognizes any surplus or deficit in profit or loss
- Reclassifies the Company's share of components previously recognized in OCI to profit or loss or retained earnings, as appropriate, as would be required if the Company had directly disposed of the related assets or liabilities

The consolidated financial statements include the accounts of the Company and the following wholly-owned subsidiaries:

	Country of	Principal	Percentage of
	Incorporation	Activity	Ownership
Convenience Distribution, Inc.		Warehousing	
(CDI)	Philippines	and Distribution	100
Store Sites Holding, Inc. (SSHI)	Philippines	Holding	100

SSHI's capital stock, which is divided into 40% common shares and 60% preferred shares are owned by the Company and by Philippine Seven Corporation-Employees Retirement Plan (PSC-ERP) through its trustee, Bank of the Philippines Islands-Asset Management and Trust Group (BPI-AMTG), respectively. These preferred shares which accrue and pay guaranteed preferred dividends and are redeemable at the option of the holder are recognized as a financial liability in accordance with PFRS (see Note 15). The Company owns 100% of SSHI's common shares, which, together with common key management, gives the Company control over SSHI.

The financial statements of the subsidiaries are prepared for the same balance sheet period as the Company, using uniform accounting policies. Intercompany transactions, balances and unrealized gains and losses are eliminated in full.

### Cash and Cash Equivalents

Cash includes cash on hand and in banks. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash with original maturities of three months or less from the date of acquisition and that are subject to an insignificant risk of change in value.

#### Financial Instruments

The Group recognizes a financial asset or a financial liability in the consolidated balance sheet when it becomes a party to the contractual provisions of the instrument.

## Initial Recognition and Measurement

Financial assets and financial liabilities are recognized initially at fair value. Transaction costs are included in the initial measurement of all financial assets and financial liabilities, except for financial instruments measured at fair value through profit or loss (FVPL).

All regular way purchases and sales of financial assets are recognized on the trade date, i.e. the date the Group commits to purchase or sell the financial asset. Regular way purchases or sales of financial assets require delivery of assets within the time frame generally established by regulation in the market place.

The Group classifies its financial assets as financial assets at FVPL, held-to-maturity (HTM) financial assets, available-for-sale (AFS) financial assets or loans and receivables. Financial liabilities, on the other hand, are classified as either financial liabilities at FVPL or other financial liabilities. The classification depends on the purpose for which the financial assets and financial liabilities were acquired. Management determines the

classification at initial recognition and, where allowed and appropriate, re-evaluates classification at every balance sheet date.

As at December 31, 2013 and 2012, the Group has no financial assets or liabilities at FVPL, HTM financial assets and AFS financial assets.

The Group's financial instruments are as follows:

a. Loans and Receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Loans and receivables are subsequently carried either at cost or amortized cost in the consolidated balance sheet. Amortization is determined using the effective interest rate method. Loans and receivables are classified as current assets if maturity is within 12 months from balance sheet date. Otherwise, these are classified as noncurrent assets.

The Group's loans and receivables consists of cash and cash equivalents, short-term investment, receivables and deposits (excluding rent deposits) as at December 31, 2013 and 2012 (see Note 29).

b. Other Financial Liabilities

This category pertains to financial liabilities that are neither held-for-trading nor designated as at FVPL upon the inception of the liability. Other financial liabilities are subsequently carried at amortized cost, taking into account the impact of applying the effective interest rate method of amortization (or accretion) for any related premium, discount and any directly attributable transaction costs.

Other financial liabilities are classified as current liabilities if maturity is within the normal operating cycle of the Company and it does not have unconditional right to defer settlement of the liability for at least 12 months from balance sheet date. Otherwise, these are classified as noncurrent liabilities.

The Group's other financial liabilities consist of bank loans, accounts payable and accrued expenses, other current liabilities (excluding statutory liabilities), and cumulative redeemable preferred shares as at December 31, 2013 and 2012 (see Note 29).

#### Determination of Fair Value

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

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

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

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

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

### Day- 1 Difference

Where the transaction price in a non-active market is different from the fair value from other observable current market transactions in the same instrument or based on a valuation technique whose variables include only data from observable market, the Group recognizes the difference between the transaction price and fair value (a Day 1 difference) in profit or loss unless it qualifies for recognizion as some other type of asset. In cases where use is made of data which is not observable, the difference between the transaction price and model value is only recognized in profit or loss when the inputs become observable or when the instrument is derecognized. For each transaction, the Group determines the appropriate method of recognizing the Day 1 difference.

#### Offsetting Financial Instruments

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated balance sheet if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the asset and settle the liability simultaneously.

#### Impairment of Financial Assets

The Group assesses at each balance sheet date whether a financial asset or a group of financial assets is impaired.

#### Financial Assets Carried at Amortized Cost

If there is objective evidence that an impairment loss on loans and receivables has been incurred, the amount of impairment loss is measured as the difference between the financial asset's carrying amount and the present value of estimated future cash flows (excluding future expected credit losses that have not been incurred) discounted at the financial asset's original effective interest rate (i.e., the effective interest rate computed at initial recognition). The carrying amount of the asset is reduced by the impairment loss, which is recognized in profit or loss.

The Group first assesses whether objective evidence of impairment exists for financial assets that are individually significant and collectively for financial assets that are not individually significant. Objective evidence includes observable data that comes to the attention of the Group

about loss events such as but not limited to significant financial difficulty of the counterparty, a breach of contract, such as a default or delinquency in interest or principal payments, probability that the borrower will enter bankruptcy or other financial reorganization. If it is determined that no objective evidence of impairment exists for an individually or collectively assessed financial asset, whether significant or not, the asset is included in the group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continue to be recognized are not included in a collective assessment of impairment. The

impairment assessment is performed at each balance sheet date. For the purpose of a collective evaluation of impairment, financial assets are grouped on the basis of such credit risk characteristics such as customer type, payment history, past-due status and term.

Loans and receivables, together with the related allowance, are written off when there is no realistic prospect of future recovery and all collateral has been realized. If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss is reversed. Any subsequent reversal of an impairment loss is recognized in profit or loss, to the extent that the carrying value of the asset does not exceed its amortized cost at the reversal date.

Derecognition of Financial Assets and Liabilities

### Financial Assets

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

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

Where the Group has transferred its rights to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Group's continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

## Financial Liabilities

A financial liability is derecognized when the obligation under the liability is discharged, cancelled or has expired.

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

## Inventories

Inventories are stated at the lower of cost and net realizable value (NRV). Cost of inventories is determined using the first-in, first-out method. NRV is the selling price in the ordinary course of business, less the estimated cost of marketing and distribution.

## Prepayments and Other Current Assets

Prepayments and other current assets are primarily comprised of advances to suppliers, deferred input value-added tax (VAT), prepaid rent and prepaid store expenses. Prepayments and other current assets that are expected to be realized for no more than 12 months after the balance sheet date are classified as current assets; otherwise, these are classified as other noncurrent assets.

Advances to suppliers are downpayments for acquisitions of property and equipment not yet received. Once the property and equipment are received, the asset is recognized together with the corresponding liability. These are stated at cost less any impairment in value.

## Property and Equipment

Property and equipment, except for land, are carried at cost less accumulated depreciation and amortization, and any impairment in value.

The initial cost of property and equipment consists of its purchase price and any directly attributable costs of bringing the asset to its working condition and location for its intended use. Expenditures incurred after the assets have been put into operation, such as repairs and maintenance and overhaul costs, are recognized in profit or loss in the period in which the costs are incurred. In situations where it can be clearly demonstrated that the expenditures have resulted in an increase in the future economic benefits expected to be obtained from the use of an item of property and equipment beyond its originally assessed standard of performance, the expenditures are capitalized as an additional cost of the assets.

Construction in progress includes cost of construction and other direct costs and is stated at cost less any impairment in value. Construction in progress is not depreciated until such time the relevant assets are completed and put into operational use.

Depreciation and amortization commence once the assets are available for use. It ceases at the earlier of the date that it is classified as noncurrent asset held-for-sale and the date the asset is derecognized.

Depreciation is computed on a straight-line method over the estimated useful lives of the assets as follows:

	Years
Buildings and improvements	10 to 12
Store furniture and equipment	5 to 10
Office furniture and equipment	3 to 5
Transportation equipment	3 to 5
Computer equipment	3

Leasehold improvements are amortized over the estimated useful life of the improvements, ranging from five to ten years, or the term of the lease, whichever is shorter.

The assets' estimated useful lives and depreciation and amortization method are reviewed periodically to ensure that the period and method of depreciation and amortization are consistent with the expected pattern of economic benefits from the items of property and equipment. When assets are retired or otherwise disposed of, the cost or revalued amount and the related accumulated depreciation and amortization and any impairment in value are removed from the accounts and any resulting gain or loss is recognized in profit or loss. The revaluation increment in equity relating to the revalued asset sold is transferred to retained earnings.

Fully depreciated assets are retained in the books until disposed.

Land is carried at revalued amount less any impairment in value. Revaluations shall be made with sufficient regularity to ensure that the carrying amount does not differ materially from that which would be determined using fair value at the end of the balance sheet period. When the fair value of a revalued land differs materially from its carrying amount, a further revaluation is required.

A revaluation surplus is recorded in OCI and credited to the "Revaluation increment on land - net of deferred tax" account in equity. However, to the extent that the Group reverses a revaluation deficit of the same asset previously recognized in profit or loss, the increase is recognized in profit or loss. A revaluation deficit is recognized in the profit or loss, except to the extent that it offsets an existing surplus on the same asset recognized in "Revaluation increment on land - net of deferred income tax liability" account in equity.

### Deposits

Deposits are amounts paid as guarantee in relation to noncancelable lease agreements entered into by the Group. These deposits are recognized at cost and can be refunded or applied to future billings.

#### Intangible Assets

Intangible assets acquired separately are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less accumulated amortization and any accumulated impairment loss, if any. Internally-generated intangible assets, if any, excluding capitalized development costs, are not capitalized and expenditure is reflected in profit or loss in which the expenditure is incurred.

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortized over the useful economic life and assessed for impairment whenever there is an indication that the intangible asset may be impaired. The amortization period and amortization method for an intangible asset with a finite useful life is reviewed at least at each balance sheet date. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset is accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates. The amortization expense on intangible assets with finite lives is recognized in profit or loss in the expense category consistent with the function of the intangible asset. Intangible assets with indefinite useful lives are tested for impairment annually at the cash generating unit level and are not amortized. The useful life of an intangible asset with an indefinite life is reviewed annually to determine whether indefinite useful life assessment continues to be supportable. If not, the change in the useful life assessment from indefinite to finite is made on a prospective basis. Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds, if any, and the carrying amount of the asset and are recognized in profit or loss when the asset is derecognized.

#### Software and Program Cost

Software and program cost, which are not specifically identifiable and integral to a specific computer hardware, are shown under "Goodwill and other noncurrent assets" in the consolidated balance sheet. These are carried at cost, less accumulated amortization and any impairment in value. Amortization is computed on a straight-line method over their estimated useful life of five years.

## Goodwill

Goodwill, included in "Goodwill and other noncurrent assets" in the consolidated balance sheet, represents the excess of the cost of an acquisition over the fair value of the businesses acquired. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses.

### Impairment of Non-financial Assets

The Group assesses at each balance sheet date whether there is an indication that its nonfinancial assets such as property and equipment, deposits and intangible assets may be impaired. If any such indication exists, or when annual impairment testing for an asset is required, the Group makes an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash generating unit's fair value less costs to sell and its value-in-use and is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. For land, the asset's recoverable amount is the land's net selling price, which may be obtained from its sale in an arm's length transaction. For goodwill, the asset's recoverable amount is its value-in-use. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its In assessing value-in-use, the estimated future cash flows are recoverable amount. discounted to their present value, using a pre-tax discount rate that reflects current market assessments of the time value of money and risks specific to the asset. Impairment losses, if any, are recognized in profit or loss, except for revalued property and equipment when revaluation was taken to OCI. In this case, the impairment is also recognized in OCI up to the amount of any previous revaluation.

For non-financial assets, excluding goodwill, an assessment is made at each balance sheet date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If such indication exists, the recoverable amount is estimated. A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the asset's recoverable amount since the last impairment loss was recognized. If that is the case, the carrying amount of the asset is increased to its recoverable amount. That increased amount cannot exceed the carrying amount that would have been determined, net of depreciation and amortization, had no impairment loss been recognized for the asset in previous years. Such reversal is recognized in profit or loss, unless the asset is carried at revalued amount, in which case, the reversal is treated as a revaluation increase. After such reversal, the depreciation charge is adjusted in the future periods to allocate the asset's revised carrying amount, less any residual value, on a systematic basis over its remaining useful life.

Goodwill is reviewed for impairment, annually or more frequently if event or changes in circumstances indicate that the carrying value may be impaired. Impairment is

determined for goodwill by assessing the recoverable amount of the cash-generating unit or group of cash-generating units to which the goodwill relates. Where the recoverable amount of the cash-generating unit or group of cash-generating units is less than the carrying amount of the cash-generating unit or group of cash-generating units to which goodwill has been allocated, an impairment loss is recognized. Impairment losses relating to goodwill cannot be reversed in future periods.

## **Deposits Payable**

Deposits payable are amounts received from franchisees, store operators and sub lessees as guarantee in relation to various agreements entered into by the Group. These deposits are recognized at cost and payable or applied to future billings.

### Cumulative Redeemable Preferred Shares

Cumulative redeemable preferred shares that exhibit characteristics of a liability is recognized as a financial liability in the consolidated balance sheet, net of transaction cost. The corresponding dividends on those shares are charged as interest expense in profit or loss.

### Deferred Revenue

Deferred revenue is recognized for cash received for income not yet earned. Deferred revenue is recognized as revenue over the life of the revenue contract or upon delivery of goods or services.

#### Equity

## Common Stock

Common stock is measured at par value for all shares issued and outstanding.

#### Additional Paid-in Capital

When the shares are sold at premium, the difference between the proceeds and the par value is credited to the "Additional paid-in capital" account. When shares are issued for a consideration other than cash, the proceeds are measured by the fair value of the consideration received. In case the shares are issued to extinguish or settle the liability of the Group, the shares shall be measured either at the fair value of the shares issued or fair value of the liability settled, whichever is more reliably determinable.

#### **Retained Earnings**

Retained earnings represent the cumulative balance of periodic net income or loss and changes in accounting policy. When the retained earnings account has a debit balance, it is called "deficit." A deficit is not an asset but a deduction from equity.

#### Treasury Stock

Treasury stock is stated at acquisition cost and is deducted from equity. No gain or loss is recognized in profit or loss on the purchase, sale, issuance or cancellation of the Group's own equity instruments.

## <u>OCI</u>

OCI comprises of items of income and expenses that are not recognized in profit or loss as required or permitted by other PFRS. The Group's OCI pertains to actuarial gains and

losses from pension benefits and revaluation increment on land which are recognized in full in the period in which they occur.

### Revenue Recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Group and the amount of revenue can be measured reliably. The Group has assessed its revenue arrangements against the criteria enumerated under PAS 18, *Revenue Recognition*, and concluded that it is acting as principal in all arrangements, except for its sale of consigned goods. The following specific recognition criteria must also be met before revenue is recognized:

### Merchandise Sales

Revenue from merchandise sales is recognized when the significant risks and rewards of ownership of the goods have passed to the buyer. Revenue is measured at the fair value of the consideration received, excluding discounts, returns, rebates and sales taxes.

The Group operates a customer loyalty programme, Every Day! Rewards, which allows customers to accumulate points when they purchase products in the stores. The points can be redeemed for free products, subject to a minimum number of points being obtained.

Consideration received is allocated between the products sold and the points issued, with the consideration allocated to the points equal to their fair value. Fair value of the points is equal to the retail value of the products that can be redeemed. The fair value of the points issued is deferred (included as part of "other current liabilities" in the consolidated balance sheet) and recognized as revenue when the points are redeemed.

## Franchise

Franchise fee is recognized upon execution of the franchise agreement and performance of initial services required under the franchise agreement. Franchise revenue is recognized in the period earned.

#### Marketing

Marketing income is recognized when service is rendered. In case of marketing support funds, revenue is recognized upon start of promotional activity for the suppliers.

#### Rental

Rental income is accounted for on a straight-line basis over the term of the lease.

#### Commission

Commission income is recognized upon the sale of consigned goods.

#### Interest

Interest income is recognized as it accrues based on the effective interest rate method.

#### Other Income

Other income is recognized when there are incidental economic benefits, other than the usual business operations, that will flow to the Company and can be measured reliably.

## Costs and Expenses Recognition

Costs of merchandise sold are recognized in profit or loss at the point of sale. Expenses are recognized in profit or loss upon utilization of the services or when they are incurred.

## Retirement Benefits

The net defined benefit liability or asset is the aggregate of the present value of the defined benefit obligation at the end of the reporting period reduced by the fair value of plan assets (if any), adjusted for any effect of limiting a net defined benefit asset to the asset ceiling. The asset ceiling is the present value of any economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan.

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

Net retirement benefits cost comprise the following:

- Service cost
- Net interest on the net defined benefit liability or asset
- Remeasurements of net defined benefit liability or asset

Service costs which include current service costs, past service costs and gains or losses on non-routine settlements are recognized as expense in profit or loss. Past service costs are recognized when plan amendment or curtailment occurs. These amounts are calculated periodically by independent qualified actuaries.

Net interest on the net defined benefit liability or asset is the change during the period in the net defined benefit liability or asset that arises from the passage of time which is determined by applying the discount rate based on government bonds to the net defined benefit liability or asset. Net interest on the net defined benefit liability or asset is recognized as expense or income in profit or loss.

Remeasurements comprising actuarial gains and losses, return on plan assets and any change in the effect of the asset ceiling (excluding net interest on defined benefit liability) are recognized immediately in other comprehensive income in the period in which they arise. Remeasurements are not reclassified to profit or loss in subsequent periods.

Plan assets are assets that are held by a long-term employee benefit fund or qualifying insurance policies. Plan assets are not available to the creditors of the Group, nor can they be paid directly to the Group. Fair value of plan assets is based on market price information. When no market price is available, the fair value of plan assets is estimated by discounting expected future cash flows using a discount rate that reflects both the risk associated with the plan assets and the maturity or expected disposal date of those assets (or, if they have no maturity, the expected period until the settlement of the related obligations). If the fair value of the plan assets is higher than the present value of the defined benefit obligation, the measurement of the resulting defined benefit asset is limited to the present value of economic benefits available in the form of refunds from the plan or reductions in future contributions to the plan.

The Group's right to be reimbursed of some or all of the expenditure required to settle a defined benefit obligation is recognized as a separate asset at fair value when and only when reimbursement is virtually certain.

## Termination Benefit

Termination benefits are employee benefits provided in exchange for the termination of an employee's employment as a result of either an entity's decision to terminate an employee's employment before the normal retirement date or an employee's decision to accept an offer of benefits in exchange for the termination of employment.

A liability and expense for a termination benefit is recognized at the earlier of when the entity can no longer withdraw the offer of those benefits and when the entity recognizes related restructuring costs. Initial recognition and subsequent changes to termination benefits are measured in accordance with the nature of the employee benefit, as either post-employment benefits, short-term employee benefits, or other long-term employee benefits.

### Employee Leave Entitlement

Employee entitlements to annual leave are recognized as a liability when they are accrued to the employees. The undiscounted liability for leave expected to be settled wholly before twelve months after the end of the annual reporting period is recognized for services rendered by employees up to the end of the reporting period.

### Leases

Finance leases, which transfer to the lessee substantially all the risks and rewards of ownership of the asset, are capitalized at the inception of the lease at the fair value of the leased property or, if lower, at the present value of the minimum lease payments. Lease payments are apportioned between the interest income and reduction of the lease receivable so as to achieve a constant rate of interest on the remaining balance of the receivable. Interest income is recognized directly in profit or loss.

Leases where the lessor retains substantially all the risks and rewards of ownership of the asset are classified as operating leases. Operating leases are recognized as an expense in profit or loss on a straight-line basis over the lease term.

The determination of whether an arrangement is, or contains a lease is based on the substance of the arrangement and requires an assessment of whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset. A reassessment is made after inception of the lease only if one of the following applies:

- a. there is a change in contractual terms, other than a renewal or extension of the arrangement; or
- b. a renewal option is exercised or extension is granted, unless the term of the renewal or extension was initially included in the lease term; or
- c. there is a change in the determination of whether fulfillment is dependent on a specified asset; or
- d. there is a substantial change to the asset.

Where a re-assessment is made, lease accounting shall commence or cease from the date when the change in circumstance gave rise to the re-assessment for scenarios (a), (c) or (d) above, and the date of renewal or extension for scenario (b).

## **Borrowing Costs**

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective assets. All other borrowing costs are expensed in the period they occur. Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds.

### Foreign Currency-denominated Transactions

Transactions in foreign currency are initially recorded at the exchange rate at the date of transaction. Outstanding foreign currency-denominated monetary assets and liabilities are translated using the applicable exchange rate at balance sheet date. Exchange differences arising from translation of foreign currency monetary items at rates different from those at which they were originally recorded are recognized in profit or loss.

### <u>Taxes</u>

## Current Income Tax

Current income tax assets and liabilities for the current and prior periods are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rates and tax laws used to compute the amount are those that have been enacted or substantively enacted at the balance sheet date.

#### Deferred Income Tax

Deferred income tax is recognized for all temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

Deferred income tax liabilities are recognized for all taxable temporary differences. Deferred income tax assets are recognized for all deductible temporary differences to the extent that it is probable that sufficient future taxable profits will be available against which the deductible temporary differences can be utilized.

Deferred income tax relating to items recognized directly in equity is recognized in profit or loss.

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

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

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

## VAT

Input VAT is the 12% indirect tax paid by the Group in the course of the Group's trade or business on local purchase of goods or services, including lease or use of property, from a VAT-registered entity. For acquisition of capital goods over P1,000,000, the related input taxes are deferred and amortized over the useful life of the asset or 60 months, whichever is shorter, commencing on the date of acquisition. Deferred input VAT which is expected to be utilized for more than 12 months after the balance sheet date is included under "Goodwill and other noncurrent assets" account in the consolidated balance sheet.

Output VAT pertains to the 12% tax due on the sale of merchandise and lease or exchange of taxable goods or properties or services by the Group.

If at the end of any taxable month the output VAT exceeds the input VAT, the excess shall be paid by the Group. Any outstanding balance is included under "Accounts payable and accrued expenses" account in the consolidated balance sheet. If the input VAT exceeds the output VAT, the excess shall be carried over to the succeeding month or months. Excess input VAT is included under "Prepayments and other current assets" account in the consolidated balance sheet. Input VAT on capital goods may, at the option of the Group, be refunded or credited against other internal revenue taxes, subject to certain tax laws.

Revenue, expenses and assets are recognized net of the amount of VAT.

## Earnings (Loss) Per Share

Basic earnings (loss) per share is calculated by dividing the net income or (loss) for the year attributable to common shareholders by the weighted average number of shares outstanding during the year, excluding treasury shares.

Diluted earnings (loss) per share is calculated by dividing the net income or (loss) for the year attributable to common shareholders by the weighted average number of shares outstanding during the year, excluding treasury shares and adjusted for the effects of all potential dilutive common shares, if any.

In determining both the basic and diluted earnings (loss) per share, the effect of stock dividends, if any, is accounted for retrospectively.

## Segment Reporting

Operating segments are components of an entity for which separate financial information is available and evaluated regularly by management in deciding how to allocate resources and assessing performance. The Group considers the store operation as its primary activity and its only business segment. Franchising, renting of properties and commissioning on bills payment services are considered an integral part of the store operations.

## Provisions

Provisions are recognized when: (a) the Group has a present obligation (legal or constructive) as a result of a past event; (b) it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation; and (c) a reliable estimate can be made of the amount of the obligation. If the effect of the time value of money is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as interest expense. When the Group expects a provision or loss to be reimbursed, the reimbursement is recognized as a separate asset only when the reimbursement is virtually certain and its amount is estimable. The expense relating to any provision is presented in profit or loss, net of any reimbursement.

## **Contingencies**

Contingent liabilities are not recognized in the consolidated financial statements. They are disclosed unless the possibility of an outflow of resources embodying economic benefits is remote. Contingent assets are not recognized in the consolidated financial statements but disclosed when an inflow of economic benefit is probable. Contingent assets are assessed continually to ensure that developments are appropriately reflected in the consolidated financial statements. If it has become virtually certain that an inflow of economic benefits will arise, the asset and the related income are recognized in the consolidated financial statements.

## Events after the Balance Sheet Date

Post year-end events that provide additional information about the Group's position at the balance sheet date (adjusting events) are reflected in the consolidated financial statements. Post year-end events that are non-adjusting events are disclosed in the notes to the consolidated financial statements when material.

## 3. Use of Significant Accounting Judgments, Estimates and Assumptions

The preparation of the consolidated financial statements in accordance with PFRS requires management to make judgments, estimates and assumptions that affect the amounts reported in the consolidated financial statements and notes. The judgments, estimates and assumptions used in the consolidated financial statements are based upon management's evaluation of relevant facts and circumstances as of balance sheet date. Future events may occur which can cause the assumptions used in arriving at those judgments, estimates and assumptions to change. The effects of any changes will be reflected in the consolidated financial statements of the Group as they become reasonably determinable.

## Judgments

In the process of applying the Group's accounting policies, management has made the following judgments, apart from those involving estimations, which have the most significant effect on amounts recognized in the consolidated financial statements:

## Determination of Functional Currency

Based on the economic substance of the underlying circumstances relevant to the Group, the functional currency of the Group has been determined to be the Peso. The Peso is the

currency of the primary economic environment in which the Group operates. It is the currency that mainly influences the revenue, costs and expenses of the Group.

## Classification of Financial Instruments

The Group classifies a financial instrument, or its components, on initial recognition as a financial asset, liability or equity instrument in accordance with the substance of the contractual arrangement and the definitions of a financial asset, liability or equity instrument. The substance of a financial instrument, rather than its legal form, governs its classification in the consolidated balance sheet.

Financial assets are classified as financial assets at FVPL, HTM financial assets, AFS financial assets and loans and receivables. Financial liabilities, on the other hand, are classified as financial liabilities at FVPL and other financial liabilities.

The Group determines the classification at initial recognition and, where allowed and appropriate, re-evaluates this classification at every balance sheet date.

The Group's financial instruments consist of loans and receivables and other financial liabilities (see Note 29).

### Classification of Leases

a. Finance lease as lessor

The Group entered into a sale and leaseback transaction with an armored car service provider where it has determined that the risks and rewards related to the armored vehicles leased out will be transferred to the lessee at the end of the lease term. As such, the lease agreement was accounted for as a finance lease (see Note 26).

b. Operating lease as lessee

The Group entered into various property leases, where it has determined that the risks and rewards related to the properties are retained with the lessors. As such, the lease agreements were accounted for as operating leases (see Note 26).

c. Operating lease as lessor

The Company entered into property subleases on its leased properties. The Company determined that it retains all the significant risks and rewards of these properties which are leased out on operating leases (see Note 26).

## Impairment of Non-financial Assets Other than Goodwill

The Group assesses whether there are any indicators of impairment for all non-financial assets, other than goodwill, at each balance sheet date. These non-financial assets (property and equipment, rent deposits, and software and program cost) are tested for impairment when there are indicators that the carrying amounts may not be recoverable. The factors that the Group considers important which could trigger an impairment review include the following:

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

• decline in appraised value.

As at December 31, 2013 and 2012, the Group has not identified any indicators or circumstances that would indicate that the Group's property and equipment, rent deposits and software and program cost are impaired. Thus, no impairment losses on these non-financial assets were recognized in the years ended December 31, 2013, 2012 and 2011. The carrying value of these non-financial assets is as follows:

	2013	2012
Property and equipment (Note 8)	₽2,746,672,621	₽2,276,921,044
Rent deposits (Note 9)	232,020,464	183,893,042
Software and program cost (Note 10)	2,886,285	1,183,651

## Estimates

The key assumptions concerning the future and other key sources of estimation uncertainty at the balance sheet date that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities follow:

## Determination of Fair Values

The fair value for financial instruments traded in active markets at the balance sheet date is based on their quoted market price or dealer price quotations (bid price for long positions and ask price for short positions), without any deduction for transaction costs. When current bid and asking prices are not available, the price of the most recent transaction provides evidence of the current fair value as long as there has not been a significant change in economic circumstances since the time of the transaction.

For all other financial instruments not listed in an active market, the fair value is determined by using appropriate valuation techniques. Valuation techniques include net present value techniques, comparison to similar instruments for which observable market prices exist, options pricing models, and other relevant valuation models.

Note 29 presents the fair values of the financial instruments and the methods and assumptions used in estimating their fair values.

## Impairment of Loans and Receivables

The Group reviews its loans and receivables at each balance sheet date to assess whether a provision for impairment should be recognized in profit or loss or loans and receivables balance should be written off. In particular, judgment by management is required in the estimation of the amount and timing of future cash flows when determining the level of allowance required. Such estimates are based on assumptions about a number of factors and actual results may differ, resulting in future changes to the allowance. Moreover, management evaluates the presence of objective evidence of impairment which includes observable data that comes to the attention of the Group about loss events such as but not limited to significant financial difficulty of the counterparty, a breach of contract, such as a default or delinquency in interest or principal payments, probability that the borrower will enter bankruptcy or other financial re-organization.

In addition to specific allowances against individually significant loans and receivables, the Group also makes a collective impairment allowance against exposures which, although not specifically identified as requiring a specific allowance, have a greater risk of default than when originally granted. This takes into consideration the credit risk characteristics such as customer type, payment history, past due status and term.

The carrying value of loans and receivables amounted to P1,516,908,752 and P 869,050,177

as at December 31, 2013 and 2012, respectively. Allowance for impairment on loans and receivables amounted to P18,960,182 and P8,227,261 as at December 31, 2013 and 2012, respectively (see Note 5). Provision for impairment amounted to P12,671,486, P788,778 and

₽3,810,991 in 2013, 2012 and 2011, respectively (see Note 19).

### Decline in Inventory Value

Provisions are made for inventories whose NRV are lower than their carrying cost. This entails determination of replacement costs and costs necessary to make the sale. The estimates are based on a number of factors, such as but not limited to the age, status and recoverability of inventories.

The carrying value of inventories amounted to \$\mathbf{P}900,849,891\$ and \$\mathbf{P}726,986,563\$ as at December 31, 2013 and 2012, respectively (see Note 6). No provisions for decline in inventory value were recognized in 2013, 2012 and 2011.

#### Estimation of Useful Lives of Property and Equipment and Software and Program Cost

The Group estimates the useful lives of its property and equipment and software and program cost based on a period over which the assets are expected to be available for use and on collective assessment of industry practices, internal evaluation and experience with similar arrangement. The estimated useful lives of property and equipment and software and program cost are revisited at the end of each balance sheet period and updated if expectations differ materially from previous estimates.

Property and equipment, net of accumulated depreciation and amortization, amounted to P2,746,672,621 and P2,276,921,044 as at December 31, 2013 and 2012, respectively (see Note 8). The carrying amount of software and program cost amounted to P2,886,285 and P1,183,651 as at December 31, 2013 and 2012, respectively (see Note 10).

#### Revaluation of Land

The Group's parcels of land are carried at revalued amounts, which approximate its fair values at the date of the revaluation, less any subsequent accumulated impairment losses. The valuations of land are performed by independent appraisers. Revaluations are made every three to five years or more frequently as necessary, to ensure that the carrying amounts do not differ materially from those which would be determined using fair values at balance sheet date.

The last appraisal made on the Group's parcels of land was on February 5, 2007, where it resulted to an appraisal increase of P3,229,895, net of P1,384,241 deferred income tax liability. The Group believes that carrying value of the revalued parcels of land as at December 31, 2013 and 2012 amounting to P44,481,000 does not materially differ from its fair value as of these balance sheet dates (see Note 8).

## Impairment of Goodwill

The Group determines whether goodwill is impaired at least on an annual basis. This requires an estimation of the value-in-use of the cash-generating units to which the goodwill is allocated. Estimating the value-in-use amount requires management to make an estimate of the expected future cash flows from the cash-generating unit and also to choose a suitable discount rate in order to calculate the present value of those cash flows.

Based on the assessment made by the Group, there is no impairment of goodwill as the recoverable amount of the cash-generating units exceeds the carrying amount of the unit, including goodwill as at December 31, 2013 and 2012. The carrying value of goodwill amounted to

P65,567,524 as at December 31, 2013 and 2012 (see Note 10). No impairment losses were recognized in 2013, 2012 and 2011.

#### Estimation of Retirement Benefits

The net retirement benefits cost and the present value of retirement obligations are determined using actuarial valuations. The actuarial valuation involves making various assumptions. These include the determination of the discount rates, future salary increases, mortality rates and future pension increases. Due to the complexity of the valuation, the underlying assumptions and its long-term nature, defined benefit obligations are highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date.

In determining the appropriate discount rate, management considers the interest rates of government bonds that are denominated in the currency in which the benefits will be paid, with extrapolated maturities corresponding to the expected duration of the defined benefit obligation.

The mortality rate is based on publicly available mortality tables for the specific country. Future salary increases and pension increases are based on expected future inflation rates for the specific country.

The Group's net retirement obligations amounted to \$\mathbf{P}96,481,142\$ and \$\mathbf{P}86,012,693\$ as at December 31, 2013 and 2012, respectively (see Note 24). Retirement benefits cost amounted to to

**₽**16,858,692, **₽**15,420,495 and **₽**11,768,015 in 2013, 2012 and 2011, respectively (see Notes 23 and 24).

#### Provisions and Contingencies

The Group has pending legal cases. The Group's estimate of the probable costs for the resolution of these legal cases has been developed in consultation with in-house and outside legal counsels and is based upon the analysis of the potential outcomes. It is possible, however, that future results of operations could be affected by changes in the estimates or in the effectiveness of strategies relating to these proceedings.

As at December 31, 2013 and 2012, the Group has provisions amounting to P13,704,073 and

₽7,066,290, respectively and is reported as part of "Others" under "Accounts payable and accrued expenses" in the consolidated balance sheets (see Note 12). Provisions and contingencies are further explained in Note 34.

## Realizability of Deferred Income Tax Assets

Deferred income tax assets are recognized for all temporary deductible differences to the extent that it is probable that sufficient future taxable profits will be available against which the deductible temporary differences can be utilized. Management has determined based on business forecast of succeeding years that there is enough taxable profits against which the recognized deferred income tax assets will be realized.

The Group's recognized deferred income tax assets amounted to P69,131,632 and P 56,504,022 as at December 31, 2013 and 2012, respectively (see Note 27).

Cash and Cash Equivalents and Short-Term Investment						
	2013	2012				
Cash on hand and in banks	₽922,422,571	₽367,285,569				
Cash equivalents	50,580,062	48,000,000				
	<b>₽973,002,633</b>	₽415,285,569				

Cash in banks earn interest at the respective bank deposit rates. Cash equivalents are made for varying periods up to three months depending on the immediate cash requirements of the Group and earn interest at the respective cash equivalent rates.

As at December 31, 2013 and 2012, short-term investment amounting to P10,810,229 and P10,632,115, respectively, pertains to time deposit which has a maturity date of more than 90 days.

Interest income from savings and deposits accounts and short-term investment amounted to

₽4,350,085, ₽2,857,696 and ₽2,911,480 in 2013, 2012 and 2011, respectively (see Note 22).

## 5. **Receivables**

	2013	2012
Franchisees (Note 32)	₽379,544,124	₽184,444,213
Suppliers	48,657,689	139,512,975
Employees	14,936,783	12,993,209
Store operators	12,547,006	19,452,194
Rent	4,760,464	5,638,673
Due from PhilSeven Foundation, Inc. (PFI) (Note 25)	3,118,978	1,637,912
Current portion of:	, ,	
Lease receivable - net of unearned interest income amounting to ₱96,445 and ₱197,221 as at December 31, 2013 and		
2012, respectively (Notes 10 and 26)	3,086,114	1,394,060
Notes receivable (Notes 10, 29 and 30)	1,033,914	1,403,344
Insurance receivable	585,057	614,135

	2013	2012
Others	1,358,499	15,734,389
	469,628,628	382,825,104
Less allowance for impairment	18,960,182	8,227,261
	₽450,668,446	₽374,597,843

The classes of receivables of the Group are as follows:

- Franchisees pertains to receivables for the inventory loans obtained by the franchisees at the start of their store operations, cash deposits and deposits still in transit, negative balance on franchisees' holding account and inventory variation noted during monthly store audits.
- Suppliers pertains to receivables from the Group's suppliers for display allowances, annual volume discount and commission income from different service providers.
- Employees includes car loans, salary loans and cash shortages from stores which are charged to employees.
- Store operators pertains to the advances given to third party store operators under service agreements (see Note 32).
- Rent pertains to receivables from sublease agreements with third parties, which are based on an agreed fixed monthly rate or as agreed upon by the parties.
- Lease receivable pertains to a five-year sale and leaseback finance lease agreement entered by the Company with an armored car service provider (see Note 26).
- Notes receivable pertains to a receivable issued by a third party borrower evidenced by written promises of payment with three to five year terms maturing in 2013 and 2014. As at December 31, 2013 and 2012, unamortized discount amounted to P35,562 and P124,413, respectively. Accretion of interest income amounted to P88,851, P 128,251 and P186,596 in 2013, 2012 and 2011, respectively (see Note 22).

Receivables are noninterest-bearing and are generally on 30 to 90 day terms except for lease receivable with a 7% interest rate per annum (see Note 26).

Impairment on receivables is based on individual assessment of accounts. Movements in allowance for impairment are as follows:

		2013		
		Provision		
	Beginning	for the year		Ending
	balances	(Note 19)	Write-off	Balances
Franchisees	<b>₽</b> 214,342	₽–	₽–	₽214,342
Suppliers	5,804,455	11,700,044	(1,938,565)	15,565,934
Employees	391,918	148,003	_	539,921
Store operators	365,801	_	_	365,801
Rent	1,450,745	823,439	-	2,274,184
Total	₽8,227,261	₽12,671,486	( <b>P1,938,565</b> )	₽18,960,182

		2012						
		Provision						
	Beginning	for the year		Ending				
	balances	(Note 19)	Write-off	Balances				
Franchisees	₽214,342	₽–	₽–	₽214,342				
Suppliers	5,304,455	500,000	_	5,804,455				
Employees	391,918	_	_	391,918				
Store operators	365,801	_	_	365,801				
Rent	1,161,967	288,778	_	1,450,745				
Total	₽7,438,483	₽788,778	₽-	₽8,227,261				

## 6. Inventories

	2013	2012
At cost (Note 18):		
Warehouse merchandise	<b>₽618,738,640</b>	₽415,590,676
Store merchandise	282,111,251	311,395,887
	<b>₽900,849,891</b>	₽726,986,563

Prepayments and Other Current Assets		
	2013	2012
Current portion of:		
Deferred input VAT	₽78,364,535	₽64,041,93
Deferred lease (Notes 10 and 26)	1,421,460	421,194
Prepaid:		
Rent (Note 10)	63,373,604	42,241,979
(Forward)		
	2013	2012
Store expenses	<b>₽34,455,780</b>	₽11,625,230
Uniform	6,066,259	1,704,252
Taxes	4,765,253	3,558,689
Repairs and maintenance	1,218,655	2,214,838
Advances to suppliers	55,761,777	109,149,544
Advances for expenses	13,788,613	6,600,314
Supplies	3,528,830	3,256,203
Dues and subscription	571,651	2,983,004
Others	7,432,281	11,210,70
	₽270,748,698	₽259,007,88

Deferred input VAT pertains to the input VAT on the acquisition of capital goods over P 1,000,000 which are being amortized over the useful life or 60 months, whichever is shorter, commencing on the date of acquisition.

## 8. **Property and Equipment**

Movements in property and equipment are as follows:

					2013				
-	Land-		Store	Office					
	at revalued	<b>Buildings and</b>	Furniture and	Furniture and	Transportation	Computer	Leasehold	Construction	
	amount	Improvements	Equipment	Equipment	Equipment	Equipment	Improvements	In-Progress	Total
Costs/Revalued Amount									
Beginning balances	<b>P44,481,000</b>	₽118,154,849	₽1,740,413,144	₽579,371,098	<b>₽43,646,176</b>	₽211,556,342	₽1,201,609,872	P67,369,297	P4,006,601,778
Additions	-	-	525,981,492	207,879,041	10,587,673	33,864,213	205,468,926	195,489,191	1,179,270,536
Retirements	-	-	(66,288,608)	(24,194,070)	(9,103,746)	(435,198)	(152,838,708)	-	(252,860,330)
Reclassifications	-	-	-		-	-	167,659,566	(167,659,566)	-
Ending balances	44,481,000	118,154,849	2,200,106,028	763,056,069	45,130,103	244,985,357	1,421,899,656	95,198,922	4,933,011,984
Accumulated Depreciation									
and Amortization									
Beginning balances	-	70,181,591	690,911,415	256,680,089	20,199,135	134,639,263	557,069,241	-	1,729,680,734
Depreciation and amortization									
(Note 19)	-	3,943,271	367,196,300	112,543,884	8,272,483	31,165,352	186,397,669	-	709,518,959
Retirements	-	-	(66,288,608)	(24,194,070)	(9,103,746)	(435,198)	(152,838,708)	-	(252,860,330)
Ending balances	-	74,124,862	991,819,107	345,029,903	19,367,872	165,369,417	590,628,202	-	2,186,339,363
Net Book Values	<b>P44,481,000</b>	₽44,029,987	P1,208,286,921	P418,026,166	₽25,762,231	₽79,615,940	₽831,271,454	₽95,198,922	₽2,746,672,621
					2012				
-	Land-		Store	Office					
	at revalued	Buildings and	Furniture and	Furniture and	Transportation	Computer	Leasehold	Construction	
	Amount	Improvements	Equipment	Equipment	Equipment	Equipment	Improvements	In-Progress	Total

	Land-		Store	Office					
	at revalued	Buildings and	Furniture and	Furniture and	Transportation	Computer	Leasehold	Construction	
	Amount	Improvements	Equipment	Equipment	Equipment	Equipment	Improvements	In-Progress	Total
Costs/Revalued Amount									
Beginning balances	₽44,481,000	₽110,179,849	₽1,307,026,502	₽454,106,297	₽38,988,602	₽176,359,215	₽978,634,236	₽72,806,750	₽3,182,582,451
Additions	-	7,975,000	449,148,981	129,124,221	8,818,393	36,162,964	127,255,239	100,190,195	858,674,993
Retirements	-	-	(15,762,339)	(3,859,420)	(4,160,819)	(965,837)	(9,907,251)	-	(34,655,666)
Reclassifications	-	-	-	-	-	-	105,627,648	(105,627,648)	-
Ending balances	44,481,000	118,154,849	1,740,413,144	579,371,098	43,646,176	211,556,342	1,201,609,872	67,369,297	4,006,601,778
Accumulated Depreciation and Amortization									
Beginning balances	-	64,958,094	425,110,107	194,721,454	15,683,194	105,282,852	430,793,774	-	1,236,549,475
Depreciation and amortization									
(Note 19)	-	5,223,497	281,563,647	65,818,055	8,676,760	30,322,248	136,182,718	_	527,786,925
Retirements	-	-	(15,762,339)	(3,859,420)	(4,160,819)	(965,837)	(9,907,251)	-	(34,655,666)
Ending balances	-	70,181,591	690,911,415	256,680,089	20,199,135	134,639,263	557,069,241	-	1,729,680,734
Net Book Values	₽44,481,000	₽47,973,258	₽1,049,501,729	₽322,691,009	₽23,447,041	₽76,917,079	₽644,540,631	₽67,369,297	₽2,276,921,044

Construction in-progress pertains to costs of constructing new stores and renovation of old stores. Completion of construction and renovation is expected within three months to one year from construction date. The costs of constructed stores are accumulated until such time the relevant assets are completed and put into operational use.

On February 5, 2007, the Group revalued its land with cost amounting to P39,866,864 at appraised value of P44,481,000, as determined by a professionally qualified independent appraiser. The appraisal increase of P3,229,895, net of P1,384,241 deferred income tax liability (see Note 22), resulting from the revaluation was credited to "Revaluation increment on land" account under equity section of the consolidated balance sheets. The appraised value was determined using the market data approach, wherein the value of the land is based on sales and listings of comparable properties registered within the vicinity.

The cost of fully depreciated property and equipment that are still being used in operations amounted to P428,587,084 and P232,325,091 as at December 31, 2013 and 2012, respectively. No property and equipment are pledged nor treated as security for the outstanding liabilities as at December 31, 2013 and 2012.

## 9. **Deposits**

Deposits		
	2013	2012
Rent	₽232,020,464	₽183,893,042
Utilities (Notes 29 and 30)	42,509,396	33,663,791
Refundable (Notes 29 and 30)	34,871,384	25,843,670
Others (Notes 29 and 30)	4,487,223	6,017,558
	<b>₽313,888,467</b>	₽249,418,061

#### Refundable

Refundable deposits on rent are computed at amortized cost as follows:

	2013	2012
Face value of security deposits	₽46,053,889	₽48,602,936
Additions	7,446,475	2,248,407
Refunded	_	(4,797,455)
Unamortized discount	(18,628,980)	(20,210,218)
	₽34,871,384	₽25,843,670

Movements in unamortized discount are as follows:

	2013	2012
Beginning balance	₽20,210,218	₽21,813,932
Additions	948,411	496,227
Accretion (Note 22)	(2,529,649)	(2,099,941)
Ending balance	₽18,628,980	₽20,210,218

## 10. Goodwill and Other Noncurrent Assets

	2013	2012
Noncurrent portion of:		
Deferred input VAT	₽143,808,850	₽115,865,751
Deferred lease (Note 26)	12,819,183	15,281,651
Lease receivable - net of unearned interest income amounting to £5,773 and		
₽102,216 as at December 31, 2013 and 2012,		
respectively (Notes 26, 29 and 30)	559,441	2,054,276
Note receivable (Notes 5, 29 and 30)	_	955,355
Intangible assets:		
Goodwill	65,567,524	65,567,524
Software and program cost	2,886,285	1,183,651
Garnished accounts (Note 34)	4,876,522	5,223,977
Others	1,411,415	2,357,417
	₽231,929,220	₽208,489,602

### **Deferred** Lease

Deferred lease pertains to Day 1 loss recognized on refundable deposits on rent, which is amortized on a straight-line basis over the term of the related leases.

Movements in deferred lease are as follows:

	2013	2012
Beginning balance	<b>₽15,702,845</b>	₽17,692,345
Additions	948,411	496,228
Less amortization (Note 26)	2,410,613	2,485,728
Ending balance	14,240,643	15,702,845
Less current portion (Note 7)	1,421,460	421,194
Noncurrent portion	₽12,819,183	₽15,281,651

## Goodwill

On March 22, 2004, the Group purchased the leasehold rights and store assets of Jollimart Philippines Corporation (Jollimart) for a total consideration of P130,000,000. The excess of the acquisition cost over the fair value of the assets acquired was recorded as goodwill amounting to P70,178,892. In 2008, the Group recognized an impairment loss in goodwill amounting to P4,611,368.

The recoverable amount of the goodwill was estimated based on the value-in-use calculation using cash flow projections from financial budgets approved by senior management covering a five year period. The pre-tax discount rate applied to cash flow projections is 8.27% in 2013 and 10.67% in 2012. The cash flows beyond the five-year period are extrapolated using a 3% growth rate in 2013 and 2012 which is the same as the long-term average growth rate for the retail industry.

No store acquired from Jollimart was closed in 2013 and 2012. In 2011, the Group has closed one store out of the 25 remaining stores it purchased from Jollimart. No impairment loss was recognized in 2013, 2012 and 2011.

Goodwill is allocated to the group of cash generating unit (CGU) which comprises the working capital and property and equipment of all the purchased stores' assets.

Key assumptions used in value-in-use calculations in 2013 and 2012 follow:

a. Sales and Cost Ratio

Sales and cost ratio are based on average values achieved in the three years preceding the start of the budget period. These are increased over the budget period for anticipated efficiency improvements. Sales are projected to increase by two to three percent per annum while the cost ratio is set at 67.00% - 72.00% of sales per annum.

b. Discount Rates

Discount rates reflect management's estimates of the risks specific to the CGU. Management computed for its weighted average cost of capital (WACC). In computing for its WACC, the following items were considered:

- Average high and low range of average bank lending rates as of year-end
- Yield on a 10-year Philippine zero coupon bond as of valuation date
- Market risk premium
- Company relevered beta
- Alpha risk

## c. Growth Rate Estimates

Rates are based on average historical growth rate which is consistent with the expected average growth rate for the industry. Annual inflation and rate of possible reduction in transaction count were also considered in determining growth rates used.

Management recognized that unfavorable conditions could materially affect the assumptions used in the determination of value in use. An increase of 6.84% and 6.10% in the discount rates, or a reduction of growth rates by 12.90% and 3.00%, would give a

value in use equal to the carrying amount of the cash generating units in 2013 and 2012, respectively.

#### Software and Program Cost

Movements in software and program cost are as follows:

	2013	2012
Cost:		
Beginning balance	₽14,851,985	₽14,661,985
Additions	3,019,195	190,000
Ending balance	17,871,180	14,851,985
Accumulated amortization:		
Beginning balance	13,668,334	12,177,859
Amortization (Note 19)	1,316,561	1,490,475
Ending balance	14,984,895	13,668,334
Net book value	₽2,886,285	₽1,183,651

#### Garnished Accounts

Garnished accounts pertain to the amount set aside by the Group, as required by the courts, in order to answer for litigation claims should the results be unfavorable to the Group (see Note 34).

## 11. Bank Loans

Bank loans represent unsecured Peso-denominated short-term borrowings from various local banks, payable in lump-sum in 2014 and 2013 with annual interest rates ranging from 2.50% to 3.30%, 3.30% to 3.75% and 3.50% to 4.25% in 2013, 2012 and 2011, respectively, which are repriced monthly based on market conditions. The proceeds of these loans were used for the operations of the Group.

Movements in bank loans are as follows:

	2013	2012
Beginning balance	<b>₽</b> 477,777,778	₽374,666,667
Availments	550,000,000	210,000,000
Payments	(467,777,778)	(106,888,889)
Ending balance	₽560,000,000	₽477,777,778

Interest expense from these bank loans amounted to P16,033,270, P16,338,080 and P15,697,647 in 2013, 2012 and 2011, respectively (see Note 21). Interest payable amounted to P1,689,053 and P1,173,579 as at December 31, 2013 and 2012, respectively (see Note 12).

#### 12. Accounts Payable and Accrued Expenses

	2013	2012
Trade payable	₽1,575,446,279	₽1,077,213,586
Utilities	71,354,276	55,148,912
Rent (Note 26)	58,097,685	51,355,557
Employee benefits	39,622,810	22,772,206
Advertising and promotion	37,844,609	8,754,528
Outsourced services	24,844,921	14,531,473
Bank charges	13,487,060	3,361,310
Security services	3,375,831	3,860,300
Interest (Notes 11 and 15)	1,947,803	1,522,329
Others	46,682,215	22,769,788
	₽1,872,703,489	₽1,261,289,989

The trade suppliers generally provide 15 or 30 day credit terms to the Group. Prompt payment discounts ranging from 0.5% to 5.0% are given by a number of trade suppliers. All other payables are due within 3 months.

Others include provisions and accruals of various expenses incurred in the stores' operations.

## 13. Other Current Liabilities

	2013	2012
Non-trade accounts payable	P362,508,354	₽423,183,843
Output VAT	61,134,099	25,064,839
Retention payable	48,466,743	24,673,598
Withholding taxes	33,462,627	26,913,389
Employee related liabilities	27,210,000	2,481,125
Royalty (Note 25)	16,305,559	12,579,753
Service fees payable	10,381,467	20,586,182
Current portion of deferred revenue on:		
Finance lease (Notes 16 and 26)	589,567	589,567
Exclusivity contract (Notes 16 and 32)	446,429	818,452
Others	10,561,844	4,990,644
	<b>₽</b> 571,066,689	₽541,881,392

Non-trade accounts payable pertains to payable to suppliers of goods or services that forms part of general and administrative expenses. These are noninterest-bearing and are due within one year.

Retention payable pertains to the 10% of progress billings related to the construction of stores to be paid upon satisfactory completion of the construction.

Service fees payable pertains to management fee to store operators of service agreement stores computed based on a graduated percentage multiplied to stores' gross profit and is payable the following month.

Deposits I ayable		
	2013	2012
Franchisees (Note 32)	₽99,370,298	₽89,860,690
Service agreements (Note 32)	89,707,363	79,041,337
Rent (Note 26)	13,811,274	12,999,211
	₽202,888,935	₽181,901,238

## 14. **Deposits Payable**

### 15. Cumulative Redeemable Preferred Shares

Cumulative redeemable preferred shares, which are redeemable at the option of the holder, represent the share of PSC-ERP through its trustee, BPI-AMTG, in SSHI's net assets pertaining to preferred shares. PSC-ERP is entitled to an annual "Guaranteed Preferred Dividend" in the earnings of SSHI starting April 5, 2002, the date when the 25% of the subscription on preferred shares have been paid, in accordance with the Corporation Code.

The guaranteed annual dividends shall be calculated and paid in accordance with the Shareholder's Agreement dated November 16, 2000 which provides that the dividend shall be determined by the BOD of SSHI using the prevailing market conditions and other relevant factors. Further, the preferred shareholder shall not participate in the earnings of SSHI except to the extent of guaranteed dividends and whatever is left of the retained earnings will be declared as dividends in favor of common shareholders. Guaranteed preferred dividends included under "Interest expense" in the consolidated statements of comprehensive income amounted to P214,620, P258,750, P327,000 in 2013, 2012 and 2011, respectively (see Note 21). Interest payable amounted to P258,750 and P348,750 as at December 31, 2013 and 2012, respectively (see Note 12).

Deferred Revenue		
	2013	2012
Noncurrent portion of:		
Deferred revenue on finance lease (Note 26)	₽98,264	₽687,831
Deferred revenue on exclusivity contracts		
(Note 32)	_	446,429
Deferred revenue - others	1,508,919	1,508,919
	<b>P1,607,183</b>	₽2,643,179

## Deferred Revenue on Finance Lease

Movements in deferred revenue on finance lease are as follows:

	2013	2012
Beginning balance	<b>₽1,277,398</b>	₽1,866,965
Less amortization (Note 26)	589,567	589,567
Ending balance (Note 26)	687,831	1,277,398
Less current portion (Notes 13 and 26)	589,567	589,567
Noncurrent portion (Note 26)	<b>₽98,264</b>	₽687,831

#### Deferred Revenue on Exclusivity Contracts

Movements in deferred revenue on exclusivity contracts are as follows:

	2013	2012
Beginning balance	₽1,264,881	₽3,199,405
Less amortization (Note 32)	818,452	1,934,524
Ending balance (Note 32)	446,429	1,264,881
Less current portion (Note 13)	446,429	818,452
Noncurrent portion	₽-	₽446,429
· ·		

## 17. Equity

## Common Stock

The Group was listed with the Philippine Stock Exchange on February 4, 1998 with total listed shares of 71,382,000 common shares consisting of 47,000,000 shares for public offering and 24,382,000 shares for private placement. The Group offered the share at a price of  $\mathbb{P}4.40$ . Below is the Company's track record of the registration of securities:

Date of SEC order				
rendered effective or				
permit to sell/		Authorized		Issue price/
Date of SEC approval	Event	Capital Stock	Issued shares	Par value
	Outstanding common			
January 9, 1998	shares	400,000,000	166,556,250	₽1.00
	Listed shares:			
February 4, 1998	Public offering	400,000,000	47,000,000	4.40
	Private	400,000,000		4.40
	placement		24,382,000	
August 15, 2008	10% stock dividends	400,000,000	23,725,200	1.00
August 4, 2009	10% stock dividends	400,000,000	26,097,720	1.00
August 27, 2010	5% stock dividends	400,000,000	14,353,746	1.00
August 19, 2011	15% stock dividends	400,000,000	45,214,300	1.00
November 15, 2012	15% stock dividends	600,000,000	51,996,445	1.00
August 15, 2013	15% stock dividends	600,000,000	59,795,912	1.00
As at December 31, 201	13		459,121,573	

As at December 31, 2013 and 2012, the Company has a total of 650 and 656 shareholders on record.

On July 24, 2012, the BOD and at least 2/3 of the Company's stockholders approved the increase of the Company's authorized common stock from P400,000,000, divided into 400,000,000 common shares with par value of P1 per share, to P600,000,000, divided into 600,000,000 common shares with a par value of P1 per share.

The Philippine SEC approved the Company's application for the increase in its authorized capital stock on October 19, 2012.

### **Retained Earnings**

The Group's retained earnings is restricted to the extent of P83,238,361 and P54,212,460 as at December 31, 2013 and 2012, respectively for the undistributed earnings of subsidiaries and P2,923,246 as at December 31, 2013 and 2012 for the cost of treasury shares.

Details of the Group's stock dividend declaration for the years ended December 31, 2013, 2012 and 2011 are as follows:

		Outstanding no. of				
		Stock	common shares as at	Total stock		
Declaration date	Record date	dividend %	declaration date	dividend issued		
July 18, 2013	August 15, 2013	15%	398,639,411	59,795,912		
July 24, 2012	November 15, 2012	15%	346,642,966	51,996,445		
July 21, 2011	August 19, 2011	15%	301,428,666	45,214,298		

The Group's BOD and at least 2/3 of the Group's stockholders approved all the aforementioned stock dividend declarations above.

Details of the Group's cash dividend declaration for the years ended December 31, 2013, 2012 and 2011 are shown below:

				Outstanding no. of	
			Dividend	common shares as	Total cash
Declaration date	Record date	Payment date	per share	of declaration date	dividends
July 18, 2013	August 15, 2013	September 9, 2013	<b>₽0.10</b>	398,639,411	₽39,863,941
July 24, 2012	August 22, 2012	September 14, 2012	0.10	346,642,966	34,664,297
July 21, 2011	August 19, 2011	September 13, 2011	0.10	301,428,666	30,142,867

The Group's BOD approved all the cash dividends presented above.

## Treasury Shares

There are 686,250 shares that are in the treasury amounting to P2,923,246 as at December 31, 2013 and 2012. There are no movement in the Group's treasury shares in 2013 and 2012.

## 18. Cost of Merchandise Sales

2013	2012	2011
₽726,986,563	₽519,258,936	₽402,419,577
10,800,834,938	8,730,878,901	6,961,401,378
11,527,821,501	9,250,137,837	7,363,820,955
900,849,891	726,986,563	519,258,936
₽10,626,971,610	₽8,523,151,274	₽6,844,562,019
	P726,986,563 10,800,834,938 11,527,821,501 900,849,891	<b>₽726,986,563₽</b> 519,258,936 <b>10,800,834,938</b> 8,730,878,901 <b>11,527,821,501</b> 9,250,137,837

# 19. General and Administrative Expenses

		2012 (As restated -	2012 (As restated -
	2013	(As restated - Note 2)	(As restated - Note 2)
Communication, light and			
water	₽908,791,566	₽822,136,123	₽610,997,841
Depreciation and amortization			
(Note 8)	709,518,959	527,786,925	378,355,521
Outside services (Note 32)	665,732,867	663,221,838	527,283,460
(Forward)			
		2012	2012
		(As restated -	(As restated -
	2013	(As restated - Note 2)	(As restated - Note 2)
Rent (Note 26)	₽553,791,399	₽488,292,500	₽401,628,602
Personnel costs	, -,	, ,	, ,
(Notes 5, 23 and 24)	342,606,112	269,182,182	271,325,009
Advertising and promotion	246,559,168	139,445,376	119,151,632
Trucking services	218,412,580	171,676,338	128,105,699
Royalties (Note 25)	171,714,747	133,085,007	106,490,524
Warehousing services	141,077,370	95,052,873	69,397,133
Repairs and maintenance	139,538,097	120,154,712	101,447,166
Supplies	113,159,695	119,944,818	98,718,890
Taxes and licenses	104,669,922	85,985,255	76,189,697
Transportation and travel	46,379,337	38,476,668	26,472,937
Entertainment, amusement and			
recreation	33,472,479	24,609,677	28,169,708
Provision for impairment			
of receivables (Note 5)	12,671,486	788,778	3,810,991
Inventory losses	12,561,816	23,875,151	19,906,752
Dues and subscription	11,579,746	9,355,941	5,898,075
Insurance	10,311,574	8,968,897	6,032,839
Amortization of software and			
program cost (Note 10)	1,316,561	1,490,475	2,598,741

		2012	2012
		(As restated -	(As restated -
	2013	Note 2)	Note 2)
Others	76,519,585	41,345,644	29,596,375
	₽4,520,385,066	₽3,784,875,178	₽3,011,577,592

# 20. Marketing Income

	2013	2012	2011
Promotions	<b>₽288,895,179</b>	₽339,113,279	₽171,330,886
Marketing support funds			
(Note 32)	57,240,768	36,654,978	68,557,774
	₽346,135,947	₽375,768,257	₽239,888,660

# 21. Interest Expense

	2013	2012	2011
Interest on bank loans (Note 11)	₽16,033,270	₽16,338,080	₽15,697,647
Guaranteed preferred dividends			
(Note 15)	214,620	258,750	327,000
	₽16,247,890	₽16,596,830	₽16,024,647

## 22. Interest Income

ci est meome			
	2013	2012	2011
Bank deposits (Note 4)	₽4,154,524	₽2,589,071	₽2,597,676
Accretion of refundable deposits (Note			
9)	2,529,649	2,099,941	2,387,787
Finance lease (Note 26)	197,219	291,205	378,850
Short-term investment (Note 4)	195,561	268,625	313,804
Accretion of note receivable (Note 5)	88,851	128,251	186,596
	₽7,165,804	₽5,377,093	₽5,864,713

### 23. Personnel Costs

		2012 (As restated -	2011 (As restated -
	2013	Note 2)	Note 2)
Salaries and wages	₽175,765,448	₽217,356,126	₽227,335,598
Employee benefits	149,981,972	36,405,561	32,221,396
Net retirement benefits cost			
(Note 24)	16,858,692	15,420,495	11,768,015
	₽342,606,112	₽269,182,182	₽271,325,009

## 24. Retirement Benefits

The Group maintains a trusteed, non-contributory defined benefit retirement plan covering all qualified employees administered by a trustee bank under the supervision of the Board of Trustees of the plan. The Board of Trustees is responsible for investment of the assets. It defines the investment strategy as often as necessary, at least annually, especially in the case of significant market developments or changes to the structure of the plan participants. When defining the investment strategy, it takes account of the plans' objectives, benefit obligations and risk capacity. The investment strategy is defined in the form of a long-term target structure (investment policy). The Board of Trustees delegates the implementation of the investment policy in accordance with the investment strategy as well as various principles and objectives to an Investment Committee, which also consists of members of the Board of Trustees, a Director and a Controller. The Controller of the fund is the one who oversees the entire investment process.

Under the existing regulatory framework, Republic Act 7641 requires a provision for retirement pay to qualified private sector employees in the absence of any retirement plan in the entity, provided however that the employee's retirement benefits under any collective bargaining and other agreements shall not be less than those provided under the law. The law does not require minimum funding of the plan.

	]	Net retirement benef of com	its cost in consolid			Remeasu	rements in other co	mprehensive inco	ome		
	- January 1, 2013		F	<u> </u>			Actuarial changes arising from changes in				
	(As restated -	Current			Benefits	Remeasurement	financial	Experience		Contribution by	
	Note 2)	service cost	Net interest	Subtotal	paid	on plan assets	assumptions	adjustments	Subtotal	employer	December 31, 2013
Present value of the retirement obligations											
PSC	(₽109,977,260)	(₽11,184,138)	(₽5,806,799)	(₽16,990,937)	₽4,021,523	₽-	(₽14,261,393)	(₽846,903)	(₽15,108,296)	₽-	(₽138,054,970)
CDI	(6,625,244)	(1,145,926)	(334,575)	(1,480,501)	_	-	(451,957)	351,239	(100,718)	-	(8,206,463)
	(116,602,504)	(12,330,064)	(6,141,374)	(18,471,438)	4,021,523	-	(14,713,350)	(495,664)	(15,209,014)	-	(146,261,433)
Fair value of plan assets											
PSC	29,548,266	-	1,560,148	1,560,148	(4,021,523)	(56,468)	-	-	(56,468)	21,670,730	48,701,153
CDI	1,041,545	-	52,598	52,598	-	(15,005)	-	-	(15,005)	-	1,079,138
	30,589,811	-	1,612,746	1,612,746	(4,021,523)	(71,473)	-	-	(71,473)	21,670,730	49,780,291
Net retirement obligations	(₽86,012,693)	(₽12,330,064)	(₽4,528,628)	(₽16,858,692)	₽-	(₽71,473)	(₽14,713,350)	(₽495,664)	(₽15,280,487)	₽21,670,730	(₽96,481,142)

# Changes in net defined benefit liability of funded funds in 2013 are as follows:

Changes in net defined benefit liability of funded funds in 2012 are as follows:

	Net retirement benefits cost in consolidated statement of comprehensive income					Remeasurements in other comprehensive income					
	January 1, 2012 (As restated -	Current			Benefits		Actuarial changes arising from changes in financial	Experience		Contribution by	December 31, 2012 (As restated -
	Note 2)	service cost	Net interest	Subtotal	paid	on plan assets	assumptions	adjustments	Subtotal	employer	Note 2)
Present value of the retirement obligations											<u>.</u>
PSC	(₽96,296,328)	(₽9,655,975)	(₽5,585,187)	(₽15,241,162)	₽4,686,898	₽-	(₽8,858,149)	₽5,731,481	(₽3,126,668)	₽-	(₽109,977,260)
CDI	(6,764,360)	(545,788)	(374,746)	(920,534)	1,245,962	-	(225,804)	39,492	(186,312)	-	(6,625,244)
	(103,060,688)	(10,201,763)	(5,959,933)	(16,161,696)	5,932,860	-	(9,083,953)	5,770,973	(3,312,980)	-	(116,602,504)
Fair value of plan assets											
PSC	12,239,143	-	709,870	709,870	(4,686,898)	2,687,354	-	-	2,687,354	18,598,797	29,548,266
CDI	565,547	-	31,331	31,331	(1,245,962)	10,214	-	_	10,214	1,680,415	1,041,545
	12,804,690	-	741,201	741,201	(5,932,860)	2,697,568	-	-	2,697,568	20,279,212	30,589,811
Net retirement obligations	(₽90,255,998)	(₽10,201,763)	(₽5,218,732)	(₽15,420,495)	₽-	₽2,697,568	(₽9,083,953)	₽5,770,973	(₽615,412)	₽20,279,212	(₽86,012,693)

		PSC			CDI	
		December 31,	January 1,		December 31,	January 1,
		2012	2012		2012	2012
	December 31,	(As restated -	(As restated -	December 31,	(As restated -	(As restated -
	2013	Note 2)	Note 2)	2013	Note 2)	Note 2)
BPI short term fund Unit investment trust fund BPI ALFM mutual fund Investments in equity securities PSC - listed shares -	<b>₽38,677,625</b>	₽1,591,027 18,689,399	₽– 5,319,175	₽1,079,138 _	₽1,041,545	₽565,547 _
40,848 and 35,520 shares as at December 31, 2013 and 2012, respectively SSHI - unlisted shares	4,023,528 6,000,000	3,267,840 6,000,000	919,968 6,000,000	- 	- -	
Fair value of plan assets	<b>₽48,701,153</b>	₽29,548,266	₽12,239,143	₽1,079,138	₽1,041,545	₽565,547

The fair value of plan assets by each classes as at the end of each balance sheet date as follows:

The trustee exercises voting rights over the PSC and SSHI shares held by the retirement fund.

The retirement benefits cost and the present value of the retirement are determined using actuarial valuations. The actuarial valuation involves making various assumptions. The principal assumptions used in determining the net retirement obligations are shown below:

	PSC		CDI	
	2013	2012	2013	2012
Discount rates	5.28%	5.80%	5.05%	5.54%
Salary increase rates	5.50%	5.50%	5.50%	5.50%
Turnover rates:				
Age 17-24	5.00%	5.00%	5.00%	5.00%
25-29	3.00%	3.00%	3.00%	3.00%
30-49	1.00%	1.00%	1.00%	1.00%
50-59	0.00%	0.00%	0.00%	0.00%

The sensitivity analysis below has been determined based on reasonably possible changes of each significant assumption on the defined benefit obligation as at December 31, 2013, assuming if all other assumptions were held constant:

	Increase (Decrease)	PSC	CDI
Discount rates	+0.5%	(₽10,397,512)	(₽311,910)
	-0.5%	11,589,388	341,681
Turnover rate	+1%	23,545,481	719,772
	-1%	(19,357,509)	(620,295)
Average remaining years of service	+3 years	(5,956,710)	(171,926)
	-3 years	6,087,323	166,914

The Group expects to contribute P16,183,950 and P1,032,598 to the defined benefit retirement plans of PSC and CDI, respectively in 2014.

Shown below is the maturity analysis and weighted average duration of the retirement benefits obligations:

	Benefits P	Benefits Payments		
	PSC	CDI		
Not exceeding 1 year	₽7,565,958	₽4,467,312		
More than 1 year to 5 years	1,812,478	_		
More than 5 to 10 years	27,091,028	448,718		
More than 10 to 15 years	106,236,000	4,540,298		
More than 15 years to 20 years	1,497,894,560	6,281,385		
More than 20 years	1,872,763,104	34,506,490		

## 25. Related Party Transactions

Related party relationships exist when one party has the ability to control, directly or indirectly through one or more intermediaries, the other party or exercise significant influence over the other party in making financial and operating decisions. Such relationships also exist between and/or among entities which are under common control with the reporting enterprise, or between and/or among the reporting enterprises and their key management personnel, directors or its stockholders.

Transactions with related parties consist of:

- c. PSC has transactions with PFI, a foundation with common key management of the Group, consisting of donations and noninterest-bearing advances pertaining primarily to salaries, taxes and other operating expenses initially paid by PSC for PFI.
- d. The Group executed a licensing agreement with Seven Eleven, Inc. (SEI), a stockholder organized in Texas, U.S.A. This grants the Group the exclusive right to use the 7-Eleven System in the Philippines. In accordance with the agreement, the Group pays, among others, royalty fee to SEI based on a certain percentage of monthly gross sales, net of gross receipts tax.

				Transactions for the		Outstandin	g Balance
Related		Nature of	Terms and Year Ended December 31 as at Dece		ecember 31		
Parties	Relationship	Transactions	Conditions	2013	2012	2013	2012
Receivables							
PFI (Note 5)	Under common	Donations	0.5% of earnings				
	control		before income tax.				
			Payable within 30				
			days.	₽2,667,500	₽2,650,000	₽–	₽–
		Non-interest	Unsecured, no				
		bearing advances	impairment in 2013				
			and 2012. Amounts				
			are due and				
			demandable.	1,481,066	1,463,967	3,118,978	1,637,912
				₽4,148,566	₽4,113,967	₽3,118,978	₽1,637,912
Other curren	•						
SEI (Note 13)	Stockholder	Royalty fee	Unsecured and				
			payable monthly.	₽171,714,747	₽133,085,007	₽16,305,559	₽12,579,753

Balances arising from the foregoing transactions with related parties are as follows:

e. As of December 31, 2013 and 2012, the Group's defined benefit retirement fund has investments in shares of stock of the Parent Company with a cost of P0.12 million. The retirement benefit fund's total gains arising from changes in market

prices amounted to P0.76 million and P2.35 million in 2013 and 2012, respectively.

f. Compensation of key management personnel are as follows:

	2013	2012	2011
Short-term employee benefits	<b>₽35,130,247</b>	₽34,979,611	₽31,624,639
Post-employment benefits	2,855,806	430,000	1,664,000
Other long-term benefits	776,964	376,073	376,073
	<b>₽38,763,017</b>	₽35,785,684	₽33,664,712

#### 26. Leases

#### Finance Lease as Lessor

In March 2007, PSC entered into a five-year sale and leaseback finance lease agreement with an armored car service provider. The lease has no terms of renewal and no escalation clauses. Unguaranteed residual values accruing to the Company amounted to P300,000.

In March 2010, the Company amended its agreement with the armored car service provider extending the lease term for another five years from March 1, 2010 to February 1, 2015, imposing 7% interest per annum on the restructured loan obligation and reducing its monthly rental payments. The unguaranteed residual values accruing to the Company was retained. Future minimum lease receivables under this lease as at December 31 are as follows:

	2013	2012
Within one year	₽3,182,560	₽1,591,280
After one year but not more than five years	565,213	2,156,493
Total minimum lease payments receivable	3,747,773	3,747,773
Less unearned interest income	102,218	299,437
Present value of future minimum lease		
payments receivable	3,645,555	3,448,336
Less current portion (Note 5)	3,086,114	1,394,060
Noncurrent portion (Note 10)	₽559,441	₽2,054,276

Collection of lease receivable amounted to nil and P1,591,280 in 2013 and 2012, respectively.

Present value of lease receivable as at December 31 is as follows:

	2013	2012
Within one year	₽3,086,114	₽1,394,060
After one year but not more than five years	559,441	2,054,276
Total minimum lease payments receivable	3,645,555	3,448,336
Less current portion	3,086,114	1,394,060
Present value of future minimum lease		
payments receivable	₽559,441	₽2,054,276

Unearned interest income as at December 31, 2013 and 2012 amounted to P102,218 and P299,437, respectively. Related interest income amounted to P197,219, P291,205 and P378,850 in 2013, 2012 and 2011, respectively.

Difference between the original lease agreement's present value of minimum lease payments at the date of lease inception against the carrying value of the finance lease asset resulted in a deferred revenue on finance lease amounting to P6,550,753, which is to be amortized on a straight-line basis over the lease term. The related deferred revenue amounted to P687,831 and P1,277,398 as at December 31, 2013 and 2012, with current portion amounting to P589,567 as at December 31, 2013 and 2012 (see Notes 13 and 16). Noncurrent portion amounted to P98,264 and P687,831 as at December 31, 2013 and 2012, respectively (see Note 16). Amortization of deferred revenue on finance lease amounted to P589,567 in 2013, 2012 and 2011 (see Note 16).

#### *Operating Lease as Lessee*

a. PSC has various lease agreements with third parties relating to its store operations. Certain agreements provide for the payment of rentals based on various schemes such as an agreed percentage of net sales for the month and fixed monthly rate.

Rent expense related to these lease agreements amounted to P515,939,520, P 449,915,799 and P375,908,146 in 2013, 2012 and 2011, respectively (see Note 19). Of the total rent expense, P2,658,415 in 2013, P2,573,518 in 2012 and P 2,019,210 in 2011 pertains to contingent rent of some stores based on percentage ranging from 1.5% to 3.0% of merchandise sales. Amortization of deferred lease amounted to P1,717,581, P719,536 and P1,164,066 in 2013, 2012 and 2011, respectively (see Note 10).

The approximate annual future minimum rental payments of the PSC under its existing lease agreements as at December 31 are as follows:

	2013	2012
Within one year	₽53,181,751	₽62,130,526
After one year but not more than five years	83,822,903	131,556,590
More than five years	9,551,874	12,654,307
	₽146,556,528	₽206,341,423

b. In April 2012, CDI entered into a 2-year lease contract for the lease of a warehouse in Cebu commencing in April 2012 until April 2014. The lease has a renewal option and is subject to an annual escalation rate of 5%.

In 2011, CDI entered into a 10-year lease contract for the lease of its warehouse extension effective March 2011. The lease is subject to an annual escalation rate of 4.0% starting on the second year of the lease.

In 2005, CDI entered into a 15-year operating lease contract for the lease of its warehouse effective November 1, 2005.

On June 30, 2007, PSC has assumed the lease agreement for the warehouse and subleased the warehouse back to CDI. The lease has a renewal option and is subject to an escalation rate of 7.0% every after two years starting on the third year of the lease. In February 2013, CDI transferred the lease contract to PSC and the sublease was terminated. Rent expense related to the lease agreement was recorded by PSC.

Rent expense related to these lease agreements amounted to P32,611,697, P33,952,195 and P23,828,055 in 2013, 2012 and 2011, respectively (see Note 19). Amortization of deferred lease amounted to P693,032, P1,766,192 and P1,615,618 in 2013, 2012 and 2011, respectively (see Note 10).

The approximate annual future minimum rental payments of CDI under its existing lease contract, including the lease of the main warehouse assumed by PSC as at December 31 are as follows:

	2013	2012
Within one year	<b>₽</b> 32,636,578	₽36,902,700
After one year but not more than five years	132,218,529	183,491,415
More than five years	82,629,568	75,839,671
	₽247,484,675	₽296,233,786

CDI also has other various short-term operating leases pertaining to rental of warehouse and equipments. Related rent expense amounted to P5,240,182, P4,424,506 and P1,892,401 in 2013, 2012 and 2011, respectively (see Note 19).

#### **Operating Lease as Lessor**

The Group has various sublease agreements with third parties which provide for lease rentals based on an agreed fixed monthly rate or as agreed upon by the parties. Rental income related to these sublease agreements amounted to P48,341,871, P45,751,718 and P44,143,593 in 2013, 2012 and 2011, respectively.

#### 27. Income Tax

a. The components of the Group's provision for (benefit from) income tax are as follows:

	2013	2012 (As restated - Note 2)	2011 (As restated - Note 2)
Current:			
Regular corporate income			
tax	₽308,105,233	₽211,923,436	₽161,398,364
Final tax on interest			
income	838,382	445,546	586,624
	308,943,615	212,368,982	161,984,988
Deferred	(8,141,501)	(2,111,056)	345,290
	<b>₽300,802,114</b>	₽210,257,926	₽162,330,278

b. The components of the Group's net deferred income tax assets are as follows:

	2013			
-	PSC	CDI	SSHI	Total
Deferred income tax assets:				
Net retirement obligations	₽26,806,145	₽2,138,198	₽–	₽28,944,343
Accrued rent	16,833,945	595,361	_	17,429,306
Unamortized discount on refundable		*		, ,
deposit	4,031,977	1,556,717	-	5,588,694
Allowance for impairment on	, ,			, ,
receivables	6,269,624	-	_	6,269,624
Provision for litigation losses	2,119,887	1,991,335	_	4,111,222
Unamortized past service cost	6,193,281	294,794	_	6,488,075
Deferred revenue on exclusivity		,		, ,
contracts	133,929	-	_	133,929
Unearned rent income	95,040	-	-	95,040
Unamortized discount on receivable	11,820	-	_	11,820
Unrealized foreign exchange loss	59,579	-	_	59,579
	62,555,227	6,576,405	_	69,131,632
(Forward)				
Deferred income tax liabilities:				
Deferred lease expense	₽2,858,206	₽1,413,987	₽–	₽4,272,193
Unamortized discount on purchase				
of refundable deposit	267,083	-	-	267,083
Revaluation increment on land		-	1,384,241	1,384,241
Unrealized foreign exchange gain	_	4,988		4,988
	3,125,289	1,418,975	1,384,241	5,928,505
Net deferred income tax assets (liability)	₽59,429,938	<b>₽</b> 5,157,430	( <b>P1,384,241</b> )	<b>₽63,203,127</b>

	2012 (As restated - Note 2)				
-	PSC	CDI	SSHI	Total	
Deferred income tax assets:					
Net retirement obligations	₽24,128,698	₽1,675,110	₽-	₽25,803,808	
Accrued rent	8,700,799	6,705,868	-	15,406,667	
Unamortized discount on refundable					
deposit	4,336,926	1,726,139	-	6,063,065	
Allowance for impairment on					
receivables	2,468,178	-	-	2,468,178	
Provision for litigation losses	2,119,887	-	-	2,119,887	
Unamortized past service cost	3,952,094	29,082	-	3,981,176	
Deferred revenue on exclusivity					
contracts	379,464	-	-	379,464	
Unearned rent income	127,680	-	-	127,680	
Unamortized discount on receivable	37,324	-	-	37,324	
Unrealized foreign exchange loss	37,765	79,008	-	116,773	
	46,288,815	10,215,207	-	56,504,022	
Deferred income tax liabilities:					
Deferred lease expense	3,088,956	1,248,107	_	4,337,063	
Unamortized discount on purchase					
of refundable deposit	305,238	_	_	305,238	
Revaluation increment on land	_	_	1,384,241	1,384,241	
	3,394,194	1,248,107	1,384,241	6,026,542	
Net deferred income tax assets (liability)	₽42,894,621	₽8,967,100	(₽1,384,241)	₽50,477,480	

c. The reconciliation of the provision for income tax computed at the statutory income tax rate to provision for income tax shown in the consolidated statements of comprehensive income follow:

		2012	2011
		(As restated -	(As restated -
	2013	Note 2)	Note 2)
Provision for income tax			
computed at statutory income			
tax rate	₽295,028,929	₽202,630,185	₽155,728,061
Adjustments for:			
Nondeductible expenses:			
Inventory losses	3,768,545	7,162,545	5,972,026
Interest expense and others	2,446,834	867,483	955,165
Tax effect of rate difference			
between final tax and			
statutory tax rate on bank			
interest income	(404,040)	(364,133)	(286,820)
Nontaxable other income	(38,154)	(38,154)	(38,154)
	<b>₽300,802,114</b>	₽210,257,926	₽162,330,278

d. RA 9504, effective on July 7, 2008 allows availment of optional standard deductions (OSD). Corporations, except for nonresident foreign corporations, may now elect to claim standard deduction in an amount not exceeding 40% of their gross income. The Group did not avail of the OSD for the computation of its taxable income in 2013, 2012 and 2011.

#### 28. Basic/Diluted Earnings Per Share

<u>a.</u>	Net income	2013 ₽682,627,649	2012 (As restated - <u>Note 2)</u> ₽465,176,023	2011 (As restated - <u>Note 2)</u> ₽356,763,259
b. с.	Weighted average number of shares issued Less weighted average number of shares held in	459,121,573	459,121,573	459,121,573
	treasury	686,250	686,250	686,250
d.	Weighted average number of shares outstanding ( <b>b</b> - <b>c</b> )	458,435,323	458,435,323	458,435,323
e.	Basic/diluted earnings per share ( <b>a/d</b> )	₽1.49	₽1.01	₽0.78

The Group does not have potentially dilutive common shares as at December 31, 2013, 2012 and 2011. Thus, the basic earnings per share is equal to the diluted earnings per share as at those dates.

The Group's outstanding common shares increased from 399,325,661 to 459,121,573 as a result of stock dividend issuance equivalent to 15% of the outstanding common shares of the Group of 398,639,411 shares approved on July 18, 2013 (see Note 17).

Therefore, the calculation of basic/diluted earnings per share for all periods presented has been adjusted retrospectively.

#### 29. Financial Instruments

The comparison of the carrying value and fair value of all of the Company's financial instruments (those with carrying amounts that are not equal to their fair values) as at December 31 are as follows:

	20	2013		2012		
	<b>Carrying Value</b>	Fair Value	Carrying Value	Fair Value		
FINANCIAL ASSETS						
Loans and Receivables						
Receivables						
Lease receivable	₽3,645,555	₽3,691,723	₽3,448,336	₽3,606,990		
Deposits						
Refundable	34,871,384	41,815,472	25,843,670	32,667,920		
	₽38,516,939	₽45,507,195	₽29,292,006	₽36,274,910		

Lease receivable and refundable deposits are categorized under level 3 in the fair value hierarchy.

#### Fair Value Information

#### Current Financial Assets and Financial Liabilities

Due to the short-term nature of the related transactions, the fair values of cash and cash equivalents, short-term investment, receivables (except for lease receivables), accounts payable and accrued expenses and other current liabilities approximates their carrying values as of balance sheet date.

#### Lease Receivable

The fair value of lease receivable is determined by discounting the sum of future cash flows using the prevailing market rates for instruments with similar maturities as at December 31, 2013 and 2012, which is 2.73% and 3.80%, respectively.

#### Utility and Other Deposits

The fair value of utility and other deposits approximates its carrying value as it earns interest based on repriced market conditions.

#### *Refundable Deposits*

The fair value of deposits is determined by discounting the sum of future cash flows using the prevailing market rates for instruments with similar maturities as at December 31, 2013 and 2012 ranging from 0.5% to 4.35% and 1.33% to 4.36%, respectively.

#### Bank Loans

The carrying value approximates fair value because of recent and monthly repricing of related interest based on market conditions.

# Cumulative Redeemable Preferred Shares

The carrying value approximates fair value because corresponding dividends on these shares that are charged as interest expense in profit or loss are based on recent treasury bill rates repriced annually at year end.

#### Fair Value Hierarchy

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

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

As at December 31, 2013 and 2012, the Group has no financial instruments measured at fair value.

#### 30. Financial Risk Management Objectives and Policies

The main risks arising from the Group's financial instruments are credit risk, liquidity risk, interest rate risk and foreign exchange risk. The BOD reviews and approves policies for managing each of these risks. The BOD also created a separate board-level entity, which is the Audit Committee, with explicit authority and responsibility in managing and monitoring risks. The Audit Committee, which ensures the integrity of internal control activities throughout the Group, develops, oversees, checks and pre-approves financial management functions and systems in the areas of credit, market, liquidity, operational, legal and other risks of the Group, and crisis management. The Internal Audit Department and the External Auditor directly report to the Audit Committee regarding the direction, scope and coordination of audit and any related activities.

Listed below are the summarized risk identified by the BOD.

#### Credit Risk

Credit risk is the risk that one party to a financial instrument will cause a financial loss to the other party by failing to discharge an obligation. The receivable balances are monitored on an ongoing basis with the result that the Group's exposure to impairment is managed to a not significant level. The Group deals only with counterparty duly approved by the BOD.

The following tables provide information regarding the maximum credit risk exposure of the Group as at December 31:

	2013	2012
Cash and cash equivalents (excluding cash on hand)		
Cash in bank	₽734,552,645	₽204,668,267
Cash equivalents	50,580,062	48,000,000
	785,132,707	252,668,267
Short-term investment	10,810,229	10,632,115
Receivables		
Franchisees	379,329,782	184,229,871
Suppliers	33,091,755	133,708,520
Employees	14,396,862	12,601,291
Store operators	12,181,205	19,086,393
Rent	2,486,280	4,187,928
Due from PFI	3,118,978	1,637,912
Current portion of:		
Lease receivable	3,086,114	1,394,060
Notes receivable	1,033,914	1,403,344
Insurance receivable	585,057	614,135
Others	1,358,499	15,734,389
	450,668,446	374,597,843
Deposits		
Utilities	42,509,396	33,663,791
Refundable	34,871,384	25,843,670
Others	4,487,223	6,017,558
	81,868,003	65,525,019
Other noncurrent assets		
Noncurrent portion of:		
Lease receivable	559,441	2,054,276
Notes receivable		955,355
	559,441	3,009,631
	<b>₽1,329,038,826</b>	₽706,432,875

The following tables provide information regarding the credit risk exposure of the Group by classifying assets according to the Group's credit ratings of debtors:

	2013					
	Neither Past Due					
		Standard	Past Due			
	High Grade	Grade	Or Impaired	Total		
Cash and cash equivalents						
Cash in bank	₽734,552,645	₽–	₽–	₽734,552,645		
Cash equivalents	50,580,062	_	-	50,580,062		
	785,132,707	_	_	785,132,707		
Short-term investment	10,810,229	_	_	10,810,229		
Receivables						
Franchisees	_	379,329,782	214,342	379,544,124		
Suppliers	_	28,271,501	20,386,188	48,657,689		
Employees	_	14,396,862	539,921	14,936,783		
Store operators	_	12,181,205	365,801	12,547,006		
Rent	_	2,486,280	2,274,184	4,760,464		
Due from PFI	_	3,118,978	_	3,118,978		
Current portion of:						
Lease receivable	_	3,086,114	_	3,086,114		
Notes receivable	_	1,033,914	-	1,033,914		
Insurance receivable	_	585,057	_	585,057		
Others	_	1,358,499	_	1,358,499		

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	2013				
	Neither Past Du	e nor Impaired			
		Standard	Past Due		
	High Grade	Grade	Or Impaired	Total	
	_	445,848,192	23,780,436	469,628,628	
Deposits					
Utilities	_	42,509,396	_	42,509,396	
Refundable	-	34,871,384	_	34,871,384	
Others	_	4,487,223	_	4,487,223	
	_	81,868,003	_	81,868,003	
Other noncurrent asset					
Noncurrent portion of lease receivable	_	559,441	_	559,441	
	_	559,441	_	559,441	
	₽795,942,936	₽528,275,636	₽23,780,436	₽1,347,999,008	

	2012					
	Neither Past Du					
		Standard	Past Due			
	High Grade	Grade	Or Impaired	Total		
Cash and cash equivalents						
Cash in bank	₽204,668,267	₽–	₽–	₽204,668,267		
Cash equivalents	48,000,000	_	-	48,000,000		
	252,668,267	-	-	252,668,267		
Short-term investment	10,632,115	_	_	10,632,115		
Receivables						
Franchisees	-	184,229,871	214,342	184,444,213		
Suppliers	-	104,343,424	35,169,551	139,512,975		
Employees	-	12,601,291	391,918	12,993,209		
Store operators	-	19,086,393	365,801	19,452,194		
Rent	-	4,187,928	1,450,745	5,638,673		
Due from PFI	_	1,637,912	-	1,637,912		
Current portion of:						
Lease receivable	_	1,394,060	_	1,394,060		
Notes receivable	-	1,403,344	-	1,403,344		
Insurance receivable	-	614,135	-	614,135		
Others	-	15,734,389	_	15,734,389		
	-	345,232,747	37,592,357	382,825,104		

	2012					
	Neither Past Due nor Impaired					
		Standard Past Due				
	High Grade	Grade	Or Impaired	Total		
Deposits						
Utilities	₽-	₽33,663,791	₽-	₽33,663,791		
Refundable	_	25,843,670	_	25,843,670		
Others	_	6,017,558	_	6,017,558		
	-	65,525,019	-	65,525,019		
Other noncurrent assets						
Noncurrent portion of:						
Lease receivable	_	2,054,276	_	2,054,276		
Notes receivable	_	955,355	_	955,355		
	-	3,009,631	-	3,009,631		
	₽263,300,382	₽413,767,397	₽37,592,357	₽714,660,136		

The Group uses the following criteria to rate credit quality:

Class	Description
High Grade	Financial assets that have a recognized foreign or local third party rating or instruments which carry guaranty/collateral.
Standard Grade	Financial assets of companies that have the apparent ability to satisfy its obligations in full.

The credit qualities of the financial assets were determined as follows:

Cash in banks and cash equivalents and short-term investment are classified as high grade, since these are deposited or transacted with reputable banks which have low probability of insolvency.

Receivables, deposits and other noncurrent asset are classified as standard grade, since these pertain to receivables considered as unsecured from third parties with good paying habits.

The following tables provide the analysis of financial assets that are past due but not impaired and past due and impaired:

			201	3		
	Aging analys	sis of financial asse	Past due and			
	31 to 60 days	61 to 90 days	> 90 days	Total	Impaired	Total
Receivables:						
Franchisees	₽-	₽–	₽-	₽-	₽214,342	₽214,342
Suppliers	1,601,652	868,379	2,350,223	4,820,254	15,565,934	20,386,188
Employees		· -			539,921	539,921
Store operators	-	-	-	-	365,801	365,801
Rent	-	-	-	-	2,274,184	2,274,184
	₽1,601,652	<b>₽868,379</b>	₽2,350,223	<b>₽4,820,254</b>	<b>₽18,960,182</b>	₽23,780,436
	Aging analy	ysis of financial asso	201 ets past due but not		Past due and	
	31 to 60 days	61 to 90 days	> 90 days	Total	Impaired	Total
Receivables:	-		-			
Franchisees	₽-	₽-	₽-	₽-	₽214,342	₽214,342
Suppliers	9,537,555	8,726,274	11,101,267	29,365,096	5,804,455	35,169,551
Employees	-	-	-	-	391,918	391,918
Store operators	-	-	-	-	365,801	365,801
Rent	-	-	-	-	1,450,745	1,450,745
	₽9,537,555	₽8,726,274	₽11.101.267	₽29,365,096	₽8,227,261	₽37,592,357

Receivables from suppliers are noninterest-bearing and are generally on 30 day to 90 day terms.

There are no significant concentrations of credit risk within the Group.

#### Liquidity Risk

Liquidity risk is the risk that an entity will encounter difficulty in meeting obligations associated with financial instruments. The Group seeks to manage its liquidity profile to be able to finance its capital expenditures and service its maturing debts. To cover for its financing requirements, the Group intends to use internally generated funds and sales of certain assets.

As part of its liquidity risk management program, the Group regularly evaluates projected and actual cash flow information and continuously assesses conditions in the financial markets for opportunities to pursue fund raising initiatives. The Group uses historical figures and experiences and forecasts of collections and disbursements. These initiatives may include drawing of loans from the approved credit line intended for working capital and capital expenditures purposes and equity market issues.

The tables below summarize the maturity profile of the financial assets of the Group:

			2013		
		More than	More than		
	Three months	three months	one year	More than	
	or less	to one year	to five years	five years	Total
Cash and cash equivalents		ľ	•	· ·	
Cash on hand and in banks	₽922,422,571	₽-	₽-	₽-	₽922,422,571
Cash equivalents	50,580,062	-	-	-	50,580,062
<b>^</b>	973,002,633	_	-	-	973,002,633
Short-term investment	10,810,229	_	-	_	10,810,229
Receivables					
Franchisees	379,329,782	-	-	-	379,329,782
Suppliers	28,271,501	4,820,254	_	_	33,091,755
Employees	14,396,862	-	-	-	14,396,862
Store operators	12,181,205	-	-	-	12,181,205
Rent	2,486,280	-	-	-	2,486,280
Due from PFI	3,118,978	-	-	-	3,118,978
Current portion of:					
Lease receivable	1,955,265	1,130,849	-	-	3,086,114
Notes receivable	1,033,914	-	-	-	1,033,914
Insurance receivable	-	585,057	-	-	585,057
Others	1,358,499	_	-	-	1,358,499
	444,132,286	6,536,160	-	-	450,668,446
Deposits					
Utilities	-	-	42,509,396	-	42,509,396
Refundable	-	-	34,871,384	-	34,871,384
Others	-	-	4,487,223	-	4,487,223
	-	-	81,868,003	-	81,868,003
Other noncurrent asset					
Noncurrent portion of lease receivable	-	-	559,441	-	559,441
	-	-	559,441	-	-
	₽1,427,945,148	₽6,536,160	₽82,427,444	₽-	₽1,516,908,752

			2012		
		More than	More than		
	Three months	three months	one year	More than	
	or less	to one year	to five years	five years	Total
Cash and cash equivalents		2	2	, i	
Cash on hand and in banks	₽367,285,569	₽-	₽-	₽-	₽367,285,569
Cash equivalents	48,000,000	-	-	_	48,000,000
	415,285,569	_	_	_	415,285,569
Short-term investment	10,632,115	_	_	_	10,632,115
Receivables					
Franchisees	184,229,871	-	-	_	184,229,871
Suppliers	104,343,424	29,365,096	-	_	133,708,520
Employees	12,601,291	-	-	_	12,601,291
Store operators	19,086,393	-	-	_	19,086,393
Rent	4,187,928	-	-	_	4,187,928
Due from PFI	-	1,637,912	-	_	1,637,912
Current portion of:					
Lease receivable	339,448	1,054,612	-	_	1,394,060
Notes receivable	201,610	1,201,734	-	_	1,403,344
Insurance receivable	-	614,135	-	_	614,135
Others	15,734,389	-	_	_	15,734,389
	340,724,354	33,873,489	-	-	374,597,843
Deposits					
Utilities	-	-	33,663,791	_	33,663,791
Refundable	-	-	25,843,670	_	25,843,670
Others	-	-	6,017,558	_	6,017,558
	_	-	65,525,019	_	65,525,019
Other noncurrent assets					
Noncurrent portion of:					
Lease receivable	-	-	2,054,276	_	2,054,276
Notes receivable	-	-	955,355	_	955,355
	-	-	3,009,631	_	3,009,631
	₽766,642,038	₽33,873,489	₽ 68,534,650	₽-	₽869,050,177

The tables below summarize the maturity profile of the financial liabilities of the Group based on remaining undiscounted contractual obligations:

			2013	
		More than		
		three		
	Three months	months	More than	
	or less	to one year	one year	Total
Bank loans	<b>₽350,000,000</b>	<b>₽210,000,000</b>	₽-	₽560,000,000
Accounts payable and accrued expenses				
Trade payable	1,575,446,279	_	_	1,575,446,279
Utilities	71,354,276	_	_	71,354,276
Rent	58,097,685	_	-	58,097,685
Employee benefits	39,622,810	-	-	39,622,810
Advertising and promotion	37,844,609	_	-	37,844,609
Outsourced services	24,844,921	_	_	24,844,921
Bank charges	13,487,060	-	-	13,487,060
Security services	3,375,831	_	_	3,375,831
Interest	1,947,803	_	_	1,947,803
Others	46,682,215	_	_	46,682,215
	1,872,703,489	_	_	1,872,703,489
Other current liabilities				
Non-trade accounts payable	43,501,002	319,007,352	-	362,508,354
Retention payable	-	48,466,743	-	48,466,743
Employee related liabilities	27,210,000	-	-	27,210,000
Royalty	16,305,559	-	-	16,305,559
Service fees payable	-	10,381,467	-	10,381,467
Others	-	10,561,844	_	10,561,844
	87,016,561	388,417,406	_	475,433,967
Cumulative redeemable preferred shares	6,000,000		_	6,000,000
	₽2,315,720,050	₽598,417,406	₽–	₽2,914,137,456

			2012	
		More than		
	Three months	three months	More than	
	or less	to one year	one year	Total
Bank loans	₽457,777,778	₽20,000,000	₽–	₽477,777,778
Accounts payable and accrued expenses				
Trade payable	1,077,213,586	-	_	1,077,213,586
Utilities	55,148,912	_	_	55,148,912
Rent	51,355,557	-	_	51,355,557
Employee benefits	22,772,206	-	_	22,772,206
Advertising and promotion	8,754,528	-	_	8,754,528
Outsourced services	14,531,473	-	_	14,531,473
Bank charges	3,361,310	-	_	3,361,310
Security services	3,860,300	-	_	3,860,300
Interest	1,522,329	-	_	1,522,329
Others	22,769,788	-	_	22,769,788
	1,261,289,989	-	_	1,261,289,989
Other current liabilities				
Non-trade accounts payable	47,226,209	375,957,634	_	423,183,843
Retention payable	_	24,673,598	_	24,673,598
Employee related liabilities	2,481,125	-	_	2,481,125
Royalty	12,579,753	-	_	12,579,753
Service fees payable	_	20,586,182	_	20,586,182
Others	-	4,990,644	-	4,990,644
	62,287,087	426,208,058	_	488,495,145
Cumulative redeemable preferred shares	6,000,000	_	_	6,000,000
	₽1,787,354,854	₽446,208,058	₽-	₽2,233,562,912

## Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Group's

fair value and cash flows interest rate risk mainly arise from bank loans with floating interest rates. The Group is expecting to substantially reduce the level of bank loans over time. Internally generated funds coming from its cash generating units and from its franchising business will be used to pay off outstanding debts and consequently reduce the interest rate exposure.

The maturity profile of financial instruments that are exposed to interest rate risk are as follows:

	2013	2012
Due in less than one year	<b>₽</b> 560,000,000	₽477,777,778
Rate	2.5%-3.3%	3.30%-3.75%

Interest of financial instruments classified as floating rate is repriced at intervals of 30 days. The other financial instruments of the Group that are not included in the above tables are noninterest-bearing and are therefore not subject to interest rate risk.

The following table demonstrates the sensitivity to a reasonably possible change in interest rates, with all other variables held constant, of the Group's income before income tax (through the impact on floating rate borrowings):

	2013		201	2012	
· · · · · · · · · · · · · · · · · · ·	Increase/	Effect on	Increase/	Effect on	
	Decrease in	<b>Income Before</b>	Decrease in	Income Before	
	<b>Basis Points</b>	Income Tax	<b>Basis Points</b>	Income Tax	
Bank loans - floating interest rate	+100	(\$\$,600,000)	+100	(₽4,777,778)	
	-100	₽5,600,000	-100	4,777,778	

There is no other impact on the Group's equity other than those already affecting profit or loss.

#### Foreign Exchange Risk

Foreign exchange risk is the risk to earnings or capital arising from changes in foreign exchange rates. The Group's foreign exchange exposure arises from holding foreign currency denominated rates, cash and cash equivalents, loans and receivables and merchandise sale to foreign entity. In order to balance this exposure, the Group has some sales denominated in foreign currency and maintains a foreign currency accounts in a reputable commercial bank. The Group does not enter into derivatives to hedge the exposure. The Group's cash and receivables denominated in foreign currency and converted into Peso using the closing exchange rates at each balance sheet date are summarized below.

	20	013	20	12
	Dollar	Peso	Dollar	Peso
Cash in banks	\$94,533	₽4,197,265	\$141,607	₽5,812,967
Receivables	_	_	27,049	1,110,362
	\$94,533	₽4,197,265	\$168,656	₽6,923,329

As at December 31, 2013 and 2012, the closing functional currency exchange rate is P 44.40 and P41.05 to US\$1, respectively.

The following table represents the impact on the Group's income before income tax brought about by reasonably possible changes in Peso to Dollar exchange rate

1 0	Change in Peso to Dollar Exchange Rate	Effect on Income before Income Tax
2013	Increase by 8.16% Decrease by 8.16%	( <b>₽</b> 342,497) 342,497
2012	Increase by 6.36% Decrease by 6.36%	(₱440,323) 440,323

(holding all other variables constant) as at December 31, 2013 and 2012 until its next financial reporting date:

There is no other effect on the Company's equity other than those already affecting profit or loss.

#### 31. Capital Management

The primary objective of the Group's capital management is to ensure that it maintains a strong credit rating and healthy capital ratios in order to support its business and maximize shareholder value.

In the light of changes in economic conditions, the Group manages dividend payments to shareholders, pay-off existing debts, return capital to shareholders or issue new shares. The Group mainly uses financing from local banks. The Group considers equity contributed by shareholders as capital. The Group manages its capital structure by keeping a net worth of between 30% to 50% in relation to its total assets. The Group's net worth ratio is 43% and 42% as at December 31, 2013 and 2012, respectively. No changes were made in the objectives, policies and processes during the year.

	(As restated -
2013	Note 2)
₽459,121,573	₽399,325,661
293,525,037	293,525,037
1,810,521,305	1,227,553,509
2,563,167,915	1,920,404,207
2,923,246	2,923,246
₽2,560,244,669	₽1,917,480,961
<b>₽</b> 5,961,773,332	₽4,571,816,164
43%	42%
	P459,121,573           293,525,037           1,810,521,305           2,563,167,915           2,923,246           P2,560,244,669           P5,961,773,332

As at December 31, 2013 and 2012, the Group was able to meet its objective.

#### 32. Significant Agreements

#### a. <u>Franchise Agreements</u>

The Group has various store franchise agreements with third parties for the operation of certain stores. The agreement includes a one-time franchise fee payment and an annual 7-Eleven charge for the franchisee, which is equal to a certain percentage of the franchised store's gross profit. Details follows:

	2013	2012	2011
Franchise revenue	₽1,265,753,174	₽602,379,025	₽478,827,511
Franchise fee	101,500,115	81,193,802	55,198,201
	₽1,367,253,289	₽683,572,827	₽534,025,712

Receivable from franchisees as at December 31, 2013 and 2012 amounted to  $\mathbb{P}$  379,544,124 and  $\mathbb{P}184,444,213$ , respectively (see Notes 5, 29, and 30). The Company also has outstanding deposits payable to franchisees amounting to  $\mathbb{P}$  99,370,298 and  $\mathbb{P}89,860,690$  as at December 31, 2013 and 2012, respectively (see Note 14).

#### b. Service Agreements

The Group has service agreements with third parties for the management and operation of certain stores. In consideration thereof, the store operator is entitled to a service fee based on a certain percentage of the store's gross profit and operating expenses as stipulated in the service agreement. Service fees included under outside services shown as part of "Outside services in "General and administrative expenses" amounted to P140,848,888 in 2013, P231,622,046 in 2012 and P174,464,102 in 2011 (see Note 19).

c. Commission Income

The Group has entered into agreements with a phone card supplier and various third parties. Under the arrangements, the Group earns commission on the sale of phone cards and collection of bills payments based on a certain percentage of net sales and collections for the month and a fixed monthly rate. Commission income amounted to P43,402,035, P67,396,391 and P37,236,539 in 2013, 2012 and 2011, respectively.

#### d. 2010 Exclusivity Contract

The Group has also entered into a 3-year exclusivity contract with a Third Party soda manufacturer in the Philippines effective April 2010 to March 2013. The contract indicates that the Third Party soda manufacturer will exclusively supply all slurpee products of 7-Eleven. The Group received a one-time signing bonus amounting to P4,464,286 upon the effectivity of the exclusivity supply contract amortized over three years. Income from exclusivity contract included as part of "Marketing support funds" under "Marketing income" in profit or loss amounted to P372,023, P1,488,095 and P1,488,095 in 2013, 2012 and 2011, respectively (see Note 20). Deferred revenue as at December 31, 2013 and 2012 amounted to nil and P372,024, respectively (see Note 16).

e. 2010 Signing Bonus

In 2010, the Group collected a signing bonus amounting to P2,232,143 from one of the Group's food suppliers for awarding half of the Group's existing Hotdog Stock Keeping Units (SKUs) to the food supplier for the next five years starting January 1, 2010. Income from exclusivity contract included as part of "Marketing support funds" under "Marketing income" in profit or loss amounted to P446,429 in 2013, 2012 and 2011 (see Note 20). Deferred revenue as at December 31, 2013 and 2012 amounted to P446,429 and P892,857, respectively (see Note 16).

f. MOA with Chevron Philippines, Inc.

The Group has entered into MOA with Chevron Philippines, Inc. (CPI) on August 6, 2009, wherein CPI has granted the Group as authorized co-locator for a full term of three-years to establish, operate and/or franchise its 7-Eleven stores in CPI service stations. Both parties have identified 22 CPI service stations, wherein the Group will give the Retailers of these service stations a Letter Offer to Franchise (LOF) 7-Eleven stores. Upon acceptance of the Retailers of the LOF, the Retailers will sign a Store Franchise Agreement (SFA) with the Group. If LOF is not accepted by one of the 22 original service stations identified, that service station will be replaced with another mutually acceptable service station site.

Upon signing of the MOA, CPI executed a Caltex Retail Agreement with each of the 22 service station Retailers, which shall have a full term of three years and which will be co-terminus with the SFA.

As at December 31, 2013 and 2012, the Group has already opened 32 and 37 franchised serviced stations, respectively.

## 33. Segment Reporting

The Group considers the store operations as its only business segment based on its primary business activity. Franchising, renting of properties and commissioning on bills payment services are considered an integral part of the store operations. The Group's identified operating segments below are consistent with the segments reported to the BOD, which is the Chief Operating Decision Maker of the Group.

The products and services from which the store operations derive its revenues from are as follows:

- Merchandise sales
- Franchise revenue
- Marketing income
- Rental income
- Commission income
- Interest income

The aforementioned revenues are all revenues from external customers.

The segment's relevant financial information is as follows:

		2012 (As restated -	2011 (As restated -
	2013	Note 2)	Note 2)
Revenue			
Revenue from merchandise sales	₽14,133,649,192	₽11,713,760,468	₽9,435,604,073
Franchise revenue	1,367,253,289	683,572,827	534,025,712
Marketing income	346,135,947	375,768,257	239,888,660
Rental income	48,341,871	45,751,718	44,143,593
Commission income	43,402,035	67,396,391	37,236,539
Interest income	7,165,804	5,377,093	5,864,713
Other income	214,886,062	123,025,663	99,300,756
	16,160,834,200	13,014,652,417	10,396,064,046

		2012	2011
		(As restated -	(As restated -
	2013	Note 2)	Note 2)
Expenses			
Cost of merchandise sales	10,626,971,610	8,523,151,274	6,844,562,019
General and administrative expenses:			
Depreciation and amortization	709,518,959	527,786,925	378,355,521
Others	3,810,866,107	3,257,088,253	2,633,222,071
Interest expense	16,247,890	16,596,830	16,024,647
Other expenses	13,799,871	14,595,186	4,806,251
	15,177,404,437	12,339,218,468	9,876,970,509
Income Before Income Tax	983,429,763	675,433,949	519,093,537
Provision for Income Tax	300,802,114	210,257,926	162,330,278
Segment Profit	<b>₽682,627,649</b>	₽465,176,023	₽356,763,259
Segment Assets	<b>₽5,961,773,332</b>	₽4,571,816,164	₽3,741,817,964
Segment Liabilities	₽3,420,540,212	₽2,662,650,411	₽2,262,733,149
Capital Expenditure for the Year	₽1,179,270,536	₽858,674,993	₽717,091,736

## 34. Provisions and Contingencies

The Group is a party to various litigations and claims. All cases are in the normal course of business and are not deemed to be considered as material legal proceedings. Further, the cases are either pending in courts or under protest, the outcome of which are not presently determinable. Management and its legal counsel believe that the liability, if any, that may result from the outcome of these litigations and claims will not materially affect their financial position or financial performance.

As at December 31, 2013 and 2012, the Group has provisions amounting to P13,704,073 and P7,066,290, respectively.

## 35. Note to Consolidated Statements of Cash Flows

The principal non-cash transaction of the Group under financing activities pertains to the issuance of stock dividends (see Note 17).

# PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES INDEX TO THE FINANCIAL STATEMENTS AND SUPPLEMENTARY SCHEDULES DECEMBER 31, 2013

Annex 1:	Schedule of Receivables
Annex 2:	Supplementary schedule of retained earnings available for dividend declaration
Annex 3.	Financial soundness indicators
Annex 4.	Map of the relationships of the companies within the group
Annex 5:	Supplementary schedule of all the effective standards and interpretations as of December 31, 2013
Schedules:	Supplementary schedules required by Annex 68-E



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BOA/PRC Reg. No. 0001, December 28, 2012, valid until December 31, 2015 SEC Accreditation No. 0012-FR-3 (Group A), November 15, 2012, valid until November 16, 2015

# INDEPENDENT AUDITORS' REPORT ON SUPPLEMENTARY SCHEDULES

The Stockholders and the Board of Directors Philippine Seven Corporation 7th Floor, The Columbia Tower Ortigas Avenue, Mandaluyong City

We have audited in accordance with Philippine Standards on Auditing, the consolidated financial statements of Philippine Seven Corporation and Subsidiaries (the Group) as at December 31, 2013 and 2012 and for each of the three years in the period ended December 31, 2013, included in this Form 17-A, and have issued our report thereon dated February 20, 2014. Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedules listed in the Index to the Consolidated Financial Statements and Supplementary Schedules are the responsibility of the Group's management. These schedules are presented for purposes of complying with Securities Regulation Code Rule 68, As Amended (2011), and are not part of the basic financial statements. These schedules have been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, fairly state, in all material respects, the information required to be set forth therein in relation to the basic financial statements taken as a whole.

SYCIP GORRES VELAYO & CO.

Julei Churtini O. Mater

Julie Christine O. Mateo
Partner
CPA Certificate No. 93542
SEC Accreditation No. 0780-AR-1 (Group A), February 2, 2012, valid until February 1, 2015
Tax Identification No. 198-819-116
BIR Accreditation No. 08-001998-68-2012, April 11, 2012, valid until April 10, 2015
PTR No. 3670009, January 2, 2013, Makati City

February 20, 2014

	2013	2012
Franchisees (Note 32)	₽379,544,124	₽184,444,213
Suppliers	48,657,689	139,512,975
Employees	14,936,783	12,993,209
Store operators	12,547,006	19,452,194
Rent	4,760,464	5,638,673
Due from PhilSeven Foundation, Inc. (PFI)		
(Note 25)	3,118,978	1,637,912
Current portion of:		
Lease receivable - net of unearned interest		
income amounting to ₽96,445 and		
₽197,221 as at December 31, 2013 and		
2012, respectively (Notes 10 and 26)	3,086,114	1,394,060
Notes receivable (Notes 10, 29 and 30)	1,033,914	1,403,344
Insurance receivable	585,057	614,135
Others	1,358,499	15,734,389
	469,628,628	382,825,104
Less allowance for impairment	18,960,182	8,227,261
	<b>₽450,668,446</b>	₽374,597,843

The classes of receivables of the Group are as follows:

- Suppliers pertains to receivables from the Group's suppliers for display allowances, annual volume discount and commission income from different service providers.
- Franchisee pertains to receivables for the inventory loans obtained by the franchisees at the start of their store operations.
- Employees includes car loans, salary loans and cash shortages from stores which are charged to employees.
- Rent pertains to receivables from sublease agreements with third parties, which are based on an agreed fixed monthly rate or as agreed upon by the parties.
- Store operators pertains to the advances given to third party store operators under service agreements.

Receivable from suppliers are non-interest bearing and are generally on 30 to 90 days terms.

# PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES SUPPLEMENTARY SCHEDULE OF RETAINED EARNINGS AVAILABLE FOR DIVIDEND DECLARATION DECEMBER 31, 2013

The reconciliation of retained earnings available for dividend declaration as of December 31, 2013 follows:

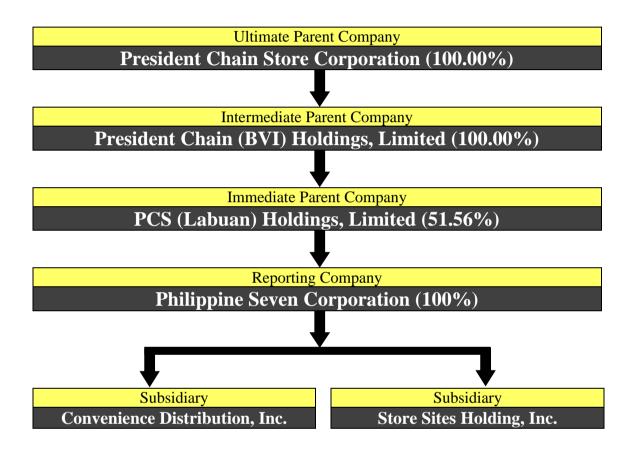
Unappropriated retained earnings as of December 31,		
2012		₽1,172,941,755
Less: Deferred income tax asset		(46,288,815)
Non-actual/unrealized income, net of tax		
Accretion of interest income*		(6,990,361)
Treasury shares		(2,923,246)
Unrealized foreign exchange gain		(684)
Unappropriated retained earnings as adjusted,		
December 31, 2012		1,116,738,649
Net income during the year closed to retained earnings	654,001,042	
Less: Non-actual unrealized income, net of tax		
Accretion of interest income	(1,139,998)	
Movement in deferred income tax asset	(16,266,413)	
Net income actually earned during the year		636,594,631
Less: Dividend declarations during the year		(99,659,853)
Unappropriated retained earnings as adjusted,		
December 31, 2013		₽1,653,673,427

\*Based on accretion of income per PAS 39 from 2005-2011.

# PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES FINANCIAL SOUNDNESS INDICATORS DECEMBER 31, 2013

Ratios	Formula	In Php	2013	2012	% Change
Current Ratio	<u>Current assets</u> Current liabilities	<u>2,606,079,897</u> 3,113,562,952	0.84	0.75	12.00%
Debt-to-equity ratio	<u>Total liabilities</u> Total stockholders' equity	<u>3,420,540,212</u> 2,541,233,120	1.35	1.39	-2.88%
Asset-to-equity ratio	<u>Total assets</u> Total stockholders' equity	<u>5,961,773,332</u> 2,541,233,120	2.35	2.39	-1.67%
Interest rate coverage ratio	Earnings before interest and tax Interest expense	<u>999,677,653</u> 16,247,890	61.53	41.70	47.55%
Net income margin	<u>Net income</u> Revenue from Merchandise Sales	<u>682,627,649</u> 14,133,649,192	4.83%	3.97%	21.66%
Return on equity	<u>Net income</u> Ave. Total stockholders' equity	<u>682,627,649</u> (2,541,233,120+ 1,909,165,753)/2	30.68%	27.46%	11.72

# PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES MAP OF THE RELATIONSHIP OF THE COMPANIES WITHIN THE GROUP DECEMBER 31, 2013



# PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES SUPPLEMENTARY SCHEDULE OF ALL THE EFFECTIVE STANDARDS AND INTERPRETATIONS AS OF DECEMBER 31, 2013

INTERPRET	E FINANCIAL REPORTING STANDARDS AND TATIONS of December 31, 2013	Adopted	Not Adopted	Not Applicable	
Statements	<b>For the Preparation and Presentation of Financial</b> ramework Phase A: Objectives and qualitative	$\checkmark$			
<b>PFRSs Pract</b>	ice Statement Management Commentary	$\checkmark$			
Philippine Fi	nancial Reporting Standards				
PFRS 1 (Revised)	First-time Adoption of Philippine Financial Reporting Standards	$\checkmark$			
	Amendments to PFRS 1 and PAS 27: Cost of an Investment in a Subsidiary, Jointly Controlled Entity or Associate	$\checkmark$		$\checkmark$	
	Amendments to PFRS 1: Additional Exemptions for First-time Adopters	$\checkmark$		$\checkmark$	
	Amendment to PFRS 1: Limited Exemption from Comparative PFRS 7 Disclosures for First-time Adopters			V	
	Amendments to PFRS 1: Severe Hyperinflation and Removal of Fixed Date for First-time Adopters	$\checkmark$		$\checkmark$	
	Amendments to PFRS 1: Government Loans	$\checkmark$		$\checkmark$	
	Amendment to PFRS 1: Meaning of Effective PFRSs	$\checkmark$		$\checkmark$	
PFRS 2	Share-based Payment	$\checkmark$		$\checkmark$	
	Amendments to PFRS 2: Vesting Conditions and Cancellations	$\checkmark$		$\checkmark$	
	Amendments to PFRS 2: Group Cash-settled Share- based Payment Transactions	$\checkmark$		$\checkmark$	
	Amendment to PFRS 2: Definition of Vesting Condition*	No	ot Early Adop	ted	
PFRS 3	Business Combinations	$\checkmark$		$\checkmark$	
(Revised)	Amendment to PFRS 3: Accounting for Contingent Consideration in a Business Combination*	No	Not Early Adopted		
	Amendment to PFRS 3: Scope Exceptions for Joint Arrangements*	No	Not Early Adopted		

INTERPRE	NE FINANCIAL REPORTING STANDARDS AND ETATIONS of December 31, 2013	Adopted	Not Adopted	Not Applicable	
PFRS 4	Insurance Contracts			√	
	Amendments to PAS 39 and PFRS 4: Financial Guarantee Contracts	$\checkmark$		$\checkmark$	
PFRS 5	Non-current Assets Held for Sale and Discontinued Operations	$\checkmark$		$\checkmark$	
PFRS 6	Exploration for and Evaluation of Mineral Resources	$\checkmark$	$\checkmark$		
PFRS 7	Financial Instruments: Disclosures	$\checkmark$			
	Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets	$\checkmark$			
	Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets - Effective Date and Transition	$\checkmark$			
	Amendments to PFRS 7: Improving Disclosures about Financial Instruments	$\checkmark$			
	Amendments to PFRS 7: Disclosures - Transfers of Financial Assets	$\checkmark$			
	Amendments to PFRS 7: Disclosures - Offsetting Financial Assets and Financial Liabilities	$\checkmark$			
	Amendments to PFRS 7: Mandatory Effective Date of PFRS 9 and Transition Disclosures	$\checkmark$			
PFRS 8	Operating Segments	$\checkmark$			
	Amendments to PFRS 8: Aggregation of Operating Segments and Reconciliation of the Total of the Reportable Segments' Assets to the Entity's Assets*	No	Not Early Adopted		
PFRS 9	Financial Instruments *	Not Early Adopted			
	Amendments to PFRS 9: Mandatory Effective Date of PFRS 9 and Transition Disclosures*	No	ot Early Adop	oted	
PFRS 10	Consolidated Financial Statements	$\checkmark$			
	Amendments to PFRS 10: Investment Entities*	No	ot Early Adop	oted	
PFRS 11	Joint Arrangements	$\checkmark$		$\checkmark$	
PFRS 12	Disclosure of Interests in Other Entities	$\checkmark$		$\checkmark$	
	Amendments to PFRS 12: Investment Entities*	Not Early Adopted			
PFRS 13	Fair Value Measurement	$\checkmark$			
	Amendment to PFRS 13: Short-term Receivables and Payables	$\checkmark$			
	Amendment to PFRS 13: Portfolio Exception*	No	ot Early Adop	oted	

INTERPRE	E FINANCIAL REPORTING STANDARDS AND IATIONS of December 31, 2013	Adopted	Not Adopted	Not Applicable
Philippine A	ccounting Standards			
PAS 1	Presentation of Financial Statements	$\checkmark$		
(Revised)	Amendment to PAS 1: Capital Disclosures	$\checkmark$		
	Amendments to PAS 32 and PAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation	$\checkmark$		$\checkmark$
	Amendments to PAS 1: Presentation of Items of Other Comprehensive Income	$\checkmark$		
PAS 2	Inventories	$\checkmark$		
PAS 7	Statement of Cash Flows	$\checkmark$		
PAS 8	Accounting Policies, Changes in Accounting Estimates and Errors	$\checkmark$		
PAS 10	Events after the Reporting Period	$\checkmark$		
PAS 11	Construction Contracts	$\checkmark$		
PAS 12	Income Taxes	$\checkmark$		
	Amendment to PAS 12 - Deferred Tax: Recovery of Underlying Assets	$\checkmark$		
PAS 16	Property, Plant and Equipment	$\checkmark$		
	Amendment to PAS 16: Revaluation Method - Proportionate Restatement of Accumulated Depreciation*	Not Early Adopted		ted
PAS 17	Leases	$\checkmark$		
PAS 18	Revenue	$\checkmark$		
PAS 19	Employee Benefits	$\checkmark$		
	Amendments to PAS 19: Actuarial Gains and Losses, Group Plans and Disclosures	$\checkmark$		
PAS 19	Employee Benefits	$\checkmark$		
(Amended)	Amendments to PAS 19: Defined Benefit Plans: Employee Contribution*	Not Early Adopted		
PAS 20	Accounting for Government Grants and Disclosure of Government Assistance	$\checkmark$		
PAS 21	The Effects of Changes in Foreign Exchange Rates	$\checkmark$		
	Amendment: Net Investment in a Foreign Operation	$\checkmark$		$\checkmark$
PAS 23 (Revised)	Borrowing Costs	$\checkmark$		
PAS 24	Related Party Disclosures	$\checkmark$		
(Revised)	Amendments to PAS 24: Key Management Personnel*	No	ot Early Adop	ted

INTERPRE	E FINANCIAL REPORTING STANDARDS AND FATIONS of December 31, 2013	Adopted	Not Adopted	Not Applicable
PAS 26	Accounting and Reporting by Retirement Benefit Plans			
PAS 27	Consolidated and Separate Financial Statements	$\checkmark$		
PAS 27	Separate Financial Statements	$\checkmark$		
(Amended)	Amendments to PAS 27: Investment Entities*	No	ot Early Adop	ted
PAS 28	Investments in Associates	$\checkmark$		$\checkmark$
PAS 28 (Amended)	Investments in Associates and Joint Ventures	$\checkmark$		$\checkmark$
PAS 29	Financial Reporting in Hyperinflationary Economies	$\checkmark$		$\checkmark$
PAS 31	Interests in Joint Ventures	$\checkmark$		
PAS 32	Financial Instruments: Presentation	$\checkmark$		
	Amendments to PAS 32 and PAS 1: Puttable Financial Instruments and Obligations Arising on Liquidation	$\checkmark$		$\checkmark$
	Amendment to PAS 32: Classification of Rights Issues	$\checkmark$		
	Amendments to PAS 32: Offsetting Financial Assets and Financial Liabilities	$\checkmark$		
	Amendments to PAS 32: Offsetting Financial Assets and Financial Liabilities*	Not Early Adopted		
PAS 33	Earnings per Share	$\checkmark$		
PAS 34	Interim Financial Reporting	$\checkmark$		
PAS 36	Impairment of Assets	$\checkmark$		
	Amendments to PAS 36: Recoverable Amount Disclosures for Non-Financial Assets*	Not Early Adopted		
PAS 37	Provisions, Contingent Liabilities and Contingent Assets	$\checkmark$		
PAS 38	Intangible Assets	$\checkmark$		
	Amendments to PAS 38: Revaluation Method - Proportionate Restatement of Accumulated Amortization*	Not Early Adopted		
PAS 39	Financial Instruments: Recognition and Measurement	$\checkmark$		
	Amendments to PAS 39: Transition and Initial Recognition of Financial Assets and Financial Liabilities	$\checkmark$		
	Amendments to PAS 39: Cash Flow Hedge Accounting of Forecast Intragroup Transactions	$\checkmark$		V
	Amendments to PAS 39: The Fair Value Option	$\checkmark$		

INTERPRE	E FINANCIAL REPORTING STANDARDS AND TATIONS of December 31, 2013	Adopted	Not Adopted	Not Applicable
	Amendments to PAS 39 and PFRS 4: Financial Guarantee Contracts	$\checkmark$		$\checkmark$
	Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets	$\checkmark$		
	Amendments to PAS 39 and PFRS 7: Reclassification of Financial Assets - Effective Date and Transition	$\checkmark$		
	Amendments to Philippine Interpretation IFRIC–9 and PAS 39: Embedded Derivatives	$\checkmark$		$\checkmark$
	Amendment to PAS 39: Eligible Hedged Items	$\checkmark$		$\checkmark$
	Amendments to PAS 39: Novation of Derivatives and Continuation of Hedge Accounting*	No	ot Early Adop	ted
PAS 40	Investment Property	$\checkmark$		
	Amendments to PAS 40: Clarifying the Interrelationship between PFRS 3 and PAS 40 when Classifying Property as Investment Property or Owner- Occupied Property*	Not Early Adopted		ted
PAS 41	Agriculture	$\checkmark$		$\checkmark$
Interpretati	ons			
IFRIC 1	Changes in Existing Decommissioning, Restoration and Similar Liabilities	$\checkmark$		$\checkmark$
IFRIC 2	Members' Share in Co-operative Entities and Similar Instruments	$\checkmark$		$\checkmark$
IFRIC 4	Determining Whether an Arrangement Contains a Lease	$\checkmark$		
IFRIC 5	Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds	$\checkmark$		$\checkmark$
IFRIC 6	Liabilities arising from Participating in a Specific Market - Waste Electrical and Electronic Equipment	$\checkmark$		$\checkmark$
IFRIC 7	Applying the Restatement Approach under PAS 29 Financial Reporting in Hyperinflationary Economies	$\checkmark$		$\checkmark$
IFRIC 8	Scope of PFRS 2	$\checkmark$		$\checkmark$
IFRIC 9	Reassessment of Embedded Derivatives	$\checkmark$		$\checkmark$
	Amendments to Philippine Interpretation IFRIC - 9 and PAS 39: Embedded Derivatives			$\checkmark$
IFRIC 10	Interim Financial Reporting and Impairment	$\checkmark$		$\checkmark$
IFRIC 11	PFRS 2- Group and Treasury Share Transactions			$\checkmark$
IFRIC 12	Service Concession Arrangements			$\checkmark$
IFRIC 13	Customer Loyalty Programmes			

INTERPRE'	E FINANCIAL REPORTING STANDARDS AND TATIONS of December 31, 2013	Adopted	Not Adopted	Not Applicable
IFRIC 14	The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction	$\checkmark$		$\checkmark$
	Amendments to Philippine Interpretations IFRIC- 14, Prepayments of a Minimum Funding Requirement	$\checkmark$		$\checkmark$
IFRIC 15	Agreements for the Construction of Real Estate*	No	ot Early Adop	ted
IFRIC 16	Hedges of a Net Investment in a Foreign Operation	$\checkmark$		$\checkmark$
IFRIC 17	Distributions of Non-cash Assets to Owners	$\checkmark$		$\checkmark$
IFRIC 18	Transfers of Assets from Customers	$\checkmark$		$\checkmark$
IFRIC 19	Extinguishing Financial Liabilities with Equity Instruments	$\checkmark$		$\checkmark$
IFRIC 20	Stripping Costs in the Production Phase of a Surface Mine*	$\checkmark$		$\checkmark$
IFRIC 21	Levies (IFRIC 21)*	Not Early Adopted		
SIC-7	Introduction of the Euro	$\checkmark$		$\checkmark$
SIC-10	Government Assistance - No Specific Relation to Operating Activities	$\checkmark$		$\checkmark$
SIC-15	Operating Leases - Incentives	$\checkmark$		$\checkmark$
SIC-25	Income Taxes - Changes in the Tax Status of an Entity or its Shareholders	$\checkmark$		$\checkmark$
SIC-27	Evaluating the Substance of Transactions Involving the Legal Form of a Lease	$\checkmark$		
SIC-29	Service Concession Arrangements: Disclosures	$\checkmark$		
SIC-31	81 Revenue - Barter Transactions Involving Advertising Services			$\checkmark$

\* Standards and interpretations which will become effective subsequent to December 31, 2013.

# PHILIPPINE SEVEN CORPORATION AND SUBSIDIARIES SUPPLEMENTARY SCHEDULES REQUIRED BY ANNEX 68-E DECEMBER 31, 2013

Name of issuing entity and association of each issue	Number of shares or principal amount of bonds and notes	Amount shown in the balance sheet	Valued based on market quotations at end of reporting period	Income received and accrued
Loans and Receivables				
Cash and cash equivalents	N/A	₽973,002,633	N/A	₽4,154,524
Short-term investment	N/A	10,810,229	N/A	195,561
Receivables	N/A	450,668,446	N/A	88,851
Deposits	N/A	81,868,003	N/A	2,529,649
Other current assets	N/A	559,441	N/A	_
		₽1,516,908,752		₽6,968,585

# Schedule A. Financial Assets

# Schedule B. Amounts Receivable from Directors, Officers, Employees, Related Parties and Principal Stockholders (Other than Related Parties)

Name and Designation of debtor	Balance of Beginning of Period	Additions	Amounts collected	Amounts Written off	Current	Non Current	Balance at end of period
AUDIT - Internal Cont	₽182,998	₽4,085	₽19,122	₽-	₽61,829	₽106,132	₽167,961
AUDIT - Inventory	100,089	2,181	7,784	-	23,713	70,773	94,486
BDD - Common	47,644	2,241	37,786	-	12,092	7	12,099
BDD - Const & Design BDD - Fran Mktg &	607,684	13,119	59,858	-	179,727	381,218	560,945
Plng BDD - Site Acqui	577,387	12,527	71,196	-	219,343	299,375	518,718
North BDD - Site Acqui	526,106	12,134	72,483	-	170,206	295,551	465,757
South	658,814	14,599	61,253	-	205,274	406,886	612,160
FIN - Accounting	250,240	5,575	18,683	-	55,649	181,483	237,132
FIN - Finl Mngt	-	302,250	6,228	-	50,122	245,900	296,022
FIN - Tax	-	286,283	11,711	-	47,482	227,090	274,572
HRAD - Common	326,392	7,165	31,138	-	102,210	200,209	302,419
HRAD - ESD HRAD - Labor Rel &	214,144	4,684	13,701	-	37,871	167,256	205,127
Plang	187,481	4,104	11,832	-	32,464	147,289	179,753

Name and Designation of debtor	Balance of Beginning of Period	Additions	Amounts collected	Amounts Written off	Current	Non Current	Balance at end of period
MIS - Bus Systems	₽291,910	₽6,296	₽18,683	₽-	₽52,420	₽227,103	₽279,523
MIS - IT Support	228,169	5,032	18,683	-	57,768	156,750	214,518
MKTG - Common	221,226	4,914	53,670	-	122,244	50,226	172,470
MKTG - Food Cat	685,177	17,046	51,634	-	150,513	500,076	650,589
MKTG - Food Service	446,073	187,371	49,192	-	168,762	415,490	584,25
MKTG - Masterdata	91,122	2,238	19,122	-	71,903	2,335	74,23
MKTG - Non Food Cat	267,037	182,295	33,653	-	131,418	284,261	415,67
MKTG - Support	75,709	1,679	4,982	-	13,979	58,427	72,40
OPS - Central	95,003	2,127	11,155	-	37,214	48,761	85,97
OPS - Common	175,238	3,962	31,871	-	118,848	28,481	147,32
OPS - East	-	480,796	13,493	-	79,579	387,724	467,30
OPS - North1	28,546	178,381	23,201	-	39,949	143,777	183,72
OPS - North2	282,033	6,312	21,796	-	65,528	201,021	266,54
OPS - North3	98,424	177,192	11,155	-	65,944	198,517	264,46
OPS - South	489,242	8,157	33,773	-	108,405	355,221	463,62
OPS - South2	119,727	178,945	10,898	-	64,001	223,773	287,77
OPS - Support	122,442	2,694	10,898	-	34,720	79,518	114,23
OPS - West	205,077	4,618	18,683	-	59,520	131,492	191,01
OPS - Zone 1	154,397	3,309	19,122	-	65,311	73,273	138,58
OPS - Zone 2	45,555	178,536	26,388	-	54,431	143,272	197,70
OTP - Corp Planning	203,794	4,431	15,235	-	45,381	147,609	192,99
PRD - Common	400,294	5,892	127,590	-	107,161	171,435	278,59
VR - Visayas Region	672,504	13,269	136,665	-	279,880	269,228	549,10
Various Employees Loan	3,915,531	4,243,744	3,102,309	-	-	-	4,716,97
TOTAL	₽12,993,209	₽6,570,183	₽4,286,626	₽-	₽3,192,861	₽7,026,939	₽14,936,78

Name and Designation of Debtor	Balance of Beginning of Period	Additions	Amounts collected	Amounts Written off	Current	Non Current	Balance at end of period
CONVENIENCE DISTRIBUTION,INC. -Subsidiary	₽919,338	₽4,619,626	₽1,871,676	-	₽3,667,288	-	₽3,667,288
STORE SITES HOLDINGS,INC Subsidiary	218,848	954,411	797,173	-	376,086	-	376,086

# Schedule C. Amounts Receivable from Related Parties which are eliminated during the consolidation of financial statements

## Schedule D. Intangible Assets - Other Assets

Description	Beginning balance	Additions at cost	Charged to cost and expenses	Charged to other accounts	Other Charges additions (deductions)	Ending balance
Software & Program Cost	₽1,183,651	₽3,019,195	₽1,316,561	₽-	₽–	₽2,886,285
Goodwill	65,567,524	-	_	_	_	65,567,524

# Schedule E. Long Term Debt

COMMON

STOCK

600,000,000

458,435,323

Title of Issue and type of obligation	Amount authorized by indenture	Amount shown under caption "Current portion of long-term debt" in related balance sheet	Amount shown under caption " Long Term Debt" in related balance sheet"
NONE	_	_	_

# Schedule F. Indebtedness to Related Parties (Long-Term Loans from Related Companies)

	NONE	Balance	Balance of beginning of period		Balance of end	l of period
Schedule	G. Guarant	ees of Securities	s of Other Issue	rs		
securities g the compa	suing entity of guaranteed by ny for which nent is filed	Title of issue of each class of securities guaranteed	Total amount guaranteed and outstanding	person	t owned by for which ent is filed	Nature of Guarantee
N	ONE	_		_	_	SCHEDULE
Schedule	H. Capital	Stock				
Title of Issue	Number of Shares authorized	Number of shares issued and outstanding as shown under related balance sheet caption		Number of shares held by related parties	Directors, officers and employees	Others

- 236,376,070 14,313,785 207,745,468

#### Management's Discussion and Analysis of Results of Operations and Financial Condition

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with the accompanying consolidated financial statements and the related notes as of December 31, 2013 and 2012. This discussion contains forward-looking statements that reflect our current views with respect to future events and our future financial performance. These statements involve risks and uncertainties and our actual results may differ materially from those anticipated in these forward-looking statements. On a periodic basis, we evaluate our estimates, including those related to revenue recognition, capitalized assets and income taxes. We base our estimates on historical experience and on various assumptions that are believed to be reasonable under the circumstances.

				2013 vs.	2012 vs.
	2013	2012*	2011*	2012	2011
SYSTEM WIDE SALES	17,240,457	13,363,925	10,696,614	29%	25%
Statement of Income Data:					
Revenues and other income					
Revenue from merchandise sales	14,133,649	11,713,760	9,435,604	21%	24%
Franchise revenue	1,367,253	683,573	534,026	100%	28%
Marketing income	346,136	375,768	239,889	-8%	57%
Others	313,796	241,551	186,546	30%	29%
Cost and expenses					
Cost of merchandise sales	10,626,972	8,523,151	6,844,562	25%	25%
General & administrative expenses	4,520,385	3,785,662	3,011,578	19%	26%
Interest expense	16,248	16,597	16,025	-2%	4%
Net income	682,628	465,176	356,763	47%	30%
Other comprehensive loss-remeasurement					
loss on retirement obligations	(10,697)	(431)	(11,114)	2380%	-96%
Total comprehensive income	671,931	464,745	345,649	45%	34%
Earnings per share (EPS)	1.49	1.01	0.78	48%	29%
Balance Sheet Data:					
Total assets	5,961,773	4,571,816	3,741,818	30%	22%
Total liabilities	3,420,540	2,662,650	2,262,733	28%	18%
Total stockholders' equity	2,541,233	1,909,166	1,479,085	33%	29%
Cash Flow Data:					
Net cash from operating activities	1,799,953	869,491	787,909	107%	10%
Net cash used in investing activities	(1,268,556)	(900,455)	(760,848)	41%	18%
Net cash used in financing activities	26,536	51,849	8,799	-49%	489%

#### SELECTED FINANCIAL DATA

\* 2012 and 2011 balances were restated to recognize the remeasurement loss on net retirement obligations

\*\* Amount in thousands of Pesos, except EPS

# OVERVIEW

Philippine Seven Corporation (PSC) operates the largest convenience store network in the country. It acquired from Southland Corporation (now Seven Eleven Inc.) of Dallas, Texas the license to operate 7-Eleven stores in the Philippines in December 1982.

We opened our first store in February 1984 at the corner of Kamias Road and EDSA Quezon City, and grew slowly as the economy struggled. Expansion was stepped up in 1993, followed by an IPO in 1998. President Chain Store Corporation of Taiwan took a majority stake in 2000 at management's invitation, providing technology transfer from a more advanced market.

After a period of consolidation of organization, processes, and systems, the rate of expansion was stepped up further in 2007 through the franchise business model and close collaboration with business partners. This was backed by a strong logistics system and head office support.

At the end of 2013, 7-Eleven has 1,009 stores, mainly in Metro Manila and in major towns and cities in Luzon. The Company successfully penetrated the Visayas as it was able to end the year with 54 stores in the Cebu and Bacolod market.

Cebu is the 2nd largest city after Metro Manila, and, we believe, the key to the Visayas. It is a tourist favorite, has a fast growing BPO sector, and is rapidly urbanizing. Given the importance of this market, we invested in logistics and advertising, and were rewarded with sales that exceeded our expectations. We intend to have over a hundred stores on our 3<sup>rd</sup> year.

This is the Company's first venture outside Luzon, which is home to half the country's population as well as the capital of Metro Manila. It is a significant first step in the company's push to bring modern convenience wherever feasible to the rest of the archipelago – a more logistically complex market than the contiguous and highly urbanized Luzon.

Our retail chain of convenience stores is sustained by a manpower complement of 3,210 (regular and outsourced) employees engaged in corporate store operations and in support service units. Despite of growing competition, we maintain our leadership in the CVS industry.

We seek to meet the needs of our customers and maintain a leadership position in the C-store industry by taking advantage of economies of scale, technology, people and a widely recognized brand. Our vision is to be the best retailer of convenience for emerging markets.

## FINANCIAL CONDITION AND RESULTS OF OPERATIONS IN 2013

#### **Results of Operations**

#### For the Fourth Quarter

Net income generated in the fourth quarter increased by 4.5 percent to P251.7 million from P240.7 million registered in the same period last year.

During this period, earnings growth slowed down to 4.5%, from the 9-month year-todate growth rate of 92.0%.

The seeming slowdown in earnings growth is due primarily to an ongoing transition from cash to accrual-based accounting that affects comparability across quarters.

For example, P58.0 million in marketing-related income was accrued as it was earned through September 2013 YTD, while the corresponding comparable in the preceding year was booked only when payment was received in the fourth quarter of 2012. Had accounting practice remained unchanged, earnings growth for 2013 would have been at 67.0% for YTD September and 29.0% for Q4.

Some accruals are also contingent on estimates of full year performance, and inherently risk overprovisioning (as in 2012) or under provisioning (2013) - only to be brought to balance as the year unfolds, usually in the 4th quarter.

Although accrual effects were particularly pronounced this quarter, core profitability did not deviate significantly from preceding quarters (even as tobacco-related sales growth slowed as anticipated). Quarterly comparability aside, we believe that the performance of the company in the 4th quarter remains to be consistent with expectations.

Management remains committed to moving towards reporting based on accrual of revenue and expense as they occur, rather than booked when they are paid for, as such will eventually result in more relevant quarterly filings. In the transition, however, caution is emphasized when comparing across quarters. Performance is instead most reliably evaluated on an annual basis, where comparability remains unaffected after evolving (and occasionally over/under provisioned) quarterly accruals are brought to balance by yearend.

Moreover, system wide sales, which represent sales of all corporate and franchiseoperated stores, rose by 27.5 percent to P4.7 billion during the quarter. This was largely driven by the opening of new stores and complemented by a strong 8.0 percent growth in same store sales. The year ended with 1,009 stores, up by 21.7% year-on-year.

## For the Twelve Months Ended December 31

PSC registered an increase of 46.7% in net income at the end of 2013. Full year net profits reached P682.6 million from P465.2 million in 2012. This translated into earnings per share of P1.49, up by 46.7% compared with the preceding year's level of P1.01.

The improved financial performance was largely driven by the increase in sales of all corporate and franchise operated stores, which posted growth of 29.0% from P13.4 billion at the end of 2012 to P17.2 billion in 2013. Total number of stores reached 1,009, a net increase of 180 stores from 829 stores at the end of 2012.

During 2013, sales generated by mature stores registered significant growth, with correspondingly significant effects to operating income. Sales growth is attributed to improving economic conditions and the implementation of the new excise tax law on tobacco and liquor at the start of the year, and to the success of new foodservice lines rolled out throughout the year.

Much of the effect of the new sin tax law was temporary, brought about by significant disruptions in the supply chain. Sales in the affected categories have since settled down, although higher prices, steady demand, and a more level playing field will continue to benefit these categories going forward. Therefore, while the Company continues to expect improved profitability against previous years, the rate of sales and income growth recorded in 2013 should not be considered indicative of future performance.

Further, new operators boosted franchise store count to 690 franchisees from 554 a year ago. To date, franchised stores accounted for 68.0 percent of total, which is slightly up compared to 67.0 percent in the same period in 2012.

Total franchise revenues doubled to P1.4 billion as a result of the higher number of franchisees and also attributed to the restructuring of the industrial-type franchise package or FC2. Previously, under FC2, only the service fees are recorded and the corresponding merchandise sales are recognized by PSC. Under the new setup, revenue from merchandise sales are now credited to the franchisee, while the corresponding share of PSC in the gross profit is treated as part of franchise revenues. There is no significant impact on net income as a result of the restructuring.

Marketing income continued to enhance the bottom-line by generating P346.1 million as we expanded brand building opportunities for vendor partners, and as increased sales made it easier to request for more equitable treatment vis-à-vis other channels.

Following reporting conventions of listed local and international retailers, some components of marketing income were reclassified to cost of goods sold. Previous

periods were also restated for comparability. There is no impact on net income and retained earnings.

As the Company continues to scale up, total selling, general and administrative expenses (SG & A) went down as a percentage of revenues from 28.3% in 2012 to 26.2% at the end of last year.

EBITDA (earnings before interest, taxes, depreciation and amortization) rose by 40.1 percent from P1.2 billion in 2012 to P1.7 billion at end 2013 while EBITDA margin improved to 9.9 percent from 9.1 in 2012 percent, as based from system wide sales. Operating margin likewise improved to 5.8% from 5.1% in 2013 and 2012, respectively.

The ability of the Company to generate free cash flow became stronger in 2013 as cash inflow from operations exceeded cash outflow used in investing activities by P531.4 million. This enabled the Company to be in a net cash position of P413.0 million by the end of the year.

Stock price breached the 100-peso mark during the fourth quarter from P70.0 at the beginning of the year. Dividends paid to shareholders were in the form of stock of 15% and cash at 10 centavos. Dividends paid correspond to 21.4% of previous year's earnings, which is consistent with the 20-25% dividend payout policy.

## Revenue and Gross Margin

The Company registered total revenue from merchandise sales of P14.1 billion in 2013, an increase of 21.0 percent over the 2012 level. Cost of merchandise sold rose by P2.1 billion or by 25.0% during the year.

Gross profit in peso terms stood at P3.5 billion, while GP in relation to sales went down to 24.8% owing to the dilution brought about by the higher merchandise sales to franchise stores due to the increase in number of franchisees. Sales of merchandise to franchisees are accounted for at zero mark-up. Further, system wide gross profit percentage improved to more than 30.0% as the share in gross profit (lodged under franchise revenue) is taken into account.

Along with its 24/7 convenience, PSC also offers services including bills payment, phone/call cards, and 7-Connect that allows customers to pay for selected online purchases with cash through any 7-Eleven store. These products in the services category plus consigned goods formed part of commission income, which declined in 2013 as a result of the temporary suspension of services with the aim of enhancing internal controls. The services line were restored to normal prior to the end of the year.

We intend to grow services as new opportunities surface due to technological progress, we announced a partnership with Philippine Airlines and Air Asia that allows passengers

to pay for tickets booked online at our stores. This latest innovation will be implemented in partnership with our third party payment processor ECPay.

	2013	2012	Increase (Decrease)	
			Value	Percentage
Revenue from merchandise sales	14,133,649	11,713,760	2,419,889	21%
Cost of merchandise sales	10,626,972	8,523,151	2,103,821	25%
Gross profit	3,506,677	3,190,609	316,068	10%
Commission income	43,402	67,396	-23,994	-36%
(amount in thousand Pesos)				

#### Other Income

Other income mainly consists of franchise revenues, marketing and rental income. The Company's total other income increased by P750.3 million, to almost P2.0 billion as a result of the following:

Franchise revenues went up by 100.0% to P1.4 billion due to the increase in the number of franchisees from 554 at the end of 2012 to 690 in 2013. In addition, the restructuring made in the industrial-type franchise package, which was previously under service agreement to full franchise agreement affected comparability. Under the service agreement, service fees are treated as part of SG & A expense with the revenue from merchandise sales booked as retail sales of the Company. As a result of the transition, the revenue from merchandise sales is now credited to the franchisee, while the share in gross profit is classified as franchise revenues. There is no significant impact to the net income as we account for the full transition.

In order to conform reporting of financial performance to the practice of listed local and international retailers, some components of marketing income were reclassified to cost of goods sold. Display charges and certain marketing support funds previously recorded within marketing income have been reclassified to net purchases under "cost of merchandise sales". Previous periods were also restated for comparability.

Net marketing income decreased resulting from the reclassification. However, total discounts, rebates and marketing income grew both in absolute terms and as percentage of revenues mainly driven by the increase in sales volume and also due to increased supplier-supported ad and promo spending, driven by system innovations that allow an increasing number of options for our supplier partners to build their brands in our stores. The goal is to leverage the convenience of our locations and the interconnectedness of our systems to become the preferred venue for manufacturer's brand building needs. Increased sales have also made it easier for us to seek a fairer share of manufacturer's trade spend vis-à-vis other more established channels such as supermarkets.

Moreover, rent income related to the stores' subleased spaces increased by 6.0 percent to P48.3 million and can be attributed to the increase in occupancy rate.

Other income rose by 73.0% to P222.0 million partly due to penalties imposed on suppliers, which incurred low inbound fill rate and delayed deliveries.

No significant element of income came from sources other than the result of the Company's continuing operations.

	2013	2012	Increase (Decrease)	
			Value	Percentage
Franchise revenue	1,367,253	683,573	683,680	100%
Marketing income	346,136	375,768	-29,632	-8%
Rental income	48,342	45,752	2,590	6%
Other income	222,052	128,403	93,649	73%
Total	1,983,783	1,233,496	750,287	61%
(amount in thousand Pesos)				

# Selling, General and Administrative Expense

Selling, general and administrative (SG & A) expenses which is comprised of store operating and selling expenses and headquarters' expenses went up by 19.4 percent or  $\pm$ 735.5 million to  $\pm$ 4.5 billion in 2013. The rate of increase in SG & A expense of 19.4%, while close to the increase in number of stores of 21.7%, is slower than the growth rate in system-wide sales of 29.0%. This is favorable as managed spending contributed positively to the bottom-line.

Communication, light and water were the highest contributor as it increased by 11.0 percent to P908.8 million and was pegged at 5.3% of sales. The increase was due mainly to the opening of new stores since electricity generation cost was lower in 2013 than 2012.

Depreciation and amortization expense rose by 34.0 percent and consequently, its percentage to sales increased from 3.9% in 2012 to 4.1% in 2013. Higher depreciation was a result of opening of new stores and renovation of existing stores.

The Company continued to employ outsourced manpower on its new corporate stores and warehouse facilities. However, since new franchised store opened, outsourced services as percentage of sales dropped to 3.9% from 5.0% in 2012. Franchisees pay for store manpower costs.

Rent, as percentage of sales went down to 3.2%, due to franchising, while warehouse and trucking services grew because of Visayas operations.

All other expense types went up over preceding year's level as a result of the increased number of stores. The said growth is considered to be incidental and proportionate as PSC continues to grow its store base.

	2013	2012	Increase (Decreas	
			Value	Percentage
Communication, light and water	908,792	822,136	86,656	11%
Depreciation and amortization	709,519	527,787	181,732	34%
Outside services	665,733	663,222	2,511	0%
Rent	553,791	488,293	65,498	13%
Personnel costs	342,606	269,182	73,424	27%
Advertising and promotion	246,559	139,445	107,114	77%
Trucking services	218,413	171,676	46,737	27%
Royalties	171,715	133,085	38,630	29%
Warehousing services	141,077	95,053	46,024	48%
Repairs and maintenance	139,538	120,155	19,383	16%
Supplies	113,160	119,945	-6,785	-6%
Taxes and licenses	104,670	85,985	18,685	22%
Entertainment and amusement	33,472	24,610	8,862	36%
Transportation and travel	46,379	38,477	7,902	21%
Others	124,961	85,824	39,137	46%
Total	4,520,385	3,784,875	735,510	19%
(amount in thousand Pesos)				

There are no significant nor unusual expense incurred during the calendar year and is considered to be in the normal course of business.

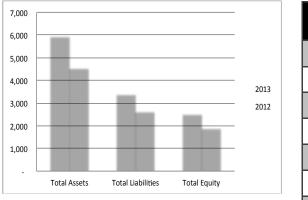
# Interest Expense

Interest incurred to service debt slightly decreased by 2.1% to P16.3 million. Outstanding loan balance at the end of 2013 was pegged at P560.0 million, up by P82.2 million or 17.2% from the start of the year. Loans are short-term in nature and proceeds were used to fund expansion.

#### Net Income

Net income in 2013 grew by P217.4 million or 46.7 percent to P682.6 million. This was primarily due to improved sales, higher margins and continued store expansion. The net income generated during the year translated into a 4.0% return on system wide sales, higher compared with 3.5% in 2012, while return on equity improved to 30.7% from 27.5%. Moreover, EPS reached P1.49 per share at the end of 2013, up from P1.01 a year earlier.

# **Financial Condition**



Balance Sheet Highlights (in Php Million except book value per share)	2013	% Change
Total Assets	5,961.8	30%
Current Assets	2,606.1	46%
Non-current Assets	3,355.7	20%
Current Liabilities	3,113.6	30%
Total Liabilities	3,420.6	28%
Stockholders' Equity	2,541.2	33%
Book Value Per Share (P)	5.54	33%

Total assets went up by P1.39 billion or 30.4 percent to P5.96 billion at the end of 2013. This was mainly driven by the increase in cash and cash equivalents by 134.0% to end the year with P983.8 million. Cash level grew as a result of improved profitability and net working capital increase.

Receivables rose by P76.1 million or 20.3 percent due to the increase in supplier collectibles arising from ad and promo programs implemented during the year. Other receivables also grew as the company leverages its balance sheet to provide collateralized financing to franchisees.

Merchandise inventories reached P900.8 million, an increase of P173.9 million or 23.9 percent compared with 2012 level attributed to forward buying aimed towards generating additional revenues. Inventory turnover slowed to 13.1 times from 13.7 times in the preceding year.

The increase in non-current assets of 20.5% was mainly due to store expansion and renovation that drove the 20.6% growth in property and equipment account, which stood at P2.75 billion at the end of 2013. Rental deposits made to acquire new sites contributed to the 25.8% increase in this account and reached P313.9 million at the end of the year.

Property and equipment, net of accumulated depreciation increased by 20.6 percent mainly due to capital expenditure spent in relation to store expansion and investment in store equipment to support new product lines.

During the year, the company invested in the remodeling of 60 existing stores to a new look, which features softer lighting, earthier tones, and increased dining space.

On the other hand, current liabilities rose by P727.5 million or 30.5 percent owing to the increase in accounts payable and accrued expenses and outstanding loans. Payables grew as a result of increase in inventories, while loan balance was higher by 17.0% to partly finance expansion. Average payable period was longer at 42.3 days in 2013 compared to 40.8 days a year ago.

The Company operates on a negative working capital position, which is manifested by a current ratio of 0.84:1 from 0.75 in 2012. This is because cash proceeds from retail sales are invested in long-term assets and at the same time utilizing credit term extended by trade suppliers.

Stockholders' equity at the end of 2013 comprises 42.6% of total assets, compared to 41.8% at the beginning of 2013. The increase in equity account was driven by improved profitability and was reduced by dividends paid to shareholders, which were in the form of stock and cash.

# Liquidity and Capital Resources

The ability of the Company to generate free cash flow further strengthened in 2013. Operating cash flow reached P1.8 billion against net cash outflow from investing activities of P1.3 billion. This translated into a free cash flow of P531.3 million, which was significantly higher compared with same period in 2012.

The Company obtains majority of its working capital and capital expenditure requirements from cash generated by retailing operations and franchising activities and short-term borrowings under the revolving facility extended by banks

PSC believes that operating activities and available working capital sources will provide sufficient liquidity in 2014 as it continues to expand its store base. This will enable the Company to fund its capital expenditures, pay dividends and other general corporate purposes.

Management believes that this trend will be favorable in the long term, as rate of store expansion will be entering a more rapid stage augmented by improving economic outlook and prevailing positive investor sentiment in the country.

	2012	2012	\/ <sup>1</sup> -	
	2013	2012	Varia	nce
	(in million	PhP)	Amount	%
Income before income tax	983.4	674.6	308.8	46%
Depreciation and amortization	709.5	527.8	181.7	34%
Working capital changes	107.0	-332.9	-439.9	-132%
Net cash from operating activities	1,799.9	869.5	930.4	107%
Additions to property and equipment	-1,179.3	-858.7	-320.6	37%
Increase in other assets	-89.3	-41.8	-47.5	114%
Net cash used in investing activities	-1,268.6	-900.5	-368.1	41%
Net availment of bank loan	82.2	103.1	-20.9	-20%
Payment of cash dividend	-39.9	-34.7	-5.2	15%
Interest paid	-15.8	-16.6	0.8	-5%
Net cash from financing activities	26.5	51.8	-25.3	-49%
Net increase in cash	557.7	20.6	537.1	2607%
Cash and cash equivalent, beginning	415.3	394.7	20.6	5%
Cash and cash equivalent, ending	973.0	415.3	557.7	134%

The following are the discussion of the sources and uses of cash in 2013.

# **Cash Flows from Operating Activities**

Net cash generated from operating activities in 2013 totaled to P1.8 billion, 107% higher compared to P869.5 million generated in 2012. The improvement in operating cash flow can be attributed to the growth in net income and working capital contribution resulting from higher level of current liabilities.

# **Cash Flows from Investing Activities**

Net cash used in investing activities, primarily for capital expenditures, rose by 41.0% to almost P1.3 billion. Major cash outlay went to new store constructions and renovations and acquisition of new equipment to support new product lines. There were 187 new stores that opened in 2013, up by 39 stores or 26.4% over 2012 same period.

This year we continued with the roll out a new look for our stores, which features softer lighting, earthier tones, and increased dining space, in addition to being more energy efficient. Starting 2012, all new stores were built to this standard, which requires slightly more capital expenditure but is more profitable in the long run. We have also renovated close to 80 stores to date, and will be renovating more as they come due.

# **Cash Flows from Financing Activities**

Net cash flow from financing activities reached P26.5 million representing net availments of new short-term loans in the amount of P82.2 million and payment of 10-centavo cash dividend totaling to P39.9 million.

We expect to take advantage of our working capital and utilizing the short-term line extended by leading local banks in funding our growth strategies.

## Discussion of the Company's Key Performance Indicators

#### • System Wide Sales

System-wide sales represents the overall retail sales to customers of corporate and franchise-operated stores.

## • Revenue from Merchandise Sales

Revenue from merchandise sales corresponds to the retail sales of corporate owned stores plus sales to franchised stores.

## • Net Income Margin

Measures the level of recurring income generated by continuing operations relative to revenues and is calculated by dividing net income over revenue from merchandise sales.

## • EBITDA Margin

The ratio of earnings before interest, taxes, depreciation and amortization over revenue from merchandise sales. This measures the level of free cash flow generated by retail operations and is a main indicator of profitability.

#### • Return on Equity (ROE)

The amount of net income returned as a percentage of equity. ROE measures profitability by revealing how much profit a company generates with the money shareholders have invested. This is computed by dividing net income over average equity.

Full Year	2013	2012	% change
System wide Sales (in '000s)	17,240,457	13,363,925	29.0%
Revenue from Merchandise Sales (in '000s)	14,133,649	11,713,760	20.7%
EBITDA (in '000s)	1,703,347	1,215,931	40.1%
EBITDA Margin *	12.1%	10.4%	16.3%
EBIT Margin *	7.0%	5.9%	18.6%
Net income (in '000s)	682,628	465,176	46.7%
Net Income Margin *	4.8%	4.0%	20.0%
Return on Equity	30.7%	27.5%	11.6%
Earnings Per Share	1.49	1.01	47.5%

\* Margin is calculated based from revenue from merchandise sales

System wide sales generated by all 7-Eleven stores continued with its upward trajectory by posting growth of 29.0% to P17.24 billion at the end of 2013.

The increase in total sales can be attributed to the opening of new stores and improvement in average sales of mature stores.

At the end of the year, 7-Eleven stores in the Philippines totaled to 1,009, up by 180 stores or 21.7 percent from same period in 2012.

EBITDA margin improved to 8.8% of system wide sales from 7.1% during the same period in 2012. As percentage of revenue from merchandise sales, EBITDA rose to 12.1% from 10.4%.

This was largely driven by the increase in operating income resulting from the faster rate of increase in sales by 29.0% compared to the 19.0% increase in SG & A expense. Operating income or EBIT margin stood at 7.0% of revenues from 5.9% in 2012.

Net income rose by 46.7% to P682.6 million, translating into a net margin and EPS of 4.8% and P1.49, respectively.

Full Year	Formula	2013	2012
Liquidity Ratio			
	Current Assets/Current		
Current ratio	Liabilities	0.84	0.75
	Cash + Receivables/Current		
Quick ratio	Liabilities	0.46	0.34
Financial Leverage			
Debt ratio	Total Debt/Total Assets	0.57	0.58
Debt to equity ratio	Total Debt/Total Equity	1.35	1.39
Interest coverage	EBIT/Interest charges	61.53	41.70
Asset to equity ratio	Total Assets/Total Equity	2.35	2.39
Profitability Ratio			
	Gross profit/Revenue from		
Gross profit margin	merchandise sales	24.81%	27.24%
	Net income/Revenue from		
Net profit margin	merchandise sales	4.83%	3.97%
Return on assets	Net income/Total Assets	11.45%	10.17%
Return on equity	Net income/Average Equity	30.68%	27.46%
Price/earnings ratio	Stock price (end of year)/EPS	67	91

#### **Financial Soundness Indicator**

## **Discussion and Analysis of Material Events and Uncertainties**

- 1. There are no known trends, events and uncertainties that will have a material impact on liquidity after the balance sheet date.
- 2. There are no material off-balance sheet transactions, arrangements and obligations of the Company with unconsolidated entities during the reporting period.
- 3. All of the Company's income was earned in the ordinary course of business.
- 4. There are no seasonal aspects that have a potentially material effect on the financial statements.
- 5. The Company's financial risk management objectives and policies are discussed in Note 30 of the December 31, 2013 Notes to Audited Consolidated Financial Statements.
- 6. There are no other known trends, events and uncertainties that will have a material impact on the Company's liquidity.

#### 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.

Registrant: PHILIPPINE SEVEN CORPORATION

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JOSE VICTOR P. PATERNO President and CEO April 15, 2014

PING-HUNG CHEN Treasurer and CFO April 15, 2014

LAWRENCE M. DE LEON Head Finance & Accounting Services Division April 15, 2014