

# SECURITIES AND EXCHANGE COMMISSION

## SEC FORM 17-Q

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

1. For the quarterly period ended  
Sep 30, 2022
2. SEC Identification Number  
142312
3. BIR Tax Identification No.  
000-083-856-000
4. Exact name of issuer as specified in its charter  
Ginebra San Miguel Inc.
5. Province, country or other jurisdiction of incorporation or organization  
Philippines
6. Industry Classification Code(SEC Use Only)
7. Address of principal office  
3rd and 6th Floors, San Miguel Properties Centre, St. Francis Street, Ortigas Center,  
Mandaluyong City  
Postal Code  
1550
8. Issuer's telephone number, including area code  
(+632) 8841-5100
9. Former name or former address, and former fiscal year, if changed since last report  
N/A
10. Securities registered pursuant to Sections 8 and 12 of the SRC or Sections 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
COMMON STOCK	286,327,841

11. Are any or all of registrant's securities listed on a Stock Exchange?  
Yes          No  
If yes, state the name of such stock exchange and the classes of securities listed therein:  
The Philippine Stock Exchange, Inc. - Common Shares
12. Indicate by check mark whether the registrant:

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

Yes                  No

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

Yes                  No

*The Exchange does not warrant and holds no responsibility for the veracity of the facts and representations contained in all corporate disclosures, including financial reports. All data contained herein are prepared and submitted by the disclosing party to the Exchange, and are disseminated solely for purposes of information. Any questions on the data contained herein should be addressed directly to the Corporate Information Officer of the disclosing party.*



## Ginebra San Miguel, Inc. GSMI

### PSE Disclosure Form 17-2 - Quarterly Report *References: SRC Rule 17 and Sections 17.2 and 17.8 of the Revised Disclosure Rules*

For the period ended	Sep 30, 2022
Currency (indicate units, if applicable)	Php (in thousands)

#### Balance Sheet

	Period Ended	Fiscal Year Ended (Audited)
	Sep 30, 2022	Dec 31, 2021
Current Assets	16,185,443	13,269,480
Total Assets	21,287,626	18,397,011
Current Liabilities	6,749,242	5,956,403
Total Liabilities	7,564,863	6,878,000
Retained Earnings/(Deficit)	14,820,565	12,616,812
Stockholders' Equity	13,722,764	11,519,011
Stockholders' Equity - Parent	12,971,359	10,857,201
Book Value per Share	47.93	40.23

**Income Statement**

	Current Year (3 Months)	Previous Year (3 Months)	Current Year-To-Date	Previous Year-To-Date
Gross Revenue	11,385,996	10,492,123	34,534,113	30,720,283
Gross Expense	10,076,333	9,027,605	29,953,864	26,641,818
Non-Operating Income	36,162	12,491	64,923	152,741
Non-Operating Expense	144,705	34,701	135,950	28,123
Income/(Loss) Before Tax	1,201,120	1,442,308	4,509,222	4,203,083
Income Tax Expense	299,321	359,116	1,124,366	1,032,774
Net Income/(Loss) After Tax	901,799	1,083,192	3,384,856	3,170,309
Net Income Attributable to Parent Equity Holder	906,992	1,012,157	3,295,259	3,032,457
Earnings/(Loss) Per Share (Basic)	3.15	3.78	11.82	11.07
Earnings/(Loss) Per Share (Diluted)	3.15	3.78	11.82	11.07

	Current Year (Trailing 12 months)	Previous Year (Trailing 12 months)
Earnings/(Loss) Per Share (Basic)	15.34	12.97
Earnings/(Loss) Per Share (Diluted)	15.34	12.97

**Other Relevant Information**

Please see attached SEC Form 17-Q (Quarterly Report) of GSML for the period ended September 30, 2022, which was filed today, November 14, 2022, with the Securities and Exchange Commission via e-mail. Amounts in thousand pesos, except per share data.

**Filed on behalf by:**

<b>Name</b>	Francis Joseph Cruz
<b>Designation</b>	General Counsel and Assistant Corporate Secretary

# COVER SHEET

1 4 2 3 1 2

S. E. C. Registration Number

G I N E B R A S A N M I G U E L

I N C .

(Company's Full Name)

3<sup>rd</sup> a n d 6<sup>th</sup> F l o o r s , S a n

M i g u e l P r o p e r t i e s

C e n t r e , S t . F r a n c i s

S t r e e t , O r t i g a s

C e n t e r , M a n d a l u y o n g

C i t y

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

Cynthia M. Baroy

Contact Person

(632) 8841-5100

Company Telephone

Number

1 2

Month

3 1

Day

SEC FORM 17-Q (3<sup>rd</sup> Qtr 2022)

FORM TYPE

Month

Day

Annual Meeting

Secondary License Type, If Applicable

Dept. Requiring this Doc.  
Number/Section

Amended

Articles

Total Amount of Borrowings

Total No. of Stockholders  
Foreign

Domestic

To be accomplished by SEC Personnel concerned

File Number

LCU

Document I. D.

Cashier

STAMPS

Remarks = pls. use black ink for scanning purposes



**SECURITIES AND EXCHANGE COMMISSION  
SEC FORM 17-Q  
QUARTERLY REPORT PURSUANT TO SECTION 17 OF THE SECURITIES  
REGULATION CODE AND SRC RULE 17(2)(b) THEREUNDER**

1. For the quarterly period ended **September 30, 2022**
2. Commission identification number **142312**
3. BIR Tax Identification No. **000-083-856-000**
4. Exact name of issuer as specified in its charter: **GINEBRA SAN MIGUEL INC.**  
**PHILIPPINES**
5. Province, country or other jurisdiction of incorporation or organization:
6. Industry Classification Code:  (SEC use only)
- 3<sup>RD</sup> and 6<sup>TH</sup> FLOORS, SAN MIGUEL PROPERTIES CENTRE,  
ST. FRANCIS STREET, ORTIGAS CENTER  
MANDALUYONG CITY**
7. Address of issuer's principal office **1550**  
Postal Code  
**(632) 8841-5100**
8. Issuer's telephone number, including area code
- N.A.**
9. Former name, former address and former fiscal year, if changed since last report
10. Securities registered pursuant to Sections 8 and 12 of the Code, or Sections 4 and 8 of the RSA
- 11.
- | Outstanding Capital Stock and Amount of Debt<br>Outstanding as of September 30, 2022 |               |
|--------------------------------------------------------------------------------------|---------------|
| COMMON SHARES                                                                        | 286,327,841   |
| PREFERRED SHARES                                                                     | -             |
|                                                                                      | 286,327,841   |
| TOTAL LIABILITIES                                                                    | Php 7,564,863 |
12. Are any or all of the securities listed on a Stock Exchange?  
Yes [ / ] No [ ]
- If yes, state name of such Stock Exchange and the class/es of securities listed therein.
- THE PHILIPPINE STOCK EXCHANGE, INC. - Common**
12. Indicate by check mark whether the registrant:
- a.) has filed all reports required to be filed by Section 17 of the Code and SRC Rule 17 thereunder or Sections 11 of the RSA and RSA Rule 11(a)-1 thereunder and Sections 26 and 141 of the Corporation Code of the Philippines, during the preceding 12 months (or for such shorter period the registrant was required to file such reports)  
Yes [ / ] No [ ]
- b.) has been subject to such filing requirements for the past 90 days  
Yes [ / ] No [ ]

## PART I – FINANCIAL INFORMATION

### Item 1. Financial Statements.

The unaudited consolidated financial statements of Ginebra San Miguel Inc. and its subsidiaries as of and for the period ended September 30, 2022 (with comparative figures as of December 31, 2021 and for the period ended September 30, 2021) and Selected Notes to the Consolidated Financial Statements are attached hereto as **Annex "A"**.

### Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations.

The information required by Part III, Paragraph (A)(2)(b) of "Annex C, as amended" is attached hereto as **Annex "B"**.

## PART II – OTHER INFORMATION

Ginebra San Miguel Inc. may, at its option, report under this item any information not previously reported in a report on SEC Form 17-C. If disclosure of such information is made under this Part II, it need not be repeated in a report on Form 17-C which would otherwise be required to be filed with respect to such information or in a subsequent report on Form 17-Q.

NONE

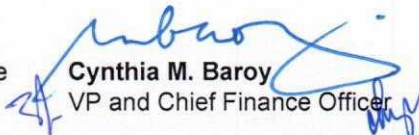
## SIGNATURES

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

Issuer

**GINEBRA SAN MIGUEL INC.**

Signature and Title

  
**Cynthia M. Baroy**  
VP and Chief Finance Officer

Date

November 11, 2022




**GINEBRA SAN MIGUEL INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
**SEPTEMBER 30, 2022 AND DECEMBER 31, 2021**  
(In Thousands)

		2022	2021
	Note	Unaudited	Audited
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash and cash equivalents	7, 8	P8,336,195	P2,379,166
Trade and other receivables - net	4, 7, 8	1,001,159	1,036,748
Inventories		5,505,648	8,730,041
Prepaid expenses and other current assets	4, 7, 8	1,342,441	1,123,525
<b>Total Current Assets</b>		<b>16,185,443</b>	<b>13,269,480</b>
<b>Noncurrent Assets</b>			
Property, plant and equipment - net	3	4,250,024	4,236,248
Right-of-use assets - net		130,733	176,083
Goodwill		126,863	126,863
Deferred tax assets - net	2	526,447	499,574
Other noncurrent assets - net	4, 7, 8	68,118	88,763
<b>Total Noncurrent Assets</b>		<b>5,102,185</b>	<b>5,127,531</b>
		<b>P21,287,628</b>	<b>P18,397,011</b>
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Accounts payable and accrued expenses	4, 7, 8	P5,915,941	P5,143,987
Income and other taxes payable		631,231	590,139
Current maturities of long-term debt - net of debt issue costs	7, 8	165,417	165,417
Lease liabilities - current portion	4, 7	36,654	56,860
<b>Total Current Liabilities</b>		<b>6,749,243</b>	<b>5,956,403</b>
<b>Noncurrent Liabilities</b>			
Retirement liabilities		621,920	621,920
Long-term debt - net of debt of issue costs	7, 8	83,032	165,430
Lease liabilities - net of current portion	4, 7	110,669	134,247
<b>Total Noncurrent Liabilities</b>		<b>815,621</b>	<b>921,597</b>
<b>Total Liabilities</b>		<b>7,564,864</b>	<b>6,878,000</b>
<b>Equity</b>			
Capital stock		399,063	399,063
Additional paid-in capital		2,539,454	2,539,454
Equity reserves		(366,345)	(366,345)
Retained earnings:			
Appropriated		3,512,000	3,512,000
Unappropriated	6	11,308,565	9,104,812
Treasury stock		(3,669,973)	(3,669,973)
<b>Total Equity</b>		<b>13,722,764</b>	<b>11,519,011</b>
		<b>P21,287,628</b>	<b>P18,397,011</b>

See accompanying Management Discussion and Analysis and Selected Notes to the Consolidated Financial Statements.

CERTIFIED CORRECT:

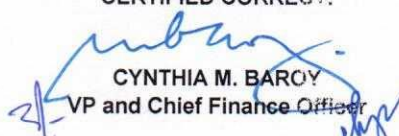
  
**CYNTHIA M. BAROY**  
VP and Chief Finance Officer

**GINEBRA SAN MIGUEL INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**  
**FOR THE PERIODS ENDED SEPTEMBER 30, 2022 AND 2021**  
(In Thousands, Except Per Share Data)

		<i>For the Quarter Ended</i>			
		<b>2022</b>	<b>2021</b>	<b>2022</b>	<b>2021</b>
	<i>Note</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>	<i>Unaudited</i>
SALES	4	P34,534,113	30,720,283	P11,385,996	P10,492,123
COST OF SALES		25,772,885	22,727,669	8,706,629	7,645,258
GROSS PROFIT		8,761,228	7,992,614	2,679,367	2,846,865
SELLING AND MARKETING EXPENSES		(2,448,168)	(2,135,320)	(881,605)	(801,762)
GENERAL AND ADMINISTRATIVE EXPENSES		(1,732,811)	(1,778,829)	(488,099)	(580,585)
INTEREST EXPENSE AND OTHER FINANCING CHARGES		(22,080)	(28,123)	(7,069)	(8,707)
GAIN (LOSS) ON DISPOSAL / RETIREMENT OF PROPERTY AND EQUIPMENT		(1,521)	5,293	174	1,400
INTEREST INCOME		64,923	28,719	35,988	11,091
OTHER INCOME (CHARGES) - Net		(112,349)	118,729	(137,636)	(25,994)
INCOME BEFORE INCOME TAX		4,509,222	4,203,084	1,201,119	1,442,309
INCOME TAX EXPENSE	2	1,124,366	1,032,774	299,321	359,116
NET INCOME		P3,384,856	P3,170,309	P901,798	P1,083,192
Basic and diluted earnings per share	5	P11.82	P11.07	P3.15	P3.78
Cash dividends declared per common share	6	P4.125	P2.750	P1.375	P1.250

See accompanying Management Discussion and Analysis and Selected Notes to the Consolidated Financial Statements.

CERTIFIED CORRECT:

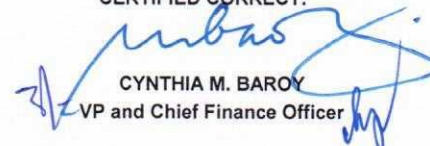
  
**CYNTHIA M. BAROY**  
VP and Chief Finance Officer

**GINEBRA SAN MIGUEL INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
**FOR THE PERIODS ENDED SEPTEMBER 30, 2022 AND 2021**  
(In Thousands)

	<i>For the Quarter Ended</i>			
	<b>2022</b>	<b>2021</b>	<b>2022</b>	<b>2021</b>
	<b>Unaudited</b>	<b>Unaudited</b>	<b>Unaudited</b>	<b>Unaudited</b>
<b>NET INCOME</b>	<b>P3,384,856</b>	<b>P3,170,309</b>	<b>P901,799</b>	<b>P1,083,192</b>
<b>OTHER COMPREHENSIVE LOSS</b>				
Item that may be reclassified to profit or loss				
Share in other comprehensive loss of joint ventures	-	(4,451)	-	-
Item that will not be reclassified to profit or loss				
Equity reserve for retirement plan - net of tax	-	(28,904)	-	-
<b>OTHER COMPREHENSIVE LOSS</b>	<b>-</b>	<b>(33,355)</b>	<b>-</b>	<b>-</b>
<b>TOTAL COMPREHENSIVE INCOME - Net of tax</b>	<b>P3,384,856</b>	<b>P3,136,954</b>	<b>P901,799</b>	<b>P1,083,192</b>

*See accompanying Management Discussion and Analysis and Selected Notes to the Consolidated Financial Statements.*

**CERTIFIED CORRECT:**

  
**CYNTHIA M. BAROY**  
VP and Chief Finance Officer



**GINEBRA SAN MIGUEL INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
**FOR THE PERIODS ENDED SEPTEMBER 30, 2022 AND 2021**  
(In Thousands)

	Note	Capital Stock		Additional Paid-in Capital	Equity Reserves			Retained Earnings		Treasury Stocks		Total
		Common	Preferred		Reserve for Retirement	Cumulative Translation	Plan Adjustments	Appropriated	Unappropriated	Common	Preferred	
As of January 1, 2022 (Audited)		P345,625	P53,438	P2,539,454	(P366,345)	P	-	P3,512,000	P9,104,812	(P1,947,198)	(P1,722,775)	P11,519,011
Share in other comprehensive income of joint ventures		-	-	-	-	-	-	-	-	-	-	-
Equity reserve for retirement plan		-	-	-	-	-	-	-	-	-	-	-
Net income		-	-	-	-	-	-	-	3,384,856	-	-	3,384,856
Total comprehensive income for the period		-	-	-	-	-	-	-	3,384,856	-	-	3,384,856
Cash dividends and distributions:	6											
Common		-	-	-	-	-	-	-	(1,181,103)	-	-	(1,181,103)
As of September 30, 2022 (Unaudited)		P345,625	P53,438	P2,539,454	(P366,345)	P	-	P3,512,000	P11,308,565	(P1,947,198)	(P1,722,775)	P13,722,764
As of January 1, 2021 (Audited)		P345,625	P53,438	P2,539,454	(P404,666)	P4,451	-	P2,500,000	P7,083,730	(P1,947,198)	(P722,775)	P9,452,059
Share in other comprehensive income of joint ventures		-	-	-	-	(4,451)	-	-	-	-	-	(4,451)
Equity reserve for retirement plan		-	-	-	(28,904)	-	-	-	(28,904)	-	-	(28,904)
Net income		-	-	-	-	-	-	-	3,170,309	-	-	3,170,309
Total comprehensive income for the period		-	-	-	(28,904)	(4,451)	-	-	3,170,309	-	-	3,136,954
Redemption of preferred shares		-	-	-	-	-	-	-	-	-	(1,000,000)	(1,000,000)
Cash dividends and distributions:												
Common		-	-	-	-	-	-	-	(787,402)	-	-	(787,402)
Preferred		-	-	-	-	-	-	-	(547)	-	-	(547)
As of September 30, 2021 (Unaudited)		P345,625	P53,438	P2,539,454	(P433,570)	P	-	P2,500,000	P9,466,090	(P1,947,198)	(P1,722,775)	P10,801,064

See accompanying Management Discussion and Analysis and Selected Notes to the Consolidated Financial Statements.

CERTIFIED CORRECT:

CYNTHIA M. BAROY


VP and Chief Finance Officer

**GINEBRA SAN MIGUEL INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**FOR THE PERIODS ENDED SEPTEMBER 30, 2022 AND 2021**  
(In Thousands)

	2022	2021
	Unaudited	Unaudited
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Income before income tax	P4,509,222	P4,203,084
Adjustments for:		
Depreciation and amortization	510,652	510,036
Net derivative loss	356,513	124,524
Retirement expense	81,494	68,646
Interest expense and other financing charges	22,080	28,123
Loss(gain) on disposal / retirement of property and equipment - net	1,521	(5,293)
Provision for impairment loss	-	56,754
Net unrealized foreign exchange gain	(24,168)	(1,919)
Interest income	(64,923)	(28,719)
Operating income before working capital changes	5,392,391	4,955,236
Decrease (increase) in:		
Trade and other receivables	38,230	11,491
Inventories	3,128,479	(148,002)
Prepaid taxes and other current assets	(578,043)	(521,028)
Increase in:		
Trade and other payables	508,338	631,682
Other taxes payable	95,031	175,231
Cash generated from operations	8,584,426	5,104,610
Interest received	58,221	26,487
Interest and other financing charges paid	(13,764)	(19,048)
Contribution to retirement plan	(81,494)	(68,646)
Income taxes paid	(881,434)	(589,079)
Net cash flows provided by operating activities	7,665,955	4,454,324
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Proceeds from sale of property, plant and equipment	2,529	6,081
Increase in other noncurrent assets	(8,538)	(25,061)
Additions to property, plant and equipment	(441,536)	(279,491)
Net cash flows used in investing activities	(447,545)	(298,471)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Payments of:		
Lease liabilities	(62,538)	(48,687)
Long-term borrowings	(83,333)	(83,333)
Cash dividends	(1,143,746)	(763,531)
Redemption of preferred shares	-	(1,000,000)
Net cash flows used in financing activities	(1,289,617)	(1,895,551)
<b>EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>	28,236	1,976
<b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>	5,957,029	2,262,278
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>	2,379,166	2,819,574
<b>CASH AND CASH EQUIVALENTS AT END OF PERIOD</b>	P8,336,195	P5,081,852

See accompanying Management Discussion and Analysis and Selected Notes to the Consolidated Financial Statements

CERTIFIED CORRECT:

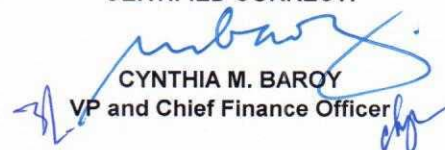
  
**CYNTHIA M. BAROY**  
VP and Chief Finance Officer



**GINEBRA SAN MIGUEL INC. AND SUBSIDIARIES**  
**TRADE AND OTHER RECEIVABLES**  
**SEPTEMBER 30, 2022 (UNAUDITED)**  
(In Thousands)

TYPE OF ACCOUNTS RECEIVABLE	TOTAL	Current	< 30 days past due	30 - 60 days past due	60 - 90 days past due	Over 90 days past due
Trade Receivables	P753,738	P716,013	P25,867	P3,739	P657	P7,462
Non-trade Receivables	928,389	145,680	14,064	3,673	1,038	763,934
<b>Total</b>	<b>1,682,127</b>	<b>861,693</b>	<b>39,931</b>	<b>7,412</b>	<b>1,695</b>	<b>771,396</b>
Less: Allowance for doubtful accounts	(680,968)	-	-	-	-	(680,968)
<b>NET RECEIVABLES</b>	<b>P1,001,159</b>	<b>P861,693</b>	<b>P39,931</b>	<b>P7,412</b>	<b>P1,695</b>	<b>P90,428</b>

CERTIFIED CORRECT:

  
CYNTHIA M. BAROY  
VP and Chief Finance Officer

**GINEBRA SAN MIGUEL INC. AND SUBSIDIARIES**  
**SELECTED NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
**(Amounts in Thousands, Except Per Share Data)**

**1. Summary of Significant Accounting and Financial Reporting Policies**

The interim consolidated financial statements have been prepared in accordance with Philippine Accounting Standards (PAS) 34, *Interim Financial Reporting* and do not include all the information required in the annual consolidated financial statements, and should be read in conjunction with the Group's audited consolidated financial statements as at December 31, 2021.

The consolidated financial statements were approved and authorized for issue in accordance with a resolution by the Board of Directors (BOD) on November 9, 2022.

The consolidated financial statements are presented in Philippine peso and all financial information are rounded off to the nearest thousand (000), except when otherwise indicated.

The principal accounting policies adopted in the preparation of the interim consolidated financial statements of the Group are consistent with those followed in the most recent annual audited consolidated financial statements, except for the changes in accounting policies as explained below.

Adoption of Amended Standards

The Financial Reporting Standards Council (FRSC) approved the adoption of a number of amended standards as part of Philippine Financial Reporting Standards (PFRS).

*Amended Standards Adopted in 2022*

The Group has adopted the following amendments to PFRS effective January 1, 2022 and accordingly, changed its accounting policies in the following areas:

- **Property, Plant and Equipment - Proceeds before Intended Use** (Amendments to PAS 16, *Property, Plant and Equipment*). The amendments prohibit an entity from deducting from the cost of an item of property, plant and equipment the proceeds from selling items produced before that asset is available for use. The proceeds before intended use should be recognized in profit or loss, together with the costs of producing those items which are identified and measured in accordance with PAS 2, *Inventories*.

The amendments also clarify that testing whether an item of property, plant and equipment is functioning properly means assessing its technical and physical performance rather than assessing its financial performance.

For the sale of items that are not part of a company's ordinary activities, the amendments require the company to disclose separately the sales proceeds and related production cost recognized in profit or loss and specify the line items in which such proceeds and costs are included in the statement of comprehensive income. This disclosure is not required if such proceeds and cost are presented separately in the statement of comprehensive income.

- **Onerous Contracts - Cost of Fulfilling a Contract** (Amendments to PAS 37, *Provisions, Contingent Liabilities and Contingent Assets*). The amendments clarify that the cost of fulfilling a contract when assessing whether a contract is onerous includes all costs that relate directly to a contract - i.e., it comprises both incremental costs and an allocation of other direct costs.



- Annual Improvements to PFRS Standards 2018-2020. This cycle of improvements contains amendments to four standards, of which the following are applicable to the Group:
  - Fees in the '10 per cent' Test for Derecognition of Financial Liabilities (Amendment to PFRS 9, *Financial Instruments*). The amendment clarifies that for the purpose of performing the '10 per cent' test for derecognition of financial liabilities, the fees paid net of fees received included in the discounted cash flows include only fees paid or received between the borrower and the lender, including fees paid or received by either the borrower or lender on the other's behalf.
  - Lease Incentives (Amendment to Illustrative Examples accompanying PFRS 16, *Leases*). The amendment deletes from the Illustrative Example 13 the reimbursement relating to leasehold improvements to remove the potential for confusion because the example had not explained clearly enough the conclusion as to whether the reimbursement would meet the definition of a lease incentive in PFRS 16.
- Reference to the Conceptual Framework (Amendment to PFRS 3, *Business Combinations*). The amendments:
  - replaced a reference to the Framework for the Preparation and Presentation of Financial Statements, issued in 1989, with a reference to the Conceptual Framework for Financial Reporting issued in March 2018, without significantly changing its requirements;
  - added a requirement that, for transactions and other events within the scope of PAS 37 or International Financial Reporting Interpretations Committee (IFRIC) 21, *Levies*, an acquirer applies PAS 37 or IFRIC 21 instead of the Conceptual Framework to identify the liabilities it has assumed in a business combination; and
  - added an explicit statement that an acquirer does not recognize contingent assets acquired in a business combination.

The adoption of the amended standards did not have a material effect on the interim consolidated financial statements.

#### *New and Amended Standards Not Yet Adopted*

A number of new and amended standards are effective for annual periods beginning after January 1, 2022 and have not been applied in preparing the interim consolidated financial statements. None of these are expected to have a significant effect on the interim consolidated financial statements.

The Group will adopt the following amended standards on the respective effective dates:

- Classification of Liabilities as Current or Noncurrent (Amendments to PAS 1, *Presentation of Financial Statements*). To promote consistency in application and clarify the requirements on determining whether a liability is current or noncurrent, the amendments:
  - removed the requirement for a right to defer settlement of a liability for at least 12 months after the reporting period to be unconditional and instead requires that the right must have substance and exist at the end of the reporting period;
  - clarified that a right to defer settlement exists only if an entity complies with conditions specified in the loan agreement at the end of the reporting period, even if the lender does not test compliance until a later date; and



- clarified that settlement of a liability includes transferring an entity's own equity instruments to the counterparty, but conversion options that are classified as equity do not affect classification of the liability as current or noncurrent.

The amendments apply retrospectively for annual reporting periods beginning on or after January 1, 2023, with early application permitted.

- Definition of Accounting Estimates (Amendments to PAS 8, *Accounting Policies, Changes in Accounting Estimates and Errors*). The amendments clarify that accounting estimates are monetary amounts in the financial statements that are subject to measurement uncertainty. The amendments also clarify the relationship between accounting policies and accounting estimates by specifying that an entity develops an accounting estimate to achieve the objective set out by an accounting policy. Developing an accounting estimate includes selecting a measurement technique (estimate or valuation technique) and choosing the inputs to be used when applying the chosen measurement technique. The effects of changes in the inputs or measurement techniques are changes in accounting estimates.

The amendments are effective for annual reporting periods beginning on or after January 1, 2023. Earlier application is permitted. The amendments apply prospectively to changes in accounting estimates and changes in accounting policies occurring on or after the beginning of the first annual reporting period in which the entity applies the amendments.

- Disclosure of Accounting Policies (Amendments to PAS 1 and PFRS Practice Statement 2, *Making Materiality Judgments*). The key amendments to PAS 1 include requiring entities to disclose material accounting policies rather than significant accounting policies; clarifying that accounting policies related to immaterial transactions, other events or conditions are immaterial and as such need not be disclosed; and clarifying that not all accounting policies that relate to material transactions, other events or conditions are material to the financial statements. The amendments to PFRS Practice Statement 2 provide guidance and examples on the application of materiality to accounting policy disclosures.

The amendments are effective for annual reporting periods beginning on or after January 1, 2023. Earlier application is permitted.

- Deferred Tax related to Assets and Liabilities arising from a Single Transaction (Amendments to PAS 12, *Income Taxes*). The amendments require an entity to recognize deferred tax on transactions, such as leases for the lessee and decommissioning obligations, that give rise to equal amounts of taxable and deductible temporary differences on initial recognition.

The amendments are effective for annual reporting periods beginning on or after January 1, 2023. Earlier application is permitted.

Deferral of the local implementation of Amendments to PFRS 10, *Consolidated Financial Statements*, and PAS 28, *Investments in Associates and Joint Ventures: Sale or Contribution of Assets between an Investor and its Associate or Joint Venture*.

- Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments to PFRS 10 and PAS 28). The amendments address an inconsistency in the requirements in PFRS 10 and PAS 28 in dealing with the sale or contribution of assets between an investor and its associate or joint venture. The amendments require that a full gain or loss is recognized when a transaction involves a business (whether it is housed in a subsidiary or not). A partial gain or loss is recognized when a

transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary.

Originally, the amendments apply prospectively for annual periods beginning on or after January 1, 2016, with early adoption permitted. However, on January 13, 2016, the FRSC decided to postpone the effective date until the IASB has completed its broader review of the research project on equity accounting that may result in the simplification of accounting for such transactions and of other aspects of accounting for associates and joint ventures.

## **2. Impact of Corporate Recovery and Tax Incentives for Enterprises (CREATE) Act**

The CREATE Act, which seeks to reduce the corporate income tax rates and to rationalize the current fiscal incentives by making it time-bound, targeted and performance-based, was passed into law on March 26, 2021 and took effect 15 days after its complete publication in the Official Gazette or in a newspaper of general circulation or on April 11, 2021.

Key provisions of the CREATE Act which have an impact on the Group are: (i) reduction of Regular Corporate Income Tax rate from 30% to 25% for domestic and resident foreign corporations effective July 1, 2020; (ii) reduction of Minimum Corporate Income Tax rate from 2% to 1% of gross income effective July 1, 2020 to June 30, 2023; and (iii) repeal of the imposition of improperly accumulated earnings tax.

The impact on the consolidated financial statements of the Group based on balances as at and for the year-ended December 31, 2020, which was taken up in the first quarter of 2021, are as follows:

	<b>Increase (decrease)</b>
<b>ASSET</b>	
Deferred tax asset	<b>(P97,323)</b>
	<b>(P97,323)</b>
<b>LIABILITY AND EQUITY</b>	
Income and other taxes payable	<b>(P103,838)</b>
Equity reserves	<b>(28,904)</b>
Retained earnings	<b>35,419</b>
	<b>(P97,323)</b>
<b>INCOME TAX EXPENSE</b>	
Current	<b>(P103,838)</b>
Deferred	<b>68,419</b>
	<b>(P35,419)</b>
<b>NET INCOME</b>	<b>P35,419</b>



### 3. Property, Plant and Equipment

Property, plant and equipment consist of:

September 30, 2022 and December 31, 2021

Cost	Land and Land Improvements	Buildings and Improvements	Transportation Equipment	Machinery and Equipment	Furniture, Fixtures and Other Equipment	Leasehold Improvements	Projects in Progress	Total
January 1, 2021 (Audited)	P990,281	P2,260,617	P366,862	P8,530,464	P524,007	P108,409	P168,745	P12,949,385
Additions	78,503	34,311	71,991	67,126	96,250	3,898	236,564	588,643
Disposals / Retirement	-	-	(12,256)	(31,611)	(2,188)	-	-	(46,055)
Reclassifications	64,320	15,512	-	39,732	2,600	(48,627)	(69,144)	4,393
December 31, 2021 (Audited)	1,133,104	2,310,440	426,597	8,605,711	620,669	63,680	336,165	13,496,366
Additions	4,477	14,136	15,471	51,682	27,824	-	327,946	441,536
Disposals / Retirement	-	-	(13,745)	(127,743)	(2,539)	(2,776)	-	(146,803)
Reclassifications	420	771	12,384	199,222	6,123	8,589	(227,509)	-
<b>September 30, 2022 (Unaudited)</b>	<b>1,138,001</b>	<b>2,325,347</b>	<b>440,707</b>	<b>8,728,872</b>	<b>652,077</b>	<b>69,493</b>	<b>436,602</b>	<b>13,791,099</b>
<b>Accumulated Depreciation and Amortization</b>								
January 1, 2021 (Audited)	248,332	1,258,794	250,367	6,220,453	407,320	34,924	-	8,420,190
Depreciation and amortization	12,282	82,567	41,207	370,309	65,837	5,382	-	577,584
Disposals / Retirement	-	-	(11,523)	(31,611)	(2,122)	-	-	(45,256)
Reclassifications	21,557	(95)	-	198	(103)	(21,557)	-	-
December 31, 2021 (Audited)	282,171	1,341,266	280,051	6,559,349	470,932	18,749	-	8,952,518
Depreciation and amortization	8,150	63,467	39,554	262,329	46,905	3,305	-	423,710
Disposals / Retirement	-	-	(13,745)	(126,106)	(2,539)	(363)	-	(142,753)
Reclassifications	-	(3,579)	-	(2,134)	(783)	6,496	-	-
<b>September 30, 2022 (Unaudited)</b>	<b>290,321</b>	<b>1,401,154</b>	<b>305,860</b>	<b>6,693,438</b>	<b>514,515</b>	<b>28,187</b>	<b>-</b>	<b>9,233,475</b>
<b>Accumulated Impairment Losses</b>								
December 31, 2021	-	-	-	307,600	-	-	-	307,600
<b>and September 30, 2022</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>307,600</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>307,600</b>
<b>Carrying Amount</b>								
December 31, 2021 (Audited)	P850,933	P969,174	P146,546	P1,738,762	P149,737	P44,931	P336,165	P4,236,248
<b>September 30, 2022 (Unaudited)</b>	<b>P847,680</b>	<b>P924,193</b>	<b>P134,847</b>	<b>P1,727,834</b>	<b>P137,562</b>	<b>P41,306</b>	<b>P436,602</b>	<b>P4,250,024</b>

September 30, 2021

Cost	Land and Land Improvements	Buildings and Improvements	Transportation Equipment	Machinery and Equipment	Furniture, Fixtures and Other Equipment	Leasehold Improvements	Capital Projects in Progress	Total
January 1, 2021 (Audited)	P990,281	P2,260,617	P366,862	P8,530,464	P524,007	P108,409	P168,745	P12,949,385
Additions	74,452	18,465	14,363	31,889	16,664	3,898	210,163	369,894
Disposals / Retirement	-	-	(9,127)	(31,568)	(559)	-	-	(41,254)
Reclassifications	64,010	15,511	-	31,599	1,512	(48,627)	(138,442)	(74,437)
September 30, 2021 (Unaudited)	1,128,743	2,294,593	372,098	8,562,384	541,624	63,680	240,466	13,203,588
Accumulated Depreciation and Amortization								
January 1, 2021 (Audited)	184,736	1,259,580	250,367	6,220,453	407,310	97,744	-	8,420,190
Depreciation and amortization	9,147	61,969	29,587	286,365	47,709	3,495	-	438,272
Disposals / Retirement	-	-	(8,392)	(31,567)	(503)	-	-	(40,462)
Reclassifications	85,153	(881)	-	197	(92)	(84,377)	-	-
September 30, 2021 (Unaudited)	279,036	1,320,668	271,562	6,475,448	454,424	16,862	-	8,818,000
Accumulated Impairment Losses								
September 30, 2021	-	-	-	307,600	-	-	-	307,600
Carrying Amount								
September 30, 2021 (Unaudited)	P849,707	P973,925	P100,536	P1,779,336	P87,200	P46,818	P240,466	P4,077,988

Depreciation and amortization charged to operations amounted to P577,584 and P438,272 for the periods ended September 30, 2022 and 2021, respectively.



#### 4. Related Party Disclosure

The Group, certain subsidiaries and their shareholders, associates and joint ventures purchase products and services from one another in the normal course of business. The Group requires approval of the BOD for related party transactions amounting to at least ten percent (10%) of the total consolidated assets based on its latest audited financial statements.

Amounts owed by/owed to related parties are collectible/will be settled in cash. An assessment is undertaken at each financial year by examining the financial position of the related party and the market in which the related party operates.

The following are the transactions with related parties and the outstanding balances as of September 30, 2022 and December 31, 2021:

	Period	Revenue from Related Parties	Purchases from Related Parties	Amounts Owed by Related Parties	Amounts Owed to Related Parties	Terms	Conditions
Ultimate Parent Company*	September 30, 2022 December 31, 2021	P - -	P - -	P - 5	P - -	On demand; non-interest bearing	Unsecured; no impairment
Intermediate Parent Company**	September 30, 2022 December 31, 2021	46,710 22,851	177,243 254,215	864 13,801	23,050 33,148	On demand; non-interest bearing	Unsecured; no impairment
Parent Company***	September 30, 2022 December 31, 2021	125 170	- -	- 7	- -	On demand; non-interest bearing	Unsecured; no impairment
Under Common Control	September 30, 2022 December 31, 2021	256,885 315,450	4,014,402 6,501,815	158,203 102,672	1,254,298 1,010,546	On demand; non-interest bearing	Unsecured; no impairment
Joint Venture	September 30, 2022 December 31, 2021	- -	201,821 335,495	- -	2,056 1,640	On demand; interest bearing	Unsecured; with impairment
Retirement Plan	September 30, 2022 December 31, 2021	- -	- -	- -	19,795 -	On demand; non-interest bearing	Unsecured; no impairment
Associate of the Intermediate Parent Company	September 30, 2022 December 31, 2021	239 608	- -	- 83	- -	On-demand; non-interest bearing	Unsecured; no impairment
Others	September 30, 2022 December 31, 2021	1,200 1,624	- -	106 1,522	- -	On demand; non-interest bearing	Unsecured; no impairment
<b>Total</b>	<b>September 30, 2022</b>	<b>P305,159</b>	<b>P4,393,466</b>	<b>P159,173</b>	<b>P1,299,199</b>		
<b>Total</b>	<b>December 31, 2021</b>	<b>P340,703</b>	<b>P7,091,525</b>	<b>P118,090</b>	<b>P1,045,334</b>		

\* Top Frontier Investment Holdings, Inc. (TF) is the Ultimate Parent Company of the Group.

\*\* San Miguel Corporation (SMC) is the Intermediate Parent Company of the Group.

\*\*\* San Miguel Food and Beverage, Inc. (SMFB) is the Parent Company of the Group.

- Amounts owed by related parties consist of current and noncurrent receivables and deposits.
- The amounts owed by joint venture pertains to receivables from Thai San Miguel Liquor Company Limited (TSML) and are included as part of "Non-trade receivable receivables from related parties" under "Trade and other receivables - net" account in the consolidated statement of financial position. Allowance for impairment losses pertaining to these receivables amounted to P540,216 as at December 31, 2021.
- The amounts owed by Associate of the Intermediate Parent Company pertains to receivables from Bank of Commerce (BOC) from sale of goods which were included as "Trade receivable from related parties" under "Trade and other receivable - net" in the consolidated statement of financial position.
- Amounts owed to related parties consist of trade payables, lease liabilities and management fees.

There were no known transactions with parties that fall outside the definition "related parties" under PAS 24, *Related Party Disclosures*, but with whom GSML or its related parties have a relationship that enables the parties to negotiate terms of material transactions that may not be available from other, more clearly independent parties on an arm's length basis.

## 5. Basic and Diluted Earnings Per Share (EPS)

Basic and Diluted EPS is computed as follows:

	September 30	
	2022	2021
Net income	P3,384,856	P3,170,309
Less: Dividends on preferred shares for the period	-	547
Net income available to common shares (a)	3,384,856	3,169,762
Weighted average number of common shares outstanding (in thousands) (b)	286,328	286,328
Basic and Diluted Earnings Per Share (a/b)	P11.82	P11.07

## 6. Cash Dividends

The Board of Directors (BOD) approved the declaration and payment of the following cash dividends to common stockholders as follows:

### 2022

Class of Shares	Date of Declaration	Date of Record	Date of Payment	Dividend Per Share
Common - regular	March 9, 2022	March 25, 2022	April 8, 2022	P0.375
	April 27, 2022	May 18, 2022	June 3, 2022	0.375
	August 3, 2022	August 19, 2022	September 2, 2022	0.375
Common - special	March 9, 2022	March 25, 2022	April 8, 2022	1.000
	April 27, 2022	May 18, 2022	June 3, 2022	1.000
	August 3, 2022	August 19, 2022	September 2, 2022	1.000

### 2021

Class of Shares	Date of Declaration	Date of Record	Date of Payment	Dividend Per Share
Common - regular	March 10, 2021	March 25, 2021	April 8, 2021	P0.250
	May 5, 2021	May 21, 2021	June 3, 2021	0.250
	August 4, 2021	August 19, 2021	September 2, 2021	0.250
Common - special	May 5, 2021	May 21, 2021	June 3, 2021	1.000
	August 4, 2021	August 19, 2021	September 2, 2021	1.000

## 7. Financial Risk and Capital Management Objectives and Policies

### Objectives and Policies

The Group has significant exposure to the following financial risks primarily from its use of financial instruments:

- Market Risk (Interest Rate Risk, Foreign Currency Risk and Commodity Price Risk)
- Liquidity Risk
- Credit Risk

This note presents information about the exposure to each of the foregoing risks, the objectives, policies and processes for measuring and managing these risks, and for management of capital.

The principal non-trade related financial instruments of the Group include cash and cash equivalents, short-term and long-term loans, and derivative instruments. These financial instruments, except derivative instruments, are used mainly for working capital management purposes. The trade-related financial assets and financial liabilities of the Group such as trade and other receivables, noncurrent receivables and deposits, accounts payable and accrued expenses and lease liabilities arise directly from and are used to



facilitate its daily operations.

The BOD oversees that a sound enterprise risk management framework is in place to effectively identify, monitor, assess and manage key business risks, which will guide the BOD in identifying units/business lines and enterprise-level risk exposures, as well as the effectiveness of risk management strategies.

The risk management policies of the Group are established to identify and analyze the risks faced by the Group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and activities. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The BOD constituted the Audit and Risk Oversight Committee (the "Committee") to, among others, enhance its oversight capability over the Group's financial reporting, internal control system, internal and external audit processes, and compliance with applicable laws and regulations; and be responsible for the oversight of the Group's enterprise risk management system to ensure its functionality and effectiveness.

The Committee also has the responsibility to assist the BOD in ensuring that there is an effective and integrated risk management process in place to guide the BOD in arriving at well-informed decisions, having taken into consideration risks related to significant business activities, plans and opportunities. In relation to this, the Committee has the following duties and responsibilities, among others: a.) develop a formal enterprise risk management plan which contains common language or register of risks, well-defined risk management goals, objectives and oversight, uniform processes of assessing risks and developing strategies to manage prioritized risks, designing and implementing risk management strategies, and continuing assessments to improve risk strategies, processes and measures; b.) oversee the implementation of the enterprise risk management plan; c.) evaluate the risk management plan to ensure its continued relevance, comprehensiveness and effectiveness; d.) advise the BOD on its risk appetite levels and risk tolerance limits; and e.) review at least annually the Group's risk appetite levels and risk tolerance limits based on changes and developments in the business, the regulatory framework, the external economic and business environment, and when major events occur that are considered to have major impacts on the Group.

The Committee is assisted in its oversight role by Internal Audit. Internal Audit undertakes both regular and special reviews of risk management controls and procedures, the results of which are reported to the Committee.

#### Interest Rate Risk

Interest rate risk is the risk that future cash flows from a financial instrument (cash flow interest rate risk) or its fair value (fair value interest rate risk) will fluctuate because of changes in market interest rates. The Group's exposure to changes in interest rates relates primarily to the long-term borrowings. Borrowings issued at fixed rates expose the Group to fair value interest rate risk. On the other hand, borrowings issued at variable rates expose the Group to cash flow interest rate risk.

The Group manages its interest cost by using an optimal combination of fixed and variable rate debt instruments. The management is responsible for monitoring the prevailing market-based interest rate and ensures that the mark-up rates charged on its borrowings are optimal and benchmarked against the rates charged by other creditor banks.

In managing interest rate risk, the Group aims to reduce the impact of short-term fluctuations on the earnings. Over the longer term, however, permanent changes in interest rates would have an impact on profit or loss.



The management of interest rate risk is also supplemented by monitoring the sensitivity of the Group's financial instruments to various standard and non-standard interest rate scenarios.

#### Interest Rate Risk Table

The terms and maturity profile of the interest-bearing financial instruments, together with its gross amounts, are shown in the following tables:

##### Interest Rate Risk

<b>September 30, 2022</b>	<b>&lt;1 year</b>	<b>1-2 years</b>	<b>Total</b>
<b>Fixed rate</b>			
Philippine peso-denominated	P166,667	P83,333	P250,000
Interest rate	4.2105%	4.2105%	-
	<b>P166,667</b>	<b>P83,333</b>	<b>P250,000</b>

<b>December 31, 2021</b>	<b>&lt;1 year</b>	<b>1-2 years</b>	<b>Total</b>
<b>Fixed rate</b>			
Philippine peso-denominated	P166,667	P166,666	P333,333
Interest rate	4.2105%	4.2105%	-
	<b>P166,667</b>	<b>P166,666</b>	<b>P333,333</b>

#### Foreign Currency Risk

The functional currency is the Philippine peso, which is the denomination of the bulk of the Group's revenues. The exposure to foreign currency risk results from significant movements in foreign exchange rates that adversely affect the foreign currency-denominated transactions of the Group. The risk management objective with respect to foreign currency risk is to reduce or eliminate earnings volatility and any adverse impact on equity.

Information on the Group's foreign currency-denominated monetary assets and their Philippine peso equivalents is as follows:

	<b>September 30, 2022</b>		<b>December 31, 2021</b>	
	<b>US Dollar</b>	<b>Peso Equivalent</b>	<b>US Dollar</b>	<b>Peso Equivalent</b>
<b>Assets</b>				
Cash and cash equivalents	US\$3,873	P227,074	US\$2,989	P152,437
Trade and other receivables	11	616	12	627
Foreign currency-denominated monetary assets	<b>US\$3,884</b>	<b>P227,690</b>	<b>US\$3,001</b>	<b>P153,064</b>

The Group reported net gains on foreign exchange amounting to P24,168 and P1,919 for the periods ended September 30, 2022 and 2021, respectively, with the translation of its foreign currency-denominated assets. These mainly resulted from the movements of the Philippine peso against the United States (US) dollar as shown in the following table:

	<b>US Dollar to Philippine Peso</b>
<b>September 30, 2022</b>	<b>58.63</b>
December 31, 2021	51.00
September 30, 2021	51.00
December 31, 2020	48.02

The management of foreign currency risk is also supplemented by monitoring the sensitivity of the Group's financial instruments to various foreign currency exchange rate scenarios.

The following table demonstrates the sensitivity to a reasonably possible change in the US dollar exchange rate, with all other variables held constant, of the Group's profit before tax (due to changes in the fair value of monetary assets) and the Group's equity (due to translation of results and financial position of foreign operations):

	P1 Decrease in the US Dollar Exchange Rate		P1 Increase in the US Dollar Exchange Rate	
	Effect on Income before Income Tax	Effect on Equity	Effect on Income before Income Tax	Effect on Equity
<b>September 30, 2022</b>				
Cash and cash equivalents	(P3,873)	(P2,905)	P3,873	P2,905
Trade and other receivables	(11)	(8)	11	8
	<b>(P3,884)</b>	<b>(P2,913)</b>	<b>P3,884</b>	<b>P2,913</b>

	P1 Decrease in the US Dollar Exchange Rate		P1 Increase in the US Dollar Exchange Rate	
	Effect on Income before Income Tax	Effect on Equity	Effect on Income before Income Tax	Effect on Equity
<b>December 31, 2021</b>				
Cash and cash equivalents	(P2,989)	(P2,242)	P2,989	P2,242
Trade and other receivables	(12)	(9)	12	9
	<b>(P3,001)</b>	<b>(P2,251)</b>	<b>P3,001</b>	<b>P2,251</b>

Exposures to foreign exchange rates vary during the year depending on the volume of overseas transactions. Nonetheless, the analysis above is considered to be representative of the Group's foreign currency risk.

#### Commodity Price Risk

Commodity price risk is the risk that future cash flows from a financial instrument will fluctuate because of changes in commodity prices.

The Group, through San Miguel Corporation (SMC), enters into various commodity derivatives to manage its price risks on strategic commodities. Commodity hedging allows stability in prices, thus offsetting the risk of volatile market fluctuations. Through hedging, prices of commodities are fixed at levels acceptable to the Group, thus protecting raw material cost and preserving margins. For hedging transactions, if prices go down, hedge positions may show marked-to-market losses; however, any loss in the marked-to-market position is offset by the resulting lower physical raw material cost.

SMC enters into commodity derivative transactions on behalf of the Group to reduce cost by optimizing purchasing synergies within the SMC Group and managing inventory levels of common materials.

*Commodity Forwards.* The Group enters into forward purchases of various commodities. The prices of the commodity forwards are fixed either through direct agreement with suppliers or by reference to a relevant commodity price index.

#### Liquidity Risk

Liquidity risk pertains to the risk that the Group will encounter difficulty to meet payment obligations when they fall under normal and stress circumstances.



The Group's objectives to manage its liquidity risk are as follows: (a) to ensure that adequate funding is available at all times; (b) to meet commitments as they arise without incurring unnecessary costs; (c) to be able to access funding when needed at the least possible cost; and (d) to maintain an adequate time spread of refinancing maturities.

The Group constantly monitors and manages its liquidity position, liquidity gaps and surplus on a daily basis. A committed stand-by credit facility from several local banks is also available to ensure availability of funds when necessary.

The table below summarizes the maturity profile of the Group's financial assets and financial liabilities based on contractual undiscounted payments used for liquidity management.

September 30, 2022	Carrying Amount	Contractual Cash Flow	1 year or less	>1 year - 2 years	>2 years - 5 years	Over 5 years
<b>Financial Assets</b>						
Cash and cash equivalents	P8,336,195	P8,336,195	P8,336,195	P -	P -	P -
Trade and other receivables - net	1,001,159	1,001,159	1,001,159	-	-	-
Derivative assets (included under "Prepaid expenses and other current assets" account)	432	432	432	-	-	-
Noncurrent receivables and deposits (included under "Other noncurrent assets - net" account)	493	493	-	493	-	-
<b>Financial Liabilities</b>						
Accounts payable and accrued expenses (excluding derivative liabilities, deferred income and dividends payable)	5,606,862	5,606,862	5,606,862	-	-	-
Derivative liabilities (included under "Accounts payable and accrued expenses" account)	293,981	293,981	293,981	-	-	-
Long-term debt (including current maturities)	248,449	257,924	173,733	84,191	-	-
Lease liabilities	147,323	190,617	45,335	28,372	53,829	63,081

December 31, 2021	Carrying Amount	Contractual Cash Flow	1 year or less	>1 year - 2 years	>2 years - 5 years	Over 5 years
<b>Financial Assets</b>						
Cash and cash equivalents	P2,379,166	P2,379,166	P2,379,166	P -	P -	P -
Trade and other receivables - net	1,036,748	1,036,748	1,036,748	-	-	-
Derivative assets (included under "Prepaid expenses and other current assets" account)	223	223	223	-	-	-
Noncurrent receivables and deposits (included under "Other noncurrent assets - net" account)	493	493	-	493	-	-
<b>Financial Liabilities</b>						
Accounts payable and accrued expenses (excluding derivative liabilities, deferred income and dividends payable)	5,109,919	5,109,919	5,109,919	-	-	-
Derivative liabilities (included under "Accounts payable and accrued expenses" account)	33,172	33,172	33,172	-	-	-
Long-term debt (including current maturities)	330,847	350,984	179,054	171,930	-	-
Lease liabilities	191,107	239,449	66,568	37,457	62,169	73,255

### Credit Risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from trade and other receivables. The Group manages its credit risk mainly through the application of transaction limits and close risk monitoring. It is the Group's policy to enter into transactions with a wide diversity of creditworthy counterparties to mitigate any significant concentration of credit risk.

The Group has regular internal control reviews to monitor the granting of credit and management of credit exposures.

### Trade and Other Receivables and Noncurrent Receivables

The exposure to credit risk is influenced mainly by the individual characteristics of each customer. However, management also considers the factors that may influence the credit risk of the Group's customer base.

The Group has established a credit policy under which each new customer is analyzed individually for creditworthiness before the standard payment and delivery terms and conditions are offered. The Group ensures that sales on account are made to customers with appropriate credit history. The Group has detailed credit criteria and several layers of credit approval requirements before engaging a particular customer or counterparty. The review includes external ratings, when available, and in some cases bank references. Purchase limits are established for each customer and are reviewed on a regular basis. Customers that fail to meet the benchmark creditworthiness may transact with the Group only on a prepayment basis.

### Credit Quality

In monitoring and controlling credit extended to counterparty, the Group adopts a comprehensive credit rating system based on financial and non-financial assessments of its customers. Financial factors being considered comprised of the financial standing of the customer while the non-financial aspects include but are not limited to the assessment of the customer's nature of business, management profile, industry background, payment habit and both present and potential business dealings with the Group.

The credit quality of financial assets is being managed by the Group using internal credit ratings. Credit quality of the financial assets was determined as follows:

- High grade includes deposits or placements to reputable banks and companies with good credit standing. High grade financial assets include cash and cash equivalents and derivative assets.
- Standard grade pertains to receivables from counterparties with satisfactory financial capability and credit standing based on historical data, current conditions and the Group's view of forward-looking information over the expected lives of the receivables. Standard grade financial assets include trade and other receivables and non-current receivables and deposits.

Receivables with high probability of delinquency and default were fully provided with allowance for impairment losses.



Financial information on the Group's maximum exposure to credit risk, without considering the effects of collaterals and other risk mitigation techniques, is presented below.

	September 30, 2022	December 31, 2021
Cash and cash equivalents (excluding cash on hand)	P8,334,545	P2,377,808
Trade and other receivables - net	1,001,159	1,036,748
Derivative assets	432	223
Noncurrent receivables and deposits	493	493
	<b>P9,336,629</b>	<b>P3,415,272</b>

The table below presents the Group's exposure to credit risk and shows the credit quality of the financial assets by indicating whether the financial assets are subjected to 12-month expected credit loss (ECL) or lifetime ECL. Assets that are credit-impaired are separately presented.

2022					
	Financial Assets at Amortized Cost			Financial Assets at FVPL	Total
	12-Month ECL	Lifetime ECL not Credit Impaired	Lifetime ECL Credit Impaired		
Cash and cash equivalents (excluding cash on hand)	P8,334,545	P -	P -	P -	P8,334,545
Trade and other receivables	-	1,001,159	680,968	-	1,682,127
Derivative assets	-	-	-	432	432
Noncurrent receivables and deposits	-	493	-	-	493

2021					
	Financial Assets at Amortized Cost			Financial Assets at FVPL	Total
	12-Month ECL	Lifetime ECL not Credit Impaired	Lifetime ECL Credit Impaired		
Cash and cash equivalents (excluding cash on hand)	P2,377,808	P -	P -	P -	P2,377,808
Trade and other receivables	-	1,036,748	681,070	-	1,717,818
Derivative assets	-	-	-	223	223
Noncurrent receivables and deposits	-	493	-	-	493

The aging of receivables is as follows:

		Amounts Owed by Related Parties			Total
September 30, 2022	Trade	Non-Trade			
Current	P710,321	P99,951	P51,421		P861,693
Past due:					
1 - 30 days	24,342	6,955	8,634		39,931
31 - 60 days	2,710	3,219	1,483		7,412
61 - 90 days	419	18	1,258		1,695
Over 90 days	6,900	104,984	659,512		771,396
	<b>P744,692</b>	<b>P215,127</b>	<b>P722,308</b>		<b>P1,682,127</b>

		Amounts Owed by Related Parties			Total
December 31, 2021	Trade	Non-Trade			
Current	P697,584	P89,526	P68,680		P855,790
Past due:					
1 - 30 days	62,822	52,783	3,065		118,670
31 - 60 days	215	7,182	1,029		8,426
61 - 90 days	139	2,198	820		3,157
Over 90 days	7,720	60,493	663,562		731,775
	<b>P768,480</b>	<b>P212,182</b>	<b>P737,156</b>		<b>P1,717,818</b>

Various collaterals for trade receivables such as bank guarantees, cash bond, time deposit and real estate mortgages are held by the Group for certain credit limits.

The Group believes that neither past due nor impaired and unimpaired amounts that are past due by more than 30 days are still collectible based on historical payment behavior and analyses of the underlying customer credit ratings.

Receivables written-off amounted to nil and P134,099 as of September 30, 2022 and December 31, 2021, respectively.

The Group's cash and cash equivalents and derivative assets are placed with reputable entities with high quality external credit ratings.

The Group's exposure to credit risk arises from default of counterparty. Generally, the maximum credit risk exposure of trade and other receivables and noncurrent receivables and deposits is its carrying amount without considering collaterals or credit enhancements, if any. The Group has no significant concentration of credit risk since the Group deals with a large number of homogenous counterparties.

The Group does not execute any credit guarantee in favor of any counterparty.

#### Capital Management

The Group maintains a sound capital base to ensure its ability to continue as a going concern, thereby continue to provide returns to stockholders and benefits to other stakeholders and to maintain an optimal capital structure to reduce cost of capital.

The Group manages its capital structure and makes adjustments in the light of changes in economic conditions. To maintain or adjust the capital structure, the Group may adjust the dividend payment to shareholders, pay-off existing debts, return capital to shareholders or issue new shares.

The Group defines capital as paid-in capital stock, additional paid-in capital and retained earnings, both appropriated and unappropriated. Other components of equity such as treasury stock and equity reserves are excluded from capital for purposes of capital management.

The Group monitors capital on the basis of debt-to-equity ratio, which is calculated as total debt divided by total equity. Total debt is defined as total current liabilities and total noncurrent liabilities, while equity is total equity as shown in the consolidated statements of financial position.

The BOD has overall responsibility for monitoring capital in proportion to risk. Profiles for capital ratios are set in the light of changes in the external environment and the risks underlying the Group's business, operation and industry.



---

## 8. Financial Assets and Financial Liabilities

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

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

A financial asset (unless a trade receivable without a significant financing component) or financial liability is initially measured at the fair value of the consideration given or received. The initial measurement of financial instruments, except for those designated as at fair value through profit or loss (FVPL), includes transaction costs. A trade receivable without a significant financing component is initially measured at the transaction price.

### Financial Assets

The Group classifies its financial assets, at initial recognition, as subsequently measured at amortized cost, fair value through other comprehensive income (FVOCI) and FVPL. The classification depends on the contractual cash flow characteristics of the financial assets and the business model of the Group for managing the financial assets.

Subsequent to initial recognition, financial assets are not reclassified unless the Group changes the business model for managing financial assets. All affected financial assets are reclassified on the first day of the reporting period following the change in the business model.

The business model refers to how the Group manages the financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both.

The Group considers the following information in assessing the objective of the business model in which a financial asset is held at a portfolio level, which reflects the way the business is managed and information is provided to management:

- the stated policies and objectives for the portfolio and the operation of those policies in practice;
- how the performance of the portfolio is evaluated and reported to the Group's management;
- the risks that affect the performance of the business model (and the financial assets held within that business model) and how those risks are managed;
- how employees of the business are compensated; and
- the frequency, volume and timing of sales of financial assets in prior periods, the reasons for such sales and expectations about future sales activity.

The Group considers the contractual terms of the instrument in assessing whether the contractual cash flows are solely payments of principal and interest. For purposes of this assessment, "Principal" is defined as the fair value of the financial asset on initial recognition. "Interest" is defined as consideration for the time value of money and for the credit risk associated with the principal amount outstanding during a particular period of time for other basic lending risks and costs (e.g. liquidity risk and administrative costs), as well as profit margin. The assessment includes whether the financial asset contains a contractual term that could change the timing or amount of contractual cash flows such



that it would not meet this condition. The Group considers the following in making the assessment:

- contingent events that would change the amount or timing of cash flows;
- terms that may adjust the contractual coupon rate, including variable rate features;
- prepayment and extension features; and
- terms that limit the Group's claim to cash flows from specified assets.

A prepayment feature is consistent with the solely payments of principal and interest criterion if the prepayment amount substantially represents unpaid amounts of principal and interest on the principal amount outstanding, which may include reasonable additional compensation for early termination of the contract. Additionally, for a financial asset acquired at a discount or premium to its contractual par amount, a feature that permits or requires prepayment at an amount that substantially represents the contractual par amount plus accrued (but unpaid) contractual interest (which may also include reasonable additional compensation for early termination) is treated as consistent with this criterion if the fair value of the prepayment feature is insignificant at initial recognition.

For purposes of subsequent measurement, financial assets are classified in the following categories: financial assets at amortized cost, financial assets at FVOCI (with or without recycling of cumulative gains and losses) and financial assets at FVPL.

The Group has no financial assets at FVOCI as of September 30, 2022 and December 31, 2021.

*Financial Assets at Amortized Cost.* A financial asset is measured at amortized cost if it meets both of the following conditions and is not designated as at FVPL:

- it is held within a business model with the objective of holding financial assets to collect 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 amount outstanding.

Financial assets at amortized cost are subsequently measured using the effective interest method and are subject to impairment. Gains and losses are recognized in the consolidated statements of income when the financial asset is derecognized, modified or impaired.

The Group's cash and cash equivalents, trade and other receivables, and noncurrent receivables and deposits are included under this category.

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 and are subject to an insignificant risk of changes in value.

*Financial Assets at FVPL.* All financial assets not classified as measured at amortized cost or FVOCI are measured at FVPL. This includes derivative financial assets that are not designated as cash flow hedge. Financial assets that are held for trading or are managed and whose performance is evaluated on a fair value basis are measured at FVPL.

At initial recognition, the Group may irrevocably designate a financial asset as at FVPL if the designation eliminates or significantly reduces an accounting mismatch that would otherwise arise from measuring assets or liabilities or recognizing the gains and losses on different bases.



The Group carries financial assets at FVPL using their fair values. Attributable transaction costs are recognized in the consolidated statements of income as incurred. Changes in fair value and realized gains or losses are recognized in the consolidated statements of income.

The Group's derivative assets that are not designated as cash flow hedge are classified under this category.

#### Financial Liabilities

The Group determines the classification of its financial liabilities, at initial recognition, in the following categories: financial liabilities at FVPL and other financial liabilities. All financial liabilities are recognized initially at fair value and, in the case of loans and borrowings, net of directly attributable transaction costs.

*Financial Liabilities at FVPL.* Financial liabilities are classified under this category through the fair value option. Derivative instruments (including embedded derivatives) with negative fair values, except those covered by hedge accounting relationships, are also classified under this category.

The Group carries financial liabilities at FVPL using their fair values and reports fair value changes in the consolidated statements of income. Fair value changes from derivatives accounted for as part of an effective accounting hedge are recognized in other comprehensive income and presented in the consolidated statements of changes in equity. Any interest expense incurred is recognized as part of "Interest expense and other financing charges" account in the consolidated statements of income.

The Group's derivative liabilities that are not designated as cash flow hedge are classified under this category.

*Other Financial Liabilities.* This category pertains to financial liabilities that are not designated or classified as at FVPL. After initial measurement, other financial liabilities are carried at amortized cost using the effective interest method. Amortized cost is calculated by taking into account any premium or discount and any directly attributable transaction costs that are considered an integral part of the effective interest rate of the liability. The effective interest rate amortization is included in "Interest expense and other financing charges" account in the consolidated statements of income. Gains and losses are recognized in the consolidated statements of income when the liabilities are derecognized as well as through the amortization process.

Debt issue costs are considered as an adjustment to the effective yield of the related debt and are deferred and amortized using the effective interest method. When a loan is paid, the related unamortized debt issue costs at the date of repayment are recognized in the consolidated statements of income.

The Group's liabilities arising from its trade or borrowings such as notes payable, accounts payable and accrued expenses, long-term debt, and lease liabilities are included under this category.



#### Derecognition of Financial Assets and Financial Liabilities

*Financial Assets.* A financial asset (or, where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognized when:

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

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

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

*Financial Liabilities.* A financial liability is derecognized when the obligation under the liability is discharged or cancelled, or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability. The difference in the respective carrying amounts is recognized in the consolidated statements of income.

#### Impairment of Financial Assets

The Group recognizes allowance for ECL on financial assets at amortized cost.

ECLs are probability-weighted estimates of credit losses. Credit losses are measured as the present value of all cash shortfalls (i.e., the difference between the cash flows due to the Group in accordance with the contract and the cash flows that the Group expects to receive), discounted at the effective interest rate of the financial asset, and reflects reasonable and supportable information that is available without undue cost or effort about past events, current conditions and forecasts of future economic conditions.

The Group recognizes an allowance for impairment based on either 12-month or lifetime ECLs, depending on whether there has been a significant increase in credit risk since initial recognition.

When determining whether the credit risk of a financial asset has increased significantly since initial recognition and when estimating ECLs, the Group considers reasonable and supportable information that is relevant and available without undue cost or effort. This includes both quantitative and qualitative information and analysis, based on the Group's historical experience and informed credit assessment and including forward-looking information.

The Group recognizes lifetime ECLs for receivables that do not contain significant financing component. The Group uses provision matrix that is based on the Group's historical credit loss experience, adjusted for forward-looking factors specific to the borrowers and the economic environment.



At each reporting date, the Group assesses whether these financial assets at amortized cost and investments in debt instruments at FVOCI are credit-impaired. A financial asset is credit-impaired when one or more events that have a detrimental impact on the estimated future cash flows of the financial asset have occurred. Evidence that a financial asset is credit-impaired include observable data about the following events:

- significant financial difficulty of the issuer or the borrower;
- a breach of contract, such as a default or past due event;
- the lender(s) of the borrower, for economic or contractual reasons relating to the borrower's financial difficulty, having granted to the borrower a concession(s) that the lender(s) would not otherwise consider;
- it is becoming probable that the borrower will enter bankruptcy or other financial reorganization; or
- the disappearance of an active market for that financial asset because of financial difficulties.

The Group considers a financial asset to be in default when a counterparty fails to pay its contractual obligations, or there is a breach of other contractual terms, such as covenants.

The Group directly reduces the gross carrying amount of a financial asset when there is no reasonable expectation of recovering the contractual cash flows on a financial asset, either partially or in full. This is generally the case when the Group determines that the borrower does not have assets or sources of income that could generate sufficient cash flows to repay the amounts subject to the write-off. However, financial assets that are written off could still be subject to enforcement activities in order to comply with the Group's procedures for recovery of amounts due.

The ECLs on financial assets at amortized cost are recognized as allowance for impairment losses against the gross carrying amount of the financial asset, with the resulting impairment losses (or reversals) recognized in the consolidated statements of income.

#### Classification of Financial Instruments between Liability and Equity

Financial instruments are classified as liability or equity in accordance with the substance of the contractual arrangement. Interest, dividends, gains and losses relating to a financial instrument or a component that is a financial liability, are reported as expense or income. Distributions to holders of financial instruments classified as equity are charged directly to equity, net of any related income tax benefits.

A financial instrument is classified as liability if it provides for a contractual obligation to:

- deliver cash or another financial asset to another entity;
- exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavorable to the Group; or
- satisfy the obligation other than by the exchange of a fixed amount of cash or another financial asset for a fixed number of own equity shares.

The components of issued financial instruments that contain both liability and equity elements are accounted for separately, with the equity component being assigned the residual amount after deducting from the instrument as a whole or in part, the amount separately determined as the fair value of the liability component on the date of issue.



#### Offsetting Financial Instruments

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statements of financial position 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 assets and settle the liabilities simultaneously.

The table below presents a comparison by category of carrying amounts and fair values of the Group's financial instruments:

	September 30, 2022		December 31, 2021	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
<b>Financial Assets</b>				
Cash and cash equivalents	P8,336,195	P8,336,195	P2,379,166	P2,379,166
Trade and other receivables - net	1,001,159	1,001,159	1,036,748	1,036,748
Derivative assets (included under "Prepaid expenses and other current assets" account)	432	432	223	223
Noncurrent receivables and deposits (included under "Other noncurrent assets - net" account)	493	493	493	493
<b>Financial Liabilities</b>				
Accounts payable and accrued expenses (excluding derivative liabilities, deferred rental income and dividends payable)	5,606,862	5,606,862	5,109,919	5,109,919
Derivative liabilities (included under "Accounts payable and accrued expenses" account)	293,981	293,981	33,172	33,172
Long-term debt (including current maturities)	248,449	250,338	330,847	338,923

The following methods and assumptions are used to estimate the fair value of each class of financial instruments:

*Cash and Cash Equivalents, Trade and Other Receivables and Noncurrent Receivables and Deposits.* The carrying amount of cash and cash equivalents and trade and other receivables approximates fair value primarily due to the relatively short-term maturities of these financial instruments. In the case of noncurrent receivables and deposits, the fair value is based on the present value of expected future cash flows using the applicable discount rates based on current market rates of identical or similar quoted instruments.

*Accounts Payable and Accrued Expenses.* The carrying amount of accounts payable and accrued expenses approximates fair value due to the relatively short-term maturities of these financial instruments.

*Long-term Debt.* The fair value of interest-bearing fixed-rate loans is based on the discounted value of expected future cash flows using the applicable market rates for similar types of instruments as of reporting date. Discount rates used for Philippine peso-denominated loans are 3.15% to 4.25% and 1.27% to 2.84% as of September 30, 2022 and December 31, 2021, respectively.

#### Derivative Financial Instruments

Derivative financial instruments are initially recognized at fair value on the date the derivative contract is entered into and are subsequently remeasured at fair value. Derivatives are carried as financial assets when the fair value is positive and as financial liabilities when the fair value is negative. Changes in fair value of derivatives that are not



designated as hedging instruments are recognized in the consolidated statements of income.

#### *Embedded Derivatives*

The Group assesses whether embedded derivatives are required to be separated from the host contracts when the Group becomes a party to the contract.

An embedded derivative is separated from the host contract and accounted for as a derivative if all of the following conditions are met:

- (a) the economic characteristics and risks of the embedded derivative are not closely related to the economic characteristics and risks of the host contract;
- (b) a separate instrument with the same terms as the embedded derivative would meet the definition of a derivative; and
- (c) the hybrid or combined instrument is not recognized as at FVPL.

However, an embedded derivative is not separated if the host contract is a financial asset.

Reassessment only occurs if there is a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required.

Embedded derivatives that are bifurcated from the host contracts are accounted for either as financial assets or financial liabilities at FVPL.

The Group has embedded derivatives as of September 30, 2022 and December 31, 2021.

#### Derivative Instruments not Designated as Hedges

The Group enters into certain derivatives as economic hedges of certain underlying exposures. These include embedded derivatives found in host contracts, which are not designated as accounting hedges. Changes in fair value of these instruments are accounted for directly in the consolidated statements of income. Details are as follows:

#### *Embedded Currency Forwards*

The total outstanding notional amount of currency forwards embedded in non-financial contracts amounted to US\$5,944, US\$47,000 and US\$29,767 as of September 30, 2022, June 30, 2022 and December 31, 2021, respectively. These non-financial contracts consist mainly of foreign currency denominated purchase orders and sales agreements. The embedded forwards are not clearly and closely related to their respective host contracts. The net negative fair value of these embedded currency forwards amounted to P293,549, P153,095 and P32,949 as of September 30, 2022, June 30, 2022 and December 31, 2021, respectively.

The Group recognized marked-to-market losses from embedded derivatives amounting to (P356,513) and (P124,524) and (P162,563) and (P18,620) for the periods ended September 30, 2022 and 2021 and June 30, 2022 and 2021, respectively.

#### Fair Value Measurements

The Group measures a number of financial and non-financial assets and liabilities at fair value at each reporting date.

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: (a) in the principal market for the asset or liability; or (b) in the absence of a principal market, in the most advantageous market for asset or liability. The principal or most advantageous market must be accessible to the Group.



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

The Group uses valuation techniques that are appropriate in the circumstance and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

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

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities;
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly; and
- Level 3: inputs for the asset or liability that are not based on observable market data.

For assets and liabilities that are recognized in the consolidated financial statements on a recurring basis, the Group determines whether transfers have occurred between levels in the hierarchy by re-assessing the categorization at the end of each reporting period.

For purposes of the fair value disclosure, the Group has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy.

#### Fair Value Hierarchy

Financial assets and financial liabilities measured at fair value in the consolidated statements of financial position are categorized in accordance with the fair value hierarchy. This hierarchy groups financial assets and financial liabilities into three levels based on the significance of inputs used in measuring the fair value of the financial assets and financial liabilities.

The Group's derivative assets and derivative liabilities amounting to P432 and (P293,981), respectively as of September 30, 2022, and P233 and (P33,172), respectively as of December 31, 2021, are valued based on Level 2. The Group has no financial instruments valued based on Level 1 and Level 3. During the period, there were no transfers between Level 1 and Level 2 fair value measurements, and no transfers into and out of Level 3 fair value measurements.

---

#### **9. Other Matters**

- a. There are no unusual items as to nature and amount affecting assets, liabilities, equity, net income or cash flows, except those stated in Management's Discussion and Analysis of Financial Position and Financial Performance.
- b. There were no material changes in estimates of amounts reported in prior financial years.
- c. There were no known trends, demands, commitments, events or uncertainties that will have a material impact on the Group's liquidity.

- d. There were no known trends, events or uncertainties that have had or that are reasonably expected to have a favorable or unfavorable impact on net sales or revenues or income from continuing operation.
- e. There were no known events that will trigger direct or contingent financial obligation that is material to the Group, including any default or acceleration of an obligation and there were no changes in contingent liabilities and contingent assets since the last annual reporting date. No material contingencies and any other events or transactions exist that are material to an understanding of the current interim period.
- f. The effects of seasonality or cyclicity on the interim operations of the Group's businesses are not material.
- g. There were no material off-statements of financial position transactions, arrangements, obligations (including contingent obligations), and other relationships of the Group with unconsolidated entities or other persons created during the reporting period, except for the outstanding derivative transactions entered by the Group as of September 30, 2022.
- h. The Group's material commitments for capital expenditure projects have been approved during the current year but are still ongoing and not yet completed as of September 30, 2022. These consist of construction, acquisition, upgrade or repair of fixed assets needed for normal operations of the business. The said projects will be carried forward to next quarter until its completion. The fund to be used for these projects will come from available cash from operations.

---

**10. Event After the Reporting Date**

On November 9, 2022, the BOD declared regular and special cash dividends to all common shareholders of record as of November 24, 2022 amounting to P0.375 and P1.00 per common share, respectively. Cash dividends for common shares, both regular and special are payable on December 9, 2022.



**GINEBRA SAN MIGUEL INC. AND SUBSIDIARIES****MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL POSITION AND FINANCIAL PERFORMANCE**

The following discussion should be read in conjunction with the attached unaudited consolidated financial statements of Ginebra San Miguel Inc. ("the Parent Company") and its subsidiaries (collectively referred to as the "Group") as of and for the period ended September 30, 2022 (with comparative figures as of December 31, 2021 and for the period ended September 30, 2021). All necessary adjustments to present fairly the consolidated financial position, financial performance and cash flows of the Group as of September 30, 2022, and for all the other periods presented, have been made. Certain information and footnote disclosures normally included in the audited consolidated financial statements prepared in accordance with Philippine Financial Reporting Standards have been omitted.

**I. FINANCIAL PERFORMANCE****2022 vs. 2021**

The Group generated a consolidated revenue of P34,534 million for the nine months ended September 30, 2022, 12% higher than same period last year brought about by higher volumes and selling prices. The gains from higher selling price were eroded by material and other operating cost increases. Nevertheless, increases in sales volume and selling prices prompted a 10% growth in gross profit.

Higher spending for delivery and personnel expenses, contracted services, and fuel led to the 7% increase in operating expenses to P4,181 million over the previous year.

Interest income rose 126% to P65 million mainly driven by the high-yield money market placements. Additionally, interest expense and other financing charges improved by P6 million owing to partial payments of interest-bearing loans.

Other income decreased by P231 million from last year due to the impact of Peso's decline against the US Dollar.

The Group's net income increased 7% to P3,385 million for the nine months of 2022 from P3,170 million same period last year.

**2021 vs. 2020**

Consolidated revenues for the first nine months of 2021 of P30,720 million was higher than last year by 21% which was mainly driven by volume growth led by the Parent Company's flagship brand, Ginebra San Miguel. Likewise, gross profit grew by 16% from last year driven by price increase, higher usage of second-hand bottles and lower alcohol cost.

Interest expense and other financing charges decreased by 73% due to savings on settled short-term and long-term loans. On the other hand, interest income increased by 61% as a result of higher short-term placements compared to same period last year.

Other income dropped by 44% due to the impact of Peso against USD exchange rate on marked to market losses.

The Group's consolidated net income of P3,170 million grew by 43% from a year ago.

## II. FINANCIAL POSITION

### 2022 vs. 2021

Cash and cash equivalents remained robust at P8,336 million, 250% better than last year, brought about by the higher collection from trade and non-trade receivables.

Inventories declined by 37% to P5,506 million from P8,730 million a year ago due to lower levels of finished goods inventory partially offset by the higher cost of raw and packaging materials.

The recognition of the Group's 2022 retirement contribution and increase in input VAT mainly contributed to the 19% increase, or P219 million, in prepaid expenses and other current assets.

Accounts payable and accrued expenses increased 15%, to P5,916 million due to increase in accrued taxes, higher derivative liabilities, and higher trade payables. Moreover, higher taxable income for the 3<sup>rd</sup> quarter of 2022 attributed to the 7% increase in income and other taxes payable.

Long-term debt decreased by P82 million due to scheduled payments of loan.

### 2021 vs. 2020

Higher sales collection brought the rise in cash and cash equivalents to P5,082 million, 80% higher than a year ago. Prepaid expenses and other current assets similarly grew by 15% as a result of the increase in prepaid excise taxes attributable to the increase in finished goods inventory.

The Group discontinued recognizing its share in Thailand investment since the cumulative losses already exceeded the cost of investment.

Deferred tax assets reduced by 22% from last year due to the decrease in income tax rate from 30% to 25% as a result of the implementation of CREATE Law.

Accounts payable and accrued expenses increased by P743 million due to higher trade payables and derivative liabilities. Income and other taxes payable rose by 61% as a result of higher 3<sup>rd</sup> quarter taxable income.

Long term debt - net of debt issue costs decreased by P82 million due to scheduled loan payment.

Preferred shares buy back caused the increase in treasury stock. At the end of the three quarters, the Group sustained its good financial position, with P1,349 million upturn in Stockholders' equity.

### Equity

The increase in equity is due to:

	<b>September 30</b>	
	<b>2022</b>	<b>2021</b>
	<i>(In Millions)</i>	
Income during the period	<b>P3,385</b>	P3,170
Cash dividends	<b>(1,181)</b>	(788)
Other comprehensive loss	-	(33)
Redemption of preferred shares	-	(1,000)
	<b>P2,204</b>	P1,349



### III. SOURCES AND USES OF CASH

A brief summary of cash flow movements is shown below:

	September 30	
	2022	2021
	(In Millions)	
Net cash flows provided by operating activities	P7,666	P4,454
Net cash flows used in investing activities	(448)	(298)
Net cash flows used in financing activities	(1,290)	(1,896)

Net cash flows provided by operating activities consist of income before income tax for the period and changes in noncash current assets and certain current liabilities, including net movement in inventory level.

Net cash flows used in investing activities include the following:

	September 30	
	2022	2021
	(In Millions)	
Proceeds from sale of property, plant and equipment	P3	P6
Increase in other noncurrent assets	(9)	(25)
Additions to property, plant and equipment	(442)	(279)

Components of net cash flows used in financing activities are as follows:

	September 30	
	2022	2021
	(In Millions)	
Payments of:		
Lease liabilities	(P63)	(P49)
Long-term borrowings	(83)	(83)
Cash dividends	(1,144)	(764)
Redemption of preferred shares	-	(1,000)

The effect of exchange rate changes on cash and cash equivalents amounted to P28 million and P2 million for the periods ended September 30, 2022 and 2021, respectively.

### IV. KEY PERFORMANCE INDICATORS

The following are the major performance measures that the Group uses. Analyses are employed by comparisons and measurements based on the financial data of the current period against the same period of previous year. Please refer to Item I, "Financial Performance", for the discussion of certain computed Key Performance Indicators.

## Annex B

KPI	September 30, 2022	December 31, 2021
Liquidity: Current Ratio	2.40	2.23
Solvency: Debt to Equity Ratio Asset to Equity Ratio	0.55 1.55	0.60 1.60
Profitability: Return on Average Equity Interest Rate Coverage Ratio	37% 252.29	40% 115.49

KPI	Period Ended September 30	
	2021	2020
Operating Efficiency: Volume Growth Revenue Growth Operating Margin	8% 12% 13%	11% 21% 13%

The manner by which the Group calculates the above indicators is as follows:

KPI	Formula
Current Ratio	$\frac{\text{Current Assets}}{\text{Current Liabilities}}$
Debt to Equity Ratio	$\frac{\text{Total Liabilities (Current + Noncurrent)}}{\text{Equity}}$
Asset to Equity Ratio	$\frac{\text{Total Assets (Current + Noncurrent)}}{\text{Equity}}$
Return on Average Equity	$\frac{\text{Net Income*}}{\text{Average Equity}}$
Interest Rate Coverage Ratio	$\frac{\text{Earnings Before Interests and Taxes}}{\text{Interest Expense and Other Financing Charges}}$
Volume Growth	$\left( \frac{\text{Sum of All Businesses' Volume}}{\text{Prior Period Volume}} \right) - 1$
Revenue Growth	$\left( \frac{\text{Current Period Net Sales}}{\text{Prior Period Net Sales}} \right) - 1$
Operating Margin	$\frac{\text{Income from Operating Activities}}{\text{Net Sales}}$

\*Annualized for quarterly reporting