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# SECURITIES AND EXCHANGE COMMISSION

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## SECRETARY'S CERTIFICATE

- I, Virgilio S. Jacinto, of legal age, married, Filipino, with office address at San Miguel Corporation, No. 40 San Miguel Avenue, Mandaluyong City, after having been duly sworn in accordance with law, do hereby depose and state that:
- 1. I am the Corporate Secretary of **GINEBRA SAN MIGUEL INC.** (the "Corporation"), a corporation duly organized and registered in accordance with the laws of the Republic of the Philippines with principal office at 3<sup>rd</sup> & 6<sup>th</sup> Floors, San Miguel Properties Centre, St. Francis Street, Ortigas Center, Mandaluyong City;
- 2. As Corporate Secretary of the Corporation, I have under my supervision and control the Minutes Book wherein are recorded all the minutes of the meetings of the Board of Directors and Stockholders;
- 3. The resolutions and matters approved by the Board of Directors and Stockholders of the Corporation for the fiscal year 2015 that resulted to changes and/or updates to the Annual Corporate Governance Report (ACGR) of the Corporation as of December 31, 2015, which changes were consolidated in the document entitled "Consolidated Changes in the ACGR for 2015", are set out below.
- 3.1. At the meetings of the Board of Directors held on the dates specified below, the relevant resolutions and matters were approved:

Date of Meeting	Resolutions/Matters
Regular Meeting held on March 25, 2015	The Board approved the following resolutions: <u>Approval of the 2014 Parent and Consolidated</u> <u>Financial Statements</u>
	Resolution No. 2015-03-25-01
	"RESOLVED, as it is hereby resolved, to approve the 2014 Parent and Consolidated Financial Statements, as presented, for filing with the relevant regulatory bodies such as the Securities and Exchange Commission, The Philippine Stock Exchange, Inc. and Bureau of Internal Revenue, and should there be material adjustments, the same will be raised to the Audit Committee for approval."
	Resolution No. 2015-03-25-02
	"RESOLVED, as it is hereby resolved, to approve the Audit Committee's recommendation that R. G. Manabat & Co. be reappointed as the external auditor of the Company for the fiscal year 2015 during the Annual Stockholders' Meeting to be held on May 28, 2015."
	<u>Dates Relative to the 2015 Annual</u> <u>Stockholders' Meeting</u>
	Resolution No. 2015-03-25-04
	"RESOLVED, as it is hereby resolved, that the Annua Stockholders' Meeting be held on May 28, 2015.

RESOLVED, FURTHER, that those entitled to vote thereat shall be the stockholders of record as of April 20, 2015.

RESOLVED, FINALLY, that for purposes of determining the stockholders entitled to vote at the Annual Stockholders' Meeting, the books of the Company be closed from April 21, 2015 to April 25, 2015, that all proxies for the said meeting be in the hands of the Corporate Secretary not later than May 14, 2015 and that said proxies be validated on May 21, 2015."

## Organizational Meeting held on May 28, 2015

# Officers and Board Committee Chairpersons and Members

The following officers were elected:

Eduardo M. Cojuangco, Jr. : Chairman and Chief

**Executive Officer** 

Ramon S. Ang

: Vice Chairman : President

Bernard D. Marquez Virgilio S. Jacinto

: Corporate Secretary

Cynthia M. Baroy

: Treasurer

Conchita P. Jamora Orlando A. Santiago : Assistant Corporate Secretary : Assistant Corporate Secretary

The following were elected as chairpersons and members of the following Board Committees:

## **Executive Committee**

- 1. Eduardo M. Cojuangco, Jr. Chairman
- 2. Ramon S. Ang
- 3. Bernard D. Marquez
- 4. Francisco S. Alejo III

Ferdinand K. Constantino – Non-Director Member

## **Audit Committee**

- 1. Minita V. Chico-Nazario Chairperson
- 2. Leo S. Alvez
- 3. Francisco S. Alejo III
- 4. Francisco H. Villaruz, Jr.

Ferdinand K. Constantino – Non-Director Member

## **Executive Compensation Committee**

- 1. Ramon S. Ang Chairman
- 2. Bernard D. Marquez
- 3. Leo S. Alvez
- Minita V. Chico-Nazario

Ferdinand K. Constantino - Non-Director Member

# **Nomination and Hearing Committee**

- Leo S. Alvez Chairman
- 2. Bernard D. Marquez
- 3. Gabriel S. Claudio
- 4. Mario K. Suiro
- Francisco H. Villaruz, Jr.

Casiano B. Cabalan, Jr. - Ex Oficio Member

3.2 At the Regular/Annual Stockholders' Meeting held on May 28, 2015 the following resolution were approved:

Subject	Resolutions/Matters					
Approval of the Previous	Resolution No. 2015-05-28-01					
Minutes	RESOLVED, that the Minutes of the Regular Stockholders' Meeting of Ginebra San Miguel Inc. held on May 8, 2014, be approved."					
Approval of the Annual	Resolution No. 2015-05-28-02					
Report	"RESOLVED, that the open forum of stockholders be closed and that the Annual Report for 2014 of the Company, as presented, be approved and ratified."					
Ratification of All Acts	Resolution No. 2015-05-28-03					
and Proceedings of the Board of Directors and Corporate Officers	"RESOLVED, that all acts, resolutions, and proceedings of the Board of Directors and corporate officers of the Company since the Regular Meeting of the Stockholders held on May 8, 2014 until the date of this meeting as reflected in the minutes of the meetings of the Board of Directors, as well as financial statements and records of the Company be approved, confirmed and ratified."					
Election of Board of Directors	"RESOLVED, that considering that the number of directors to be elected is nine (9) and there are only nine (9) nominees the balloting be dispensed with and that all the nine (9) nominees be considered unanimously elected as Directors of the Company."					
	[The 9 nominees are the following:					
	<ol> <li>Eduardo M. Cojuangco, Jr.</li> <li>Ramon S. Ang</li> <li>Bernard D. Marquez</li> <li>Leo S. Alvez</li> <li>Gabriel S. Claudio</li> <li>Francisco S. Alejo III</li> <li>Mario K. Surio</li> <li>Minita V. Chico-Nazario – Independent Director</li> <li>Francisco H. Villaruz, Jr. – Independent Director</li> </ol>					
Appointment of External	Resolution No. 2015-05-28-05					
Auditor	"RESOLVED, that the auditing firm of R.G. Manabat & Co. be designated as external auditor of the Company for the fiscal year 2015."					

<sup>4.</sup> There is no provision in the Articles of Incorporation (the "Articles") or By-Laws of the Corporation limiting the power of the Board of Directors and the Stockholders to pass/approve the foregoing resolutions and matters, and that the same are in conformity with the provisions of said Articles and By-Laws.

**IN WITNESS WHEREOF**, I have hereunto signed these presents this 8<sup>th</sup> day of January 2016 at Mandaluyong City.

Virgilio S. Jacinto
Corporate Secretary and
Compliance Officer

**SUBSCRIBED AND SWORN** to before me this 8th day of January 2016 at Mandaluyong City, affiant exhibiting to me his Passport No. EC3608156 issued on 06 March 2015 at DFA Manila.

Doc. No. 143; Page No. 50; Book No. 1; Series of 2016. DAN DAVID VINCENT D. ANTONIO

Commission No. 0455-15

Notary Public for Mandaluyong City
Until December 31, 2016
GSMI, 6<sup>a</sup> Floor San Miguel
Properties Centre, St. Francis Street,
Ortigas Center, Mandaluyong City
Roll No. 56053

PTR No. 2321902; 2/12/15; Mandaluyong City
IBP No. 0996380; 3/18/15; Laguna

#### SECURITIES AND EXCHANGE COMMISSION

#### SEC FORM - ACGR

#### ANNUAL CORPORATE GOVERNANCE REPORT

#### **GENERAL INSTRUCTIONS**

#### (A) Use of Form ACGR

This SEC Form shall be used to meet the requirements of the Revised Code of Corporate Governance.

#### (B) Preparation of Report

These general instructions are not to be filed with the report. The instructions to the various captions of the form shall not be omitted from the report as filed. The report shall contain the numbers and captions of all items. If any item is inapplicable or the answer thereto is in the *negative*, an appropriate statement to that effect shall be made. Provide an explanation on why the item does not apply to the company or on how the company's practice differs from the Code.

### (C) Signature and Filing of the Report

- A. Three (3) complete set of the report shall be filed with the Main Office of the Commission.
- B. At least one complete copy of the report filed with the Commission shall be manually signed.
- C. All reports shall comply with the full disclosure requirements of the Securities Regulation Code.
- D. This report is required to be filed annually together with the company's annual report.

#### (D) Filing an Amendment

Any material change in the facts set forth in the report occurring within the year shall be reported through SEC Form 17-C. The cover page for the SEC Form 17-C shall indicate "Amendment to the ACGR".

## **SECURITIES AND EXCHANGE COMMISSION**

## SEC FORM – ACGR

## ANNUAL CORPORATE GOVERNANCE REPORT

1. Report is Filed for the Year: 2012<sup>1</sup>

Exact Name of Registrant as Specified in its Charter: GINEBRA SAN MIGUEL INC.

3. 3<sup>rd</sup> & 6<sup>th</sup> Floors, San Miguel Properties Centre,
St. Francis Street, Ortigas Center, Mandaluyong City

Address of Principal Office Postal Code

4. SEC Identification Number: 142312 5. (SEC Use Only)

**Industry Classification Code** 

6. BIR Tax Identification Number: 000-083-856-000

### 7. (632) 841-5100

Issuer's Telephone number, including area code

## 8. **N/A**

Former name or former address, if changed from the last report

<sup>&</sup>lt;sup>1</sup> Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

Also updated to reflect information relative to the 2015 Regular Stockholders' Meeting of the Company and Organizational Meeting of the Board, both held on May 28, 2015 as disclosed in SEC Form 17-C filed with the SEC on the same date.

Also updated other relevant information as of December 31, 2014.

Also updated to reflect information relative to the election of Director Minita V. Chico-Nazario as Independent Director of San Miguel Pure Foods Company, Inc. on May 8, 2015.

Also updated to reflect information relative to the Corporate Governance Seminar attended by the Directors and Officers of the Company in 2015.

Also includes updates relative to the attendance of Directors in 2015 Board Meetings, per advisement letter filed with SEC on January 5, 2016.

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#### A. BOARD MATTERS

#### 1) Board of Directors

Number of Directors per Articles of Incorporation	9
Actual number of Directors for the year	9

(a) Composition of the Board<sup>2</sup>

Complete the table with information on the Board of Directors

Director's Name	Type [Executive (ED), Non- Executive (NED) or Independent Director (ID)]	If nominee, identify the principal	Nominator in the last election (if ID, state the relationship with the nominator)	Date first elected	Date last elected (if ID, state the number of years served as ID)	Elected when (Annual /Special Meeting)	No. of years served as director
Eduardo M.	NED	N/A	Ramon S.	October	May 28,	Annual	16
Cojuangco, Jr.			Ang	21, 1998	2015	Meeting	
Ramon S. Ang	NED	N/A	Ramon S. Ang	April 4, 2000	May 28, 2015	Annual Meeting	15
Bernard D.	ED	N/A	Ramon S.	May 12,	May 28,	Annual	4
Marquez			Ang	2011	2015	Meeting	
Leo S. Alvez	NED	N/A	Ramon S.	April 24,	May 28,	Annual	13
			Ang	2002	2015	Meeting	
Gabriel S.	NED	N/A	Ramon S.	November	May 28,	Annual	4
Claudio			Ang	10, 2010	2015	Meeting	-
Francisco S.	NED	N/A	Ramon S.	May 28,	May 28,	Annual	N/A
Alejo III			Ang	2015	2015	Meeting	14/7
Mario K. Surio	NED	N/A	Ramon S.	May 28,	May 28,	Annual	N/A
			Ang	2015	2015	Meeting	NA
Minita V.	ID	N/A	Ramon S.	March 9,	May 28,	Annual	3
Chico-Nazario			Ang	2012	2015	Meeting	3
Francisco H. Villaruz, Jr.	ID	N/A	Ramon S. Ang	November 6, 2014	May 28, 2015	Annual Meeting	Less than a year

(b) Provide a brief summary of the corporate governance policy that the board of directors has adopted. Please emphasis the policy/ies relative to the treatment of all shareholders, respect for the rights of minority shareholders and of other stakeholders, disclosure duties, and board responsibilities.

The Board of Directors (the "Board") of the Company has adopted a Manual of Corporate Governance and amended the same on March 30, 2013 (the "CG Manual"). The CG Manual aims to institutionalize the principles of good corporate governance in the entire organization. The Company's Board, Management, Officers, employees and shareholders believe that corporate governance is a necessary component of what constitutes sound strategic business management and will therefore undertake every effort necessary to create awareness thereof within the organization as soon as possible. On May 8, 2014, the Board again amended the CG Manual to align the provisions thereof with the SEC Memorandum Circulars Nos. 5 and 20, Series of 2013, and SEC

<sup>2</sup> Information under this item only refers to the incumbent members of the Board of Directors who were elected during the Regular Stockholders' Meeting held on May 28, 2015. Updated per SEC Form 17-C filed with the SEC on May 28, 2015.

Memorandum Circular No. 1, Series of 2014, which affect the duties of the Compliance Officer, Corporate Secretary and Directors, as well as the requirement relating to directors' attendance in Board meetings. Thereafter, on July 17, 2014, the Board further amended the CG Manual to incorporate the revisions made by the SEC to the Revised Code of Corporate Governance embodied in SEC Memorandum Circular No. 9, Series of 2014,

The Company recognizes that the most cogent proof of good corporate governance is that which is visible to the eyes of its investors. Thus, among others, provisions on the following matters affecting shareholders were provided in the Section 5 (Shareholders' Benefit) of the CG Manual: voting rights, pre-emptive rights, power of inspection, right to information, right to dividends and appraisal rights.

On respecting the rights of minority shareholders, Section 5 of the CG Manual expressly provides, among others the following provisions: that the Board is committed to respect the rights of the shareholders and minority interests; that a director shall not be removed without cause if it will deny minority shareholders representation in the Board; that minority shareholders shall be granted the right to propose the holding of the meeting and the right to propose items in the agenda of the meeting; and that they shall have access to any and all information relating to matters for which the Management is accountable for.

On disclosure duties, Section 4 of the CG Manual lays down the reportorial or disclosure System of the Company's corporate governance policies which essentially provides that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed.

On Board responsibilities, the Company's CG Manual espouses the belief that compliance with the principles of good corporate governance shall start with the Board of Directors. Thus, the said manual is replete with provisions relative to the duties and responsibilities of the Board. In sum, the Board's general responsibility is as follows: It shall be the Board's responsibility to foster the long-term success of the Company and secure its sustained competitiveness in a manner consistent with its fiduciary responsibility, which it shall exercise in the best interest of the Company, its shareholders and other stakeholders. The Board is responsible for formulating the Company's vision, mission, strategic objectives, policies and procedures that shall guide its activities, including the means to effectively monitor Management's performance. The Board shall conduct itself with utmost honesty and integrity in the discharge of its duties, functions and responsibilities.

(c) How often does the Board review and approve the vision and mission?

The Board, as the need arises and upon the recommendation of Management, reviews and approves the vision and mission of the Company. The Board, during its meeting held on November 9, 2012 reviewed and approved the new vision and mission of the Company.

- (d) Directorship in Other Companies<sup>3</sup>
  - (i) Directorship in the Company's Group<sup>4</sup>

Identify, as and if applicable, the members of the company's Board of Directors who hold the office of director in other companies within its Group (Ginebra San Miguel Group):

Director's Name	Corporate Name of the Group Company	Type of Directorship (Executive, Non-Executive, Independent). Indicate if director is also the Chairman.		
Ramon S. Ang	Top Frontier Investment Holdings, Inc. San Miguel Corporation	ED, CEO & President  ED, Vice Chairman, President & COO		

<sup>&</sup>lt;sup>3</sup> Updated to reflect information as of May 28, 2015, the date of the Regular Stockholders' Meeting of the Company.

<sup>&</sup>lt;sup>4</sup> The Group is composed of the parent, subsidiaries, associates and joint ventures of the company.

	Distileria Bago, Inc.	NED, Chairman
	Thai San Miguel Liquor	NED
	Company Limited	,,,,,
	Ginebra San Miguel	NED, Chairman
	International Limited	NED, Chairman
Parnard D. Marauaz		ED President
Bernard D. Marquez	Distileria Bago, Inc.	ED, President
	East Pacific Star Bottlers Phils	ED, President
	Inc.	
	Agricrops Industries, Inc.	ED, President
	Healthy Condiments, Inc.	ED, President
	Thai San Miguel Liquor	NED
	Company Limited	
	Thai Ginebra Trading	NED
	Siam Wine and Liquor Limited	NED
	Ginebra San Miguel	NED
	International Limited	
	GSM International Holdings	NED
	Limited	
	Siam Holdings Limited	NFD
	Global Beverage Holdings	NED
	Limited	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,
Leo S. Alvez		NED
	San Miguel Corporation	
Minita V. Chico-Nazario	Top Frontier Investment	ID
	Holdings Inc.	

## (ii) Directorship in Other Listed Companies

Identify, as and if applicable, the members of the company's Board of Directors who are also directors of publicly-listed companies outside of its Group:

Director's Name	Corporate Name of the Group Company	Type of Directorship (Executive, Non-Executive, Independent). Indicate if director is also the Chairman.
Eduardo M. Cojuangco, Jr.	San Miguel Pure Foods Company, Inc.,	NED, Chairman
	Petron Corporation <sup>5</sup>	NED, Chairman
Ramon S. Ang	Petron Corporation <sup>6</sup>	ED, President & CEO
	San Miguel Pure Foods	NED
	Company, Inc.	
	Liberty Telecoms Holding, Inc.	NED, Chairman
	San Miguel Brewery Hong Kong	NED, Chairman and President
	Limited	NED, Chairman
	Petron Malaysia Refining &	NED, Chairman
	Marketing Berhad	
		ED, Chairman
Francisco S. Alejo III	San Miguel Pure Foods	ED, President
	Company, Inc.	

<sup>&</sup>lt;sup>5</sup> Mr. Eduardo M. Cojuangco, Jr. is now the Chairman of the Board of Directors of Petron Corporation, having been elected as such on February 10, 2015. Updated per advisement letter filed with SEC on February 11, 2015.

<sup>6</sup> Mr. Ramon S. Ang resigned as Chairman of the Board of Directors of Petron Corporation ("Petron"). He is now the President of Petron, having been elected as such on February 10, 2015. Updated per advisement letter filed with SEC on February 11, 2015.

Minita V. Chico-Nazario	San	Miguel	Pure	Foods	ID
	Comp	any, Inc. <sup>7</sup>			

### (iii) Relationship within the Company and its Group

Provide details, as and if applicable, of any relation among the members of the Board of Directors, which links them to significant shareholders in the company and/or in its group:

Director's Name	Name of the Significant Shareholder	Description of the relationship
Eduardo M. Cojuangco, Jr.	San Miguel Corporation	Chairman and Chief Executive Officer
Ramon S. Ang	San Miguel Corporation  Top Frontier Investment	Vice-Chairman, President and Chief Operating Officer ED, CEO & President
	Holdings, Inc.	,
Leo S. Alvez	San Miguel Corporation	Director

(iv) Has the company set a limit on the number of board seats in other companies (publicly listed, ordinary and companies with secondary license) that an individual director or CEO may hold simultaneously? In particular, is the limit of five board seats in other publicly listed companies imposed and observed? If yes, briefly describe other guidelines:

The Company provides in its CG Manual, a "Policy on Multiple Board Seats", which provides that a "A director shall exercise due discretion in accepting and holding directorships other than in the Corporation, provided that, in holding such other directorships, such director shall ensure that his capacity to diligently and efficiently perform his duties and responsibilities as a director of the Corporation is not compromised."

The Company has also adopted the requirements of SEC Memorandum Circular No. 9 series of 2011, dated December 5, 2011, on "Term Limits of Independent Directors" relative to the limitation on the number of covered companies that a person may be elected as Independent Director of business conglomerates.

## (e) Shareholding in the Company<sup>8</sup>

Complete the following table on the members of the company's Board of Directors who directly and indirectly own shares in the company:

Name of Director	Number of Direct shares	Number of Indirect shares / Through (name of record owner)	% of Capital Stock
Eduardo M. Cojuangco, Jr.	5,000	N/A	0.00%
Ramon S. Ang	5,000	N/A	0.00%
Bernard D. Marquez	30,,000	N/A	0.00%
Leo S. Alvez	5,000	N/A	0.00%
Gabriel L. Claudio	5,000	N/A	0.00%
Francisco S. Alejo III	5,000	N/A	0.00%
Mario K. Surio	5,000	N/A	0.00%
Minita V. Chico Nazario	5,000	N/A	0.00%
Francisco H. Villaruz, Jr.	5,000	N/A	0.00%

<sup>&</sup>lt;sup>7</sup> Minita V. Chico-Nazario was elected as Independent Director of San Miguel Pure Foods Company, Inc. on May 8, 2015. Updated per advisement letter filed with SEC on May 13, 2015.

<sup>&</sup>lt;sup>8</sup> Information under this item only refers to the incumbent members of the Board of Directors who were elected during the Regular Stockholders' Meeting held on May 28, 2015. Updated per SEC Form 17-C filed with the SEC on May 28, 2015.

## 2) Chairman and CEO

(a)	Do different persons assume the role of Chairman of the Board of Directors and CEO? If no, describe the check
	and balances laid down to ensure that the Board gets the benefit of independent views.

Yes	No	٧	
1 C3	110	٧	

The duties and responsibilities of the Chairman and CEO are properly laid down in the Company's By-laws and CG Manual, which help in the maintenance of proper checks and balances to ensure that the Board obtains the benefit of independent views and perspectives.

Identify the Chair and CEO:

Chairman of the Board/CEO	Eduardo M. Cojuangco, Jr.
President	Bernard D. Marquez

## (b) Roles, Accountabilities and Deliverables

Define and clarify the roles, accountabilities and deliverables of the Chairman and CEO.

	Chairman	Chief Executive Officer
Role	The Company's By-laws prescribed that the Chairman of the Board shall be the Chief Executive Officer of the Company. He is the Head of the Board and presides at meetings of the directors and stockholders.  He shall exercise such other powers and performs such other functions and duties as the Board may assign.	Responsible for the general supervision, administration and management of business of the Company (As provided in the Company by-laws and CG Manual  Exercise such other powers and performs such other functions and duties as the Board may assign.
Accountabilities	Accountable to all shareholders of the Company.	Accountable to all shareholders of the Company.
Deliverables	The Chairman shall have the following duties and functions:  Ensure that the meetings of the Board are held in accordance with the by-laws of the Company;  Supervise the preparation of the agenda of the meeting in coordination with the Corporate Secretary;  Maintain qualitative and timely lines of communication and information between the Board and the Management; and  Conduct regular board meetings and annual stockholders' meetings.	Among others, the Chief Executive Officer certifies the preparation and fair representation of the consolidated financial statements of the Company, as well as compliance with the requirements of SEC Form 17-A.

3) Explain how the board of directors' plan for the succession of the CEO/Managing Director/President and the top key management positions?

The Board through the Executive Compensation Committee review, among others, the promotion and career advancement directives of the Company. (Sec 2.2.2.2.1 CG Manual).

The Company also has a Management Development Program (MDP) which is a holistic and purposive program aimed at ensuring the timely availability of the required number of employees at the middle level and up, with the necessary education, experience and personal characteristics, to fulfill short- and long-term needs of the organization.

4) Other Executive, Non-Executive and Independent Directors

Does the company have a policy of ensuring diversity of experience and background of directors in the board? Please explain.

Yes. The Company's CG Manual, requires, among others, that all its directors be at least college graduates or have sufficient experience in managing the business to substitute for such formal education.

Does it ensure that at least one non-executive director has an experience in the sector or industry the company belongs to? Please explain.

Yes. The Company's CG Manual, requires, among others, that all its directors be at least college graduates or have sufficient experience in managing the business to substitute for such formal education.

Define and clarify the roles, accountabilities and deliverables of the Executive, Non-Executive and Independent Directors:

	Executive	Non-Executive	Independent Director
Role	The Company's By-Laws prescribe that the President, who shall be a director, shall be the Chief Operating Officer of the Company and shall have general supervision and direction of the day to day business affairs of the Company. He is the official representative of the Company to the Board. He presents the Company's performance to the Board and serves as the link between Management and the Board.	The Board's duty is to foster the long-term success of the Company and secure its sustained competitiveness in a manner consistent with its fiduciary responsibility, which it shall exercise in the best interest of the Company, its shareholders and other stakeholders.  The Board is responsible for formulating the Company's vision, mission, strategic objectives, policies and procedures that shall guide its activities, including the means to effectively monitor Management's performance.	Independent directors perform the same roles, duties and responsibilities as Non-Executive Directors. Their role is to exercise independent judgment in carrying out their responsibilities as a director.  An Independent Director also chairs the Audit Committee of the Board.

The Board shall ensure a high standard of best practice for the Company and its stakeholders, as reflected in its numerous duties and responsibilities, including but not limited to the following:

- Implement of process selection to ensure a mix of competent directors and officers who can add value and contribute independent judgment to the formulation of sound corporate strategies and policies;
- **Appoint** competent, professional, honest and highlymotivated Management officers and adopt an effective succession planning program for Management;
- Provide sound strategic and policies guidelines on capital major expenditures other and programs to sustain the Company's long-term

- viability and strength, and periodically evaluate and monitor the implementation of such policies and strategies;
- Formulate a clear policy on accurately, timely and effectively communicating or relating with the Company's stakeholders and agencies regulating the Company;
- Adopt a system
   of internal
   checks and
   balances, and
   to review
   regularly the
   effectiveness
   thereof;
- Formulate and implement policies and procedures that would ensure the integrity and transparency of related party transactions between and among the Company and its parent company, joint ventures, subsidiaries, associates, affiliates, major shareholders, Officers and directors, including their

spouses,
children and
dependent
siblings and
parents, and of
interlocking
director
relationships by
members of the
Board;

The Board shall also have the following oversight responsibilities, to name a few, for ensuring the presence of adequate and effective internal control mechanisms:

- Establish organizational and operational controls commensurate with, among others, the nature and complexity of the business of the Company and its culture, volume, and complexity of transactions; degree of risks involved, degree centralization and delegation of authority; extent and effectiveness of information technology; and extent of regulatory compliance;
- Ensure that an independent audit mechanism is in place to

		monitor the adequacy and effectiveness of the Company's governance, operations and information systems, including the reliability and integrity of financial and operational information, the effectiveness and efficiency of operations, the safeguarding of assets, and compliance	
		with laws, rules, regulations and contracts.	
Accountabilities	The Executive Director is accountable to all the shareholders of the Company as he is in charge of the day to day operations of the Company.	The Board is accountable to the shareholders and stakeholders and should thus, ensure that they are provided with an adequate assessment of the Company's business condition, position and prospects through the filing of reports required by law and regulators. The Board should also ensure that they are informed of important developments in the Company.	In addition to the accountabilities of Non-Executive Directors, Independent Directors are also expected to ensure that their independence is maintained.  They are likewise, expected to as much as possible attend the meetings of the Board and Board Committee meetings to promote transparency.
Deliverables	Improved shareholder value	Improved shareholder value	Improved shareholder value

Provide the company's definition of "independence" and describe the company's compliance to the definition.

As provided in the Company's CG Manual, an "Independent Director" is a person who, apart from his fees and shareholdings, has no business or relationship with the Corporation, which could, or could reasonably be perceived to, materially interfere with the exercise of his independent judgment in carrying out his responsibilities as a director. An Independent Director shall submit to the Corporate Secretary a certification confirming that he possesses all the qualifications and none of the disqualifications of an Independent Director at the time of his election and/or re-election as an Independent Director.

Does the company have a term limit of five consecutive years for independent directors? If after two years, the company wishes to bring back an independent director who had served for five years, does it limit the term for no more than four additional years? Please explain.

The Company has adopted the requirements of SEC Memorandum Circular No. 9 series of 2011, dated December 5, 2012 on "Term Limits of Independent Directors".

The independent directors of the Company are nominated and elected in accordance with the Company's By-laws, CG Manual and the SEC Memorandum Circular No. 9. Accordingly, an independent director may serve as such for five consecutive years only starting January 2012, after which ,a "cooling off" period of two years shall be observed before he/she may be considered for re-election as independent director of the Company for another five consecutive years.

- 5) Changes in the Board of Directors (Executive, Non-Executive and Independent Directors)
  - (a) Resignation/Death/Removal

Indicate any changes in the composition of the Board of Directors that happened during the period:

Name	Position	Date of Cessation	Reason
Carmelo L. Santiago	Independent Director	March 7, 2012	Resignation (To focus on his other business endeavors)
Carlos Palanca III	Independent Director	March 31, 2012	Resignation (To focus on his other business endeavors)
Angelina S. Gutierrez	Independent Director	October 8, 2014	Resignation (in the light of her appointment as a member of the Judicial and Bar Council.

### (b) Selection/Appointment, Re-election, Disqualification, Removal, Reinstatement and Suspension

Describe the procedures for the selection/appointment, re-election, disqualification, removal, reinstatement and suspension of the members of the Board of Directors. Provide details of the processes adopted (including the frequency of election) and the criteria employed in each procedure:

Procedure Process Adopted		Criteria
a. Selection/Appointm	ent	
(i) Executive Directors	Nomination and Election  Nomination:  As prescribed in the Company's Bylaws, nomination for the election of directors may be made by the Board as well as by any shareholder entitled to vote for the election of directors if such shareholder complies with the following:	As provided in the Company's By-laws and CG Manual, the following are the criteria:  Qualifications:  He shall hold at least five thousand (5,000) shares of stock of the Company;

- Nominations shall be received by the Chairman of the Board of Directors (which nominations may be sent to such Chairman in care of the Secretary of the Corporation), on or before January 20 or at such earlier or later date that the Board may fix. (As amended on March 25, 1999).
- Each nomination shall set forth (i) the name, age, business address and, known, residence address of each nominee, (ii) the principal occupation or employment of each such nominee, (iii) the number of shares of stock of the Corporation which are beneficially owned by each such nominee, and (iv) the interest and positions held by nominee in each other corporations. In addition, the shareholder making such nomination shall promptly provide any other information reasonably requested by the Corporation.

The Board, by a majority vote unless a greater majority is required under this By-Laws, may, in its discretion, determine and declare that a nomination was not made in accordance with the foregoing procedures, and/or that a nominee is qualified for election as Director under this By-Laws and if the Board should so determine, the defective nomination and the nomination of a disqualified person shall be disregarded. (As amended on 28 September 1994).

As prescribed in the Company's CG Manual, the nominees are then prescreened and shortlisted by the Nomination and Hearing Committee in accordance with the qualifications and disqualifications as provided in the Company's CG Manual.

- He shall be at least a college graduate or have sufficient experience in managing the business to substitute for such formal education;
- He shall be at least twenty one (21) years old;
- He shall have proven to possess integrity and probity; and
- He shall be assiduous;
- He should not be engaged in any business which competes with or is antagonistic to that of the Company.

	Election:	
	As prescribed in the Company's By-laws the members of the Board shall be	
	elected at the regular meeting of	
	stockholders.	
	Nomination and Election	As provided in the Company's
		By-laws and CG Manual, the
	Nomination:	following are the criteria:
	As prescribed in the Company's By- laws, nomination for the election of	Qualifications:
	directors may be made by the Board, as well as by any shareholder entitled to vote for the election of directors if such shareholder complies with the following:	<ul> <li>He shall hold at least five thousand (5,000) shares of stock of the Company;</li> </ul>
(ii) Non-Executive Directors	<ul> <li>Nominations shall be received by the Chairman of the Board of Directors (which nominations may be sent to such Chairman in care of the Secretary of the Corporation), on or before January 20 or at such earlier or later date that the Board may fix. (As amended on March 25, 1999).</li> <li>Each nomination shall set forth (i) the name, age, business address and, if known, residence address of each nominee, (ii) the principal occupation or employment of each such nominee, (iii) the number of shares of stock of the Corporation which are beneficially owned by each such nominee, and (iv) the interest and positions held by each nominee in other corporations. In addition, the shareholder making such nomination shall promptly provide any other information reasonably requested by the Corporation.</li> <li>The Board, by a majority vote unless a greater majority is required under this By-Laws,</li> </ul>	<ul> <li>He shall be at least a college graduate or have sufficient experience in managing the business to substitute for such formal education;</li> <li>He shall be at least twenty one (21) years old;</li> <li>He shall have proven to possess integrity and probity; and</li> <li>He shall be assiduous;</li> <li>He should not be engaged in any business which competes with or is antagonistic to that of the Company.</li> </ul>
	may, in its discretion, determine and declare that a nomination was not made in	

accordance with the foregoing procedures, and/or that a nominee is qualified for election as Director under this By-Laws and if the Board should so determine, the defective nomination and the nomination of a disqualified person shall be disregarded. (As amended on 28 September 1994).

As prescribed in the Company's CG Manual, the nominees are then prescreened and shortlisted by the Nomination and Hearing Committee in accordance with the qualifications and disqualifications as provided in the Company's CG Manual.

#### Election:

As prescribed in the Company's By-laws the members of the Board shall be elected at the regular meeting of stockholders.

## Nomination and Election

#### Nomination:

As prescribed in the Company's Bylaws, nomination for the election of directors may be made by the Board, as well as by any shareholder entitled to vote for the election of directors if such shareholder complies with the following:

## (iii) Independent Directors

- by the Chairman of the Board of Directors (which nominations may be sent to such Chairman in care of the Secretary of the Corporation), on or before January 20 or at such earlier or later date that the Board may fix. (As amended on March 25, 1999).
- Each nomination shall set forth (i) the name, age, business address and, if known, residence address of each nominee, (ii) the principal

As provided in the Company's By-laws and CG Manual, the following are the criteria:

### Qualifications:

- He shall hold at least five thousand (5,000) shares of stock of the Company;
- He shall be at least a college graduate or have sufficient experience in managing the business to substitute for such formal education;
- He shall be at least twenty one (21) years old;
- He shall have proven

- occupation or employment of each such nominee, (iii) the number of shares of stock of the Corporation which are beneficially owned by each such nominee, and (iv) the interest and positions held by nominee in corporations. In addition, the shareholder making such nomination shall promptly provide any other information reasonably requested by the Corporation.
- The Board, by a majority vote unless a greater majority is required under this By-Laws, may, in its discretion, determine and declare that a nomination was not made in accordance with the foregoing procedures, and/or that a nominee is qualified for election as Director under this By-Laws and if the Board should so determine, the defective nomination and the nomination of a disqualified person shall be disregarded. (As amended on 28 September 1994).

As prescribed in the Company's CG Manual, the nominees are then prescreened and shortlisted by the Nomination and Hearing Committee in accordance with the qualifications and disqualifications as provided in the Company's CG Manual.

#### Election:

As prescribed in the Company's By-laws the members of the Board shall be elected at the regular meeting of stockholders.

In addition, as provided in the Company By-laws, during the regular meeting of stockholders, the Chairman of the meeting informs all stockholders in attendance of the mandatory requirement of electing independent directors.

- to possess integrity and probity; and
- He shall be assiduous;
- He should not be engaged in any business which competes with or is antagonistic to that of the Company.

In addition, an Independent Director should, apart from his fees and shareholdings, have no business or relationship with the Company, which could, or could reasonably be perceived to, materially interfere with the exercise of his independent judgment in carrying out his responsibilities as a director.

b. Re-appointment		
(i) Executive Directors	The procedure for the Selection/Appointment of Executive Directors as discussed above is also adopted in case of re-appointment.	The criteria for the Selection/Appointment of Executive Directors as discussed above are the same criteria used for reappointment.
(ii) Non-Executive Directors	The procedure for the Selection/Appointment of Non-Executive Directors as discussed above is also adopted in case of reappointment.	The criteria for the Selection/Appointment of Non-Executive Directors as discussed above are the same criteria used for reappointment.
(iii) Independent Directors	The procedure for the Selection/Appointment of Independent Directors a discussed above is also adopted in case of re-appointment.	The criteria for the Selection/Appointment of Independent Directors as discussed above are the same criteria used for reappointment. However, in reappointment, the provisions on term limits of directors as provided in SEC Memorandum Circular No. 9, series of 2011, is taken into account.
c. Permanent Disqualifi	cation	
(i) Executive Directors	The Executive Director will be considered resigned from office and will no longer be considered for nomination and election as director in the succeeding annual stockholders' meeting of the Company.	Any of the following shall be a ground for permanent disqualification of a director of the Company:  • Any person convicted by final judgment or order by a competent judicial or administrative body of any crime that (a) involves the purchase or sale of securities, as defined in the Securities Regulation Code; (b) arises out of the person's conduct as an underwriter, broker, dealer, investment adviser, principal, distributor, mutual fund dealer, futures commission merchant, commodity trading advisor, or floor

- broker; or (c) arises out of his fiduciary relationship with a bank, quasi-bank, trust company, investment house or as an affiliated person of any of them;
- Any person who, by reason misconduct, after hearing, permanently enjoined by a final judgment or order of the SEC or any court administrative body of competent jurisdiction from: (a) acting as an underwriter, broker, dealer, investment principal, adviser, distributor, mutual fund dealer, futures commission merchant, commodity trading advisor, or floor broker; or (b) acting as director or officer of a bank, quasibank, trust company, investment house, or investment company; (c) engaging in or continuing any conduct or practice any of the capacities mentioned in both (a) and (b) of this paragraph, willfully violating the laws that govern securities and banking activities.

The disqualification shall also apply if such person is

currently the subject of an order of the SEC or any court administrative body denying, revoking or suspending any registration, license or permit issued to him under the Corporation Code, Securities Regulation Code or any other law administered by the SEC or Bangko Sentral ng Pilipinas ("BSP"), or under any rule or regulation issued by the SEC or BSP, or has otherwise been restrained from engaging in any activity involving securities and banking; or such person is currently the subject of an effective order self-regulatory organization suspending or him expelling from membership, participation or association with a member or participant of the organization;

- Any person convicted by final judgment or order of a competent judicial administrative body of an offense involving moral turpitude, fraud, embezzlement, theft, estafa, counterfeiting, misappropriation, forgery, bribery, false affirmation, perjury or other fraudulent acts or transgressions;
- Any person who has been adjudged by final judgment or order of the SEC or a competent court or other administrative body to have willfully violated, or willfully aided,

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		abetted, counseled, induced or procured the violation of any provision of the Securities Regulation Code, the Corporation Code, or any other law administered by the SEC or BSP, or any rule, regulation or order of the SEC or BSP;
		• Any person found guilty by final judgment or order of a foreign court or equivalent financial regulatory authority of acts, violations or misconduct similar to any of the acts, violations or misconduct listed in the foregoing paragraphs;
		<ul> <li>Any person judicially declared to be insolvent; and</li> </ul>
		• Conviction by final judgment of an offense punishable by imprisonment for a period exceeding six (6) years, or a violation of the Corporation Code, committed within five (5) years prior to the date of his election or appointment.
		The foregoing grounds for disqualification apply to all directors — Executive, Non-Executive and Independent Directors.
(ii) Non-Executive Directors	The Non-Executive Director will be considered resigned from office and will no longer be considered for nomination	Same grounds for permanent disqualifications of Executive Directors are applicable in the

	and election as director in the	case of Non-Executive
	succeeding annual stockholders'	Directors.
	meeting of the Company.	
(iii) Independent Directors	The Independent Director will be considered resigned from office and will no longer be considered for nomination and election as director in the succeeding annual stockholders' meeting of the Company.	Same grounds for permanent disqualifications of Executive Directors are applicable in the case of Independent Directors.
d. Temporary Disqualif	ication	
(i) Executive Directors	A temporarily disqualified director shall, within sixty (60) business days from such disqualification, take the appropriate action to remedy or correct the disqualification. If he fails or refuses to do so for unjustified reasons, the disqualification shall become permanent, except in the case of temporary disqualification where the Independent Director becomes an Officer, employee or consultant of the Corporation, in which case such disqualified Independent Director shall become eligible for election as Independent Director after the lapse of two (2) years from the termination of his officership, employment or consultancy with the Company.	Any of the following shall be a ground for the temporary disqualification of a director:  • Refusal to fully disclose the extent of his business interest or comply with disclosure requirements as required under the Securities Regulation Code and its Implementing Rules and Regulations. This disqualification shall be in effect as long as his refusal persists;  • Absence in more than fifty percent (50%) of all meetings, both regular and special, of the Board during his incumbency, or any twelve (12) month period during said incumbency, unless the absence is due to illness, death in the immediate family or serious accident. This disqualification applies for purposes of the succeeding election;  • Dismissal or termination for cause as director of any corporation

		covered by SEC
		Memorandum Circular No. 6, series of 2009. This disqualification shall be in effect until he has cleared himself of any involvement in the alleged irregularity;
		• If the beneficial equity ownership of an Independent Director in the Company or its subsidiaries and affiliates exceeds two percent (2%) of its subscribed capital stock. The disqualification shall be lifted if the limit is later complied with;
		<ul> <li>If any of the judgments or orders cited in the grounds for the permanent disqualification of directors has not yet become final; and</li> </ul>
		<ul> <li>If any person earlier elected as Independent Director of the Corporation becomes an officer, employee or consultant of the Company.</li> </ul>
(ii) Non-Executive Directors	A temporarily disqualified director shall, within sixty (60) business days from such disqualification, take the appropriate action to remedy or correct the disqualification. If he fails or refuses to do so for unjustified reasons, the disqualification shall become permanent, except in the case of temporary disqualification where the Independent Director becomes an officer, employee or consultant of the Company, in which case such	Any of the following shall be a ground for the temporary disqualification of a director:  • Refusal to fully disclose the extent of his business interest or comply with disclosure requirements as required under the Securities Regulation

disqualified Independent Director shall become eligible for election as Independent Director after the lapse of two (2) years from the termination of his officership, employment or consultancy with the Company.

- Code and its Implementing Rules and Regulations. This disqualification shall be in effect as long as his refusal persists;
- Absence in more than fifty percent (50%) of all meetings, both regular and special, of the Board during his incumbency, or any twelve (12) month period during said incumbency, unless the absence is due to illness, death in the immediate family or serious accident. This disqualification applies for purposes of the succeeding election;
- Dismissal or termination for cause as director of corporation any covered by SEC Memorandum Circular No. 6, series 2009. This disqualification shall be in effect until he has cleared himself of any involvement in the alleged irregularity;
- If the beneficial equity ownership of Independent an Director in the Company its or subsidiaries and affiliates exceeds two percent (2%) of its subscribed capital stock. The disqualification shall

		be lifted if the limit is later complied with;  • If any of the judgments or orders cited in the grounds for the permanent
		disqualification of directors has not yet become final; and  • If any person earlier elected as Independent Director of the Company becomes
	A temporarily disqualified director	an officer, employee or consultant of the Company.  Any of the following shall be
(iii) Independent Directors	shall, within sixty (60) business days from such disqualification, take the appropriate action to remedy or correct the disqualification. If he fails or refuses to do so for unjustified reasons, the disqualification shall become permanent, except in the case of temporary disqualification where the Independent Director becomes an Officer, employee or consultant of the Corporation, in which case such disqualified Independent Director shall become eligible for election as Independent Director after the lapse of two (2) years from the termination of his officership, employment or consultancy with the Company.	a ground for the temporary disqualification of a director:  • Refusal to fully disclose the extent of his business interest or comply with disclosure requirements as required under the Securities Regulation Code and its Implementing Rules and Regulations. This disqualification shall be in effect as long as his refusal persists;
		• Absence in more than fifty percent (50%) of all meetings, both regular and special, of the Board of Directors during his incumbency, or any twelve (12) month period during said incumbency, unless the absence is due to illness, death in the immediate family or serious accident.

This disqualification applies for purposes of the succeeding election; Dismissal or termination for cause as director of any corporation covered by SEC Memorandum Circular No. 6, series 2009. This disqualification shall be in effect until he has cleared himself of any involvement the alleged irregularity; If the beneficial equity ownership of Independent an Director in the Company or its subsidiaries and affiliates exceeds two percent (2%) of its subscribed capital stock. The disqualification shall be lifted if the limit is later complied with; of If any the judgments or orders cited in the grounds for the permanent disqualification directors has not yet become final; and If any person earlier elected Independent Director of the Company becomes an Officer, employee or consultant of the Company. e. Removal The Nomination and Hearing The grounds for (i) Executive Committee by the nature of its function permanent disqualification of Directors may consider and recommend to the Executive Directors should be

	Board the removal of the Executive	present.
	Director if there is a ground to permanently disqualify the said director.	Violation of the provisions of the CG Manual may also be a ground for removal.
	The Company's Compliance Officer monitors compliance with the provisions and requirements of the Company's CG Manual and determine violations of the same. He may recommend penalty for the said violation, which may include removal, for further review and approval of the Board.	
	The Nomination and Hearing Committee by the nature of its function may consider and recommend to the Board the removal of a Non-Executive Director if there is a ground to permanently disqualify the said director.	The grounds for the permanent disqualification of Non-Executive Directors should be present.  Violation of the provisions of the CG Manual may also be a ground for removal.
(ii) Non-Executive Directors	The Company's Compliance Officer monitors compliance with the provisions and requirements of the Company's CG Manual and determine violations of the same. He may recommend penalty for the said violation, which may include removal, for further review and approval of the Board.	ground for removal.
	The Nomination and Hearing Committee by the nature of its function may consider and recommend to the Board the removal of an Independent Director if there is a ground to permanently disqualify the said director.	The grounds for the permanent disqualification of Independent Directors should be present.  Violation of the provisions of the CG Manual may also be a ground for removal.
(iii) Independent Directors	The Company's Compliance Officer monitors compliance with the provisions and requirements of the Company's CG Manual and determine violations of the same. He may recommend penalty for the said violation, which may include removal, for further review and approval of the Board.	g. 53.10 joi. 15.110 vui.
f. Re-instatement		
(i) Executive Directors	The procedure for the Selection/Appointment as discussed above is also adopted in case of reinstatement.	The criteria for the Selection/Appointment of Executive Directors as discussed above are the same

		criteria used for re- instatement.
(ii) Non-Executive Directors	The procedure for the Selection/Appointment as discussed above is also adopted in case of reinstatement.	The criteria for the Selection/Appointment of Non-Executive Directors as discussed above are the same criteria used for reinstatement.
(iii) Independent Directors	The procedure for the selection and election discussed above is also adopted in case of re-instatement.	The criteria for the election of Independent Directors as discussed above are the same criteria used for reinstatement. However, in reappointment, the provision on term limits of directors as provided in SEC Memorandum Circular No. 9, series of 2011, is taken into account.
g. Suspension		
(i) Executive Directors	The Nomination and Hearing Committee by the nature of its function may consider and recommend to the Board the suspension of the Executive Director, if there is a ground to temporarily disqualify the said director.  The Company's Compliance Officer monitors compliance with the provisions and requirements of the Company's CG Manual and determine violations of the same. He may recommend penalty for the said violation, which may include suspension, for further review and approval of the Board.	The grounds for the temporary disqualification of Executive Directors should be present.  Violation of the provisions of the Company's CG Manual may also be a ground for suspension of a director.
(ii) Non-Executive	The Nomination and Hearing Committee by the nature of its function may consider and recommend to the Board the suspension of the Non-Executive Director, if there is a ground to temporarily disqualify the said	The grounds for the temporary disqualification of Non-Executive Directors should be present.  Violation of the provisions of
Directors	director.  The Company's Compliance Officer monitors compliance with the provisions and requirements of the Company's CG Manual and determine violations of the same. He may recommend penalty for the said violation, which may include suspension, for further review and approval of the Board.	the Company's CG Manual may also be a ground for suspension of a director.

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Directors	Committee by the nature of its function may consider and recommend to the Board the suspension of an Independent Director, if there is a ground to temporarily disqualify the said director.  The Company's Compliance Officer monitors compliance with the provisions and requirements of the Company's CG Manual and determine violations of the same. He may	temporary disqualification of Independent Directors should be present.  Violation of the provisions of the Company's CG Manual may also be a ground for suspension of a director.
	violation, which may include suspension, for further review and approval of the Board.	

Voting Result of the last Annual General Meeting<sup>9</sup>

	Name of Director	Votes Received
1.	Eduardo M. Cojuangco, Jr.	Each director received a vote of about 84.21 %
2.	Ramon S. Ang	
3.	Leo S. Alvez	
4.	Gabriel S. Claudio	
5.	Bernard D. Marquez	
6.	Francisco S. Alejo III	
7.	Mario K. Surio	
8.	Minita V. Chico-Nazario	
9.	Francisco H. Villaruz, Jr.	

#### 6) Orientation and Education Program

(a) Disclose details of the company's orientation program for new directors, if any.

The Company requires that all its new directors must have attended a Corporate Governance Seminar during his/her incumbency. New directors are also encouraged to attend other seminars which may be helpful to them in the performance of their duties and responsibilities as directors of the Company.

(b) State any in-house training and external courses attended by Directors and Senior Management<sup>10</sup> for the past three (3) years:

For the past three (3) years, the Company required its Directors and Senior Management to attend Corporate Governance Seminars. On November 6, 2014, the Company organized a seminar which was conducted by Risk Opportunities Assessment and Management, Inc. (ROAM). Other companies within the San Miguel Group also conducted seminars in 2014, which were attended by some of the directors of the Company. For 2015, the Company organized a Corporate Governance Seminar that was conducted by Risks, Opportunities, Assessments and Management (ROAM) on October 20, 2015. Other companies within the San Miguel Group also organized

<sup>9</sup> Updated to reflect the results of the 2015 Regular Stockholders' Meeting held on May 28, 2015. The percentage is in relation to the total outstanding shares.

<sup>10</sup> Senior Management refers to the CEO and other persons having authority and responsibility for planning, directing and controlling the activities of the company.

Updated to reflect information as of November 13, 2015 per SEC Form 17-C filed with the SEC on even date relative to the attendance by Directors Ang and Alvez in the Seminar on Corporate Governance conducted by Risks, Opportunities, Assessment and Management (ROAM), Inc. on November 11, 2015.

their own seminars.

(c) Continuing education programs for directors: programs and seminars and roundtables attended during the year<sup>11</sup>.

Name of Director/Officer	Date of Training	Program	Name of Training Institution
Eduardo M. Cojuangco, Jr.	September 19, 2014	Corporate Governance Training Seminar	SGV & Co.
	July 11-12, 2012	Mandatory Accreditation Programme for Directors of Public Listed Companies	BursatraSdn. Bhd. in KL, Malaysia
	September 11, 2012	Directors Training: Role of Company Director and Regulatory Framework and Board Practices	The Hong Kong Institute of Directors
	December 4, 2015	Seminar on Corporate Governance	Risks, Opportunities, Assessments and Management (ROAM)
Ramon S. Ang	October 21, 2013	Overview of Risk Management	The Hong Kong Institute of Directors
	November 6, 2014	Conflicts of Interests and Board Evaluation Seminar	Risks, Opportunities, Assessments and Management (ROAM)
	November 11, 2015	Seminar on Corporate Governance	ROAM
Bernard D. Marquez	November 6, 2014	Seminar on Corporate Governance	ROAM
Bernara B. Marquez	October 20, 2015	Corporate Governance Seminar	ROAM
October 21, 2013  Ferdinand K. Constantino <sup>12</sup>		Conflicts of Interests and Board Evaluation Seminar	The Hong Kong Institute of Directors
	September 19,	Corporate Governance	SGV & Co.

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<sup>&</sup>lt;sup>11</sup> Updated per letter filed with SEC on October 1, 2015 relative to Director Alejo's attendance in the Seminar on Corporate Governance conducted by Risks, Opportunities, Assessment and Management, Inc. (ROAM) on September 24, 2015.

Further updated per letter filed with SEC on October 26, 2015 relative to the attendance of the Company's Directors and Officers in the Seminar on Corporate Governance conducted by ROAM on October 20, 2015.

Further updated as of November 13, 2015 per SEC Form 17-C filed with the SEC on even date relative to the attendance by Directors Ang and Alvez in the Seminar on Corporate Governance conducted by Risks, Opportunities, Assessment and Management (ROAM), Inc. on November 11, 2015.

Further updated as of December 8, 2015 per SEC Form 17-C filed with the SEC on even date relative to the attendance, among others, by Mr. Cojuangco in the Seminar on Corporate Governance conducted by ROAM on December 4, 2015.

 $<sup>^{12}</sup>$  Mr. Constantino ceased to be a director of the Company effective May 28, 2015.

	2014	Training Seminar	
	November 6, 2014	Seminar on Corporate Governance	ROAM
Leo S. Alvez	September 19, 2014	Corporate Governance Training Seminar	SGV & Co.
	November 11, 2015	Seminar on Corporate Governance	ROAM
	December 9, 2010	Corporate Governance Seminar	UP-IJA
Joseph N. Pineda <sup>13</sup>	September 19, 2014	Corporate Governance Training Seminar	SGV & Co.
	November 6, 2014	Seminar on Corporate Governance	ROAM
Gabriel S. Claudio	October 20, 2015	Corporate Governance Seminar	ROAM
	December 7, 2012	Corporate Governance Seminar	UP-IJA
Minita V. Chico-Nazario	November 6, 2014	Seminar on Corporate Governance	ROAM
	October 20, 2015	Corporate Governance Seminar	ROAM
Francisa H Villaruz Ir	November 6, 2014	Seminar on Corporate Governance	ROAM
Franciso H. Villaruz, Jr.	October 20, 2015	Corporate Governance Seminar	ROAM
Francisco S. Alejo III <sup>14</sup>	September 24, 2015	Seminar on Corporate Governance	ROAM
Mario K. Surio	October 20, 2015	Corporate Governance Seminar	ROAM

### **B. CODE OF BUSINESS CONDUCT & ETHICS**

1) Discuss briefly the company's policies on the following business conduct or ethics affecting directors, senior management and employees:

The Company is part of the business conglomerate of San Miguel Corporation ("SMC") and as such, except for those peculiar to the Company, the various policies of SMC cover/apply to all the companies belonging to the said conglomerate (the "San Miguel Group") including the Company. The policies, unless otherwise provided, apply to directors, senior management and employees.

Business Conduct & Directors	Senior Management	Employees
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 $<sup>^{13}</sup>$  Mr. Pineda ceased to be director of the Company effective May 28, 2015.

<sup>&</sup>lt;sup>14</sup> Updated per letter filed with SEC on October 1, 2015 relative to Director Alejo's attendance in the Seminar on Corporate Governance conducted by ROAM on September 24, 2015.

	The Company's Ry-laws	The Company's policy on	The Company's policy on
(a) Conflict of Interest	The Company's By-laws prohibits the nomination and election of a director who is engaged in any business which competes with or is antagonistic to that of the Company.  Moreover, one of the corporate values of the Company is "Integrity". The Board is dedicated to high ethical and moral standards. Uncompromising honesty, fairness, and professionalism are exercised in the Company's dealings with its employees, customers, business partners, the public and other stakeholders.  The Company's CG Manual mandates that a director to conduct fair business transactions with the Company and ensure that personal interest does not conflict with the interests of the Company.	The Company's policy on Conflict of Interest embodies the principle that officers and employees have a duty to act in the best interest of the Company. As such, in the event that any personal interest of an officer or employee may conflict with the interest of the Company, proper disclosure through the accomplishment of the Full Business Interest Disclosure Form should be made and a review by higher Management shall resolve the conflict.  Moreover, one of the corporate values of the Company is "Integrity". Management is dedicated to high ethical and moral standards. Uncompromising honesty, fairness, and professionalism are exercised in the Company's dealings with its employees, customers, business partners, the public and other stakeholders.	the Company. As such, in the event that any personal interest of an officer or employee may conflict with the interest of the Company, proper disclosure through the accomplishment of the Full Business Interest Disclosure Form should be made and a review by higher Management shall resolve the conflict.  Moreover, one of the corporate values of the Company is "Integrity". Employees are dedicated to high ethical and moral standards.  Uncompromising honesty, fairness, and professionalism is exercised in the performance of their duties and responsibilities as well as in their dealings with the Company, co-employees, customers, business partners, the public and
(b) Conduct of Business and Fair Dealings	Among others, the Company has a Policy on Securities Dealing. This policy mandates that the directors, officers and employees of the Company and its subsidiaries ("GSMI Group") to exercise extreme caution when dealing in the Company's securities and ensure that such dealings comply with this policy and the requirements under the Securities Regulation Code ("SRC"). It sets out the	Among others, the Company has a Policy on Securities Dealing. This policy mandates that the directors, officers and employees of the Company and its subsidiaries ("GSMI Group") to exercise extreme caution when dealing in the Company's securities and ensure that such dealings comply with	other stakeholders.  Among others, the Company has a Policy on Securities Dealing. This policy mandates that the directors, officers and employees of the Company and its subsidiaries ("GSMI Group") to exercise extreme caution when dealing in the Company's securities and ensure that such dealings comply with

conditions and rules under which the directors, officers and employees of the GSMI Group ("Relevant Persons") shall deal in securities of the Company.

The Company's policy on this matter is also reflected in its corporate value of "Integrity".

The Company's CG Manual also mandates the Board to conduct itself with utmost honesty and integrity in the discharge of its duties, functions and responsibilities. The said manual also emphasizes that a director's office is one of trust and confidence. A director shall act in a manner characterized by transparency, accountability and fairness and in the best interest of the Company. He should exercise leadership, prudence and integrity in directing the Company towards sustained progress.

policy and the requirements under the Securities Regulation Code ("SRC"). It sets out the conditions and rules under which the directors, officers and employees of the **GSMI** Group ("Relevant Persons") shall deal in securities of the Company.

The Company's policy on this matter is also reflected in its corporate value of "Integrity". this policy and the requirements under the Securities Regulation Code ("SRC"). It sets out the conditions and rules under which the directors, officers and employees of the **GSMI** Group ("Relevant Persons") shall deal in securities of the Company.

The Company's policy on this matter is also reflected in its corporate value of "Integrity".

The Company's policy on this matter is reflected in its corporate value of "Integrity".

The Company's CG Manual also mandates the Board to conduct itself with utmost honesty and integrity in the discharge of its duties, functions and responsibilities. The said manual also emphasizes that a director's office is one of trust and confidence. A director shall act in a manner characterized by transparency, accountability and fairness and in the best interest of the Company. He should exercise leadership, prudence and integrity in directing the Company towards sustained progress.

The Company has a Policy Solicitation Acceptance of Gifts. The Company is committed to succeed in a manner that upholds the highest standards of honesty, integrity and fairness. Consistent with this commitment, the Company expects each employee to observe reasonable standards of conducts. It requires employees to conduct business affairs with fairness, avoid granting undue personal favors, exercise discretion accepting favors or gifts from persons seeking or doing business within the Company and refuse gifts that might connote bribery in any way.

The Company's policy on

The Company has a Policy Solicitation Acceptance of Gifts. The Company is committed to succeed in a manner that upholds the highest standards honesty, of integrity and fairness. Consistent with this commitment, the Company expects each employee to observe reasonable standards of It requires conducts. emplovees to conduct business affairs with fairness, avoid granting undue personal favors, exercise discretion in accepting favors or gifts from persons seeking or doing business within the Company and refuse gifts that might connote bribery in any way.

The Company's policy on

(c) Receipt of gifts from third parties

		this matter is also reflected in its corporate	this matter is also reflected in its corporate
		value of "Integrity".	value of "Integrity".
(d) Compliance with Laws & Regulations	The Company has always espoused compliance with prevailing laws and regulations. This is manifested not only in the adoption and implementation of numerous policies all intended to ensure compliance with laws and regulations. One such policy is the Securities Dealing Policy adopted to make sure that the Relevant Persons exercise extreme caution when dealing in the Company's securities and ensure that such dealings comply with this policy and the requirements under the SRC.  Moreover, the Company's CG Manual specifies that it shall be the duty of the Board to ensure that the Corporation complies with all relevant laws, regulations and best business practice.	The Company has always espoused compliance with prevailing laws and regulations. This is manifested not only in the adoption and implementation of numerous policies all intended to ensure compliance with laws and regulations. One such policy is the Securities Dealing Policy adopted to make sure that the Relevant Persons exercise extreme caution when dealing in the Company's securities and ensure that such dealings comply with this policy and the requirements under the SRC.	The Company has always espoused compliance with prevailing laws and regulations. This is manifested not only in the adoption and implementation of numerous policies all intended to ensure compliance with laws and regulations. One such policy is the Securities Dealing Policy adopted to make sure that the Relevant Persons exercise extreme caution when dealing in the Company's securities and ensure that such dealings comply with this policy and the requirements under the SRC.
(e) Respect for Trade Secrets/Use of Non- public Information	The Company's CG Manual also requires the directors to observe confidentiality of all non-public information which they may acquire or learn by reason of position as directors.  The Company's policy on this matter is also reflected in its corporate value of "Integrity".	The Company has among others, Intellectual Property Procedure and Guidelines (with the objective of developing, managing, maintaining and protecting its Intellectual Property to maximize value and drive growth, innovation and cooperative relationships with other companies, consistent with its tradition of quality and integrity) as well as Information Security Policies and Guidelines (such as Electronic Communications Security Policy & Guidelines) all intended to ensure respect for Trade Secrets and protection of nonpublic information. The Company's policy on this matter is also	The Company has among others, Intellectual Property Procedure and Guidelines (with the objective of developing, managing, maintaining and protecting its Intellectual Property to maximize value and drive growth, innovation and cooperative relationships with other companies, consistent with its tradition of quality and integrity) as well as Information Security Policies and Guidelines (such as Electronic Communications Security Policy & Guidelines) all intended to ensure respect for Trade Secrets and protection of non-public information.  The Company's policy on this matter is also

		reflected in its corporate value of "Integrity".	reflected in its corporate value of "Integrity".
Use of Company Funds, Assets and Information	The Company's CG Manual mandates the Board to conduct itself with utmost honesty and integrity in the discharge of its duties, functions and responsibilities. The said Manual also emphasizes that a director's office is one of trust and confidence. A director shall act in a manner characterized by transparency, accountability and fairness and in the best interest of the Company. He should exercise leadership, prudence and integrity in directing the Company towards sustained progress.	The Company has various policies reflective of its corporate principles relative to the proper use of Company funds, assets and information. Among others, it has a policy on Cash Management, Cash Disbursements and Trade Management.  The Company Rules and Regulations for employees also sanction the improper, irregular or unlawful use of Company funds, assets and information.	The Company has various policies reflective of its corporate principles relative to the proper use of Company funds, assets and information. Among others, it has a policy on Cash Management, Cash Disbursements and Trade Management.  The Company Rules and Regulations for employees also sanction the improper, irregular or unlawful use of Company funds, assets and information.
Employment & Labor Laws & Policies	One of the duties and responsibilities of the Board is to ensure that the Company complies with all relevant laws, regulations and best business practices. Thus, directors are also expected to comply with all relevant laws and regulations.	The Company recognizes the importance of its people as shown in its corporate value of "Respect for our People". This value is summed up in the statement below:  "We are committed to maintain a work environment that encourages trust, openness and mutual respect, regardless of rank or title. We promote a healthy work and life balance and provide opportunities for professional and personal	The Company recognizes the importance of its people as shown in its corporate value of "Respect for our People". This value is summed up in the statement below:  "We are committed to maintain a work environment that encourages trust, openness and mutual respect, regardless of rank or title. We promote a healthy work and life balance and provide opportunities for professional and personal
Disciplinary action	The Company's Compliance Officer monitors compliance with the provisions and requirements of the Company's CG Manual and determine violations of the same. He may recommend penalty for the said violation for further review and approval of the Board.	growth. Our people are our strength."  The Company espouses the principle of progressive discipline in its Company Rules and Regulations on employee discipline and believes that the purpose of disciplinary action is to correct rather than to punish the individual. Should an employee violate policies, rules and regulations of the	growth. Our people are our strength."  The Company espouses the principle of progressive discipline in its Company Rules and Regulations on employee discipline and believes that the purpose of disciplinary action is to correct rather than to punish the individual. Should an employee violate policies, rules and regulations of the

		Company, disciplinary	Company, disciplinary
		actions are imposed as	actions are imposed as
		much as possible, in	much as possible, in
		progressive increasing	progressive increasing
		weight after he has been	weight after he has been
		given the right to be	given the right to be
		heard. Depending on the	heard. Depending on the
		history, circumstances	history, circumstances and
		and gravity of the	gravity of the situation,
		situation, superiors take	superiors take corrective
		corrective action in the	action in the form of
		form of verbal discussion,	verbal discussion, written
		written warning,	warning, suspension and
		suspension and dismissal.	dismissal. Only in
		Only in extraordinary	extraordinary cases does
		cases does the Company	the Company impose
		impose demotion, as this	demotion, as this is
		is counterproductive. Likewise, it does not	counterproductive. Likewise, it does not
		regard the restitution of	regard the restitution of
		damages to or loss of	damages to or loss of
		Company property as a	Company property as a
		disciplinary action.	disciplinary action.
		Progressive disciplinary	Progressive disciplinary
		action, however, does not	action, however, does not
		apply to grave offenses	apply to grave offenses for
		for which the employee	which the employee may
		may be dismissed	be dismissed immediately.
		immediately. As further	As further action, the
		action, the Company may	Company may institute
		institute the necessary	the necessary civil and /or
		civil and /or criminal case against the employee.	criminal case against the
	The Company adents the SMC	_ · · · ·	The Company adapts the
	The Company adopts the SMC Group-wide Whistleblowing	The Company adopts the SMC Group-wide	The Company adopts the SMC Group-wide
	Policy (the "Policy"). It provides	Whistleblowing Policy	Whistleblowing Policy (the
	that all complaints on	(the "Policy"). It provides	"Policy"). It provides that
	accounting, internal accounting	that all complaints on	all complaints on
	controls, auditing or financial	accounting, internal	accounting, internal
	reporting matters may be	accounting controls,	accounting controls,
	communicated to the General	auditing or financial	auditing or financial
	Counsel and Compliance Officer	reporting matters may be	reporting matters may be
(i) Whistle	(the "Compliance Officer"), if	communicated to the	communicated to the
Blower	such concerns involves the	General Counsel and	General Counsel and
	Compliance Officer, then the	Compliance Officer (the	Compliance Officer (the
	same may be communicated to	"Compliance Officer"), if	"Compliance Officer"), if
	the President. The said	such concerns involves	such concerns involves the
	complaints are ultimately	the Compliance Officer,	Compliance Officer, then
	referred to the Audit Committee,	then the same may be	the same may be
	which complaints may be on anonymous basis and which	communicated to the President. The said	communicated to the President. The said
	shall be placed in confidential	President. The said complaints are ultimately	complaints are ultimately
	files and will be retained for	referred to the Audit	referred to the Audit
	Jues and will be retained joi	rejerred to the Addit	rejerred to the Addit

seven (7) years or for such longer time as the Audit Committee deem may necessary. If it is unclear communication whether involves accounting, auditing, internal accounting controls or financial reporting matters, the Compliance Officer shall likewise direct such communication to the Audit Committee, with a note to that effect.

All communications received through the established channels will be kept confidential. The original copies or records of all communications will be available to any Audit Committee member upon request.

The Audit Committee will determine whether any action or response is necessarv appropriate in respect of a communication, and it will take or direct such action as it deems appropriate. Such action may include engaging external advisers, for which funding will available. The determinations made by the Audit Committee in respect of each communication and any further action taken will be recorded in the log maintained purpose by for such Compliance Officer or a person designated by the Audit Committee if the Compliance Officer is the subject of a These communication. determinations may be recorded based on the standard categories established by the Audit Committee, which may include: the communication is not a "complaint" or "concern", contemplated by applicable requirements; the communication is misdirected (such as a communication involving an employment Committee, which complaints may be on basis and anonymous which shall be placed in confidential files and will be retained for seven (7) years or for such longer time as the Audit Committee may deem necessary. If it is unclear whether communication involves accounting, auditing, internal accounting financial controls or reporting matters, the Compliance Officer shall likewise direct such communication to the Audit Committee, with a note to that effect.

All communications received through the established channels will be kept confidential. The original copies or records of all communications will be available to any Audit Committee member upon request.

The Audit Committee will determine whether any action or response is necessary or appropriate respect of communication, and it will take or direct such action as it deems appropriate. Such action may include engaging external advisers, for which funding will be available. The determinations made by the Audit Committee in respect of each communication and any further action taken will be recorded in the log maintained for such purpose by the Compliance Officer or a Committee, which complaints may be on basis and anonymous which shall be placed in confidential files and will be retained for seven (7) years or for such longer time as the Audit Committee may deem necessary. If it is unclear whether a communication involves accounting, auditing, internal accounting controls or financial reporting matters, the Compliance Officer shall likewise direct such communication to the Audit Committee, with a note to that effect.

All communications received through the established channels will be kept confidential. The original copies or records of all communications will be available to any Audit Committee member upon request.

The Audit Committee will determine whether any action or response is necessary or appropriate respect of communication, and it will take or direct such action as it deems appropriate. Such action may include engaging external advisers, for which funding will be available. The determinations made by the Audit Committee in respect of each communication and any further action taken will be recorded in the log maintained for such purpose by the Compliance Officer or a person designated by the Audit Committee if the

dispute); no further action shall required because communication can be analyzed on its face; and further action required (with a record of the action taken and its outcome). The Compliance Officer or any other person designated by the Audit Committee will report on the status of any further action directed by the Audit Committee on a monthly basis or at such the frequency as Audit Committee may otherwise require.

Misdirected communications as determined by the Audit Committee or concerns not relating to accounting, internal accounting control, auditing or financial reporting matters shall be addressed to and be acted upon by the appropriate responsible supervisor or officer of the business units affected in accordance with the SMC Group's conventional reporting channels. In this connection, employees with such concerns should raise them with their respective supervisors and the supervisors have responsibility to ensure that such concerns are properly acted upon.

Employees are protected from retaliation as it is categorically provided in the Policy that the SMC Group, which includes herein Company shall not tolerate retaliation in any form against a director, officer, employee or other interested party who, in good faith, raises a concern or reports a possible violation under the policy.

person designated by the Audit Committee if the Compliance Officer is the subject communication. These determinations may be recorded based on the standard categories established by the Audit Committee, which may include: communication is not a "complaint" or "concern", as contemplated by the applicable requirements; the communication is misdirected (such as a communication involving an employment dispute); no further action shall be required because communication can be analyzed on its face; and further action required (with a record of the action taken and its outcome). The Compliance Officer or any other person designated by the Audit Committee will report on the status of any further action directed by the Audit Committee on a monthly basis or at such frequency as the Audit Committee may otherwise require.

Misdirected communications determined by the Audit Committee or concerns relating not accounting, internal accounting control, auditing or financial reporting matters shall be addressed to and be acted upon by the appropriate responsible supervisor or officer of business units affected in accordance with the SMC Group's Compliance Officer is the subject of communication. These determinations may be recorded based on the standard categories established by the Audit Committee, which may include: communication is not a "complaint" or "concern", as contemplated by the applicable requirements; the communication misdirected (such as a communication involving an employment dispute): no further action shall be required because communication can be analyzed on its face; and further action required (with a record of the action taken and its outcome). The Compliance Officer or any other person designated by the Audit Committee will report on the status of further action directed by the Audit Committee on a monthly basis or at such frequency as the Audit Committee may otherwise require.

Misdirected communications as determined by the Audit Committee or concerns not relating to accounting, internal accounting control, auditing financial reporting matters shall be addressed to and be acted upon by the appropriate responsible supervisor or officer of the business units affected in accordance with the SMC Group's conventional reporting channels. this connection,

		conventional reporting channels. In this connection, employees with such concerns should raise them with their respective supervisors and the supervisors have the responsibility to ensure that such concerns are properly acted upon.  Employees are protected from retaliation as it is	employees with such concerns should raise them with their respective supervisors and the supervisors have the responsibility to ensure that such concerns are properly acted upon.  Employees are protected from retaliation as it is categorically provided in the Policy that the SMC
		categorically provided in the Policy that the SMC Group, which includes herein Company shall not tolerate retaliation in any form against a director, officer, employee or other interested party who, in good faith, raises a concern or reports a possible violation under the policy.	Group, which includes herein Company shall not tolerate retaliation in any form against a director, officer, employee or other interested party who, in good faith, raises a concern or reports a possible violation under the policy.
(j) Conflict Resolution	The Company encourages the use of alternative modes of dispute resolution that can amicably settle conflicts or differences between the Company and its shareholders or third parties, including regulatory agencies.	The Company encourages the use of alternative modes of dispute resolution that can amicably settle conflicts or differences between the Company and its shareholders or third parties, including regulatory agencies.	The Company encourages the use of alternative modes of dispute resolution that can amicably settle conflicts or differences between the Company and its shareholders or third parties, including regulatory agencies.

- 2) Has the code of ethics or conduct been disseminated to all directors, senior management and employees?

  Yes.
- 3) Discuss how the company implements and monitors compliance with the code of ethics or conduct.

The Company's adherence to its Code of Ethics or Conduct can be seen in the various policies it has adopted and implemented. The relevant policy may provide the manner of monitoring compliance therewith, as well as the penalty for violation therefor.

With respect to the employee's code of conduct, all employees are provided with a copy of the Company Rules and Regulations (the "Rules") which lay down the acts constituting an offense and for which appropriate disciplinary action should be meted out. The purpose of this disciplinary action is to correct rather than to punish the individual. Should an employee violate policies, rules and regulations of the company, disciplinary actions are imposed, as much as possible in progressively increasing weight, after the employee is given opportunity to be heard. Depending on the history, circumstances and gravity of the situation, superiors can take corrective action in the form of verbal discussion, written warning, suspension and dismissal. Only in extraordinary cases does the Company impose demotion. As to

restitution of damages to or loss of company property, the same is not regarded as a disciplinary action. The Rules also provide that violation of Company policies, rules and regulations not otherwise covered therein will be subject to disciplinary action dependent on the gravity or consequence of such violation. The Rules are likewise cascaded to employees by the Human Resources Office as part of the Orientation Program for new employees.

On compliance with the CG Manual, which is to ensure adherence to corporate governance principles and best practices, the Board of Directors has appointed a Compliance Officer who is responsible for monitoring compliance with the provisions and requirements of the said manual and other relevant rules and regulations.

# 4) Related Party Transactions

### (a) Policies and Procedures

Describe the company's policies and procedures for the review, approval or ratification, monitoring and recording of related party transactions between and among the company and its parent, joint ventures, subsidiaries, associates, affiliates, substantial stockholders, officers and directors, including their spouses, children and dependent siblings and parents and of interlocking director relationships of members of the Board.

Related Party Transactions	Policies and Procedures
(1) Parent Company	To ensure the integrity and transparency of related party transactions between the Company and its parent company, such transactions are made in the ordinary course of business, on an arms-length basis and at market rates. An assessment is undertaken at each fiscal year by examining the financial position of the related party and the market in which the related party operates. Moreover, consistent with the CG Manual that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed, related party transactions are fully disclosed in the Company's notes to its audited consolidated financial statements.
(2) Joint Ventures	To ensure the integrity and transparency of related party transactions between the Company and its joint ventures, such transactions are made in the ordinary course of business, on an arms-length basis and at market rates. An assessment is undertaken at each fiscal year by examining the financial position of the related party and the market in which the related party operates. Moreover, consistent with the CG Manual that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed, related party transactions are fully disclosed in the Company's notes to its audited consolidated financial statements.
(3) Subsidiaries	To ensure the integrity and transparency of related party transactions between and among the Company and its subsidiaries, such transactions are made in the ordinary course of business, on an arms-length basis and at market rates. An assessment is undertaken at each fiscal year by examining the financial position of the related party and the market in which the related party operates. Moreover, consistent with the CG Manual that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed, related party transactions are fully disclosed in the Company's notes to its audited consolidated

	financial statements.
(4) Entities Under Common Control	To ensure the integrity and transparency of related party transactions between and among the Company and entities under common control with it, such transactions are made in the ordinary course of business, on an arms-length basis and at market rates. An assessment is undertaken at each fiscal year by examining the financial position of the related party and the market in which the related party operates. Moreover, consistent with the CG Manual that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed, related party transactions are fully disclosed in the Company's notes to its audited consolidated financial statements.
(5) Substantial Stockholders	The Company has no substantial stockholders other than its parent company, SMC. At any rate, all related party transactions of the Company are made in the ordinary course of business, on an arms-length basis and at market rates. An assessment is undertaken at each fiscal year by examining the financial position of the related party and the market in which the related party operates. Moreover, consistent with the CG Manual that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed, related party transactions are fully disclosed in the Company's notes to its audited consolidated financial statements.
(6) Officers including spouse/children/siblings/parents	All related party transactions are made in the ordinary course of business, on an arms-length basis and at market rates. An assessment is undertaken at each fiscal year by examining the financial position of the related party and the market in which the related party operates. Moreover, consistent with the CG Manual that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed, related party transactions are fully disclosed in the Company's notes to its audited consolidated financial statements.
(7) Directors including spouse/children/siblings/parents	All related party transactions are made in the ordinary course of business, on an arms-length basis and at market rates. An assessment is undertaken at each fiscal year by examining the financial position of the related party and the market in which the related party operates. Moreover, consistent with the CG Manual that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed, related party transactions are fully disclosed in the Company's notes to its audited consolidated financial statements.
(8) Interlocking director relationship of Board of Directors	All related party transactions are made in the ordinary course of business, on an arms-length basis and at market rates. An assessment is undertaken at each fiscal year by examining the financial position of the related party and the market in which the related party operates. Moreover, consistent with the CG Manual that all material information, i.e., anything that could potentially affect share price, shall be publicly disclosed, related party transactions are fully disclosed in the Company's notes to its audited consolidated financial

statements.

# (b) Conflict of Interest

(i) Directors/Officers and 5% or more Shareholders

Identify any actual or probable conflict of interest to which directors/officers/5% or more shareholders may be involved.

	Details of Conflict of Interest (Actual or Probable)
Name of Director/s	
Name of Officer/s	NONE
Name of Significant Shareholders	

### (ii) Mechanism

Describe the mechanism laid down to detect, determine and resolve any possible conflict of interest between the company and/or its group and their directors, officers and significant shareholders.

	Directors/Officers/Significant Shareholders
	The Company's By-laws prohibits the nomination and election of a director who is engaged in any business which competes with or is antagonistic to that of the Company.
Company	Directors are mandated to fully disclose the extent of their business interest or comply with disclosure requirements as required under the Securities Regulation Code and its Implementing Rules and Regulations.
	Officers are required to accomplish Full Business Interest Disclosure Form.
	The Company's By-laws prohibits the nomination and election of a director who is engaged in any business which competes with or is antagonistic to that of the Company.
Group	Directors are mandated to fully disclose the extent of their business interest or comply with disclosure requirements as required under the Securities Regulation Code and its Implementing Rules and Regulations.
	Officers are required to accomplish Full Business Interest Disclosure Form.

# 5) Family, Commercial and Contractual Relations

(a) Indicate, if applicable, any relation of a family, <sup>15</sup> commercial, contractual or business nature that exists between the holders of significant equity (5% or more), to the extent that they are known to the company:

Names of Related	Type of Relationship	Brief Description of the
Significant Shareholders	Type of Kelationship	Relationship

 $<sup>^{15}</sup>$  Family relationship up to the fourth civil degree either by consanguinity or affinity.

NONE
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(b) Indicate, if applicable, any relation of a commercial, contractual or business nature that exists between the holders of significant equity (5% or more) and the company:

Names of Related Significant Shareholders	Type of Relationship	Brief Description
San Miguel Corporation	Licensor-Licensee	The Company has a Trademark Licensing Agreement with its parent company relative to the marks used in some of the Company's products.

(c) Indicate any shareholder agreements that may impact on the control, ownership and strategic direction of the company:

Name of Shareholders	% of Capital Stock affected (Parties)	Brief Description of the Transaction
	NONE	

### 6) Alternative Dispute Resolution

Describe the alternative dispute resolution system adopted by the company for the last three (3) years in amicably settling conflicts or differences between the corporation and its stockholders, and the corporation and third parties, including regulatory authorities.

	Alternative Dispute Resolution System
Corporation & Stockholders	The Company has always encouraged the use of alternative modes of dispute resolution that can amicably settle conflicts or differences. Thus, in such a situation best efforts were exerted to settle the conflicts or differences in a peaceful manner through open communication/discussion, without resorting to court action or similar action
Corporation & Third Parties	The Company has always encouraged the use of alternative modes of dispute resolution that can amicably settle conflicts or differences. Thus, it actively participates in the mandatory conciliation and mediation proceedings prescribed by judicial, quasi-judicial and administrative bodies.  With respect to disputes involving Management and the Company's employees who are covered by Collective Bargaining Agreements, the said

	agreement provides for a "Grievance Machinery". Likewise, it is provided
	therein that "the parties agree on the principle that all disputes between Labor
	and Management may be settled
	through friendly negotiations. The same
	Agreement provides for Arbitration to the
	effect that if the Grievance Machinery fails, the dispute may be settled by a
	voluntary arbitrator mutually chosen by
	the parties.
	The Company has always encouraged the
	use of alternative modes of dispute resolution that can amicably settle
	conflicts or differences. Thus, the
	Company accordingly and promptly
Corporation & Regulatory Authorities	responds to the communications, request
	for clarification, comments, requirements
	of regulatory authorities and ultimately
	comply with the decision or instruction of
	the regulatory agency in the absence of a
	clear conflict with existing laws.

# C. BOARD MEETINGS & ATTENDANCE

1) Are Board of Directors' meetings scheduled before or at the beginning of the year?

They are scheduled at the beginning of the year.

2) Attendance of Directors<sup>16</sup>

Board	Name	Date of Election	No. of Meetings Held during the year (2015)	No. of Meetings Attended	%
Chairman	Eduardo M. Cojuangco, Jr.	October 21, 1988	5	5	100
Member	Ramon S. Ang	April 4, 2000	5	5	100
Member	Bernard D. Marquez	May 12, 2011	5	5	100
Member	Leo S. Alvez	April 24, 2012	5	5	100
Member	Gabriel S. Claudio	November 11, 2010	5	5	100
Member	Francisco S. Alejo III	May 28, 2015	3	3	100
Member	Mario K. Surio	May 28, 2015	3	3	100

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<sup>&</sup>lt;sup>16</sup> This refers to attendance of Directors in 2015 Board Meetings. Updated per advisement letter filed with SEC on January 5, 2016. The directors that were elected during the 2015 Regular (Annual) Stockholders Meeting held on May 28, 2015 are Directors Cojuangco, Ang, Marquez, Alvez, Claudio, Chico-Nazario, Villaruz, Alejo III and Surio.

Independent	Minita V. Chico-Nazario	March 9,	5	4	80
		2012			
Independent	Francisco H. Villaruz, Jr. <sup>17</sup>	November	5	5	100
		6, 2014			
Member	Ferdinand K. Constantino <sup>18</sup>	May 10,	2	2	100
		2012			
Member	Joseph N. Pineda <sup>19</sup>	May 9,	2	2	100
		2013			

3) Do non-executive directors have a separate meeting during the year without the presence of any executive? If yes, how many times?

None.

4) Is the minimum quorum requirement for Board decisions set at two-thirds of board members? Please explain.

No. The Company complies with Section 8 of its Amended By-Laws which requires that a majority of the number of directors as fixed in the Articles of Incorporation (which is 9 directors) shall constitute a quorum for the transaction of corporate business, and every decision of at least a majority of directors present at a meeting of which there is a quorum shall be valid as a corporate act, except for the election of officers which shall require the vote of a majority of all the members of the board.

### 5) Access to Information

(a) How many days in advance are board papers<sup>20</sup> for board of directors' meetings provided to the board?

The CG Manual requires Management to provide the Board with complete, adequate and timely information about the matters to be taken during their meeting.

(b) Do board members have independent access to Management and the Corporate Secretary?

Yes. As mandated in the CG Manual the members of the Board shall be given independent access to Management and the Corporate Secretary.

(c) State the policy of the role of the company secretary. Does such role include assisting the Chairman in preparing the board agenda, facilitating training of directors, keeping directors updated regarding any relevant statutory and regulatory changes, etc.?

The Company's By-laws and CG Manual provide for the role of the Company Secretary and enumerates the powers, duties and responsibilities of the Company Secretary. The Company By-Laws provides, among others that the Corporate Secretary shall maintain and be the custodian of the corporate books and records. He shall also be the recorder of the formal actions and transactions of the Company. The CG Manual provides among others that the Corporate Secretary coordinate with the Chairman in preparing the agenda of the meeting. It is also his responsibility to ensure that the Board has the necessary information to enable it to arrive at intelligent decisions on matters requiring approval and in making business judgments in good faith, which necessarily includes updating the Board on

<sup>&</sup>lt;sup>17</sup> Director Villaruz, Jr. replaced Justice Angelina S. Gutierrez (ret.) who resigned effective October 8, 2014 was formerly a member of the Audit Committee. She attended all Audit Committee meetings during her term. Updated per advisement letter filed with SEC on January 6, 2015.

<sup>&</sup>lt;sup>18</sup> Mr. Constantino ceased to be a director on May 28, 2015.

 $<sup>^{\</sup>rm 19}$  Mr. Pineda ceased to be a director on May 28, 2015.

<sup>&</sup>lt;sup>20</sup> Board papers consist of complete and adequate information about the matters to be taken in the board meeting. Information includes the background or explanation on matters brought before the Board, disclosures, budgets, forecasts and internal financial documents.

relevant laws.

(d) Is the company secretary trained in legal, accountancy or company secretarial practices? Please explain should the answer be in the negative.

Yes.

(e) Committee Procedures

Disclose whether there is a procedure that Directors can avail of to enable them to get information necessary to be able to prepare in advance for the meetings of different committees:

Yes V No

Committee	Details of the procedures
Executive	Section 2.2.1.8. of the Company's CG Manual requires Management to provide the Board with complete, adequate and timely information about the matters to be taken during their meetings.
	Upon reasonable request, the directors, individually or as a group, may seek independent professional advice in the discharge of their duties at the expense of the Company, which expense must be reasonable.
	The members of the Board shall be given independent access to Management and the Corporate Secretary.
Audit	Section 2.2.1.8. of the Company's CG Manual requires Management to provide the Board with complete, adequate and timely information about the matters to be taken during their meetings.
	Upon reasonable request, the directors, individually or as a group, may seek independent professional advice in the discharge of their duties at the expense of the Company, which expense must be reasonable.
	The members of the Board shall be given independent access to Management and the Corporate Secretary.
	The Audit Committee Charter also provides that a notice of each meeting confirming the date, time, venue, and agenda shall be given to each member of the Committee at least two (2) working days prior to the date of the meeting. The notice will include the agenda to be discussed during the meeting. Notices, minutes, agenda and supporting papers will be made available to any Director upon request to the Corporate Secretary.
Nomination	Section 2.2.1.8. of the Company's CG Manual requires Management to provide the Board with complete, adequate and timely information about the matters to be taken during their meetings.
	Upon reasonable request, the directors, individually or as a group, may seek independent professional advice in the discharge of their duties at the expense of the Company, which

	expense must be reasonable.	
	The members of the Board shall be given independent access to Management and the Corporate Secretary.	
Remuneration	Section 2.2.1.8. of the Company's CG Manual requires Management to provide the Board with complete, adequate and timely information about the matters to be taken during their meetings.	
	Upon reasonable request, the directors, individually or as a group, may seek independent professional advice in the discharge of their duties at the expense of the Company, which expense must be reasonable.	
	The members of the Board shall be given independent access to Management and the Corporate Secretary.	
Others (specify)	None	

### 6.) External Advice

Indicate whether or not a procedure exists whereby directors can receive external advice and, if so, provide details:

Procedures	Details
As provided in the CG Manual, upon reasonable red seek independent professional advice in the discharwhich expense must be reasonable.	, , , , , , , , , , , , , , , , , , , ,

# 7.) Change/s in existing policies

Indicate, if applicable, any change/s introduced by the Board of Directors (during its most recent term) on existing policies that may have an effect on the business of the company and the reason/s for the change:

Existing Policies	Changes	Reason
Manual on Corporate Governance	The Board amended the provisions affecting the duties of the Compliance Officer, Corporate Secretary and Directors, as well as the requirement relating to directors' attendance in Board meetings. The Board also further amended the CG Manual to incorporate the revisions made by the SEC to the Revised Code of Corporate Governance embodied in SEC Memorandum Circular No. 9, Series of 2014.	To align the provisions of the CG Manual with the SEC Memorandum Circulars Nos. 5 and 20, Series of 2013, and SEC Memorandum Circular No. 1, Series of 2014, and SEC Memorandum Circular No. 9, Series of 2014.

#### D. REMUNERATION MATTERS

## 1) Remuneration Process

Disclose the process used for determining the remuneration of the CEO and the four (4) most highly compensated management officers:

Process	CEO	Top 4 Highest Paid Management Officers
(1) Fixed remuneration	Based on salary review and	Based on salary review and
(2) Variable remuneration	market competitiveness policy and as guided by the Executive	market competitiveness policy and as guided by the Executive
(3) Per diem allowance	Compensation Committee	Compensation Committee
(4) Bonus	Based on the Company's performance, salary review and market competitiveness policy and as guided by the Executive Compensation Committee	Based on the Company's performance, salary review and market competitiveness policy and as guided by the Executive Compensation Committee
(5) Stock Options and other financial instruments	Based on the Company's performance and as may be warranted by circumstances.	Based on the Company's performance and as may be warranted by circumstances.
(6) Others (specify)		

# 2) Remuneration Policy and Structure for Executive and Non-Executive Directors

Disclose the company's policy on remuneration and the structure of its compensation package. Explain how the compensation of Executive and Non-Executive Directors is calculated.

	Remuneration Policy	Structure of Compensation Packages	How Compensation is Calculated
Executive Directors	Except for the President, Directors only receive a per diem of Ten Thousand Pesos (Php10,000.00) per attendance in Board and Board		
Non-Executive Directors	Committee meeting. The President's compensation package is based on salary review and market competitiveness policy and as guided by the Executive Compensation Committee.		

Do stockholders have the opportunity to approve the decision on total remuneration (fees, allowances, benefits-inkind and other emoluments) of board of directors? Provide details for the last three (3) years.

Remuneration Scheme	Date of Stockholders' Approval
Per Diem	There has been no change in the last three years which would require stockholders' approval.

#### 3) Aggregate Remuneration<sup>21</sup>

Complete the following table on the aggregate remuneration accrued during the most recent year<sup>22</sup>:

Except for the President, Directors only receive a per diem of Ten Thousand Pesos (Php10,000.00) per attendance in Board and Board Committee meetings.

Remuneration Item	Executive Directors	Non-Executive Directors (other than independent directors)	Independent Directors <sup>23</sup>
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<sup>&</sup>lt;sup>21</sup> Updated as of December 31, 2014.

<sup>&</sup>lt;sup>22</sup> Refers to 2014.

<sup>&</sup>lt;sup>23</sup> Includes the per diem received of Director Angelina Gutierrez who resigned effective October 8, 2014 and Director Francisco H. Villaruz, Jr. who was appointed on November 6, 2014.

(a)	Fixed Remuneration	None	None	None
(b)	Variable Remuneration	None	None	None
(c)	Per diem Allowance <sup>24</sup>	The President of the Company, who is an Executive Director, does not receive any per diem. He receives remuneration as employee of the Company.	Php520,000.00	Php210,000.00
(d)	Bonuses	None	None	None
(e)	Stock Options and/or other financial instruments	None	None	None
(f)	Others (Specify)	None	None	None
	Total	None	Php520,000.00	Php230,000.00

	Other Benefits	Executive Directors	Non-Executive Director (other than independent directors)	Independent Directors
1)	Advances	The President of the	NONE	NONE
2)	Credit granted	Company, who is an Executive Director,		
3)	Pension Plan/s Contributions	receives remuneration as		
(d)	Pension Plans, Obligations incurred	employee of the Company.		
(e)	Life Insurance Premium			
(f)	Hospitalization Plan			
(g)	Car Plan			
(h)	Others (Specify)			
	Total		NOT APPLICABLE	

# 4) Stock Rights, Options and Warrants

# (a) Board of Directors

Complete the following table, on the members of the company's Board of Directors who own or are entitled to stock rights, options or warrants over the company's shares:

Only members of the Board who are employees of the Company are entitled to participate in the Employee Stock Purchase Plan (the "ESPP"), wherein qualified employees may acquire a minimum of 500 shares to a maximum of 15,000 shares per offering.

<sup>&</sup>lt;sup>24</sup> Updated for the year ended December 31, 2014.

The subscription price of the shares under the ESPP which is equal to the weighted average market closing prices of the last quarter immediately preceding the application/subscription period, less a discount of fifteen percent (15%), shall be paid without interest through salary deduction over a period of five (5) years from Exercise Date. "Exercise Date" is the last working day of the month during which the notice addressed to the ESPP Committee from an employee of his decision to subscribe to shares under the ESPP is received by the Committee.

The shares covered by the ESPP are no longer available for subscription as the offering period provided under the ESPP expired on January 21, 2013. Of the 2014 members of the Board, only Mr. Bernard D. Marquez is an employee of the Company.<sup>25</sup>

Director's Name	ESPP SHARES	Total % from Capital Stock
Bernard D. Marquez	30,000	0.00%

#### (b) Amendments of Incentive Programs

Indicate any amendments and discontinuation of any incentive programs introduced, including the criteria used in the creation of the program. Disclose whether these are subject to approval during the Annual Stockholders' Meeting:

Incentive Program	Amendments	Date of Stockholders' Approval
	NONE	

#### 5) Remuneration of Management

Identify the five (5) members of management who are <u>not</u> at the same time executive directors and indicate the total remuneration received during the financial year:

Name of Officer/Position	Total Remuneration <sup>26</sup>
Chief Finance Officer	
Marketing Manager	
Business Procurement Manager	Php 36,645,509.62
Manufacturing and Engineering Services Manager	
Planning and Management Services Manager	

#### **E. BOARD COMMITTEES**

1) Number of Members, Functions and Responsibilities<sup>27</sup>

Provide details on the number of members of each committee, its functions, key responsibilities and the power/authority delegated to it by the Board:

<sup>&</sup>lt;sup>25</sup> Updated for the year ended December 31, 2014.

<sup>&</sup>lt;sup>26</sup> Updated for the year ended December 31, 2014.

<sup>&</sup>lt;sup>27</sup> Updated as of December 31, 2014.

	N	o. of Mem	nbers				
Committee	Executive Director (ED)	Non- executive Director (NED)	Independent Director (ID)	Committee Charter	Functions	Key Responsibilities	Power
Executive	1	3	0	No Charter	Exercise all the powers of the Board in the management of the business and affairs of the Company when the Board is not in session.	Responsible for the management of the business and affairs of the Company between sessions of the Board of Directors.	To act, by a majority vote of all its members, on such specific matters within the competence of the Board, as may be delegated to it in the Bylaws or on a majority vote of the Board, subject to the limitations provided by Section 35 of the Corporation Code of the Philippines.
Audit	0	2	2	Has adopted a Charter	Assist the Board in the performance of its oversight responsibility for financial reports and financial reporting process, internal control system, audit process and in monitoring and facilitating compliance with both the internal financial management handbook and pertinent accounting standards, legal and regulatory requirements.  Perform oversight financial management functions specifically in the areas of managing credit, market, liquidity,	The Audit Committee, among others, have the following responsibilities: Evaluate and determine any non-audit work performed by External Auditors; Establish and identify the reporting line of the Internal Auditor; Monitor and evaluate the adequacy and effectiveness of the Company's internal control system, including financial reporting control and information technology security; Review all interim and annual financial	To conduct investigations and make recommendations relating to any communication or reports referred to it under the Whistle Blowing Policy Procedures of the Company, or relating to any findings of major investigations on internal control or financial reporting matters as delegated by the Board or on the Committee's own initiative , and management's response thereto.

				Has adopted	operational, legal and other risks of the Company, and crisis management.	statements before submission to the Board; Ensure that the accounting and auditing processes, practices and methods of the Company comply with Philippine and internationally- accepted standards; Develop a transparent financial management system that will ensure the integrity of internal control activities throughout the Corporation through a step- by-step procedures and policies handbook that will be used by the entire organization; and Supervise Management in Management's formulation of rules and procedures on financial reporting and internal controls in accordance with relevant guidelines. To ensure that	It has the nower
Nomination	1	3	1	Has adopted a Charter	ne Nomination and Hearing Committee functions as the body that pre- screens and shortlists	all individuals nominated to become a director of the Company have all the	It has the power to set guidelines on the number of directorships which a member of the Board may hold pursuant to

					aan didatas	aualifiantiana	the nellance
					candidates	qualifications	the policy on
					nominated to	and none of the	multiple board
					become a	disqualification	seats under the
					member of the	s set forth in	Company's CG
					Board of	the Company's	Manual.
					Directors.	By-laws and CG	
						Manual.	
				Has adopted	The Executive	Establish a	Has the power to
				a Charter	Compensation	formal and	Review (if any) of
					Committee	transparent	the existing
					assists and	procedure for	Human Resources
					advises the	developing a	Development or
					Board on	policy on	Personnel
					remuneration	executive	Handbook to
					packages of	remuneration	strengthen
					corporate	and for fixing	provisions on
					officers and	the	conflict of
					directors and	remuneration	interest, salaries
					provide	packages of	and benefits
					•		=
					oversight over remuneration of	corporate officers and	policies, promotion and
					senior		'
						directors;	career
					management	Provide · · ·	advancement
					and other key	oversight over	directives and
					personnel	remuneration	compliance of
					ensuring that	of Senior	personnel
					compensation is	Management	concerned with all
					consistent with	and other key	statutory
					the Company's	personnel	requirements that
					culture, strategy	ensuring that	must be
Remuneration	1	2	1		and control	compensation is	periodically met in
					environment.	consistent with	their respective
						the Company's	posts.
						culture,	
						strategy and	
						control	
						environment;	
						Designate	
						amount of	
						remuneration,	
						which shall be	
						in a sufficient	
						level to attract	
						and retain	
						directors and	
						officers who are	
						needed to run	
						the Company	
						successfully;	
						and in the	
						absence of such	
						Personnel	
						Handbook,	
						-	
						cause the	

			development of	
			such, covering	
			the same	
			parameters of	
			governance set	
			out in the CG	
			Manual.	
Others				
(specify)				

# 2) Committee Members<sup>28</sup>

### (a) Executive Committee

Office	Name	Date of Appointment	No. of Meetings Held In 2015	No. of Meetings Attended in 2015	%	Length of Service in the Committee
Chairman	Eduardo M. Cojuangco, Jr.	October 21, 1998	0	0	0	17 years
Member (NED)	Ramon S. Ang	April 4, 2000	0	0	0	15 years
Member (NED)	Bernard D. Marquez	May 12, 2011	0	0	0	4 years
Member (NED)	Ferdinand K. Constantino <sup>29</sup>	May 10, 2012	0	0	0	3 years
Member (NED)	Francisco S. Alejo <sup>30</sup>	May 28, 2015	N/A	N/A	N/A	N/A

## (b) Audit Committee

Office	Name	Date of Appointment	No. of Meetings Held in 2015	No. of Meetings Attended in 2015	%	Length of Service in the Committee
Chairman	Minita V. Chico-Nazario	March 9, 2012	4	4	100	3 years
Member (NED)	Leo S. Alvez	April 24, 2002	4	4	100	13 years
Member (NED)	Ferdinand K. Constantino <sup>31</sup>	May 10, 2012	4	4	100	3 years
Member (ID)	Francisco H. Villaruz, Jr <sup>32</sup> .	November 6,	4	4	100	1year

<sup>&</sup>lt;sup>28</sup> Refers to information as of December 31, 2015. Updated per advisement letter filed with SEC on January 5, 2016.

<sup>&</sup>lt;sup>29</sup> Mr. Constantino's term of office as Director ceased on May 28, 2015, the date of the Regular Stockholders' Meeting of the Company. As disclosed in SEC Form 17-C filed with the SEC on May 28, 2015, Mr. Constantino is still a part of the committee as a non-director member.

<sup>&</sup>lt;sup>30</sup> Updated per SEC Form 17-C filed with the SEC on May 28, 2015.

<sup>&</sup>lt;sup>31</sup> Mr. Constantino's term of office as Director ceased on May 28, 2015, the date of the Regular Stockholders' Meeting of the Company. As disclosed in SEC Form 17-C filed with the SEC on May 28, 2015, Mr. Constantino is still a part of the committee as a non-director member.

<sup>&</sup>lt;sup>32</sup> Director Villaruz, Jr. replaced Justice Angelina S. Gutierrez (ret.) who resigned effective October 8, 2014 was formerly a member of the Audit Committee. She attended all Audit Committee meetings during her term. Updated per advisement letter filed with SEC on January 6, 2015.

		2014				
Member (NED)	Francisco S. Alejo <sup>33</sup>	May 28, 2015	2	2	100	Less than a year

Disclose the profile or qualifications of the Audit Committee members.<sup>34</sup>

Minita V. Chico-Nazario, Filipino, 75, is an Independent Director of the Company since March 9, 2012, Chairperson of the Company's Audit Committee and Member of the Company's Executive Compensation Committee. She is also an Independent Director of San Miguel Properties, Inc. and Top Frontier Investment Holdings, Inc. She is currently a Director of Banco San Juan (Rural Bank) and Legal Consultant of Union Bank of the Philippines. She is also the incumbent Dean of the College of Law of the University of Perpetual Help in Las Piñas City. She has previously held the following positions: Legal Consultant of Philippine Amusement and Gaming Corporation (January 2010-June 2010) and Metro Manila Development Authority (March 2010-June 2010); and Chairman of the Board of Directors (June 2010-August 2010) and Director (September 2010-September 2011) of PNOC Exploration Corporation. She has served the judiciary in various capacities for forty-seven years, as Presiding Justice of the Sandiganbayan (February 2003-February 2004) and Associate Justice of the Supreme Court (February 10, 2004-December 5, 2009). She obtained her law degree from the University of the Philippines and is a member of the New York State Bar.

Francisco H. Villaruz, Jr., Filipino, 71, is an Independent Director of the Company since November 6, 2014 and a Member of the Audit Committee and Nomination and Hearing Committee. He was recently elected as Independent Director of South Luzon Tollway Corporation (March 16, 2015). He has served the judiciary as Associate Justice in Sandiganbayan (October 8, 2001 – October 9, 2011) and as Presiding Justice (October 10, 2011 – June 8, 2013). He was previously appointed as Director of the Securities and Exchange Commission. He obtained his law degree at the University of the Philippines and was a consistent member and officer of the Order of The Purple Feather (UP Law Honor Society). He has attended various trainings, seminars and conferences in the Philippines and abroad.

Leo S. Alvez, Filipino, 72, has been a Director of the Company since April 24, 2002. He is also the Chairman of the Company's Nomination and Hearing Committee and a Member of the Company's Audit Committee and Executive Compensation Committee. He is also an incumbent Director of San Miguel Corporation. Retired Major General Alvez has held various positions in the government. He earned his Bachelor of Science Degree at the Philippine Military Academy and Masters in Business Administration at the University of the Philippines.

Ferdinand K. Constantino, Filipino, 63, has been a Director of the Company since May 10, 2012 and is the Chairman of the Company's Executive Compensation Committee and a Member of the Company's Executive Committee and Audit Committee. He holds, among others, the following positions: Director, Senior Vice President, Chief Finance Officer and Treasurer of San Miguel Corporation; Vice Chairman of San Miguel Global Power; Director of San Miguel Brewery Inc., San Miguel Yamamura Packaging Corporation, Magnolia, Inc., Petron Malaysia, San Miguel Super Coffeemix Co., Inc. and Citra Metro Manila & Tollways Corporation; and President of Anchor Insurance Brokerage Corporation. He was a Director of Bank of Commerce, Philippine Airlines, Inc. and PAL Holdings, Inc. Mr. Constantino has held directorships in various subsidiaries of San Miguel Corporation during the last five years. He holds a degree in AB Economics from the University of the Philippines and completed academic requirements for an MA Economics degree in the same university. He also took a strategic Finance Course in IMD-Lausanne, Switzerland.

Describe the Audit Committee's responsibility relative to the external auditor.

The Audit Committee assists the Board in its corporate governance and oversight responsibilities in relation to financial reporting, risk management, internal controls and internal and external audits. With respect to the

<sup>34</sup> Updated for the year December 31, 2014 as reflected in SEC Form 17-A filed with the SEC on April 16, 2015.

 $<sup>^{33}</sup>$  Updated per SEC Form 17-C filed with the SEC on May 28, 2015.

external auditor, the Company's Audit Committee Charter enumerates the following duties and responsibilities:

- Shall be primarily responsible for making recommendation to the Board on the appointment, reappointment and removal of the external auditor, to approve the remuneration and terms of engagement of the external auditor, and any questions of resignation or dismissal of such auditor.
- Assess and monitor the (i) external auditor's professional qualifications, competence, independence and
  objectivity and require the external auditor to make the statements necessary under applicable auditing
  standards as regards its relationship and services to the Company, discussing any relationship or services
  which may derogate its independence or objectivity; and (ii) the effectiveness of the audit process in
  accordance with applicable standards.
- Obtain objective assurance from the external auditor that the conduct of the audit and the manner of the
  preparation of the financial statements comply with applicable auditing standards and rules of regulatory
  bodies, including exchanges on which the Company's securities are listed.
- Review and approve the nature and scope of the audit plans of the external auditor, including scope, audit resources and expenses, and reporting obligations before the audit commences.
- Review the reports or communications of the external auditor and ensure that management or the Board will provide a timely response to the issues raised in such reports or communications.
- Ensure the development and implementation of policies on the engagement of an external auditor to supply non-audit work, including the fees payable therefor, and evaluate any non-audit work undertaken by the external auditor to ensure that the same does not conflict with its audit functions.
- Ensure that the external auditor or the signing partner of the auditing firm engaged by the Company is changed every five (5) years or earlier.

### (c) Nomination Committee

Office	Name	Date of Appointment	No. of Meetings Held in 2015	No. of Meetings Attended in 2015	%	Length of Service in the Committee
Chairman	Leo S. Alvez	April 24, 2002	1	1	100	13 years
Member (ED)	Bernard D. Marquez	May 12, 2011	1	1	100	4 years
Member (NED)	Gabriel S. Claudio	November 11, 2010	1	1	100	5 years
Member (ID)	Francisco H. Villaruz, Jr. <sup>35</sup>	November 6, 2014	1	1	100	1 year
Member (NED)	Joseph N. Pineda <sup>36</sup>	May 9, 2013	1	1	100	2 years
Member (NED)	Mario K. Surio <sup>37</sup>	May 28, 2015	N/A	N/A	N/A	Less than 1 year
Non-Voting Member	Casiano B. Cabalan, Jr. <sup>38</sup>	May 10, 2012	N/A	N/A	N/A	3 years

<sup>&</sup>lt;sup>35</sup> Director Villaruz, Jr. replaced Justice Angelina S. Gutierrez (ret.) who resigned effective October 8, 2014 was formerly a member of the Audit Committee. She attended all the Nomination and Hearing Committee meetings during her term. Updated per advisement letter filed with SEC on January 5, 2016.

<sup>&</sup>lt;sup>36</sup> Mr. Pineda ceased to be a Director on May 28, 2015, the date of the Regular Stockholders' Meeting of the Company.

<sup>&</sup>lt;sup>37</sup> Updated per SEC Form 17-C filed with the SEC on May 28, 2015.

<sup>&</sup>lt;sup>38</sup> Updated per SEC Form 17-C filed with the SEC on May 28, 2015.

# (d) Remuneration Committee<sup>39</sup>

Office	Name	Date of Appointment	No. of Meetings Held in 2015	No. of Meetings Attended in 2015	%	Length of Service in the Committee
Chairman	Ramon S. Ang <sup>40</sup>	May 28, 2015	0	0	0	Less than 1 year
	Ferdinand K. Constantino <sup>41</sup>	May 10, 2012	0	0	0	3 years
Member (ED)	Bernard D. Marquez	May 12, 2011	0	0	0	4 years
Member (NED)	Leo S. Alvez	April 24, 2002	0	0	0	13 years
Member (ID)	Minita V. Chico-Nazario	March 9, 2012	0	0	0	3 years

### (e) Others (Specify) NONE

Provide the same information on all other committees constituted by the Board of Directors: N/A

Office	Name	Date of Appointment	No. of Meetings Held	No. of Meetings Attended	%	Length of Service in the Committee
Chairman						
Member (ED)	NOT APPLICABLE					
Member (NED)						
Member (ID)						
Member						

### 3) Changes in Committee Members

Indicate any changes in committee membership that occurred during the year and the reason for the changes:

Name of Committee	Name	Reason
Executive	None	None
Audit	Carmelo L. Santiago	Replaced by Minita V. Chico-Nazario due to resignation of Mr. Santiago
	Carlos Palanca III	Replaced by Angelina S. Gutierrez due to resignation of Mr. Palanca
	Angelina S. Gutierrez	Replaced by Francisco H. Villaruz, Jr. due to resignation of Angelina S. Gutierrez.
Nomination	Carmelo L. Santiago	Replaced by Minita V. Chico-Nazario due to resignation of Mr. Santiago
	Angelina S. Gutierrez	Replaced by Francisco H. Villaruz, Jr. due to the resignation of Angelina S. Gutierrez

<sup>&</sup>lt;sup>39</sup> Referred to as the Executive Compensation Committee of the Company.

 $<sup>^{40}</sup>$  Updated per SEC Form 17-C filed with the SEC on May 28, 2015. Director Ramon S. Ang is the new chairman of the committee.

<sup>&</sup>lt;sup>41</sup> Mr. Constantino ceased to be a Director on May 28, 2015, the date of the Regular Stockholders' Meeting of the Company. As disclosed in SEC Form 17-C filed with the SEC on May 28, 2015. Mr. Constantino is a non-director member and Director Ramon S. Ang is the new chairman of the committee.

Remuneration	Carmelo L. Santiago	Replaced by Minita V. Chico-Nazario due to resignation of Mr. Santiago
	Carlos Palanca III	Replaced by Angelina S. Gutierrez due to resignation of Mr. Palanca
Others (specify)	None	None

# 4) Work Done and Issues Addressed

Describe the work done by each committee and the significant issues addressed during the year<sup>42</sup>.

Name of Committee	Work Done	Issues Addressed
Executive	No Executive Committee meeting was held in 2014.	No material issues, such as issues of compliance matters were required to be addressed by the committee.
Audit	<ul> <li>Recommended to the Board of Directors and endorsed for approval by the stockholders, the appointment of R.G. Manabat &amp; Co., as the Company's independent external auditor for 2014;</li> </ul>	No material issues, such as issues on compliance matters were required to be addressed by the committee.
	<ul> <li>Reviewed and approved the terms of engagement of the external auditor, including the audit, audit- related and any non-audit services provided by the external auditor to the Company and the fees for such services, and ensured that the same did not impair the external auditor's independence and objectivity;</li> </ul>	
	<ul> <li>Reviewed and approved the scope of the audit and audit programs of the external auditor as well as the internal audit group of the Company, and have discussed the results of their respective audit processes and their findings and assessment of the Company's internal controls and financial reporting systems;</li> </ul>	
	<ul> <li>Reviewed, discussed and recommended for approval of the Board of Directors the Company's quarterly and annual consolidated financial statements, and the reports required to be submitted to regulatory agencies in</li> </ul>	

 $<sup>^{\</sup>rm 42}$  Updated for the year ended December 31, 2014.

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connection with such consolidated financial statements, to ensure that the information contained in such statements and reports presents a true and balanced assessment of the Company's position and condition and that such statements and reports comply with the regulatory requirements of the Securities and Exchange Commission (SEC) and the Philippine Stock Exchange, Inc. (PSE);

- Reviewed, discussed and recommended for approval of the Board of Directors the filing of the Company's Corporate Governance Guidelines for Listed Companies Disclosure Template with the PSE, in compliance with the requirement of the said regulatory agency;
- Reviewed, discussed and recommended for approval of the Directors Board of the amendments to the Company's Amended Manual on Corporate Governance in order to align the provisions thereof with the SEC prevailing Memorandum Circulars affecting the duties of the Compliance Officer, Corporate Secretary and Directors, requirement relating to Director's attendance in Board Meetings and to comply with SEC Memorandum Circular No. 9, Series of 2014, pertains which to the Amendments to the Revised Code of Corporate Governance; and
- Reviewed the adequacy, effectiveness and sufficiency of the Company's financial and internal controls, risk management systems, and control and governance processes, and ensured that, where applicable, necessary measures are taken to address any concern or issue arising therefrom.

Nomination

Pre-screened and short listed all

No material issues, such as issues on

	candidates nominated to become a member of the Board of Directors of the Company for 2014, as well as the qualification of Director Franciso H. Villaruz, who replaced Director Angelina S. Gutierrez,, in accordance with the qualifications and disqualifications as provided in the By-laws, CG Manual and relevant laws and government issuances.	compliance matters were required to be addressed by the committee,
Remuneration	No meeting was held in 2014.	No material issues, such as issues on compliance matters were required to be addressed by the committee.
Others (specify)		

### 5) Committee Program

Provide a list of programs that each committee plans to undertake to address relevant issues in the improvement or enforcement of effective governance for the coming year.

Name of Committee	Planned Programs	Issues to be Addressed
Executive	None	None
Audit	Implementation of a Performance	To align with corporate governance
	Assessment Process.	best practice
Nomination	Implementation of a Performance	To align with corporate governance
	Assessment Process.	best practices
Remuneration	Implementation of a Performance	To align with corporate governance
	Assessment Process.	best practices
Others (specify)	None	None

### F. RISK MANAGEMENT SYSTEM

- 1) Disclose the following:
  - (a) Overall risk management philosophy of the company;

The Company is aware that engaging in a business is an undertaking which entails a lot of risks. Thus, it has in place a system of identifying, prioritizing, measuring, monitoring and addressing and minimizing various risks. The various units/departments/offices of the Company are in charge of managing the risks associated or related to their respective functions and are expected to take into account these risks when undertaking their day-to-day activities and in establishing their plans and programs.

(b) A statement that the directors have reviewed the effectiveness of the risk management system and commenting on the adequacy thereof;

The Audit Committee conducts a regular review of the Company's activities related to risk management. This is included in the accomplishment of the Committee in 2014.43

(c) Period covered by the review;

<sup>&</sup>lt;sup>43</sup> Updated for the year ended December 31, 2014.

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(d) How often the risk management system is reviewed and the directors' criteria for assessing its effectiveness; and

The Board has oversight responsibilities for ensuring presence of adequate and effective internal control mechanisms. The Audit Committee is mandated to assist the Board in the performance of this oversight responsibility. Thus, risk management system is monitored regularly.

(e) Where no review was conducted during the year, an explanation why not.

N/A

#### Risk Policy

### (a) Company

Give a general description of the company's risk management policy, setting out and assessing the risk/s covered by the system (ranked according to priority), along with the objective behind the policy for each kind of risk:

Risk Exposure	Risk Management Policy	Objective	
Competitor Risk	Maintain a strong brand and product portfolio; Expand product portfolio if necessary; and monitor consumer trends and competitor activities.	To be the brand of choice of consumers and to cater to shifting consumer preference.	
Regulatory Risk	Appropriately address changes in regulations and actions by national or local regulators.	Cushion the effect/s of the regulatory changes.	
Raw Materials and Supply Risk	Maintain raw materials flexibility; Regular monitoring of its raw materials; Import materials when necessary; and Enter into various commodity derivatives.	To ensure steady supply of materials; Manage the price risk on strategic commodities; and Fix price of commodities at levels acceptable to the Company.	
Foreign Currency Risk	Enter into foreign currency hedges using a combination of non-derivative and derivative instruments such as foreign currency forwards or swaps.	Reduce or eliminate earnings volatility and any adverse impact on equity.	
Credit Risk	To enter into transactions with a diversity of credit worthy parties; and Maintain an internal mechanism to monitor the granting of credit and management of credit exposures.	Mitigate any significant concentration of credit risk.	
Interest Rate Risk	Use an optimal combination of fixed and variable rate debt instruments.	To reduce the impact of short- term fluctuations on the Company's earnings.	
Commodity Price Risk	Enter into various commodity derivatives to manage its price risks on strategic commodities.	Fix the prices of commodities at levels acceptable to the Company. Thus, protecting raw material costs and preserving margins.	

<sup>&</sup>lt;sup>44</sup> Updated for the year ended December 31, 2014.

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Liquidity Risk		To ensure the adequate funding is available at all times; To meet
	position, liquidity gaps or surplus	commitments as they arise
	on a daily basis; Ensure	without incurring unnecessary
	availability of funds through	costs; To be able to access funding
	committed stand-by credit facility	when needed at the least possible
	from several local banks; and Use	cost; and To maintain an
	derivative instruments.	adequate time spread of
		refinancing maturities.

# (b) Group

Give a general description of the Group's risk management policy, setting out and assessing the risk/s covered by the system (ranked according to priority), along with the objective behind the policy for each kind of risk:

Risk Exposure	Risk Management Policy	Objective
Competitor Risk	Maintain a strong brand and product portfolio; Expand product portfolio if necessary; and monitor consumer trends and competitor activities.	To be the brand of choice of consumers and to cater to shifting consumer preference.
Regulatory Risk	Appropriately address changes in regulations and actions by national or local regulators.	Cushion the effect/s of the regulatory changes.
Raw Materials and Supply Risk	Maintain raw materials flexibility; Regular monitoring of its raw materials; Import materials when necessary; and Enter into various commodity derivatives.	To ensure steady supply of materials; Manage the price risk on strategic commodities; and Fix price of commodities at levels acceptable to the Company.
Foreign Currency Risk	Enter into foreign currency hedges using a combination of nonderivative and derivative instruments such as foreign currency forwards or swaps.	Reduce or eliminate earnings volatility and any adverse impact on equity.
Credit Risk	To enter into transactions with a diversity of credit worthy parties; and Maintain an internal mechanism to monitor the granting of credit and management of credit exposures.	Mitigate any significant concentration of credit risk.
Interest Rate Risk	Use an optimal combination of fixed and variable rate debt instruments.	To reduce the impact of short- term fluctuations on the Group's earnings.
Commodity Price Risk	Enter into various commodity derivatives to manage its price risks on strategic commodities.	Fix the prices of commodities at levels acceptable to the Group. Thus, protecting raw material costs and preserving margins.
Liquidity Risk	Constant monitoring and management of its liquidity position, liquidity gaps or surplus on a daily basis; Ensure availability of funds through committed stand-by credit facility	To ensure the adequate funding is available at all times; To meet commitments as they arise without incurring unnecessary costs; To be able to access funding when needed at the least possible

from several local banks; and Use derivative instruments.	cost; adequ		To time	maintain spread	an of
	refinai	ncing i	maturi	ties.	-

### (c) Minority Shareholders

Indicate the principal risk of the exercise of controlling shareholders' voting power.

# **Risk to Minority Shareholders**

As every stockholder entitled to vote shall be entitled to one (1) vote for each share of stock in his name in the books of the Company, there is a possibility that majority shareholders will be able to overturn the votes or decisions of the minority shareholders. The Company, however, have provisions in its CG Manual, which would afford protection to minority shareholders such as the non-removal of director without cause, if it will have the effect of denying minority shareholders' representation in the Board.

#### 3) Control System Set Up

### (a) Company

Briefly describe the control systems set up to assess, manage and control the main issue/s faced by the company:

Risk Exposure	Risk Assessment (Monitoring and Measurement Process)	Risk Management and Control (Structures, Procedures, Actions Taken)
Competitor Risk	Monitoring of competitive activities and tri-media campaign; Periodic evaluation of industry & market reports by third parties.	Market Share Readings; Advertising Efficiency Reports; Sales-To-Trade Volume Reports.
Regulatory Risk	Monitoring of government agencies' regulations and legislations by presence in agency briefings and public hearings.	Advocacy on proposed regulation and legislations such as, excise tax, product standards, patents and certifications.
Foreign Currency Risk	Coordinates with SMC Group for placements, if necessary.	Close coordination with the parent company's treasury group.
Credit Risk	Monitoring of Accounts Receivable balances.	Aging Analysis of Accounts Receivable; Periodic Trade Inventory Counts to establish collection gaps, if any.
Interest Rate Risk	Monitoring of Funds Requirements, Credit Facilities and Interest Rates.	Treasury Bill Rates, LIBOR and SIBOR
Commodity Price Risk	Monitoring of Major Raw Material and Packaging Prices and Supplies.	Forward Contracts on Molasses and other alternative feed stocks for brewing and distillation.  Negotiated Cost for Bottles and Packaging Materials.
Liquidity Risk	Monitoring of Short-Term Debt vs. Funds Requirement.	Maintaining a balance between Debt and Trade Financing Analysis of Liquidity Measures, i.e., Current Ratio, Debt-to-Equity Ratio and Earnings Before Interest, Depreciation & Amortization (EBITDA).

(b) Group

Briefly describe the control systems set up to assess, manage and control the main issue/s faced by the company:

Risk Exposure	Risk Assessment (Monitoring and Measurement Process)	Risk Management and Control (Structures, Procedures, Actions Taken)
Competitor Risk	Monitoring of competitive activities and tri media campaign; Periodic evaluation of industry & market reports by third parties.	Market Share Readings Advertising Efficiency Reports Sales-To-Trade Volume Reports
Regulatory Risk	Monitoring of government agencies' regulations and legislations by presence in agency briefings and public hearings.	Advocacy on proposed regulation and legislations such as, excise tax, product standards, patents and certifications.
Foreign Currency Risk	Coordinates with SMC Group for placements, if necessary.	Close coordination with the parent company's treasury group.
Credit Risk	Monitoring of Accounts Receivable balances.	Aging Analysis of Accounts Receivable; Periodic Trade Inventory Counts to establish collection gaps, if any.
Interest Rate Risk	Monitoring of Funds Requirements, Credit Facilities and Interest Rates.	Treasury Bill Rates, LIBOR and SIBOR
Commodity Price Risk	Monitoring of Major Raw Material and Packaging Prices and Supplies.	Forward Contracts on Molasses and other alternative feed stocks for brewing and distillation.  Negotiated Cost for Bottles and Packaging Materials.
Liquidity Risk	Monitoring of Short-Term Debt vs. Funds Requirement.	Maintaining a balance between Debt and Trade Financing Analysis of Liquidity Measures, i.e., Current Ratio, Debt-to-Equity Ratio and Earnings Before Interest, Depreciation & Amortization (EBITDA).

# (c) Committee

Identify the committee or any other body of corporate governance in charge of laying down and supervising these control mechanisms, and give details of its functions:

Committee/Unit	Control Mechanism	Details of its Functions		
Business Procurement Group	Raw Material and Packaging	Monitors Prices and Supply of		
(Raw Materials and Supply and	Supply and Prices	Molasses, Alcohol and		
Commodity Price Risks)		Packaging Materials		
		Price Negotiations of Raw and		
		Packaging Materials.		
Sales and Marketing Groups	Industry/Consumer Trends	Monitors consumer trends and		
(Competitor Risk)	Market Share	competitive activities		
		Address immediate issues with		
		tactical programs		
		Develop products for changing		
		customer consumption		
		patterns.		
Finance Group/Internal Audit	Working Capital Management	Monitors Customer Credit		

(Regulatory, Credit, Interest	Standing
Rate, Liquidity and Foreign	Collection Gap Analysis
Currency Risks)	Trade Inventory Count
	Conducts Periodic Inventory
	Count of Full Goods and
	Materials & Supplies.

#### G. INTERNAL AUDIT AND CONTROL

The Company is part of the business conglomerate of SMC and as such, except for those peculiar to the Company, the various policies of SMC, including those relating to internal audit and controls cover/apply to all the companies belonging to the SMC Group including the Company.

Internal Control System

Disclose the following information pertaining to the internal control system of the company:

(a) Explain how the internal control system is defined for the company;

Internal control, as defined by the Company in its "Corporate Policy on Internal Control" comprises any action taken by management, the Board and other parties to enhance risk management, and increase likelihood that established objectives and goals will be achieved. The primary objectives of internal control are to ensure:

- Reliability and integrity of financial and operational information;
- Effectiveness and efficiency of operation;
- Safeguarding of assets;
- Compliance with policies, plans, procedures, laws, regulations and contracts; and
- Accomplishment of established objectives and goals for operations or programs.
- (b) A statement that the directors have reviewed the effectiveness of the internal control system and whether they consider them effective and adequate;

The Audit Committee conducts a regular review of the Company's internal control system. This is included in the accomplishment of the Committee in 2014.<sup>45</sup>

(c) Period covered by the review;

2014.46

(d) How often internal controls are reviewed and the directors' criteria for assessing the effectiveness of the internal control system; and

The Board has oversight responsibilities for ensuring presence of adequate and effective internal control mechanisms. The Audit Committee is mandated to assist the Board in the performance of this oversight responsibility. Thus, internal controls are monitored regularly.

(e) Where no review was conducted during the year, an explanation why not.

 $N/A^{47}$ 

<sup>&</sup>lt;sup>45</sup> Updated for the year ended December 31, 2014.

<sup>&</sup>lt;sup>46</sup> Updated for the year ended December 31, 2014.

<sup>&</sup>lt;sup>47</sup> Updated for the year ended December 31, 2013.

## 2) Internal Audit

(a) Role, Scope and Internal Audit Function<sup>48</sup>
Give a general description of the role, scope of internal audit work and other details of the internal audit function.

Role	Scope	Indicate whether In-house or Outsource Internal Audit Function	Name of Chief Internal Auditor/Auditing Firm	Reporting process
Ginebra San Miguel Group Audit (GSMGA) provides independent, objective assurance and consulting services designed to add value and improve the operations of GSMI and its Subsidiaries, and help the Ginebra San Miguel Group accomplish its objectives by bringing a systematic, disciplined approach to evaluate and improve the effectiveness of risk management, control, and governance processes.	The scope of work of GSMGA is to assist the Board and Management in determining whether the risk management, control, and governance processes within the GSMI Group, as designed and represented by Management, are adequate and effective in a manner to ensure that:  Significant exposures to risks are appropriately identified and adequately managed.  Significant financial, managerial, and operating information is accurate, reliable, and timely.  Employees' and Company's actions are in compliance	In-house with Outsourcing	Group Audit Manager: Isadora A. Papica  Auditing Firms:  MV Reyes & Associates  Reyes Tacandong & Co.	Functionally to the GSMI Audit Committee; administratively to the GSMI President

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 $<sup>^{\</sup>rm 48}$  Updated for the year ended December 31, 2014.

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	with policies,		
	standards,		
	procedures,		
	and		
	applicable		
	laws and		
	regulations.		
	regulations.		
•	Resources are		
	acquired		
	economically,		
	used		
	efficiently,		
	and		
	adequately		
	protected.		
	Objectives		
	and goals for		
	operations or		
	programs are		
	achieved.		
	ucilieveu.		
	F.66 4 ii		
•	Effectiveness,		
	efficiency and		
	continuous		
	improvement		
	are promoted		
	in the		
	Company's		
	operating		
	systems and		
	processes.		
	r. 500000.		

(b) Do the appointment and/or removal of the Internal Auditor or the accounting /auditing firm or corporation to which the internal audit function is outsourced require the approval of the audit committee?

Yes. The Audit Committee Charter provides, among others, that the Audit Committee confirms the appointment or replacement by management of the head of the internal auditor. The said Committee also reviews and confirms the annual audit and strategic plans prepared by the internal auditor in consultation with Management. Such plans include, among others, the outsourcing of some audit functions to an auditing firm.

(c) Discuss the internal auditor's reporting relationship with the audit committee. Does the internal auditor have direct and unfettered access to the board of directors and the audit committee and to all records, properties and personnel?

The Internal Auditor reports functionally to the Audit Committee. The office of the Internal Auditor has direct and unfettered access to the Board and the audit committee, as well as to Company records, properties and personnel in the conduct of internal audit function.

(d) Resignation, Re-assignment and Reasons

Disclose any resignation/s or re-assignment of the internal audit staff (including those employed by the third-party auditing firm) and the reason/s for them.

Name of Audit Staff	Reason
NOT APPLICABLE	NOT APPLICABLE

#### (e) Progress against Plans, Issues, Findings and Examination Trends

State the internal audit's progress against plans, significant issues, significant findings and examination trends.

The relationship among progress, plans, issues and findings should be viewed as an internal control review cycle which involves the following step-by-step activities:

- 1) Preparation of an audit plan inclusive of a timeline and milestones;
- 2) Conduct of examination based on the plan;
- 3) Evaluation of the progress in the implementation of the plan;
- 4) Documentation of issues and findings as a result of the examination;
- 5) Determination of the pervasive issues and findings ("examination trends") based on single year result and/or year-to-year results;
- 6) Conduct of the foregoing procedures on a regular basis.

Progress Against Plans	Completed the 2014 Annual Audit Plan <sup>49</sup>
Issues <sup>50</sup>	There are no compliance matters that arise from adopting different interpretations
Findings <sup>51</sup>	As reported to the Audit Committee during its quarterly meetings
Generally adequate and effective internal of	

#### (f) Audit Control Policies and Procedures

Disclose all internal audit controls, policies and procedures that have been established by the company and the result of an assessment as to whether the established controls, policies and procedures have been implemented under the column "Implementation."

Policies & Procedures	Implementation
San Miguel Group Policies and Guidelines on	Generally in order
Revenue Cycle	
San Miguel Group Policies and Guidelines on	Generally in order
Procurement Cycle	
San Miguel Group Policies and Guidelines on	Generally in order
Supply Chain – Logistics Cycle	
San Miguel Group Policies and Guidelines on	Generally in order
Finance – Treasury Cycle	

#### (g) Mechanism and Safeguards

State the mechanism established by the company to safeguard the independence of the auditors, financial analysts, investment banks and rating agencies (example, restrictions on trading in the company's shares and imposition of internal approval procedures for these transactions, limitation on the non-audit services that an external auditor may provide to the company):

<sup>&</sup>lt;sup>49</sup> Updated for the year ended December 31, 2014.

<sup>&</sup>lt;sup>50</sup> "Issues" are compliance matters that arise from adopting different interpretations.

<sup>&</sup>lt;sup>51</sup> "Findings" are those with concrete basis under the Company's policies and rules.

- 10:			
Auditors (Internal and External)	Financial Analysts	Investment Banks	Rating Agencies
The Board through the Audit Committee performs its oversight responsibility of the Company's corporate governance processes relating to the independence and performance of its internal and external auditors. The Audit Committee Charter lays down the specific duties and responsibilities of the Audit Committee with respect to the Internal and External Auditors and such duties and responsibilities include, among others, the obligation of maintaining the independence and objectivity of the said	As they are considered "third parties" or public, the PSE-disclosure rules to protect public interest shall apply.	As they are considered "third parties" or public, the PSE-disclosure rules to protect public interest shall apply.	As they are considered "third parties" or public, the PSE-disclosure rules to protect public interest shall apply.
auditors.  Internal Auditors are covered by the Securities Dealing Policy of the Company.  Moreover, its Charter espouses the principle of independence and objectivity. The said charter espouses the following:			
"Internal Auditing" is an independent, objective assurance and consulting activity designed to add value and improve an organization's operations; and  "Internal Audit Group" is a staff organization and functions in an advisory capacity; it			

authority over the operating activities or functions it reviews.		
As to its External Auditor, the Company is guided by the current ethical standards in the engagement of the services of such editors and does not engage the same to render non-audit services if such services may create threats to the auditor's		
independence.		

(h) State the officers (preferably the Chairman and the CEO) who will have to attest to the company's full compliance with the SEC Code of Corporate Governance. Such confirmation must state that all directors, officers and employees of the company have been given proper instruction on their respective duties as mandated by the Code and that internal mechanisms are in place to ensure that compliance.

The Compliance Officer issues a certification every January 30<sup>th</sup> on the extent of the Company's compliance with the CG Manual for the completed year. When the said certification is filed with SEC, the Company's President countersigns the same. This practice has been discontinued pursuant to SEC Memorandum Circular No. 5, Series of 2013. This Annual Corporate Governance Report shall take the place of the said certification.<sup>52</sup>

#### H. ROLE OF STAKEHOLDERS

1) Disclose the company's policy and activities relative to the following:

	Policy	Activities	
Customers' welfare	The Company's policies on this matter are guided by the Company's corporate value of "Consumerfocused". The said value is summed up in this statement: "We delight our consumers by providing them with superior products and services that anticipate their needs and exceed their expectations. We engage them by creating unique and memorable experiences that entice them to come back for more. Our consumers are at the heart of what	Conduct of various activities (sampling, promotional events) to keep the customers interested in the Company's products as well as update them on new products.	

<sup>&</sup>lt;sup>52</sup> Updated as of December 31, 2014.

	,	
	we do."  The Company also has a system of addressing customer complaints.	Monitor and promptly address consumer complaints.
	The Company's CG Manual provides the framework of rules, systems and processes in the corporation that governs the performance of the Board of Directors and Management of their respective duties and responsibilities to the Corporation's stockholders and other stakeholders which include, among others, customers, employees, suppliers, financiers, government and the community in which it operates.	
	The Company has in place a Supplier Accreditation System which lays down the process of assessing a supplier's capability in meeting the Company's requirements for goods and services with the objective, among others, of maintaining a pool of world-class suppliers.	Assessment and evaluation of all prospective suppliers to determine qualification for accreditation.  Conduct of supplier accreditation
Supplier/contractor selection practice	The Company's CG Manual provides the framework of rules, systems and processes in the corporation that governs the performance of the Board of Directors and Management of their respective duties and responsibilities to the Corporation's stockholders and other stakeholders which include, among others, customers, employees, suppliers, financiers, government and the community in which it operates.	visits.  Periodic review of accreditation.  Determination of Suppliers' Offense and corresponding consequence/actions.  Updating Supplier Information Record.
Environmentally friendly value- chain	It is the Company's policy to do its share in taking care of the environment. Thus, it is committed to comply with environmental laws, as well as rules and regulations issued by the Department of Environment and Natural Resources and its attached agencies.	The Company complies with the relevant environmental laws, rules and regulations and secures necessary environmental-related permits, licenses and authority.
Community interaction	Guided by the Company's corporate value of "Social Responsibility" summed up in this statement: "We are guided by our corporate values in the way we work and interact with all our stakeholders. As we deliver	Establish and maintain good relationship with the Community where the Company operates.  Implement community development programs or

reasonable returns to our shareholders, we recognize that we are part of a bigger community. Thus, we commit to uplift the quality of life through education, environment – protection and community development programs. We create positive impact wherever we operate."

activities intended to achieve the thrusts established by the Company.

In recognition of the abovementioned value, the Company has annual Corporate Social Responsibility **Programs** immediate and/or communities-atstake areas of operation implemented by relevant the plants/office of the Company. The major thrusts of the CSR are education; environment, health and Entrepreneurship Employee Volunteerism.

The Company's CG Manual provides the framework of rules, systems and processes in the corporation that governs the performance of the Board of Directors and Management of their respective duties and responsibilities to the Corporation's stockholders and other stakeholders which include, among others, customers, employees, suppliers, financiers, government and the community in which it operates.

Regular monitoring of compliance

Anti-corruption programmes and procedures?

The Company has a policy on Solicitation and Acceptance of Gifts which espouses the Company's commitment to succeed in a manner that upholds the highest standards of honesty, integrity and fairness. Consistent with this commitment, the Company expects each employee to observe reasonable standards of conduct. It requires employees to conduct business affairs with fairness, avoid granting undue personal favors, exercise discretion in accepting favors or gifts from persons seeking or doing business within the Company and refuse gifts that might connote bribery in any way.

	The Company's CG Manual provides the framework of rules, systems and processes in the corporation that governs the performance of the Board of Directors and Management of their respective duties and responsibilities to the Corporation's stockholders and other stakeholders which include, among others, customers, employees, suppliers, financiers, government and the community in which it operates.	
Safeguarding creditors' rights	The Company has a Debt Financing Policy intended to guide the Company in negotiating and securing loans.  The Company's CG Manual provides the framework of rules, systems and processes in the corporation that governs the performance of the Board of Directors and Management of their respective duties and responsibilities to the Corporation's stockholders and other stakeholders which include, among others, customers, employees, suppliers, financiers, government and the community in which it operates.	Regular monitoring of compliance

- 2) Does the company have a separate corporate responsibility (CR) report/section or sustainability report/section?
  Yes.
- 3) Performance-enhancing mechanisms for employee participation.
  - (a) What are the company's policy for its employees' safety, health, and welfare?

Concern for its employees' safety, health and welfare has always been the Company's top priority. The Company, among others, has adopted the Department of Labor and Employment's Self-Assessment for Occupational Safety and Health and adopted a Crises Management Manual.

To ensure the employees' safety, health and welfare, Annual Physical Examinations of employees are conducted, as well as other related activities are conducted throughout the year.

It is also the Company's policy to promote career advancement and development through the numerous training programs and seminars implemented by and/or facilitated by the Company's Human Resources Department.

The Company has adopted a Policy on Anti-Sexual Harassment, declaring all forms of sexual harassment in the workplace as unlawful. In the said policy, the Company declares its commitment in upholding the rights and dignity of all its employees through the creation of a work environment characterized by professionalism, fairness, openness, trust and respect.

The Company has also adopted a Policy and Guidelines on Drug Abuse. The said policy is intended to promote a workplace that is free from drug abuse as it is detrimental to the safety, health and work performance of its employees. Consistent with this policy, the Company shall provide opportunities to rehabilitate employees who are engaged in drug abuse and discipline employees who persistently refuse to give up drug abuse.

(b) Show data relating to health, safety and welfare of its employees.<sup>53</sup>

In 2014, the Company through its Human Resources Department, among others, implemented the following programs/activities:

Health and Wellness forums and activities

- Health and Wellness Day: Whole day medical activity which entitles employees to avail of discounted rates for immunization
- Zumba classes
- Talk on Nutrition and Diet

Various Sports Tournaments

- Basketball
- Badminton
- Volleyball

Activities in relation to the celebration of Mothers' Day and Fathers' Day Monthly First Friday Mass

Plant Anniversary Celebrations

(c) State the company's training and development programmes for its employees. Show the data.<sup>54</sup>

In 2014, the Company provided opportunities to its employees to attend numerous training programs covering various topics, conducted here and abroad. Training programs were also conducted in house. In summary, the number of employees who participated in the training programs is shown hereunder:

Local-External149Foreign-External1In-House Programs573Total723

(d) State the company's reward/compensation policy that accounts for the performance of the company beyond short-term financial measures

The Company has a variable pay program which provides financial incentives contingent in the achievement of the Company's annual goals and objectives.

4) What are the company's procedures for handling complaints by employees concerning illegal (including corruption) and unethical behaviour? Explain how employees are protected from retaliation.

The Company has a Whistleblowing Policy (the "Policy"). It provides that all complaints on accounting, internal accounting controls, auditing or financial reporting matters may be communicated to the General Counsel and Compliance Officer (the "Compliance Officer"), if such concerns involves the Compliance Officer, then the same may be communicated to the President. The said complaints are ultimately referred to the Audit Committee, which complaints may be on anonymous basis and which shall be placed in confidential files and will be retained for seven (7) years or for such longer time as the Audit Committee may deem necessary. If it is unclear whether a communication involves accounting, auditing, internal accounting controls or financial reporting matters, the Compliance Officer shall likewise direct such communication to the Audit Committee, with a note to that effect.

<sup>&</sup>lt;sup>53</sup> Updated for the year ended December 31, 2014.

<sup>&</sup>lt;sup>54</sup> Updated for the year ended December 31, 2014.

All communications received through the established channels will be kept confidential. The original copies or records of all communications will be available to any Audit Committee member upon request.

The Audit Committee will determine whether any action or response is necessary or appropriate in respect of a communication, and it will take or direct such action as it deems appropriate. Such action may include engaging external advisers, for which funding will be available. The determinations made by the Audit Committee in respect of each communication and any further action taken will be recorded in the log maintained for such purpose by the Compliance Officer or a person designated by the Audit Committee if the Compliance Officer is the subject of a communication. These determinations may be recorded based on the standard categories established by the Audit Committee, which may include: the communication is not a "complaint" or "concern", as contemplated by the applicable requirements; the communication is misdirected (such as a communication involving an employment dispute); no further action shall be required because the communication can be analyzed on its face; and further action required (with a record of the action taken and its outcome). The Compliance Officer or any other person designated by the Audit Committee will report on the status of any further action directed by the Audit Committee on a monthly basis or at such frequency as the Audit Committee may otherwise require.

Misdirected communications as determined by the Audit Committee or concerns not relating to accounting, internal accounting control, auditing or financial reporting matters shall be addressed to and be acted upon by the appropriate responsible supervisor or officer of the business units affected in accordance with the SMC Group's conventional reporting channels. In this connection, employees with such concerns should raise them with their respective supervisors and the supervisors have the responsibility to ensure that such concerns are properly acted upon.

Employees are protected from retaliation as it is categorically provided in the Policy that the SMC Group, which includes herein Company, shall not tolerate retaliation in any form against a director, officer, employee or other interested party who, in good faith, raises a concern or reports a possible violation under the policy.

#### I. DISCLOSURE AND TRANSPARENCY

## 1) Ownership Structure<sup>55</sup>

#### (a) Holding 5% shareholding or more

Shareholder	No. of Shares Held	Percent	Beneficial Owner
San Miguel Corporation	216,972,000 (Common)	77.36%	NOT APPLICABLE
(parent company)	32,786,885 (Preferred)		NOT APPLICABLE
PCD Nominee Corporation (Filipino)	51,357,304	16.09%	NOT APPLICABLE

There are no officers or senior management officials of the Company who holds 5% shareholding or more in the Company.

Name of Senior Management	Number of Direct shares	Number of Indirect shares / Through (name of record owner)	% of Capital Stock
NOT APPLICABLE	NOT APPLICABLE	NOT APPLICABLE	NOT APPLICABLE
TOTAL			

<sup>&</sup>lt;sup>55</sup> Updated for the year December 31, 2014 as reflected in SEC Form 17-A filed with the SEC on April 16, 2015.

#### 2) Does the Annual Report disclose the following:

Key risks	YES
Corporate objectives	YES
Financial performance indicators	YES
Non-financial performance indicators	YES
Dividend policy	YES
Details of whistle-blowing policy	YES
Biographical details (at least age, qualifications, date of first appointment, relevant experience, and any other directorships of listed companies) of directors/commissioners	
Training and/or continuing education programme attended by each director/commissioner	
Number of board of directors/commissioners meetings held during the year	
Attendance details of each director/commissioner in respect of meetings held	
Details of remuneration of the CEO and each member of the board of directors/commissioners	

Should the Annual Report not disclose any of the above, please indicate the reason for the non-disclosure.

#### 3) External Auditor's fee<sup>56</sup>

Name of auditor	Audit Fee	Non-audit Fee
Manabat Sanagustin& Co., CPAs	7 million	
(now R.G. Manabat & Co.)		

#### 4) Medium of Communication

List down the mode/s of communication that the company is using for disseminating information.

The Company keeps the stakeholders updated on material information through the filing of structured (such as but not limited to the following: SEC Form 17-A; SEC Form 17-Q; General Information Sheet; IS-20; Consolidated Financial Statements; Public Ownership Report; and Foreign Ownership Report) and unstructured reports (relative to the information relayed through the filing of SEC- Form 17-C on current reports) filed with the Securities and Exchange Commission and/or Philippine Stock Exchange, Inc.

The Company also conducts quarterly Investor's Briefing. Other information are disclosed to the Company though press releases and information uploaded in the Company website.

## 5) Date of release of audited financial report<sup>57</sup>:

The Separate Financial Statements of the Company was filed with the Bureau of Internal Revenue of April 15, 2015.

The Audited Consolidated Financial Statements of the Company for the fiscal year 2014 was filed with the SEC on April 16, 2015.

#### 6) Company Website

Does the company have a website disclosing up-to-date information about the following?

<sup>&</sup>lt;sup>56</sup> Updated for the year December 31, 2014 as reflected in SEC Form 17-A filed with the SEC on April 16, 2015.

<sup>&</sup>lt;sup>57</sup> Updated to reflect information as of April 16, 2015.

Business operations	YES
Financial statements/reports (current and prior years)	YES
Materials provided in briefings to analysts and media	YES
Shareholding structure	YES
Group corporate structure	YES
Downloadable annual report	YES
Notice of AGM and/or EGM	YES
Company's constitution (company's by-laws, memorandum and articles of association)	YES

Should any of the foregoing information be not disclosed, please indicate the reason thereto.

## 7) Disclosure of RPT<sup>58</sup>

RPT	Relationship	Nature	Value (in Millions)
The Company and its subsidiaries (GSMI	Seller-Buyer	Revenue from Related Parties ("RP")	Php 10,913
Group) in the normal	Buyer-Seller	Purchases from RP	Php263,184
course of business, has	Creditor-Debtor	Amounts owed by RP	Php23,399
significant transactions with related parties pertaining to purchases of containers, bottles and other packaging materials and sale of liquor and by-products. The sales to and purchases from related parties are made at market prices.	Debtor-Creditor	Amounts owed to RP	Php95,998

When RPTs are involved, what processes are in place to address them in the manner that will safeguard the interest of the company and in particular of its minority shareholders and other stakeholders?

Transactions with related parties are made at normal market prices and terms. 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 Company observes an arm's length policy in its dealings with related parties.

### J. RIGHTS OF STOCKHOLDERS

1) Right to participate effectively in and vote in Annual/Special Stockholders' Meetings

#### (a) Quorum

Give details on the quorum required to convene the Annual/Special Stockholders' Meeting as set forth in its Bylaws.

 $<sup>^{58}</sup>$  Updated for the year December 31, 2014 as reflected in SEC Form 17-A filed with the SEC on April 16, 2015 .

Quarum Paguirad	A quorum shall consist of stockholders representing a majority	
Quorum Required	of the subscribed and outstanding capital stock.	

#### (b) System Used to Approve Corporate Acts

Explain the system used to approve corporate acts.

System Used <sup>59</sup>	The approval of corporate acts will require an affirmative vote of the majority of the shares of stock present or represented by proxy at the meeting.
Description	The counting of Ayes and Nayes or a show of hands is the method by which the votes are counted. The Corporate Secretary, with the assistance of the Company's stock transfer agent, is authorized to count any votes cast during the meeting.

## (c) Stockholders' Rights

List any Stockholders' Rights concerning Annual/Special Stockholders' Meeting that differ from those laid down in the Corporation Code.

Stockholders' Rights under The Corporation Code	Stockholders' Rights <u>not</u> in The Corporation Code
Voting Rights Proprietary Rights: Right to Dividends and to Liquidation Assets Remedial Rights Appraisal Rights Right to Inspect Books	Right not to be denied representation in the Board as shown in the CG Manual provision which states that a director shall not be removed without cause if it will deny minority shareholders representation in the Board;  The right specifically given to minority shareholders to propose the holding of the meeting and to propose items in the agenda of the meeting; and  Right that any doubt about the validity of the proxy shall be resolved in the shareholder's favor.

## Dividends

Declaration Date	Record Date	Payment Date
	No dividend declaration in 2014 <sup>60</sup>	

## (d) Stockholders' Participation

State, if any, the measures adopted to promote stockholder participation in the Annual/Special Stockholders'
Meeting, including the procedure on how stockholders and other parties interested may communicate directly
with the Chairman of the Board, individual directors or board committees. Include in the discussion the steps
the Board has taken to solicit and understand the views of the stockholders as well as procedures for putting
forward proposals at stockholders' meetings.

2. Measures Adopted	3. Communication Procedure
4. Proxy form	5. Attached to the Information Statement
	sent to the stockholders.

<sup>&</sup>lt;sup>59</sup> Updated to reflect information as of a May 28, 2014, the date of the 2015 Regular Stockholders' Meeting of the Company.

 $<sup>^{60}</sup>$  Updated for the year December 31, 2014 as reflected in SEC Form 17-A filed with the SEC on April 16, 2015.

6. Question and Answer/Open Forum	7. Stockholders are given the chance to ask
	questions, as well as make a statement
	or suggestion during the Annual
	Stockholders' Meeting.

- 8. State the company policy of asking shareholders to actively participate in corporate decisions regarding:
  - a. Amendments to the company's constitution
  - b. Authorization of additional shares
  - c. Transfer of all or substantially all assets, which in effect results in the sale of the company

Shareholders are encouraged to actively participate in the annual meeting to discuss and approve the foregoing matters. Stockholders are encouraged to personally attend the annual meeting but if they cannot they are encouraged to appoint a proxy to represent them in the meeting. A sample of the proxy form, which need not be notarized is attached to the Information Statement distributed to stockholders for their easy reference.

The Company's CG Manual also emphasizes the duty of the directors in the promotion of shareholders' rights, as shown in the following duties of the directors:

- duty to remove impediments to the exercise of shareholders' rights and allow possibilities to seek redress for violation of their rights;
- duty to encourage the exercise of shareholders' voting rights and the solution of collective action problems through appropriate mechanisms;
- duty to be instrumental in removing excessive costs and other administrative or practical impediments to shareholders participating in meetings and/or voting in person; and
- duty to pave the way for the electronic filing and distribution of shareholder information necessary to make informed decisions subject to legal constraints.
- 9. Does the company observe a minimum of 21 business days for giving out of notices to the AGM where items to be resolved by shareholders are taken up?

No. Pursuant to its By-laws, the Company sends notices of regular meetings of stockholders at least two (2) weeks prior to the date of the meeting to each stockholder of record at his last known post office address. Thus, effectively, the Company sends out the said notices at least fifteen (15) business days prior to the date of the annual stockholders' meeting.

- a. Date of sending out notices: May 6, 2015<sup>61</sup>
- b. Date of the Annual/Special Stockholders' Meeting: May 28, 2015<sup>62</sup>
- 10. State, if any, questions and answers during the Annual/Special Stockholders' Meeting. 63

Questions	Answers
	(Given by the President, Mr. Bernard D. Marquez)
How was the Company able to turnaround from	The focus last year was primarily on the core business of
huge losses?	the Company, which is gin, and the core brand, Ginebra
	San Miguel. As a result of this focus, the volume of
	Ginebra San Miguel grew by 9%. The Company was also

<sup>&</sup>lt;sup>61</sup> Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

<sup>&</sup>lt;sup>62</sup> Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

<sup>&</sup>lt;sup>63</sup> Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

	able to achieve efficiencies in its manufacturing operations and distillery operations, which resulted to
	better margins. These two combined factors resulted to a
	profitable operating income for last year.
How did the first quarter of the year perform?	The momentum that the Company achieved last year
What will be the outlook for the rest of the	continues to the first quarter of this year. Revenues grew
year?	2% against last year and that operating income of Php94
	Million is more than double that of the same period of last
	year. April-May performance continues to be sustained in
	terms of growth and that Management expects this to be
	better as the months come by.

# 11. Result of Annual/Special Stockholders' Meeting's Resolutions $^{64}$

12. Resoluti	on	13. Approving	14. Dissenting	15. Abstaining
16. Approval of Minutes of t Regular Stoo Meeting	he 2013	17. 84.21%	18. None	19. None
20. Presentation Annual repo		21. 84.21%	22. None	23. None
24. Approval of Amendment III of the Am Articles of Incorporation the Principa the Corpora Metro Mani Philippines to 6th Floors, Sa Properties C Francis Street Center, Mar City, Philippines	to Article ended on of the to change I Office of tion from Ia, to 3 <sup>rd</sup> and an Miguel tentre, St. et, Ortigas adaluyong ines	25. 84.21%	26. None	27. None
Section 1 of Amended By the Corpora change the regular mee stockholders second Thur May to last	t to Article I, the y-Laws of tion to date of the tings of the s from esday of Thursday of	29. 84.21%	30. None	31. None
32. Ratification proceedings Board of Dir Corporate O	of the ectors and	33. 84.21%	34. None	35. None
36. Appointmer External Aud Manabat &	ditors – R.G.	37. 84.21%	38. None	39. None
40. Election of E	Directors	41. 84.21%	42. None	43. None

<sup>&</sup>lt;sup>64</sup> Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

44. Date of publishing of the result of the votes taken during the most recent AGM for all resolutions: 65

On the date of the 2015 Regular Stockholders' Meeting, the results of the votes were immediately disclosed to the stockholders physically present in the meeting since every item in the agenda was taken up and voted upon and the attendance and quorum were announced at the beginning of the meeting.

## (e) Modifications

State, if any, the modifications made in the Annual/Special Stockholders' Meeting regulations during the most recent year and the reason for such modification:

Modifications	Reason for Modification
NONE	NOT APPLICABLE

## (f) Stockholders' Attendance<sup>66</sup>

(i) Details of Attendance in the Annual/Special Stockholders' Meeting Held

Type of Meeting	Names of Board members / Officers present	Date of Meeting	Voting Procedure (by poll, show of hands, etc.)	% of SH Attending in Person	% of SH in Proxy	Total % of SH attendance
Annual	Directors Present:  Eduardo M. Cojuangco, Jr. Ramon S. Ang Ferdinand K. Constantino Bernard D. Marquez Leo S. Alvez Gabriel S. Claudio Joseph N. Pineda Francisco H. Villaruz, Jr.  Officers Present:  Virgilio S. Jacinto (Corporate Secretary) Conchita P. Jamora (Asst. Corp. Secretary) Cynthia M.	May 28, 2015	By show of hands	.09%	84.21%	84.30

<sup>&</sup>lt;sup>65</sup> Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

<sup>&</sup>lt;sup>66</sup>Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

	Baroy (Chief Finance Officer)					
	Management Committee Members Present: Clemente o. Alburo Nelson S. Elises Rosalina A. Lioanag Emmanuel B. Macalalag Allan P. Mercado Roxanne Angela B. Millan Isadora A. Papica Ronilo Armando S. Sarmiento					
Special		No S	Special Meeting wo	as held in 2014	1	

(ii) Does the company appoint an independent party (inspectors) to count and/or validate the votes at the ASM/SSMs?

The counting of the ayes and nays or show of hands is the method by which votes are counted during the annual stockholders' meeting. The Corporate Secretary, with the assistance of SMC Stock Transfer Service Corporation, as the Company's stock transfer agent, is authorized to count any votes cast during the meeting.

(iii) Do the company's common shares carry one vote for one share? If not, disclose and give reasons for any divergence to this standard. Where the company has more than one class of shares, describe the voting rights attached to each class of shares.

Every stockholder entitled to vote during the annual stockholders' meeting shall be entitled to one (1) vote for each share of stock in his name in the books of the Company. However, in electing members to the Board, every stockholder is entitled to accumulate his votes in accordance with Section 24 of the Corporation Code.

## (g) Proxy Voting Policies

State the policies followed by the company regarding proxy voting in the Annual/Special Stockholders' Meeting.

	Company's Policies
Execution and acceptance of proxies	Proxies must be in writing, executed by the stockholders or his duly authorized attorney-in-fact and must be submitted to the Corporate Secretary.
Notary	Proxies need not be notarized.
Submission of Proxy	Section 7 of the Company's By-Laws required that all proxies must be in the hands of the Corporate Secretary not later

	than ten (10) working days before the time set for the meeting unless the Board of Directors shall fix another period, which period must be made known to the stockholders within a reasonable time.
Several Proxies	The Company complies with the provisions on proxy as provided in the Implementing Rules and Regulations of the Securities Regulation Code. Accordingly, where the Company receives more than one (1) proxy from the same stockholder and they are all undated, the postmark dates shall be considered. If the proxies are mailed on the same date, the one bearing the latest time of day of postmark is counted. If the proxies are not mailed, then the time of their actual presentation is considered. That which is presented last will be recognized. Where a proxy is given to two (2) or more persons in the alternative in one instrument, the proxy designated as an alternate can only act as proxy in the event of non-attendance of the other designated person. Where the same stockholder gives two (2) or more proxies, the latest one given is to be deemed to revoke all former proxies.
Validity of Proxy	Proxies shall be valid only for the meeting at which it has been presented to the Corporate Secretary.
Proxies executed abroad	Proxies executed abroad to be effective and honored by the Company should be duly authenticated by the Philippines Embassy or Consular Office.
Invalidated Proxy	Invalidated proxies shall not be included for quorum and voting purposes.
Validation of Proxy	The Board shall schedule when the validation of proxies shall take place, which schedule is made known to the stockholders through the Notice of Meeting and Information Statement sent to them prior to the Annual Stockholders' Meeting
Violation of Proxy	If the instruction of the stockholder as set out in his proxy form is not followed, then the proxy vote shall not be honored.

# (h) Sending of Notices

State the company's policies and procedure on the sending of notices of Annual/Special Stockholders' Meeting.

Policies	Procedure
Notices of regular meetings of stockholders together with the Information Statement are sent by the Corporate Secretary at least two (2) weeks prior to the date of the meeting to each stockholder of record. The notice shall state the place, date and hour of the meeting.	Notices of regular meetings of stockholders together with the Information Statement are sent by the Corporate Secretary by personal delivery or by mailing the notice at least two weeks prior to the date of the meeting to each stockholder of record at his last known post office address.

(i) Definitive Information Statements and Management Report<sup>67</sup>

Number of Stockholders entitled to receive	735 Stockholders were entitled to receive the
Definitive Information Statements and	Information Statement.
Management Report and Other Materials	ingormation statement.
Date of Actual Distribution of Definitive	May 6, 2015
	Way 6, 2015
Information Statement and Management Report	
and Other Materials held by market	
participants/certain beneficial owners	
Date of Actual Distribution of Definitive	May 6, 2015
Information Statement and Management Report	
and Other Materials held by stockholders	
State whether CD format or hard copies were	CD
distributed	
If yes, indicate whether requesting stockholders	Yes
were provided hard copies	

(j) Does the Notice of Annual/Special Stockholders' Meeting include the following<sup>68</sup>:

Yes, the information asked below were all included in the Information Statement circulated to the stockholders entitled to vote in the 2015 Regular Stockholders' Meeting.

Each resolution to be taken up deals with only one item.	YES
Profiles of directors (at least age, qualification, date of first appointment, experience, and directorships in other listed companies) nominated for election/re-election.	YES
The auditors to be appointed or re-appointed.	YES
An explanation of the dividend policy, if any dividend is to be declared.	YES
The amount payable for final dividends.	YES
Documents required for proxy vote.	YES

Should any of the foregoing information be not disclosed, please indicate the reason thereto.

## 2) Treatment of Minority Stockholders

(a) State the company's policies with respect to the treatment of minority stockholders.

Policies	Implementation
	Minority stockholders are accorded, among others, the following rights:
The Company is committed to respect minority interests and declares such in its CG Manual.	Right not to be denied representation in the Board as shown in the CG Manual provision which states that a director shall not be removed without cause if it will deny minority shareholders representation in the Board;

<sup>&</sup>lt;sup>67</sup>Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

<sup>&</sup>lt;sup>68</sup>Updated to reflect information as of a May 28, 2015, the date of the 2015 Regular Stockholders' Meeting of the Company.

The right specifically given to minority
shareholders to propose the holding of the
meeting and to propose items in the agenda of
the meeting;
Right that any doubt about the validity of the
proxy shall be resolved in the shareholder's favor

(b) Do minority stockholders have a right to nominate candidates for board of directors?

Yes.

#### K. INVESTORS RELATIONS PROGRAM

1) Discuss the company's external and internal communications policies and how frequently they are reviewed. Disclose who reviews and approves major company announcements. Identify the committee with this responsibility, if it has been assigned to a committee.

The Company has a Business Affairs Communications Office which handles communication with media and internal publications. Stakeholders are also provided through the Investor Relations Office of the Company and its parent company, SMC, disclosures, announcements, and upon request, with periodic reports filed with the SEC and PSE.

All information/disclosures for release are cleared and approved by the Corporate General Counsel, Chief Finance Officer and the President.

2) Describe the company's investor relations program including its communications strategy to promote effective communication with its stockholders, other stakeholders and the public in general. Disclose the contact details (e.g. telephone, fax and email) of the officer responsible for investor relations.

	Details	
(1) Objectives	To effectively communicate the company's performance, plans and strategies to the capital market, as well as, develop a long term relationship of trust with stakeholders, using the discipline in finance, communication and marketing and manage the content and flow of company information/disclosures to the financial markets.	
(2) Principles	Provide consistent and reliable information that would assist investors in their investment decision.	
(3) Modes of Communications	Company disclosures, One-on-one meetings, Email, Telephone calls and quarterly joint investors briefing with the SMC Group.	
(4) Investors Relations Officer	Reyna-Beth D. de Guzman, SMC Investor Relations Contact no. (632) 632-3752Email: rdeguzman@smg.sanmiguel.com.ph	

3) What are the company's rules and procedures governing the acquisition of corporate control in the capital markets, and extraordinary transactions such as mergers, and sales of substantial portions of corporate assets?

Any major plans or extraordinary transactions of the Company pass through a team that evaluates the viability of the transaction and ensures that it will have a strategic fit with the Company. This is eventually presented to the Board for approval.

Name of the independent party the board of directors of the company appointed to evaluate the fairness of the transaction price.

The Company gets the services of Investment Banks who provides advice on the fairness of transaction price.

## L. CORPORATE SOCIAL RESPONSIBILITY INITIATIVES<sup>69</sup>

Discuss any initiative undertaken or proposed to be undertaken by the company.

Initiative	Beneficiary	
Participated in the Brigada Eskwela by painting	Tebag, West Elementary School in Sta. Barbara,	
classrooms	Pangasinan and Subangdaku Elementary School in	
	Mandanue, Cebu.	
Provided traffic signages at Sta. Barbara town proper	Sta. Barbara, Pangasinan	
and supported local government's solid waste		
program by donating trash bins on a regular basis and		
as need by the local government unit.		
Outreach programs in White Cross and Gawad Kalinga	White Cross and Gawad Kalinga	
Provided bartending and entrepreneurship scholarship	Various qualified beneficiaries	
in partnership with San Miguel Foundation and TESDA		
Donation to Children's Joy Foundation by providing	Children's Joy Foundation	
supplies and cash donation from employees of the		
Company in South Luzon.		

## M. BOARD, DIRECTOR, COMMITTEE AND CEO APPRAISAL

Disclose the process followed and criteria used in assessing the annual performance of the board and its committees, individual director, and the CEO/President.

	Process	Criteria	
	Accomplishment of Annual Self- Rating Form	Performance of the Board in accordance with best practices in corporate governance and effectiveness of the Company's governance process.	
Board of Directors		The assessment covers the following areas of Board performance: Fulfillment of the Board's Key Responsibilities; Board-Management Relationship; Effectiveness of Board Process and Meetings; Individual performance of directors.	
Board Committees	Accomplishment of Self- Assessment Worksheet by the Audit Committee Members (pursuant to its Manual, which will be implemented in 2013)	Assessment of the performance of the Committees based on their respective charters to determine if the same accords with best practice.	

<sup>&</sup>lt;sup>69</sup> Updated for the year ended December 31, 2014.

-

	A similar Self-Assessment		
Worksheet is intended to be			
	adopted for the Nomination and		
	Hearing Committee and		
	Executive Compensation		
	Committee.		
	Accomplishment of Annual Self-	Assessment of the individual	
	Rating Form (Portion on	performance of the Directors to	
Individual Directors	Individual Performance of Board	determine if the same is in	
	Members)	accordance with best practices	
		in corporate governance.	
	Annual Performance Evaluation	Key Performance Indicators,	
CEO/Dresident		which includes, among others,	
CEO/President		the business performance of the	
		Company.	

# N. INTERNAL BREACHES AND SANCTIONS

Discuss the internal policies on sanctions imposed for any violation or breach of the corporate governance manual involving directors, officers, management and employees

Violations	Sanctions	
Violations of the provisions of the CG Manual	The CG Manual provides that the among the duties of	
	a Compliance Officer is the determination of	
	violation/s of the CG Manual and recommendation of	
	penalty for the said violation/s for further review and	
	approval of the Board.	

signed on behalf of the registrant by the under on, 20	rsigned, thereunto duly authorized, in the City o
SIGNA	TURES
	L SIGNED)
	OJUANGCO, JR.
Chairman of t	the Board and utive Officer
(ORIGINAL SIGNED) MINITA V. CHICO-NAZARIO Independent Director	(ORIGINAL SIGNED) ANGELINA S. GUTIERREZ <sup>70</sup> Independent Director
(ORIGINAI VIRGILIO S	L SIGNED)
<b>SUBSCRIBED AND SWORN</b> to before me this 21 <sup>st</sup> day of June 2 as follows:	2013, affiant(s) exhibiting to me their

<u>NAME</u>	TYPE OF I.D./NO.	DATE OF ISSUE	PLACE OF ISSUE
Eduardo M. Cojuangco, Jr.	Passport No. XX0410612	Feb. 16, 2012	Manila
Minita V. Chico-Nazario	TIN No. 146-148-455		
Angelina S. Gutierrez	TIN No. 130-188-514		
Virgilio S. Jacinto	Passport No. EB0971552	Sep 17, 2010	Manila

## **NOTARY PUBLIC**

CARMELA T. DELA PAZ
Commission No. 0364-12

Doc. No. 105;
Page No. 22;
Book No. IV;
Series of 2013.

CARMELA T. DELA PAZ
Commission No. 0364-12

Notary Public for Mandaluyong City
Until Dec. 31, 2013

SMC, 40 San Miguel Ave., Mandaluyong City
Roll No. 57052

PTR No. 1619906; 01/03/13; Mandaluyong City

PTR No. 1619906; 01/03/13; Mandaluyong City IBP Lifetime Member No. 010580; 02/09/12; Makati City

 $<sup>^{70}</sup>$  Resigned Effective October 8, 2014 as disclosed in SEC Form 17-C filed with SEC on October 17, 2014.