



SEC No. 133653  
File Number: \_\_\_\_\_

**ASIAN TERMINALS, INC..**  
(Company's Full Name)

**ATI Head Office, A. Bonifacio Drive, Port Area, Manila**  
(Company's Address)

**632-85286000**  
(Telephone Number)

**December 31**  
**Calendar Year Ending**  
(Month & Day)

**Preliminary Information Statement (IS-20)**  
Form Type

**Not applicable**  
Amendment Designation (if applicable)

**March 5, 2021**  
Period Ended Date

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(Secondary License Type and File Number)

**ASIAN TERMINALS, INC.**  
ATI Head Office, A. Bonifacio Drive, Port Area, Manila  
Tel. No. 8528-6000

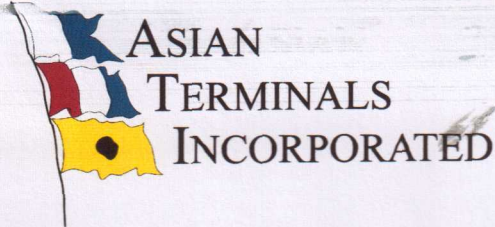
**NOTICE OF ANNUAL MEETING OF STOCKHOLDERS**

To the Stockholders of Asian Terminals, Inc.:

Notice is hereby given that the 2021 annual meeting will be virtually conducted and streamed live on the link [https://bit.ly/ATI\\_2021ASM](https://bit.ly/ATI_2021ASM) on April 22, 2021, 2:00 p.m., to consider and take action upon the following matters:

1. **Call to Order.** This officially commences the meeting.
2. **Proof of Notice and Quorum.** The Corporate Secretary, will certify that the notice of meeting had been sent to stockholders as of record date and that there is a quorum.
3. **Approval of the Minutes of the Annual Stockholders' Meeting held on June 4, 2020.** The Minutes record the proceedings of the 2020 annual meeting. The minutes were included in the Information Statement and may be viewed in the Company Website [https://www.asianterminals.com.ph/ati\\_disclosures\\_minutesofmeeting.aspx](https://www.asianterminals.com.ph/ati_disclosures_minutesofmeeting.aspx)
4. **Chairman's Address.** The Chairman will address the stockholders and present the highlights of the business operation and performance of the corporation in 2020.
5. **Election of Directors.** The nominees are named in Item 5 of the Information Statement, together with their qualifications and profiles for the election of the stockholders. Pursuant to the by-laws, the directors (including the independent directors) shall be elected annually and shall hold office until the next annual meeting and until his successor shall have been elected and qualified. Pursuant to the Company's Corporate Governance Manual and applicable regulations of the SEC, an independent director who has served more than nine (9) consecutive years reckoned from 2012, can continue as such based on meritorious justifications and with the stockholders' approval. Chief Justice Artemio V. Panganiban has been the Company's independent director since 2010 and the Board resolved to retain him as independent director based on meritorious justification, subject to the approval of the stockholders. *(Please refer to Item 5 (a) (1) of the Information Statement)* The stockholder's vote favor of his election is deemed an approval of the justification, otherwise he may choose to abstain.
6. **Approval of the Audited Financial Statements for the Year Ended December 31, 2020.** The stockholders are asked to approve the 2020 Audited Financial Statements, a copy of which is attached to the Information Statement.





Asian Terminals, Inc. (ATI) Head Office Bldg.  
A. Bonifacio Drive, Port Area, 1018 Manila, Philippines  
(L) +632 85286000 | (F) +632 85272467

7. **Appointment of Independent Auditors.** The stockholders are asked to approve the appointment of R.G. Manabat & Co. as the independent auditors for 2020..
8. **Ratification of ATI-POMS Management Contract.** The ATI-POMS Management Contract where P & O Management Services Phils. Inc., (POMS) will provide specialized management services to ATI. The previous Management Contract expired last August 31, 2020. On August 27, 2020, the Board unanimously approved the renewal of the Management Contract for another five (5) years (from September 1, 2020 up to August 31, 2025), subject to the approval and ratification of the stockholders.
9. **Approval and Ratification of the Acts of the Board and the Management during the year 2020.** The acts of the Board and Management in 2020 were summarized in Item 15 of the distributed Information Statement. Approval and ratification of the stockholders is sought.
10. **Other Matters.** Any other relevant matter to the meeting may be raised by the stockholders.
11. **Adjournment.** This is to officially end the meeting.

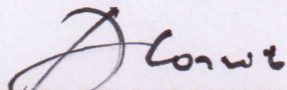
All stockholders of record at the close of business on March 25, 2021 are entitled to notice and to vote at the annual meeting and at any adjournment thereof. The stock and transfer books of the Company will be closed from March 25 up to April 22, 2021.

In line with the guidelines of the National Government relative to public gatherings and to ensure the safety and welfare of the stockholders against the COVID19 risk, the Board of Directors on February 24, 2021, resolved to hold the annual meeting virtually, in accordance with applicable SEC regulations.

The Information Statement and its attachments is accessible at the PSE EDGE website and ATI Website.

The detailed procedure of the registration and voting process are stated in **Appendix "A"** hereof.

Manila, Philippines, March 5, 2021.

  
ROBOLFO G. CORVITE, JR.  
Corporate Secretary



**Procedure for the Registration, Participation and Voting in the 2021 Annual Stockholders' Meeting**

In line with the guidelines of the National Government relative to public gatherings and to ensure the safety of ATI stockholders, directors, officers and other stakeholders against the COVID19 risk, the Board of Directors on February 24, 2021, resolved to hold the annual meeting by remote communication or virtually, pursuant to applicable SEC regulations.

All stockholders of record at the close of business on March 25, 2021 are entitled to notice and to vote at the annual meeting and at any adjournment thereof.

**A) REGISTRATION:** Stockholders may register to participate in the virtual meeting at the Registration Portal ("Registration Portal") at: <https://bit.ly/3c485yC>

Registration will be from **9:00 am of April 5, 2021 until 7:00 pm of April 12, 2021**. Stockholders are advised to register as early as possible. To proceed with the registration, personal information will be required. For identification, the Company shall only accept a scanned back to back copy of one valid government-issued ID bearing photo and signature which will be uploaded in the Registration Portal. Consent to process the personal information is included in the Registration Portal.

1. Individual stockholders with shares recorded in their name: name, valid email address, active contact number and upload a valid government-issued ID.

For stockholders with joint accounts, only the authorized stockholder will register and in addition to the above, shall upload scanned copy of a notarized authorization signed by the other stockholder/s attaching his/their valid government-issued IDs, indicating who between or among them would be authorized to participate and/or vote.

Individual Stockholder under a broker/ PCD: in addition to the name, valid email address, active contact number and a valid government-issued ID, the stockholder needs to coordinate with his broker and secure a duly signed Broker's Certification stating his full account name with number of his shareholdings as of record date of March 25, 2021 and account or reference number which shall be uploaded in the Registration Portal.

2. Corporate stockholder: the duly authorized representative of the corporate stockholder shall register and provide his name, valid email address, active contact number, valid government-issued ID and the scanned copy of the notarized Secretary's Certificate and proxy appointing either the ATI Chairman or President.

A proxy given by a broker in respect of shares of stock held by such broker for the account of the beneficial owner must be accompanied by a certification under oath stating the number of shareholdings as of record date of March 25, 2021 and that the broker has obtained the written consent or authorization of the account holder.

The Company reserves the right to require additional documents as may be necessary or relevant.



**B) VALIDATION:** A notification by email from [ATI2021SHMeeting@asianterminals.com.ph](mailto:ATI2021SHMeeting@asianterminals.com.ph) shall be received by the stockholder together with a unique passcode which shall be used to access the ATI Voting Portal or other instructions, as necessary. For queries, the stockholders may communicate with the Company through the said email address.

Stockholders may only appoint the ATI Chairman or President as proxy. Proxies should be submitted **on or before 7pm of April 12, 2021**. The duly accomplished scanned copy of the proxy may be uploaded by the stockholder in the Registration Portal and hard copies may be sent at the address below. Proxies will be validated **on April 13, 2021** at the said address.

**Office of the Corporate Secretary**  
Asian Terminals, Inc.  
ATI Head Office, A. Bonifacio Drive  
Port Area, Manila, 1018

**C) VOTING:** All the agenda items indicated in the Notice will be set out in the ATI Voting Portal ("Voting Portal"). Voting shall be online and the Voting Portal shall be open from **9:00 am of April 13, 2021 up to 7:00 pm of April 20, 2021**, in the link below:

**<https://bit.ly/2AinOer>**

1. Individual stockholder with shares recorded in their name: they may access the Voting Portal by providing the valid email address they used in the registration and the sent unique passcode.

For stockholders with joint accounts, only the stockholder who registered and was authorized by the joint stockholders shall vote by providing the valid email address they used in the registration and the unique passcode.

Individual Stockholder under a broker/ PCD: they may access the Voting Portal by providing the valid email address they used in the registration and the unique passcode.

2. Corporate stockholder or broker. Either the ATI Chairman or the President may vote, as may be provided in the proxy.

The Office of the Corporate Secretary shall tabulate all votes received and the results shall be validated by R.G. Manabat and Co.

**D. QUORUM:** The following stockholders shall be deemed present for purposes of quorum:

- a) whose registrations are validated
- b) who sent their accomplished proxies and validated
- c) who voted from **9:00 am of April 13, 2021 up to 7:00 pm of April 20, 2021**.

**E. LIVESTREAM:** The meeting will be streamed live on April 22, 2021 at 2pm, on the link [https://bit.ly/ATI\\_2021ASM](https://bit.ly/ATI_2021ASM). Every item in the agenda for approval of the stockholders will be shown on the screen during the livestreaming as the same is taken up at the meeting. During the meeting, the Secretary shall report the votes received and inform the stockholders if the particular item is carried or disapproved. The total number of votes cast for each item for approval under the agenda will be shown on the screen.

**F. QUESTIONS:** Questions on the items in the Agenda may be sent to [ATI2021SHMeeting@asianterminals.com.ph](mailto:ATI2021SHMeeting@asianterminals.com.ph) with the subject heading "**ASM 2021 Question**" and the identity of the sender must be stated after the question. Replies may be given during the meeting and any unanswered will be replied to by email.

**ASIAN TERMINALS, INC.****Securities and Exchange Commission Form 20-IS**

## Information Statement Pursuant to Section 20 of the Securities Regulation Code

1. Check the appropriate box:

- Preliminary Information Statement  
 Definitive Information Statement

2. Name of Registrant as Specified in its Charter : ASIAN TERMINALS, INC.
3. Province, Country or other jurisdiction of Incorporation or organization : Manila, Philippines
4. SEC Identification Number : 133653
5. BIR Tax Identification Code : 000-132-413
6. Address of Principal Office : A. Bonifacio Drive  
Port Area, Manila 1018
7. Registrant's telephone number : (632) 8528-6000
8. Date, time and place of the meeting of security holders : April 22, 2021, 2pm  
Online (MS Teams)
9. Approximate date on which the Information Statement is first to be sent or given to security holders : March 25, 2021
10. Securities registered pursuant to Section 8 and 12 of the Code or Sections 4 and 8 of the RSA:

<b>Title of Each Class</b>	<b>Number of Shares of Common Stock Outstanding or Amount of Debt Outstanding</b>
Common	2,000,000,000 shares

11. Are any or all of registrant's securities listed on a stock exchange?

Yes  No 

If yes, disclose the name of such Stock Exchange and the class of securities listed therein:

Philippine Stock Exchange, Inc.; common shares

**A. GENERAL INFORMATION**

**Item 1. Date, time and place of meeting of security holders**

- |   |   |
|---|---|
| a) Date of Meeting  | April 22, 2021  |
| Time of Meeting   | 2pm   |
| Place of Meeting  | Online (via MS Teams)   |
| Registrant's Mailing Address  | ATI Head Office<br>A. Bonifacio Drive, Port Area<br>Manila, Philippines 1018<br>P.O. Box 3021, Manila   |
| b) Approximate date on which the Information Statement is first to be sent or given to security holders | The Information Statement will be posted in the Company's website and PSE EDGE upon approval by the SEC |

**Item 2. Dissenter's Right of Appraisal**

There are no corporate matters or actions that will entitle dissenting stockholders to exercise their right of appraisal as provided in Title X of the Revised Corporation Code.<sup>1</sup>

**Item 3. Interest of Certain Persons in or Opposition to Matters to be Acted Upon**

- a) The incumbent Directors, the nominees for Directors and Executive Officers and their associates have no substantial interest in any matter to be acted upon other than election to the office.
- b) No Director has informed the Company in writing that he intends to oppose any action to be taken by the registrant at the annual meeting.

**B. CONTROL AND COMPENSATION INFORMATION**

**Item 4. Voting Securities and Principal Holders Thereof**

- a) As of February 28, 2021, the Company has 2,000,000,000 issued and outstanding common and unclassified shares, where 1,225,009,467 shares or 61.25% are locally owned and 774,990,533 shares or 38.75% are foreign-owned. All these 2 billion shares are entitled to vote at one vote per share.
- b) Only stockholders of record at the close of business on March 25, 2021 are entitled to notice and to vote at the Annual Stockholders' Meeting.
- c) Cumulative voting is allowed for election of members of the board in a stock corporation. Every stockholder entitled to vote shall have the right to vote in person or by proxy the

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<sup>1</sup> The right of appraisal means the right of a dissenting stockholder to demand payment of the fair market value of his shares, in the instances provided under the Corporation Code. In such instances, the right may be exercised by any stockholder who shall have voted against the proposed action by making a written demand to the Corporation within 30 days after the date on which the vote was taken for payment of the fair market value of his shares. Failure to make the demand shall be deemed a waiver of such right.



number of shares of stock standing in his own name on the stock transfer books of the Company. Each stockholder may vote such number of shares for as many persons as there are directors to be elected; or he may cumulate his shares and give one candidate as many votes as the number of directors to be elected multiplied by the number of his shares shall equal; or he may distribute these shares on the same principle among as many candidates as he shall see fit; provided that the total number of votes cast by him shall not exceed the number of shares owned by him as shown in the books of the Company multiplied by the total number of directors to be elected.

d) Security Ownership of Certain Record and Beneficial Owners and Management

1. Security Ownership of Certain Record and Beneficial Owners

As of February 28, 2021, the Company knows of no one who owns in excess of 5% of its common stock except as set forth in the table below:

<b>Title of Class</b>	<b>Name and Address of Record Owner and Relationship with Issuer</b>	<b>Name of Beneficial Owner and Relationship with Record Owner</b>	<b>Citizenship</b>	<b>Amount of Record Ownership</b>	<b>% of Class</b>
Common	DP World Australia (POAL) Pty. Limited Level 21 400 George St., Sydney NSW 2000, GPO Box 4084, Sydney NSW 2001 Australia (Stockholder)	DP World Australia (POAL) Pty. Limited	Australian	346,466,600	17.32%
Common	ATI Holdings, Inc. 3 <sup>rd</sup> Floor SSHG Law Centre, 105 Paseo de Roxas Makati City (Stockholder)	ATI Holdings, Inc.	Australian	291,371,230	14.57%
Common	PCD Nominee Corp. (Filipino.)* G/F MKSE Bldg. 6767 Ayala Ave., Makati City	(Beneficial Owners unknown to Issuer)  <i>(AsiaSec Equities, Inc. 8/F Chatham House 116 Valero cor. V. A. Rufino Sts. Salcedo Village, Makati City)</i>	Filipino	239,273,586  121,491,033	11.96%  (6.07%)
Common	Pecard Group Holdings, Inc. 3 <sup>rd</sup> Floor SSHG Law Centre, 105 Paseo de Roxas Makati City (Stockholder)	Pecard Group Holdings, Inc.	Filipino	198,203,968	9.91%
Common	Philippine Seaport, Inc. 3 <sup>rd</sup> Floor SSHG Law Centre, 105 Paseo de Roxas Makati City (Stockholder)	Philippine Seaport, Inc.	Filipino	196,911,524	9.85%

**ASIAN TERMINALS, INC.****Securities and Exchange Commission Form 20-IS**

Common	Daven Holdings 7 <sup>th</sup> Floor, Philfirst Building, 6764 Ayala Avenue, Makati City (Stockholder)	Daven Holdings	Filipino	155,906,071	7.80%
Common	PCD Nominee Corp. (Non-Fil.)* G/F MKSE Bldg. 6767 Ayala Ave., Makati City	(Beneficial Owners unknown to Issuer)	Non- Filipino	136,914,259	6.85%
Common	SG Holdings Inc. 7 <sup>th</sup> Floor, Philfirst Building, 6764 Ayala Avenue, Makati City (Stockholder)	SG Holdings, Inc	Filipino	130,000,000	6.50%
Common	Morray Holdings, Inc. 7 <sup>th</sup> Floor, Philfirst Building, 6764 Ayala Avenue, Makati City (Stockholder)	Morray Holdings, Inc.	Filipino	100,000,000	5.00%

\*As of the filing of the Preliminary Information Statement, the Company has no knowledge on the name of the beneficial owners and their respective representatives.

The Board of Directors generally has the power to vote on behalf of their respective corporations. A proxy is usually designated to cast the vote for each corporation.<sup>2</sup> The corporate proxies are executed in accordance with the Corporation Code and accompanied by secretary's certificate.

## 2. Security Ownership of Management

Owners of record of ATI shares among Management as of February 28, 2021, are as follows:

Title of Class	Name of Beneficial/Record Owner	Amount and Nature of Beneficial Ownership	Citizenship	% of Class
common	Felino A. Palafox, Jr.	15,300/direct	Filipino	.00%
common	Monico V. Jacob	1/direct	Filipino	.00%
common	Andrew R. Hoad	1/direct	British	.00%
common	Glen C. Hilton	1/direct	Australian	.00%
common	Ahmad Yousef Ahmad Alhassan Al Simreen	1/direct	UAE	.00%
common	Eusebio H. Tanco	15,257,663/ direct 37,511,984/indirect	Filipino	2.64%
common	Artemio V. Panganiban (independent director)	1/direct	Filipino	.00%
common	Roberto C.O. Lim (independent director)	1/direct	Filipino	.00%
common	Rodolfo G. Corvite, Jr.	222,398/direct	Filipino	.01%
	TOTAL	53,007,351		2.65%

To the best knowledge of the Company, the above list of share ownership includes the shares beneficially owned by the foregoing officers and directors.

<sup>2</sup> As of the filing of the Preliminary Information Statement, the Company has no knowledge on who will represent the corporations.



3. There are no voting trusts or similar agreements with respect to any portion of the outstanding shares, nor any agreement which may result in a change in control of the Company.
4. There was no change in control of the registrant since the beginning of the last fiscal year.

**Item 5. Directors and Executive Officers**

- a) 1. The following persons are the incumbent Directors<sup>3</sup>, Executive Officers and key personnel of the Company (brief description of their respective business experience for the past five (5) years included):

**Glen Christopher Hilton**, 51, Australian, was a former director of ATI from 2008 to 2013 and was elected again in August 2019. In October 30, 2020, he was elected as the Chairman of the Board effective November 1, 2020, replacing Mr. Andrew R. Hoad. He is the current CEO and Managing Director of DP World Asia Pacific & Australasia Region. He was the former CEO of Port of Tanjung Pelepas, Malaysia (2013 to 2016) and VP and Managing Director of DP World South East Asia (2008- 2013), Executive Director of DP World Caucedo (2006- 2008) and the General Manager of DP World Adelaide (2001 to 2006).

**Eusebio H. Tanco**, 72, Filipino, is the President of the Company from 1995 to 2001 and 2007 to present. He is the Chairman of STI Education Systems Holdings, Inc. (formerly JTH Davies Holdings, Inc., since 2010), Leisure Resorts World Corporation (since 2019), Mactan Electric Company (since 1988), DLS-STI College (since 2003), Eximious Holdings, Inc. (formerly Capital Managers and Advisors, Inc., since 1995), GROW Vite (since 2014), Venture Securities, Inc. (since 1980), iACADEMY (since 2002), and the executive committee chairman of STI Education Services Group, Inc. (since 2003). He is Chairman and President of Prime Power Holdings (since 1999), Prudent Resources, Inc. (since 1999), Philippines First Insurance Co. (since 1973), and CEO of Classic Finance, Inc. (since 2004). He is also the president of Global Resource for Outsourced Workers, Inc. (GROW, Inc.) (since 2002), Bloom with Looms Logistics, Inc. (formerly STMI Logistics, Inc., since 1980), First Optima Realty Corporation (since 1980), Total Consolidated Asset Management Inc. (TCAMI) (since 2006), Eujo Philippines, Inc. (since 1986), Tantivy Holdings, Inc (formerly Insurance Builders Inc., since 1979) Mar-Bay Homes Inc. (since 1980) , Cement Center, Inc. (since 1983), Biolim Holdings and Management Corp. (formerly Rescom Developers, Inc , since 1983). In addition, he is a Director of Philhealthcare Inc. (since 2009), Philplans First, Inc. (since 2017), Philippine Life Financial Assurance (formerly Asian Life Financial Assurance, since 2012), STI West Negros University (since 2013), United Coconut Chemicals, Inc. (since 1995), M.B. Paseo (since 1980), Philippine Health Educators, Inc. (since 2004), Maestro Holdings, Inc. (formerly STI Investments, since 2007), Philippine Racing Club (since 2011), Leisure & Resorts World Corporation (since 2011) and Philippine Stock Exchange (since 2007)\*. His professional associations include the Philippines-Thailand Business Council, Philippines-UAE Business Council, and the Philippine Chamber of Commerce and Industry. He obtained his Master of Science in Economics from the London School of Economics and Political Science. He has been a member of the ATI Board since 1993.

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<sup>3</sup> The Directors are elected annually and each Director holds office until the next annual meeting held after his election and until his successor has been elected and has qualified, or until his death or until he resigns or has been removed. (Sec. 2, Article IV, By-laws)

**Andrew R. Hoad**, 54, British, joined the Board in February 2018 and became the Chairman from April 2018 up to November 1, 2020. Mr. Hoad is the current DP World Chief Network Officer for Supply Chain and Logistics. He was the former Executive Vice President of ATI from 2012 until March 2018 and was the former CEO and Managing Director of DP World Asia Pacific Region until November 1, 2020. Prior to ATI, Mr. Hoad has been based elsewhere in the Asia Pacific region, the Middle East, Europe and the Americas, as chief executive of DP World terminals in Peru and the Dominican Republic; and prior to this as Commercial Director Asia Pacific, based in Hong Kong and Dubai. Before DP World he was General Manager of CSX World Terminals Europe, and he began his maritime career with the P&O Group, where he undertook a variety of management roles including General Manager for Saudi Arabia and the Red Sea region for P&O Containers, and Commercial Manager for Southampton Container Terminal with P&O Ports. Mr. Hoad holds both Bachelor and Masters degrees in History and Economic History from Pembroke College Cambridge University, qualifications from the Institute of Chartered Shipbrokers, and has undertaken executive management programs at IMD Business School, the National University of Singapore and Case Western Reserve University.

**Monico Jacob**, 75, Filipino, is currently the President of STI Education Systems Holdings, Inc. (2011), STI West Negros University (since 2014) and the CEO and Vice-Chairman of the STI Education Services Group (since 2016). He is the Chairman of Rosehills Memorial Management, Inc. (since 2014), Philippine Life Financial Assurance, Inc. (PhilLife, since 2016), Global Resource for Outsourced Workers, Inc. (GROW, Inc., since 2000), Total Consolidated Asset Management Inc. (since 2006), and GROW-Vite (since 2014). He is currently a director of iACADEMY, (since 2010) and PhilCare, (since 2012). He is also an independent director of Jollibee Foods, Inc. (since 2001), 2Go Group (since 2011), Phoenix Petroleum Philippines (since 2008) Rockwell Land Inc. (since 2015), and Lopez Holdings, Inc. (since 2014). Prior to his current engagements, he was the General Manager of the National Housing Authority (NHA) (from 1989 to 1991); Chairman and CEO of Petron Corporation from 1991 to 1998 and Philippine National Oil Company (PNOC) and all of its subsidiaries from 1991 to 1994; and CEO of the Home Development Mutual Fund (PAG-IBIG Fund) from 1988 to 1989. Mr. Jacob also served as an Associate Commissioner for the Securities and Exchange Commission in 1986. He is a member of the Integrated Bar of the Philippines and the Management Association of the Philippines (MAP) and served as its President in 1998. Mr. Jacob finished his Bachelor of Arts degree with a Major in Liberal Arts from the Ateneo de Naga University in 1966 and his Bachelor of Laws degree from the Ateneo de Manila University in 1971. He joined the Board in 2009.

**Felino A. Palafox, Jr.**, 70, Filipino, has more than 45 years of experience in the field of architecture and planning. He is the Principal Architect-Urban Planner and Founder of Palafox Associates which was founded in 1989. For more than 25 years, he led and managed his firm in carrying out the planning of more than 28 billion square meters of land area and the architecture of more than 15 million square meters of building floor area in 40 countries. He is the President of FIABCI (International Real Estate Federation) Philippines for 2015. He is also an international associate of the American Institute of Architects, country leader of the Council on Tall Buildings and Urban Habitat, member of the U.S. Green Building, Urban Land Institute, Congress for the New Urbanism, American Planning Association, and the International Council of Shopping Centers, all U.S.-based. He was formerly the Chairman of National Real Estate Association (NREA). He was the past President of the Philippine Institute of Environmental Planners and the Management Association of the Philippines. He is a Fellow of the United Architects of the Philippines (UAP). He finished his Bachelor of Science in Architecture in 1972 from the University of Santo Tomas, Manila, and his Master in Environmental Planning from the University of the Philippines as a scholar of the United Nations Development Program (UNDP), in 1974. He took up Advanced Management Development Program for Real Estate in 2003, and 7 other continuing education courses, from the Harvard University. Architect Palafox is a registered APEC Architect and a recipient of several local and international awards. He joined the Board in 2009.



**Artemio V. Panganiban**, 84, Filipino. He served as Chief Justice of the Philippines from 2005 to 2006 and as Associate Justice from 1995 to 2005. Prior to his appointment to the Supreme Court, he was a senior partner at Panganiban Benitez Parlade Africa and Barinaga Law Offices from 1963 to 1995. He is a recipient of over 250 prestigious awards and recognitions from various associations and groups for his role as a jurist, lawyer, civic leader, Catholic lay worker, entrepreneur and youth leader. Among such awards is the “Renaissance Jurist of the 21<sup>st</sup> Century” given by the Supreme Court of the Philippines upon his retirement in 2006. Chief Justice Panganiban holds a Bachelor’s Degree in Law from the Far Eastern University where he graduated *cum laude*. He was a 6<sup>th</sup> placer in the 1960 Bar Examinations. He was also conferred Doctor of Laws (*Honoris Causa*) by several universities. At present, he writes a column for the Philippine Daily Inquirer. He sits as an independent director in the following companies aside from Asian Terminals, Inc.; GMA Network, Inc. (2007-present), First Philippine Holdings Corp. (2007-present), Metro Pacific Investments Corp. (2007-present), Manila Electric Company (2008-present), Robinsons Land Corp. (2008-present), GMA Holdings, Inc. (2009-present), Petron Corporation (2010-present), Philippine Long Distance Telephone Company (2013-present). He is also a non-executive Director at Jollibee Foods Corporation (2012-present), Senior Adviser, Metrobank (2007 to present), Member of the Advisory Council, Bank of the Philippine Islands (2016-present) and Adviser, DoubleDragon Properties Corp. (2014-present). He is the Chairman of Corporate Governance Committee and a member of the Company’s Compensation Committee and Nomination Committee. He has been an independent director of Asian Terminals, Inc. since April 22, 2010.

**Roberto C.O. Lim**, 63, Filipino and is a lawyer. He was elected as independent director in 2018. He was elected in 2019 as an independent director of the Philippine Stock Exchange and is the Chairman of Inteliconsult Corporation and Vice Chairman and Executive Director of the Air Carriers Association of the Philippines (ACAP). He also teaches Transportation Law at the College of Law of the Lyceum of the Philippines University. Prior to this, he was the former Undersecretary for Aviation and Airports at the Department of Transportation up to 2017. He was the Chairman of Global Legal Advisory Council of International Air Transport Association (IATA), the Vice President for Legal Affairs and Corporate Compliance Officer of Philippine Airlines, Inc., Director of Abacus Holdings and Abacus International Pte, Ltd, a global distribution company based in Singapore. Atty. Lim was a member of the Philippine Negotiating Panel on Air Treaties, Chairman of the IATA Legal Advisory Council and member of the Aero Political Committee of the Association of Asia Pacific Airlines. Atty. Lim’s degrees include: a BA in History and Political Science and a BSc in Commerce from De La Salle University; a law degree (LL.B) from the University of the Philippines; and, a Master of Laws (LLM) from Kings’ College, University of London. Atty. Lim is the Chairman of Audit Committee and a member of the Corporate Governance Committee and Executive Committee.

**Ahmad Yousef Ahmad Alhassan Al Simreen**, 41, UAE national, joined the Board last April 2018 and is the current Head of Finance at DPWorld Asia Pacific, Hong Kong. He has extensive experience in financial planning, treasury, project finance, corporate transformation and strategy covering various sectors such as real estate, banking, logistics and healthcare. Mr. Alhassan was the former Chief Financial Officer of Dubai Healthcare City from 2016 to 2017, Deputy Finance Director of DPWorld London Gateway from 2013 to 2016 and Assistant Group Treasurer of DPWorld Dubai from 2010 to 2013. He obtained his degree in Business Administration from American University, Kogod School of Business in Washington, USA in 2001, MBA from Marymount University in Virginia, USA in 2003 and a graduate of the Dubai World Leaders’ Programme from Wharton held in Singapore, Hong Kong and USA.

**William Wassaf Khoury Abreu**, 42, a national of Dominican Republic. He is the Executive Vice President of ATI since March 2018. He was formerly a Director at PT Terminal Petikemas Surabaya (TPS) Indonesia (from 2014 to 2018), the CEO of DP World-Saigon Premier Container Terminal from 2010 to 2014, the Operations Director of DP World Korea from 2009 to 2010 and held various management positions at DP World Caucedo, Dominican Republic from 2003 to 2009 and CSX World Terminals (Caucedo) from 2001 to 2003. He obtained a degree in Industrial Engineering from Universidad Nacional Pedro Henriquez Ureña in 2000, Post Graduate Diploma in Port Mangement from IMTA-STC in Rotterdam in 2001 and has undertaken executive management programs at Michigan Ross School of Business, London Business School and Case Western Reserve University.

**Sean James L. Perez**, 55, Filipino, is the Senior Vice-President for Commercial and Outports since November 2017. He was the Vice-President for Marketing and Commercial from October 2008 to October 2017, Vice President for Domestic and Outports from January 2007 to September 2008, Vice-President for Domestic/Marketing and Commercial Services (2004-2006). He has held various positions in the Company from the position of being the Terminal Manager of Batangas, Container Division and General Stevedoring Division for South Harbor to Vice-President for Operations, Marketing and Outports. He obtained his degree in Bachelor of Arts, Major in Economics from the University of Santo Tomas. He has been with the Company since 1996.

**Jose Tristan P. Carpio**, 52, Filipino, is the Vice-President for Finance and Chief Financial Officer (CFO) of the Company since July 2012. He joined ATI in 2000 as Assistant Vice President for Treasury and Special Projects. Prior to joining ATI, he was the Assistant Vice President for Capital Markets of All Asia Capital & Trust Corporation from 1997 to 2000. Mr. Carpio obtained his degree in B.S. Management Engineering from Ateneo de Manila University.

**Rodolfo G. Corvite, Jr.**, 61, Filipino, is the Corporate Secretary and Compliance Officer since 1997, the Vice President for Business Support Services and Data Protection Officer (since 2017). He has held various positions in the Company handling Administration, Legal, Human Resources, Procurement, Industrial Relations, HSES, Insurance and Claims, Risk Management and Corporate Communications. He was a Law Partner of Diaz, Corvite and Associates. He is a member of the Integrated Bar of the Philippines. He obtained his Bachelor of Laws from the Ateneo de Manila University. He has been with the Company since 1989.

**Chi Wai Chan**, 46, Chinese, is currently the Vice President for Manila and Cavite Operations. He joined ATI last November 2017 as the Vice President for Group Operations (until April 2019). He was the former Operations Director (from 2012 to 2017) and Senior Manager for Business Process and Design (from 2008 to 2012) of DPWorld Asia Pacific. He holds a Bachelor's Degree in Business Administration and Management from the Chinese University of Hong Kong.

**Christopher Joe Styles**, 51, British, joined ATI in December 2013 as Vice President for Engineering. Prior to joining ATI, he worked at APM Terminals from September 2008 to November 2013 holding various positions in its terminals in Bahrain and Jordan. His last position was General Manager for Technical Services in Bahrain. Mr. Styles graduated in 2009 from University of Leicester with a Masters degree in Business Administration and in 1990 at the Lackham College with a Bachelor's Degree in Mechanical Engineering. He also holds a green belt in Lean Six Sigma.

**Rodrigo Sanchez**, 43, American, joined ATI in April 2019 as the Vice President Batangas & Laguna Operations. Before joining ATI, he worked as Director of Operations for Terminal Petikemas Surabaya (TPS), Indonesia from January 2018 to April 2019 and as Global Operations Training Manager at DP World Head Office in Dubai from Mar 2014 to Dec 2017. Mr. Sanchez holds a degree in International Relations from the University of Southern California (USC).



Note: The Securities Regulation Code requires any corporation with a class of equity shares listed for trading in an Exchange to have at least two (2) independent directors.

The nomination, pre-screening and election of the Independent Directors were made in accordance with Section 38 of the Securities and Regulation Code, SRC Rule 38 (as amended), Article IV, Section 3 of the By-laws of the Corporation (as amended), the Nomination Committee Charter and the Company's Revised Nominating Committee Guidelines.<sup>4</sup> The nominated Independent Directors have signified their acceptance of the nominations. The Independent Directors are nominated by a stockholder. The Company's Nomination Committee passes upon the qualifications of the nominees and ascertains that they do not possess any of the disqualifications.

Chief Justice Panganiban has been an independent director of ATI since 2010 and year 2021 to 2022 will be his 10<sup>th</sup> year reckoned from 2012. Notwithstanding the term limits provided by the SEC regulations and the Company's Corporate Governance Manual, an independent director who has served for more than 9 years may continue to be elected as such provided there are meritorious justifications and shareholders' approval is secured. The Board, resolved as justification, that being a former Chief Justice of the Supreme Court, his integrity, probity and expertise, and independent insights and expert opinion given particularly on good governance, greatly contributed to ATIs sustained growth and development over the past several years of his tenure. Further, the Nomination Committee convened and resolved to consider this as substantial justification for his nomination and re-election as independent director for the ensuing year, subject to the shareholders' approval in the annual meeting. Chief Justice Panganiban's business experience is mentioned in page 7 of the Information Statement. Attached as **Annex "1"** is Chief Justice Panganiban's Certification as Independent Director.

Atty. Roberto Lim has been an independent director of ATI since 2018. In his executed Certification, attached as **Annex "2"**, Atty. Lim disclosed the pending investigation/ court proceeding (attached thereto as **Annex "A"**). As determined by the Nomination Committee, none of the said proceedings were found material to an evaluation of his ability or integrity to be nominated as an independent director.

The Company's Nomination Committee resolved that the following are the qualified nominees for election to the Board of Directors<sup>5</sup> at the forthcoming Annual Stockholders' Meeting:

<b>Name</b>	<b>Age</b>	<b>Citizenship</b>
Glen C. Hilton	51	Australian
Eusebio H. Tanco	72	Filipino
Andrew R. Hoad	54	British
Monico V. Jacob	75	Filipino
Roberto C.O. Lim. <sup>6</sup>	63	Filipino
Felino A. Palafox, Jr.	70	Filipino
Artemio V. Panganiban <sup>7</sup>	84	Filipino
Ahmad Yousef Ahmad Alhassan Al Simreen	41	UAE

<sup>4</sup> The composition of the current Nomination Committee is as follows: Glen C. Hilton (Chairman), Eusebio H. Tanco, Felino A. Palafox, Jr., Ahmad Yousef Ahmad Alhassan Al Simreen and Artemio V. Panganiban (Members).

<sup>5</sup> The first six (6) nominees for regular director receiving the highest number of votes and the first two (2) nominees for independent director receiving the highest number of votes shall be deemed elected.

<sup>6</sup> Stockholder Demie Bulalas nominated Atty. Roberto C. O. Lim. Atty. Lim is not related to the stockholder who nominated him.

<sup>7</sup> Stockholder ATI Holdings, Inc. nominated Chief Justice Artemio Panganiban (retired). Chief Justice Panganiban is not related to the stockholder who nominated him.

Attached as **Annex “3”** is the Certification executed by the Compliance Officer that there are no directors, nominees or officers connected with the government.

2. Significant Employees

All employees are expected to make reasonable contribution to the success of the business of the Company. There is no “significant employee” as defined in Part IV (A) (2) of Annex C to SRC Rule 12 (i.e., a person who is not an executive officer of the registrant but who is expected to make a significant contribution to the business).

3. Family Relationships

There are no family relationships within the fourth degree of consanguinity or affinity known to the Company, among the Directors, Executive Directors or nominees.

4. Pending Legal Proceedings

Other than that mentioned in **Annex “2”**, the Company has no other knowledge that the current members of its Board of Directors, nominees or its executive officers have been involved during the last five years up to the present in any legal case affecting/involving themselves and/or their properties before any court of law or administrative body in the Philippines or elsewhere, which are material to an evaluation of the ability or integrity of any of the said directors or executive officers. Also, during the last five years, the said persons have not been: a) involved in any bankruptcy petition, b) convicted by final judgment of any offense punishable by the laws of the Philippines or of the laws of any other country, c) subjected to any order, judgment or decree, and d) violated any securities or commodities law.

5. Material Pending Legal Proceedings

The Company is a party to legal proceedings which arose from normal business activities. However, Management believes that the ultimate liability, if any, resulting therefrom, has no material effect on the Company’s financial position.

6. Certain Relationships and Related Transactions

- a) The Company, through the Board, renewed the management agreement with P & O Management Services, Phils. Inc. (POMS) for a period of five years from September 1, 2020 until August 31, 2025, subject to the approval of the stockholders in the 2021 annual meeting (See Item 18 of the Information Statement). Forty percent (40%) of the outstanding capital stock of POMS is owned by DPWorld Australia (POAL) Pty. Ltd. As of February 28, 2021, DPWorld Australia (POAL) Pty. Ltd. owns 17.32% of the total outstanding capital stock of ATI. In addition, ATI Holdings, Inc. (majority-owned by DPWorld Australia (POAL) Pty. Ltd.) owns 14.57% (as of February 28, 2021) of the outstanding capital stock of ATI. (Please refer to Note 20 of the Audited Consolidated Financial Statements).

The Company avails of leases from Mar-Bay Homes, Inc., Bloom With Looms Logistics Inc. and Eujo Philippines, Inc. where Mr. Eusebio H. Tanco is the President. Insurance services are also availed from Philippines First Insurance Co. (PhilPlans) where Mr. Tanco is the Chairman. Also health care services with PhilCare where Atty. Monico V. Jacob is the Chairman and Mr. Tanco is a director.

Since February 2010, ATI has engaged Grow Vite Staffing Services, Inc. or Grow Vite (then named Global Resource for Outsourced Workers, Inc. or GROW), to provide manpower services for the Company. In November 2012, ATI Batangas has also

engaged Grow Vite (then GROW) for manpower services. Atty. Jacob is the Chairman of Grow Vite and Mr. Tanco is its President.

Transactions with related parties are on an arm's length basis.

- b) There is no Director who has declined to stand for re-election to the Board of Directors since the date of the last annual meeting of stockholders because of disagreement with the Company on matters relating to operations, policies and practices.

**Item 6. Compensation of Directors and Executive Officers**

- 1) The total annual compensation of the Company's President and the most highly compensated officers amounted to P71 million in 2020 and P75 million in 2019. The projected annual compensation in 2021 is P76 million.

The total annual compensation of all other officers and directors in 2020 amounted to P153 million and in 2019 amounted to P157 million. The projected annual compensation in 2021 is P156 million.

Name and Principal Position	Year	(in millions of pesos)			Total
		Salary	Bonus	Other Annual Compensation	
Eusebio H. Tanco President/CEO					
William Wassaf Khoury Abreu Executive Vice President					
Christopher Joe Styles Vice President for Engineering					
Chi Wai Chan Vice President for Manila and Cavite Operations					
Rodolfo G. Corvite, Jr. Vice President for Business Support Services					
CEO and 4 most highly compensated officers	2021 (Projected)	61	15	0	76
All other officers* and directors as a group unnamed	2021 (Projected)	125	31	0	156

\*Managers and above

Name and Principal Position	Year	(in millions of pesos)			Total
		Salary	Bonus	Other Annual Compensation	
Eusebio H. Tanco President					
William Wassaf Khoury Abreu Executive Vice President					
Christopher Joe Styles Vice President for Engineering					
Chi Wai Chan Vice President for Manila and Cavite Operations					
Rodolfo G. Corvite, Jr. Vice President for Business Support Services					
CEO and most highly compensated officers	2020 (Actual)	60	11	0	71
All other officers* and directors as a group unnamed	2020 (Actual)	123	30	0	153

\*Managers and above



Name and Principal Position	Year	(in millions of pesos)			
		Salary	Bonus	Other Annual Compensation	Total
Eusebio H. Tanco President					
William Wassaf Khoury Abreu Executive Vice President					
Sean James L. Perez SVP for Commercial & Outports					
Rodolfo G. Corvite, Jr. Vice President for Business Support Services					
Christopher Joe Styles Vice President for Engineering					
CEO and most highly compensated officers	2019 (Actual)	60	15	0	75
All other officers* and directors as a group unnamed	2019 (Actual)	120	37	0	157

\*Managers and above

- 2) The Directors do not receive compensation for services provided as a director other than reasonable per diems<sup>8</sup> for attendance at meetings of the Board and the Board Committees. This is in accordance with Article IV, Section 14 of the Company's By-Laws which states that "Except for reasonable per diems, directors, as such shall be entitled to receive only such compensation as may be granted to them by the vote of the stockholders representing at least two-thirds (2/3) of the outstanding capital stock at a regular or a special meeting of the stockholders. In no case shall the total yearly compensation of the directors, as such, exceed ten percent (10%) of the net income before income tax of the Company during the preceding year.

The Board of Directors specified the duties and responsibilities of the elected Company officers. Other officers, whose duties and responsibilities are set by the Management, are considered regular employees of the Company.

- 3) There is no bonus, profit sharing, stock options, warrants, rights or other compensation plans or arrangements with directors and officers that will result from their resignation, retirement, termination of employment, or change in the control of the Company.

#### **Item 7. Independent Public Accountants**

The accounting firm R. G. Manabat & Co. served as the Company's external auditors for the last fiscal year. There was no change in or disagreement with the external auditors on accounting and financial disclosures.

The Company's Manual on Corporate Governance and SRC Rule 68, provide that the Company's external auditor shall either be rotated or the handling partner be changed every five (5) years or earlier, subject to the provisions of SRC Rule 68 paragraph 3 (b) (ix) on the two-year cooling off period. In April 2018, Ms. Emerald Anne Bagnes was appointed as signing partner of ATI, replacing Mr. Enrico Baluyut. However, in November 2018, Ms. Alicia S. Columbres replaced Ms. Bagnes as signing partner when the latter assumed the role of Head of Audit at R.G. Manabat & Co.

In accordance with the Company's Manual on Corporate Governance, the Audit Committee recommends the appointment of external auditors. The Audit Committee is composed of Atty. Roberto C. O. Lim (independent director) as Chairman, Atty. Monico V. Jacob and Mr. Ahmad

<sup>8</sup> Directors' per diem amounted to Php 2,825,000 (for 2020) and Php 2,560,00 (for 2019).The Chairman receives Php60,000.00 per diem, for every board meeting attended, while members of the Board receive Php50,000.00.

Yousef Ahmad Alhassan Al Simreen as members. The Board approved the Audit Committee's recommendation for the appointment of R.G. Manabat & Co. as external auditors and resolved to submit the approval of the appointment to the stockholders during the annual stockholders' meeting.

Representatives of R.G. Manabat & Co. will be present during the scheduled stockholders' meeting and will be given the opportunity to make a statement if they desire to do so. It is also expected that the attending representatives will be able to respond to appropriate questions.

**Items 8 to 14**

Not Applicable

**D. OTHER MATTERS**

**Item 15. Action with Respect to Reports**

- a) The approval of the minutes of the annual stockholders' meeting held on June 4, 2020 will be taken up during the meeting. No matters arising from the said minutes of meetings shall be taken up during the April 22, 2021 annual meeting.

The matters taken up during the June 4, 2020 annual stockholders' meeting were as follows:

1. Call to Order
2. Proof of Notice and Quorum
3. Approval of the Minutes of the Annual Stockholders' Meeting held on April 25, 2019
4. Chairman's Address
5. Election of Directors
6. Approval of the Audited Financial Statements for the Year Ended December 31, 2019
7. Appointment of Independent Auditors
8. Approval and Ratification of the Acts of the Board and the Management during the year 2019
9. Other Matters
10. Adjournment

**SUMMARY OF THE MINUTES OF THE 25<sup>th</sup> ANNUAL STOCKHOLDERS'  
MEETING OF ASIAN TERMINALS, INC.**

(June 4, 2020, 2:00pm)

Online (MS Teams)

At the request of the Board, the Company President, Mr. Eusebio H. Tanco presided and called the meeting to order at 2:00 p.m. Mr. Tanco explained that the meeting will be conducted via remote communication or online due to the COVID 19 situation, in compliance with guidelines issued by the SEC.

Atty. Rodolfo Corvite, Jr., the Corporate Secretary certified that notices were sent to all stockholders of record as of May 5, 2020 through the mediums compliant with the regulations of the PSE and SEC, namely publication for two consecutive days in the Manila Times and Business Mirror (print format) and Manila Standard and OneNewsph (online format), posting in the company website and disclosure to the PSE.

The Corporate Secretary further certified that there was a quorum with stockholders representing 1,776,561,157 shares or 88.8% of the outstanding capital stock of the company having registered to participate and voted.

The procedure for the conduct of the meeting was briefly discussed by the Corporate Secretary. All the tabulation results for the meeting were subjected to validation by R.G. Manabat and Company. Stockholders were also informed to send their questions by email to [ATI2020SHMeeting@asianterminals.com.ph](mailto:ATI2020SHMeeting@asianterminals.com.ph). The questions were collated and selected questions were answered in the latter part of the meeting while those unanswered would be replied to by email.

The Chairman, Andrew R. Hoad, delivered his message via live stream.

He stated that year 2019 saw the global economy at its slowest pace since the financial crisis with trade barriers, geopolitical tensions and market uncertainties sending ripples across markets. Despite this global environment, the Philippines remained a bright spot in the region, with the economy growing 5.9% behind robust consumption, overseas remittances, and government infrastructure spending under its build-build-build platform.

Operating against the same backdrop of economic resilience, Mr. Hoad reported that ATI delivered its best overall performance in nearly 35 years of operations, with comprehensive port facilities handling record volumes across market segments in support of the Philippine supply-chain.

At the operational front, the container ports in Manila and Batangas handled a record 1.66 million teus (twenty-foot equivalent units) in combined container throughput, or 12.6% higher than 2018 figures. The Batangas Port sustained its outstanding results, connecting over 4.2 million passengers and 433,000 vehicles to key island destinations while handling nearly 170,000 completely built imported car units for the automotive sector.

The continuing investment programs in capacity and efficiency in recent years in the expanded Batangas Container Terminal, the ongoing expansions in Manila South Harbor, the modernization of Batangas Port as well as the development of strategic off-dock facilities in Manila and Laguna, have allowed ATI to attain the record feats while operating safely following global standards.

On the financial front, the Chairman reported that ATI's results reached new heights in 2019 bannered by revenues totaling Php13.3 billion and a net income amounting to Php3.7 billion. These represent an increase of 8.6% and 28.9% from 2018 figures, respectively.

Year-on-year, ATI has demonstrated a stronger balance sheet and robust cash flow backed by operational discipline, diligent cost management efforts, and the careful execution of business plans. This puts ATI on a solid footing to further improve its ports, expand its portfolio, and provide healthy returns to the investors.

Driven by robust operational and financial performance, the Chairman reported that the Board of Directors has approved last March 2020 the release of cash dividends totaling Php1.4 billion to stockholders of record as of April 29, 2020. Valued at over 70 centavos per share, which represents ATI's highest cash dividend payout in its corporate history.

For all the accomplishments, the Chairman thanked the Board of Directors, its shareholders, its valued customers, and the port authorities whose contributions have ever been so valuable. The Chairman also thanked the management team and its employees for their passion and dedication to operate and manage ATI's business safely and efficiently.

Mr. Hoad reported on how the Company coped with the unprecedented events brought about by the COVID-19 pandemic during the first quarter of 2020 which has adversely impacted many economies and companies locally and globally.

As an operator of major economic gateways, ATI has continued to operate 24/7 amid the health emergency, joining frontline industries and government agencies to ensure that food, life-saving goods, and other vital commodities flow in the supply-chain. ATI have



operated safely by intensifying its health screening and monitoring, boosting sanitation efforts, adjusting its operations to meet social distancing requirements and by stringently following the protocols mandated by authorities. ATI remained COVID-free.

ATI responded by increasing its community investment such as donation of relief aid through local government units to keep families afloat during difficult times. The Company partnered with the government to temporarily convert its Cruise Terminal in Manila as an added quarantine center for returning overseas workers.

While uncertainties loom in the horizon, the Chairman stated that with strong business fundamentals, corporate resilience, dedicated people, along with the capabilities of the company's modern port facilities, ATI would be able to overcome the challenges ahead.

For the accomplishment, the Chairman thanked the Board of Directors, shareholders, valued customers, the port authorities and employees whose contributions have been so valuable.

After the Chairman's Message, the meeting proceeded with the election of the eight (8) nominees to the Board. Those elected were, Messrs. Andrew R. Hoad, Eusebio H. Tanco, Ahmad Yousef Ahmad Alhassan Al Simreen, Glen C. Hilton, Monico V. Jacob and Felino A. Palafox Jr. Messrs. Roberto C.O. Lim and Artemio V. Panganiban were elected as independent directors.

The following were also taken up during the meeting: a) approval of the audited financial statements for the year ended December 31, 2019; b) appointment of R.G. Manabat & Co. as the Company's independent auditors; c) approval and ratification of the acts of the Board and the Management for 2019.

- b) The approval of the audited financial statements and supplementary schedules to such financial statements will also be taken up during the meeting.
- c) The Management seeks the approval and ratification by the stockholders of all the acts of the Board and the Management during the year 2020. These are reflected in the minutes of the meetings of the Board of Directors, in the reports to the Philippines Stock Exchange and the Securities and Exchange Commission. The affirmative vote of a majority of the stockholders is necessary for the ratification of all acts of the Board and the Management, which are as follows:

### **February 20, 2020**

Approval of the minutes of the previous regular and special meetings; Approval of 2019 audited financial statements; Re-appointment of R.G.Manabat & Co. as independent auditors for 2020; Setting of the date, time, venue and agenda of the 2020 Annual Stockholders' Meeting and record date, closing of stock and transfer book and last day of validation of proxies; Appointment of Professional Stock Transfer Inc. (PSTI) as the stock transfer agent, replacing RCBC Stock Transfer Inc. and authorizing officer to transact with PSTI; Appointment and authorization of CHEC Construction (Phils) Corporation (CHEC) to apply for a building permit and other related permits, with the local government of Tanza, Cavite, for and on behalf of ATI, relative to an ATI construction project in Calibuyo, Tanza, Cavite and authorizing officers to apply, file, process and obtain the said building permit as required by the local government unit or any government agency relative to the abovementioned project; Approval of capital expenditures; Authority to obtain or renew existing credit facilities, leasing agreements, trust or investment management agreements, treasury facilities and other similar facilities, service agreements or other similar facilities with any bank or financial institution, whether domestic or foreign, financial products, such as but not limited to deposit accounts (including electronic internet banking facilities), remittances, fund transfers, foreign exchange transactions, option contracts, currency and interest rate swaps, Letters of

Credit and trade transactions, funding arrangements, discounting and credit facilities with or without security, or other similar facilities, with any bank or financial institution, whether domestic or foreign and authorizing officers to sign, execute, deliver any document for the purpose; to present, transact and negotiate with MERALCO MPOWER, Manila Electric Company Local Retail Electricity Supplier (LRES), with respect to the Corporate's energy requirements under the Retail Competition and Open Access (RCOA) regime and to sign and all documents pertaining thereof; to participate in the Wholesale Electricity Spot Market (WESM) and authorizing officers to represent the Company.

**March 30, 2020**

Postponement of the 2020 Annual Meeting to June 4, 2020, setting of the new record date, closing of stock and transfer book and last day of validation of proxies; declaration of cash dividends.

**May 11, 2020**

Approval to conduct the 2020 Annual Meeting virtually and voting in absentia and to publish the notice of meeting in 2 newspapers of general circulation for 2 consecutive days, before May 14, 2020; rescheduling of the next board meeting on June 4, 2020.

**June 4, 2020**

Approval of the minutes of the previous regular and special meetings; approval of capital expenditures; account write-off; Authority for officers to sign, execute and deliver the Letter of Authority at Manila Medical Services a part of its credit accommodation agreement.

**August 27, 2020**

Approval of the minutes of the previous regular meeting; approval of capital expenditures; renewal of the ATI POMS Management Contract for 5 years or until August 31, 2025 subject to the ratification of the stockholders in the next annual meeting; authority to apply and sign any application, renewal or modification (as applicable) for Autosweep RFID for all service vehicles registered in the name of Asian Terminals, Inc. (ATI), including the authority to appoint an officer who will represent ATI to transact, sign, process and submit all requirements related to the above-stated purpose.

**October 30, 2020**

Election Mr. Glen C. Hilton as Chairman of the Board and as Chairman of the Executive, Nomination and Compensation Committees, effective November 1, 2020, to serve the unexpired term of Mr. Andrew R. Hoad. The Board further resolved to appoint Mr. Andrew R. Hoad as member Executive and Compensation Committees, to fill the vacancy left by Mr. Glen C. Hilton due to his election as Chairman, also effective November 1, 2020.

**November 26, 2020**

Approval of the minutes of the previous regular meeting; approval of the report of the Corporate Governance Committee and the results of the self-assessments of the Board, directors, Committees and key officers; approval of the recommendation of Compensation Committee; approval to authorize the Securities and Exchange Commission (SEC) to send notices, letters and communications and other documents to ATI through the designated official and alternate email addresses and mobile numbers in accordance with SEC Memorandum Circular No. 28 series of 2020: Authority for ATI to participate, in the Bidding Process for the Management and Operations of Cargo Handling, Passenger, RORO and Other Port Related Services of the Port of Puerto

Princesa (“Project) and designating officers to do, execute and perform any and all acts necessary, and/or to represent the Corporation in the Bidding Process for the Project, including but not limited to execution, signing, submission and receiving of documents for and on behalf of the Corporation; Authority given to ATI to apply for tariff adjustment with the Philippine Ports Authority (PPA) and designating officers to represent ATI with the PPA to transact, negotiate, apply, sign, execute, submit, file, deliver and receive documents necessary and relevant to the application for tariff adjustment; Appreciation of gratitude to the former Chairman of the Board, Mr. Andrew R. Hoad, for his invaluable contribution to ATI during his incumbency.

**December 28, 2020**

Review and approval of the 2021 Budget and appropriation of retained earnings.

**Item 16**

Not applicable.

**Item 17. Amendment of Charter, Bylaws or Other Documents**

Not applicable.

**Item 18. Other Proposed Action**

The ratification/confirmation of the ATI-POMS Management Contract will be taken up in the meeting.

On August 27, 2020, the Board approved the renewal of the Management Contract for another five (5) years or from September 1, 2020 until August 31, 2025.

**Item 19. Voting Procedures**

- a) Voting requirement for approval or election

Article III Section 7 of the By-Laws of the Company provides that at all meetings of the stockholders, all elections and all questions shall be decided by the majority vote of the stockholders present in person or by proxy and entitled to vote thereat, a quorum being present, except in cases otherwise provided by statute.

Each stockholder shall have one vote for each share of stock entitled to vote and recorded in his name in the books of the Company.

Due to the risk brought about by COVID-19 that prompted the government authorities to restrict the holding of public gatherings, the Board unanimously approved on February 24, 2021, the holding of the annual stockholders meeting online and the procedure for online registration and voting through the use of a voting portal. Please refer to **Appendix “A”** of the Notice of Meeting for the 2021 Annual Stockholders’ Meeting on the requirements and procedure for the registration, participation and voting online.

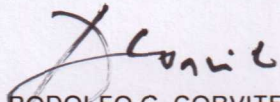

- b) The method by which the votes will be counted.



The Board unanimously approved on February 24, 2021, the holding of the annual stockholders meeting online and the online voting using a voting portal. Votes shall be counted in accordance with the procedure for online voting. Stockholders would need to register and have their registration and identification validated before they will be given an access code to the voting portal. Please refer to **Appendix "A"** of the Notice of Meeting for the 2021 Annual Stockholders' Meeting on the requirements and procedure for registration, participation and voting.

The auditors from R.G. Manabat & Co. will assist in the counting of votes.

After reasonable inquiry and to the best of my knowledge and belief, I certify that the information statement set forth in this report is true, complete and correct. This report is signed in the City of Manila on March 5, 2021.

  
**RODOLFO G. CORVITE, JR.**  
Corporate Secretary and Compliance Officer 

**MANAGEMENT REPORT  
(UNDER RULE 20.4, AMENDED IRR OF THE SRC)**

**Management's Discussion and Analysis**

Revenues for the year ended December 31, 2020 of P10,961.0 million went down by 17.8% from P13,329.4 million in 2019. Revenues from South Harbor (SH) international containerized cargo operations and Batangas Container Terminal (BCT) decreased from last year by 16.9% and 20.2%, respectively, on account of lower container volumes resulting from the negative economic impact of COVID-19. Container volumes at SH and BCT declined by 20.4% and 19.7%, respectively.

Port authorities' share in revenues in 2020 of P1,805.6 million decreased by 22.5% from P2,329.1 million in 2019 as a result of lower revenues subject to port authorities' share.

Cost and expenses in 2020 amounted to P5,062.2 million, 9.7% lower than P5,606.4 million in 2019. Labor costs in 2020 of P1,447.0 million were lower by 6.8% compared to P1,551.9 million in 2019 due to lower deployment and overtime related to lower volume as well as the implementation of cost savings measures. Equipment running in 2020 went down by 32.5% to P548.3 million from P812.3 million in 2019 due to lower usage of equipment spare parts and tyres, lower electricity and lower fuel costs resulting from lower consumption and lower fuel price. Management fees in 2020 decreased by 19.8% to P184.4 million from P229.8 million in 2019 following lower earnings before tax. Security, health, environment and safety in 2020 of P167.0 million were lower by 21.5% compared to P212.7 million in 2019 due to cost saving initiatives. Facilities-related expenses in 2020 went down by 26.1% to P155.6 million from P210.5 million in 2019 due to lower repair and maintenance costs on buildings and lightings. Provision for claims of P2.3 million in 2020 decreased by 97.9% compared to P109.5 million last year due to lower provision for claims. Professional fees in 2020 of P14.0 million went down by 46.8% from P26.3 million last year due to lower consultancy fees. Marketing, commercial, and promotion in 2020 decreased by 82.7% to P9.7 million from P56.0 million due to lower advertising costs. Entertainment, amusement and recreation in 2020 of P2.3 million went down by 74.1% from P8.9 million last year. Other expenses in 2020 totaled P111.0 million, went down by 50.1% from P222.2 million in 2019 due to lower general operations.

Meanwhile, depreciation and amortization in 2020 increased by 13.3% to P1,733.7 million from P1,530.0 million in 2019. Taxes and licenses in 2020 increased by 5.7% to P412.4 million from P390.2 million in 2019 due to higher real property taxes and business taxes. Insurance of P144.2 million in 2020 increased by 30.2% compared to P110.7 million last year due to higher insurance premiums.

Finance income amounted to P28.6 million in 2020, 81.8% down from P157.3 million in 2019 due to lower interest rates for money market placements and lower cash balance. Finance costs in 2020 of P544.1 million were lower by 2.6% compared to P558.9 million in 2019. Others-net in was higher 176.5% to P559.4 million in 2020 from P216.7 million in 2019 mainly due to unrealized foreign exchange gain on fair value of concession liability and accrued interest following the depreciation of the Philippine Peso against the US Dollar.

Income before income tax in 2020 of P4,177.0 million was lower by 19.8% compared to P5,209.1 in 2019. Provision for income tax in 2020 decreased by 18.2% to P1,221.0 million from P1,493.5 million in 2019.

Net income for the year ended December 31, 2020 decreased by 20.4% to P2,956.0 million from P3,715.6 million last year. Earnings per share was down to P1.48 in 2020 from P1.86 in 2019.

## Plans for 2021

As a smart trade enabler, Asian Terminals Inc. (ATI) actively pursues its port-centric logistics philosophy anchored on bringing competitive and comprehensive port services closer to beneficial cargo owners.

Aligned with this, ATI continuously enhances its ports in Manila and Batangas for containerized cargo, non-containerized cargo, and passenger handling operations, upgrading the capacity, capabilities and technologies of these gateway facilities to support customer growth, respond to future market demand, and contribute to the post-pandemic recovery of the Philippine economy.

For 2021, ATI is investing an estimated Php 6.9 billion in step with its growth strategy and in line with its investment commitment with the Philippine Ports Authority. This will support the acquisition of more modern cargo handling equipment and the development of related logistics infrastructure projects in Manila, Batangas, Laguna and Cavite.

As a forward-looking company, ATI explores new business growth drivers, including developing additional cargo storage spaces within and outside port zones, offering ancillary services leveraged on its core ports business and exploring new port operations locally or overseas, given the right opportunity.

Combining the best Filipino talent and the global leadership of its foreign equity shareholder, DP World, ATI shall continue leveraging its resources, management capabilities and industry expertise spanning 35 years to bring its competencies where growth potential is high, where it could deliver greater value to its shareholders and where it could positively impact economies and communities.

## Consolidated Financial Condition

Total assets as of December 31, 2020 decreased by 1.4% to P30,824.4 million from P31,254.1 million as of December 31, 2019. Total current assets as of December 31, 2020 down by 8.8% to P7,684.0 million from P8,422.3 million as of December 31, 2019. Cash and cash equivalents as of December 31, 2020 were lower by 21.4% to P4,437.9 million from P5,647.3 million as of December 31, 2019. Trade and other receivables - net as of December 31, 2020 down by 1.0% to P624.5 million from P630.6 million as of December 31, 2019. Spare parts and supplies - net as of December 31, 2020 of P890.3 million were higher by 18.9% compared to P748.5 million as of December 31, 2019 in support of operational requirements and equipment maintenance program. Prepaid expenses of P1,731.3 million as of December 31, 2020 went up by 24.0% from P1,395.9 million as of December 31, 2019 on account of higher input taxes on PPA fees and various purchases and advance payment on real property taxes for 2021 for South Harbor.

Total non-current assets of P23,140.4 million as of December 31, 2020 were higher by 1.4% compared to of P22,831.8 million as of December 31, 2019. Property and equipment-net increased by 28.3% to P1,198.8 million as of December 31, 2020 from P934.1 million as of December 31, 2019. Additions to property and equipment which were not subject of the service concession arrangement totaled P421.0 million in 2020. Intangible assets - net as of December 31, 2020 of P20,226.6 million were higher by 0.9% compared to P20,051.2 million as of December 31, 2019. Acquisitions of intangible assets which consisted of civil works and cargo handling equipment that were subject of the service concession arrangement amounted to P1,432.4 million in 2020. Right-of-use assets – net was at P615.5 million as of December 31, 2020, was lower by 9.0% compared to P676.1 million as of December 31, 2019. Deferred tax assets - net as of December 31, 2020 of P880.5 million went down by 13.1% to P1,013.2 million as of December 31, 2019, pertaining to adjustment on deferred tax on unrealized foreign exchange gain on fair value of concession liability and accrued interest. Other



noncurrent assets as of December 31, 2020 increased by 61.6% to P173.9 million from P107.6 million as of December 31, 2019.

Total liabilities went down by 15.6% to P10,911.6 million as of December 31, 2020 from P12,924.1 million as of December 31, 2019. Trade and other payables as of December 31, 2020 of P2,114.9 million were lower by 35.0% than P3,253.0 million as of December 31, 2019. Trade and other payables are covered by agreed payment schedules. Provision for claims went down to P58.0 million as of December 31, 2020 from P259.8 million as of December 31, 2019. Income and other taxes payable increased by 9.8% to P311.1 million as of December 31, 2020 from P283.2 million as of December 31, 2019. Port concession rights payable (current and noncurrent) as of December 31, 2020 totaled P7,639.8 million, 8.0% lower than P8,303.0 million as of December 31, 2019 due to payments of government share in 2020. Lease liabilities (current and noncurrent) was at P599.8 million as of December 31, 2020, decreased by 6.4% from P640.9 million as of December 31, 2019. Pension liability as of December 31, 2020 of P188.1 million were higher by 2.1% compared to P184.1 million as of December 31, 2019.

### **Consolidated Cash Flows**

Net cash provided by operating activities decreased by 22.7% to P3,141.7 million in 2020 from P4,066.1 million in 2019 due to lower operating income and decrease in trade and other payables and provision for claims.

Net cash used in investing activities in 2020 of P1,847.3 million were 40.9% lower than P3,125.1 million in 2019 due to lower acquisitions of intangible assets reduced by higher acquisitions of property and equipment.

Cash used in financing activities in 2020 of P2,348.2 million were higher by 14.1% than the P2,058.2 million in 2019 due to higher payments of cash dividends and payments of lease liabilities. Cash dividends paid amounted to P1,406.0 million and P1,125.0 million in 2020 and 2019, respectively.

### **Adoption of New or Revised Standards, Amendments to Standards and Interpretation**

The Group has adopted the following amendments to standards starting January 1, 2020 and accordingly, changed its accounting policies. Except as otherwise indicated, the adoption did not have any significant impact on the Group's consolidated financial statements.

*Amendments to References to Conceptual Framework in PFRS Standards* sets out amendments to PFRS Standards, their accompanying documents and PFRS practice statements to reflect the issuance of the revised Conceptual Framework for Financial Reporting in 2018 (2018 Conceptual Framework). The 2018 Conceptual Framework includes:

- a new chapter on measurement;
- guidance on reporting financial performance;
- improved definitions of an asset and a liability, and guidance supporting these definitions; and
- clarifications in important areas, such as the roles of stewardship, prudence and measurement uncertainty in financial reporting.

Some Standards, their accompanying documents and PFRS practice statements contain references to, or quotations from, the International Accounting Standards Committee's Framework for the Preparation and Presentation of Financial Statements adopted by the IASB in 2001 or the Conceptual Framework for Financial Reporting issued in 2010. The amendments update some of those references and quotations so that they refer to the 2018 Conceptual Framework and makes other amendments to clarify which version of the Conceptual Framework is referred to in particular documents.

*Definition of a Business (Amendments to PFRS 3, Business Combinations).* The amendments narrowed and clarified the definition of a business. They also permit a simplified assessment of whether an acquired set of activities and assets is a group of assets rather than a business. The amendments:

- confirmed that a business must include inputs and a process, and clarified that:
  - the process must be substantive; and
  - the inputs and process must together significantly contribute to creating outputs;
- narrowed the definitions of a business by focusing the definition of outputs on goods and services provided to customers and other income from ordinary activities, rather than on providing dividends or other economic benefits directly to investors or lowering costs; and
- added a test that makes it easier to conclude that a company has acquired a group of assets, rather than a business, if the value of the assets acquired is substantially all concentrated in a single asset or group of similar assets.

*Definition of Material (Amendments to PAS 1, Presentation of Financial Statements and PAS 8, Accounting Policies, Changes in Accounting Estimates and Errors).* The amendments refine the definition of material. The amended definition of material states that information is material if omitting, misstating or obscuring it could reasonably be expected to influence the decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity. The amendments clarify the definition of material and its application by:

- (a) raising the threshold at which information becomes material by replacing the term 'could influence' with 'could reasonably be expected to influence';
- (b) including the concept of 'obscuring information' alongside the concept of 'omitting' and 'misstating' information in the definition;
- (c) clarifying that the users to which the definition refers are the primary users of general purpose financial statements referred to in the Conceptual Framework;
- (d) clarifying the explanatory paragraphs accompanying the definition; and
- (e) aligning the wording of the definition of material across PFRS Standards and other publications.

The amendments are expected to help entities make better materiality judgements without substantively changing existing requirements.

### **Standards Issued But Not Yet Adopted**

A number of amendments to standards are effective for annual periods beginning after January 1, 2020. However, the Group has not early adopted the following new or amended standards in preparing these consolidated financial statements. Unless otherwise stated, none of these are expected to have a significant impact on the Group's consolidated financial statements.

#### *Effective June 1, 2020*

- COVID-19-Related Rent Concessions (Amendment to PFRS 16, Leases). The amendments introduce an optional practical expedient that simplifies how a lessee accounts for rent concessions that are a direct consequence of COVID-19. A lessee that applies the practical expedient is not required to assess whether eligible rent concessions are lease modifications, and accounts for them in accordance with other applicable guidance. The practical expedient applies if:

- the revised consideration is substantially the same or less than the original consideration;
- the reduction in lease payments relates to payments due on or before June 30, 2021; and
- no other substantive changes have been made to the terms of the lease.

Lessees applying the practical expedient are required to disclose that fact, whether they have applied the practical expedient to all eligible rent concessions and, if not, the nature of the contracts to which they have applied the practical expedient; and the amount recognized in profit or loss for the reporting period arising from application of the practical expedient. No practical expedient is provided for lessors.

The amendment is effective for annual reporting periods beginning on or after June 1, 2020. Earlier application is permitted. A lessee applies the amendments retrospectively, recognizing the cumulative effect of the amendments as an adjustment to the opening balance of retained earnings or other component of equity, as appropriate.

*Effective January 1, 2022*

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

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

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

The amendments are effective for annual reporting periods beginning on or after January 1, 2022. Earlier application is permitted. The amendments apply retrospectively, but only to items of property, plant and equipment made available for use on or after the beginning of the earliest period presented in the financial statements in which the company first applies the amendments.

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

The amendments are effective for annual reporting periods beginning on or after January 1, 2022 to contracts existing at the date when the amendments are first applied. At the date of initial application, the cumulative effect of applying the amendments is recognized as an opening balance adjustment to retained earnings or other component of equity, as appropriate. The comparatives are not restated. Earlier application is permitted.

*Annual Improvements to PFRS Standards 2018-2020*. This cycle of improvements contains amendments to four standards:

- *Subsidiary as a First-time Adopter (Amendment to PFRS 1, First-time Adoption of Philippine Financial Reporting Standards)*. The amendment simplifies the application of PFRS 1 for a subsidiary that becomes a first-time adopter of PFRS later than its

parent. The subsidiary may elect to measure cumulative translation differences for all foreign operations at amounts included in the consolidated financial statements of the parent, based on the parent's date of transition to PFRS.

- *Fees in the '10 per cent' Test for Derecognition of Financial Liabilities (Amendment to PFRS 9, Financial Instruments)*. The amendment clarifies that for the purpose of performing the '10 per cent' test for derecognition of financial liabilities, the fees paid net of fees received included in the discounted cash flows include only fees paid or received between the borrower and the lender, including fees paid or received by either the borrower or lender on the other's behalf.
- *Lease Incentives (Amendment to Illustrative Examples accompanying PFRS 16, Leases)*. The amendment deletes from the Illustrative Example 13 the reimbursement relating to leasehold improvements to remove the potential for confusion because the example had not explained clearly enough the conclusion as to whether the reimbursement would meet the definition of a lease incentive in PFRS 16.
- *Taxation in Fair Value Measurements (Amendment to PAS 41, Agriculture)*. The amendment removes the requirement to exclude cash flows for taxation when measuring fair value, thereby aligning the fair value measurement requirements in PAS 41 with those in PFRS 13, *Fair Value Measurement*.

The amendments are effective for annual reporting periods beginning on or after January 1, 2022. Earlier application is permitted.

*Reference to the Conceptual Framework (Amendment to PFRS 3 Business Combinations)*. The amendments:

- updated PFRS 3 so that it now refers to the 2018 Conceptual Framework;
- added a requirement that, for transactions and other events within the scope of PAS 37 *Provisions, Contingent Liabilities and Contingent Assets* or IFRIC 21 *Levies*, an acquirer applies PAS 37 or IFRIC 21 instead of the Conceptual Framework to identify the liabilities it has assumed in a business combination; and
- added an explicit statement that an acquirer does not recognize contingent assets acquired in a business combination.

The amendments are effective for business combinations occurring in reporting periods starting on or after January 1, 2022. Earlier application is permitted

### Key Performance Indicators (KPIs)

KPIs discussed below were based on consolidated amounts as portions pertaining to the Company's subsidiary, ATI Batangas, Inc. (ATIB) were not material. As of end 2020:

- ATIB's total assets were only 9.1% of the consolidated total assets
- Income before other income and expense from ATIB was only 6.9% of consolidated income before other income and expense.<sup>1</sup>

Consolidated KPI	Manner of Calculation	2020	2019	Discussion
Return on Capital Employed	Percentage of income before interest and tax over capital employed	16.0%	20.1%	Decreased due to lower income before interest and taxes during the period and higher capital employed.

<sup>1</sup> Income before interest and tax excludes also net unrealized foreign exchange losses and others.

Return on Equity attributable to equity holders of the parent	Percentage of net income over equity attributable to equity holders of the parent	15.5%	21.7%	Decreased due to lower net income.
Current ratio	Ratio of current assets over current liabilities	2.61 : 1.00	1.98 : 1.00	Increased due to lower current liabilities.
Asset to equity ratio	Ratio of total assets over equity attributable to equity holders of the parent	1.55 : 1.00	1.71 : 1.00	Decreased due to increase in retained earnings.
Debt to equity ratio	Ratio of total liabilities over equity attributable to equity holders of the parent	0.55 : 1.00	0.71 : 1.00	Improved due to decrease in liabilities.
Days Sales in Receivables (DSR)	Gross trade receivables over revenues multiplied by number of days	6 days	11 days	Decreased due to improved collection.
Net Income Margin	Net income over revenues less government share in revenues	32.3%	33.8%	Decreased due to lower net income
Reportable Injury Frequency Rate (RIFR) <sup>2</sup>	Number of reportable injuries within a given accounting period relative to the total number of hours worked in the same accounting period.	0.59	0.82	Decreased due to lower number of injuries.

#### Summary of Selected Financial Data (in millions)

Description	Year ended December 31, 2020	Year ended December 31, 2019
Revenues	P10,961.0	P13,329.4
Net income	2,956.0	3,715.6
Total assets	30,824.4	31,254.1
Total liabilities	10,911.6	12,924.1

#### Years ended December 31, 2019 and 2018

Revenues for the year ended December 31, 2019 of P13,329.4 million went up by 8.6% from P12,276.7 million in 2018. Revenues from South Harbor international containerized cargo and Batangas Container Terminal increased from last year by 5.1% and 37.8%, respectively, on account of higher container volumes, which grew by 10.7% and 25.6%, respectively.

<sup>2</sup> RIFR is the new KPI for injuries introduced in 2014 to replace LTIFR. RIFR is a more stringent KPI as it covers not only Lost Time Injuries (LTIs) but also Medically Treated Injuries (MTIs) and Fatalities incidents.



Port authorities' share in revenues in 2019 of P2,329.1 million increased by 2.6% from P2,270.1 million in 2018 as a result of higher revenues subject to port authorities' share.

Cost and expenses in 2019 amounted to P5,606.4 million, 13.5% higher than P4,940.9 million in 2018. Labor costs in 2019 of P1,551.9 million were higher by 6.1% compared to P1,462.6 million in 2018 due to salary rate increases and additional headcount related to higher volumes. Depreciation and amortization in 2019 increased by 35.3% to P1,530.0 million from P1,130.9 million in 2018. Equipment running in 2019 went up by 1.8% to P812.3 million from P798.0 million in 2018 due to higher usage of equipment tyres, higher electricity and higher fuel costs resulting from higher prices and higher consumption. Taxes and licenses in 2019 increased by 43.4% to P390.2 million from P272.1 million in 2018 due to higher real property taxes and business taxes. Management fees in 2019 grew by 30.5% to P229.8 million from P176.1 million in 2018 following higher earnings before tax. Security, health, environment and safety in 2019 of P212.7 million were higher by 3.5% compared to P205.4 million in 2018 due to increase in safety initiatives. Facilities-related expenses in 2019 went up by 5.0% to P210.5 million from P200.5 million in 2018 due to higher repair and maintenance costs on buildings and lightings. Provision for claims of P109.5 million in 2019 increased by 325.6% compared to P25.7 million last year due to higher provision for claims. Insurance of P110.7 million in 2019 increased by 26.9% compared to P87.3 million last year due to higher insurance premiums. General transport of P96.4 million in 2019 were higher by 109.1% than P46.1 million in 2018 on account of higher trucking costs. Entertainment, amusement and recreation in 2019 of P8.9 million went up by 14.4% from P7.8 million last year. Other expenses in 2019 totaled P222.2 million, went up by 4.2% from P213.4 million in 2018 due to higher general operations and additional provision for inventory obsolescence.

On the other hand, rental expenses in 2019 of P38.9 million decreased by 73.8% from P148.1 million in 2018 due to reclassification of facility rent under PFRS 16. Professional fees in 2019 of P26.3 million went down by 67.4% from P80.5 million last year due to lower consultancy fees. Marketing, commercial, and promotion in 2019 decreased by 35.2% to P56.0 million from P86.5 million due to lower advertising costs.

Finance income amounted to P157.3 million in 2019, 39.0% up from P113.2 million in 2018 due to higher interest rates for money market placements. Finance costs in 2019 of P558.9 million were higher by 3.4% compared to P540.4 million in 2018. Others-net in 2019 was at P216.7 million in 2019 from negative P627.8 million in 2018 mainly due to last year's fair value losses in cash flow hedge.

Income before income tax in 2019 of P5,209.1 million was higher by 29.9% compared to P4,010.7 in 2018. Provision for income tax in 2019 increased by 32.5% to P1,493.5 million from P1,127.3 million in 2018.

Net income for the year ended December 31, 2019 improved by 28.9% to P3,715.6 million from P2,883.4 million last year. Earnings per share was up to P1.86 in 2019 from P1.44 in 2018.

### **Consolidated Financial Condition**

Total assets as of December 31, 2019 increased by 7.3% to P31,254.1 million from P29,123.2 million as of December 31, 2018. Total current assets as of December 31, 2019 down by 7.2% to P8,422.3 million from P9,080.4 million as of December 31, 2018. Cash and cash equivalents as of December 31, 2019 were lower by 17.8% to P5,647.3 million from P6,868.5 million as of December 31, 2018. Trade and other receivables-net as of December 31, 2019 down by 15.0% to P630.6 million from P742.0 million as of December 31, 2018. Spare parts and supplies-net as of December 31, 2019 of P748.5 million were higher by 47.5% compared to P507.5 million as of December 31, 2018 in support of operational requirements and equipment maintenance program. Prepaid expenses of P1,395.9 million as of December 31, 2019 went up by 45.0% from P962.4 million as of December 31, 2018 on account of higher input taxes on PPA fees and various purchases.

Total non-current assets of P22,831.8 million as of December 31, 2019 were higher by 13.9% compared to P20,042.7 million as of December 31, 2018. Property and equipment-net increased by 5.7% to P934.1 million as of December 31, 2019 from P883.9 million as of December 31, 2018. Additions to property and equipment which were not subject of the service concession arrangement totaled P194.4 million in 2019. Intangible assets-net as of December 31, 2019 of P20,051.2 million were higher by 11.6% compared to P17,962.6 million as of December 31, 2018. Acquisitions of intangible assets which consisted of civil works and cargo handling equipment that were subject of the service concession arrangement amounted to P2,747.5 million in 2019. Right-of-use assets – net was at P676.1 million as of December 31, 2019, based on new accounting standard PFRS 16 effective January 1, 2019. Deferred tax assets-net as of December 31, 2019 of P1,013.2 million went up by 6.5% to P951.3 million as of December 31, 2018, pertaining to additional deferred tax on concession rights payable and unrealized foreign exchange losses. Other noncurrent assets as of December 31, 2019 decreased by 33.3% to P107.6 million from P161.3 million as of December 31, 2018.

Total liabilities went down by 2.6% to P12,924.1 million as of December 31, 2019 from P13,269.3 million as of December 31, 2018. Trade and other payables as of December 31, 2019 of P3,253.0 million were lower by 14.3% than P3,797.4 million as of December 31, 2018. Trade and other payables are covered by agreed payment schedules. Provision for claims went up to P259.8 million as of December 31, 2019 from P219.4 million as of December 31, 2018. Income and other taxes payable increased by 5.7% to P313.3 million as of December 31, 2019 from P296.2 million as of December 31, 2018. Port concession rights payable (current and noncurrent) as of December 31, 2019 totaled P8,303.0 million, 0.7% lower than P8,866.9 million as of December 31, 2018 due to payments of government share in 2019. Lease liabilities (current and noncurrent) was at P640.9 million as of December 31, 2019, based on new accounting standard PFRS 16 effective January 1, 2019. Pension liability as of December 31, 2019 of P184.1 million were higher by 236.3% compared to P54.8 million as of December 31, 2018.

### **Consolidated Cash Flows**

Net cash provided by operating activities increased by 0.6% to P4,038.4 million in 2019 from P4,061.8 million in 2018 due to higher operating income and decrease in trade and other receivables reduced by decrease in trade and other payables and prepaid expenses.

Net cash used in investing activities in 2019 of P3,125.1 million were 25.3% higher than P2,494.2 million in 2018 due to higher acquisitions of intangible assets reduced by decrease in other noncurrent assets.

Cash used in financing activities in 2019 of P2,030.5 million were higher by 20.7% than the P1,682.4 million in 2018 due to higher payments of cash dividends and payments of lease liabilities. Cash dividends paid amounted to P1,125.0 million and P900.0 million in 2019 and 2018, respectively.

### **Adoption of New or Revised Standards, Amendments to Standards and Interpretation**

The Group has adopted the following new standard, amendments to standards and interpretations starting January 1, 2019 and accordingly, changed its accounting policies. Except as otherwise indicated, the adoption did not have any significant impact on the Group's consolidated financial statements.

- PFRS 16 supersedes PAS 17, *Leases* and the related Philippine Interpretations. The new standard introduces a single lease accounting model for lessees under which all major leases are recognized on-balance sheet, removing the lease classification test. Lease accounting for lessors essentially remains unchanged except for a number of details including the application of the new lease definition, new sale-and-leaseback guidance, new sub-lease guidance and new disclosure requirements.

Practical expedients and targeted reliefs were introduced including an optional lessee exemption for short-term leases (leases with a term of 12 months or less) and low-value items, as well as the permission of portfolio-level accounting instead of applying the requirements to individual leases. New estimates and judgmental thresholds that affect the identification, classification and measurement of lease transactions, as well as requirements to reassess certain key estimates and judgments at each reporting date were also introduced.

The Group has applied PFRS 16 using the modified retrospective approach and therefore the comparative information has not been restated and continues to be reported under PAS 17 and Philippine Interpretation IFRIC 4, *Determining Whether an Arrangement Contains a Lease*. The details of the accounting policies under PAS 17 and Philippine Interpretation IFRIC 4 are disclosed separately if they are different from those under PFRS 16 and the impact of changes is disclosed below.

On transition to PFRS 16, the Group recognized right-of-use assets, and lease liabilities, recognizing the difference in retained earnings. The impact on transition is summarized below.

	<b>January 1, 2019</b>
Right-of-use assets	<b>P587,088</b>
Lease liabilities	<b>555,635</b>
Prepaid expenses	<b>(53,379)</b>
Trade and other payables	<b>(10,310)</b>
Retained earnings	<b>(11,616)</b>

When measuring lease liabilities for leases that were classified as operating leases, the Group discounted the remaining lease payments using its incremental borrowing rate at the date of initial application. The carrying amount of right-of-used assets was measured as if PFRS 16 has been applied since the commencement date, discounted using the Group's incremental borrowing rate at the date of initial application. The weighted average rate applied is 7.17%.

	<b>January 1, 2019</b>
Operating lease commitments at December 31, 2018 as disclosed under PAS 17	<b>P896,008</b>
Discounted using the incremental borrowing rate at January 1, 2019	<b>555,635</b>
Lease liabilities recognized at January 1, 2019	<b>555,635</b>

The Group used a number of practical expedients when applying PFRS 16 to leases previously classified as operating leases under PAS 17. In particular, the Group:

- did not recognize right-of-use assets and liabilities for leases for which the lease term ends within 12 months of the date of initial application;
- did not recognize right-of-use assets and liabilities for leases of low value assets;
- excluded initial direct costs from the measurement of the right-of-use asset at the date of initial application; and
- used hindsight when determining the lease term.

**Other information:**

- The Company's businesses are affected by the local and global trade environment. Factors that could cause actual results of the Company to differ materially include, but are not limited to:
  - material adverse change in the Philippine and global economic and industry conditions;
  - natural events (earthquake, typhoons and other major calamities); and
  - material changes in exchange rates.
- There was no known trend, event or uncertainty that had or may have a material impact on liquidity and on revenues or income from continuing operations. There was no known event that may cause a material change in the relationships between costs and revenues.
- There was no seasonal factor that had a material effect on the financial condition and results of operations.
- There was no event that will trigger direct or contingent financial obligation that is material to the Company, including any default or acceleration of an obligation.
- Except for the commitments and contingencies mentioned in Note 23 of the consolidated financial statements, the Company has no knowledge of any material off-balance sheet (statement of financial position) transactions, arrangements, obligations and other relationships of the Company with unconsolidated entities or other persons created during the reporting period that would address the past and would have material impact on future operations.
- Projected capital expenditures for 2020 is P10.0 billion, which includes yard and berth development as well as construction of new facilities and equipment acquisition. The capital expenditure will strengthen the Company's operations and capability to handle growth.

**Key Performance Indicators (KPIs)**

KPIs discussed below were based on consolidated amounts as portions pertaining to the Company's subsidiary, ATI Batangas, Inc. (ATIB) were not material. As of end 2019:

- ATIB's total assets were only 10.1% of the consolidated total assets
- Income before other income and expense from ATIB was only 6.9% of consolidated income before other income and expense.<sup>3</sup>

Consolidated KPI	Manner of Calculation	2019	2018	Discussion
Return on Capital Employed	Percentage of income before interest and tax over capital employed	20.1%	20.7%	Decreased due to increase in intangible assets.
Return on Equity attributable to equity holders of the parent	Percentage of net income over equity attributable to equity holders of the parent	21.7%	19.6%	Improved due to increase in net income.
Current ratio	Ratio of current assets over current liabilities	1.98 : 1.00	1.96 : 1.00	Increase due to lower current assets.
Asset to equity ratio	Ratio of total assets over equity attributable to equity holders of the parent	1.71 : 1.00	1.84 : 1.00	Decreased due to increase in retained earnings.
Debt to equity ratio	Ratio of total liabilities over equity attributable to equity holders of the parent	0.71 : 1.00	0.84 : 1.00	Improved due to increase in retained earnings
Days Sales in Receivables (DSR)	Gross trade receivables over revenues multiplied by number of days	11 days	16 days	Decreased due to improved collection.

<sup>3</sup> Income before interest and tax excludes also net unrealized foreign exchange losses and others.

Net Income Margin	Net income over revenues less government share in revenues	33.8%	28.8%	Increased due to higher net income growth.
Reportable Injury Frequency Rate (RIFR) <sup>4</sup>	Number of reportable injuries within a given accounting period relative to the total number of hours worked in the same accounting period.	0.82	0.73	Increased due to higher number of injuries.

#### Summary of Selected Financial Data (in millions)

Description	Year ended December 31, 2019	Year ended December 31, 2018
Revenues	P13,329.4	P12,276.7
Net income	3,715.6	2,883.4
Total assets	31,254.1	29,123.2
Total liabilities	12,924.1	13,269.3

#### Years ended December 31, 2018 and 2017

Revenues for the year ended December 31, 2018 of P12,276.7 million went up by 15.8% from P10,603.2 million in 2017. Revenues from South Harbor international containerized cargo and Batangas Container Terminal increased from last year by 15.6% and 37.2%, respectively, on account of higher container volumes, which grew by 6.1% and 25.9%, respectively. Further, revenue growth at the South Harbor operations was augmented by the tariff increases on vessel-related and cargo-related charges pursuant to PPA Memorandum Circular No. 07-2018, under which, tariffs on vessel and cargo handling charges on international containerized and non-containerized cargoes at the South Harbor were increased by 7.0% effective on June 5, 2018. On the other hand, revenues from Port of Batangas were down from last year by 3.3% due to lower volumes.

Port authorities' share in revenues in 2018 of P2,270.1 million increased by 18.6% from P1,914.4 million in 2017 as a result of higher revenues subject to port authorities' share.

Cost and expenses in 2018 amounted to P4,940.9 million, 11.4% higher than P4,436.2 million in 2017. Labor costs in 2018 of P1,462.6 million were higher by 14.0% compared to P1,282.9 million in 2017 due to salary rate increases and additional headcount related to higher volumes. Equipment running in 2018 went up by 34.0% to P798.0 million from P595.4 million in 2017 due to higher usage of equipment spare parts and higher fuel costs resulting from higher prices and higher consumption. Taxes and licenses in 2018 increased by 6.2% to P272.1 million from P256.1 million in 2017 due to increase in realty taxes related to increase in assessed values. Security, health, environment and safety in 2018 of P205.4 million were higher by 13.0% compared to P181.8 million in 2017 due to higher security costs brought about by rate increase and additional security posts. Facilities-related expenses in 2018 went up by 32.0% to P200.5 million from P151.9 million in 2017 due to higher repair and maintenance costs on buildings, surface and pavement, wharves and IT costs. Professional fees in 2018 of P80.5 million went up by 229.0% from P24.5 million last year due to higher legal expenses and consultancy fees. Marketing, commercial, and promotion in 2018 increased by 89.0% to P86.5 million from P45.7 million due to higher advertising costs.

<sup>4</sup> RIFR is the new KPI for injuries introduced in 2014 to replace LTIFR. RIFR is a more stringent KPI as it covers not only Lost Time Injuries (LTIs) but also Medically Treated Injuries (MTIs) and Fatalities incidents.



Management fees in 2018 grew by 17.6% to P176.1 million from P149.7 million in 2017 following higher earnings before tax. Other expenses in 2018 totaled P213.4 million, went up by 32.7% from P160.8 million in 2017 due to higher general operations, community investments and provision for inventory obsolescence.

On the other hand, Depreciation and amortization in 2018 of P1,130.9 million decreased by 4.2% from P1,180.7 million in 2017 due to full amortization of QC6 and QC9 last June 2017. Provision for claims in 2018 of P25.7 million were lower by 83.3% compared to P154.1 million in 2017 due to lower provision for civil case.

Finance income amounted to P113.2 million in 2018, 32.2% up from P85.6 million in 2017 due to higher interest rates for money market placements. Finance costs in 2018 of P540.4 million were lower by 4.8% compared to P567.7 million in 2017 due to declining interest expense on port concession rights payable. Others-net in 2018 was negative P627.8 million, 86.9% higher than P335.9 million in 2017 mainly due to fair value losses on cash flow hedge and foreign exchange losses on port concession rights payable following the depreciation of the Philippine Peso against the US Dollar.

Income before income tax in 2018 of P4,010.7 million was higher by 16.8% compared to P3,434.5 million in 2017. Provision for income tax in 2018 increased by 19.3% to P1,127.3 million from P944.8 million in 2017.

Net income for the year ended December 31, 2018 improved by 15.8% to P2,883.4 million from P2,489.7 million last year. Earnings per share was up to P1.44 in 2018 from P1.24 in 2017. Without the foreign exchange impact – as per accounting rules brought in since 2013 – net income would have been P3,401.5 million, 21.7% higher than P2,795.3 million in 2017, on a like-for-like basis.

### **Consolidated Financial Condition**

Total assets as of December 31, 2018 increased by 13.0% to P29,123.2 million from P25,765.2 million as of December 31, 2017. Total current assets as of December 31, 2018 grew by 7.2% to P9,080.4 million from P8,469.2 million as of December 31, 2017. Cash and cash equivalents as of December 31, 2018 were lower by 1.1% to P6,868.5 million from P6,945.2 million as of December 31, 2017. Trade and other receivables-net as of December 31, 2018 rose by 51.3% to P742.0 million from P490.5 million as of December 31, 2017. Spare parts and supplies-net as of December 31, 2018 of P507.5 million were higher by 25.7% compared to P403.7 million as of December 31, 2017 in support of operational requirements and equipment maintenance program. Prepaid expenses of P962.4 million as of December 31, 2018 went up by 52.8% from P629.9 million as of December 31, 2017.

Total non-current assets of P20,042.7 million as of December 31, 2018 were higher by 15.9% compared to P17,296.0 million as of December 31, 2017. Property and equipment-net increased by 56.3% to P883.9 million as of December 31, 2018 from P565.6 million as of December 31, 2017. Additions to property and equipment which were not subject of the service concession arrangement totaled P436.2 million in 2018. Intangible assets-net as of December 31, 2018 of P17,962.6 million were higher by 14.0% compared to P15,753.2 million as of December 31, 2017. Acquisitions of intangible assets which consisted of civil works and cargo handling equipment that were subject of the service concession arrangement amounted to P3,222.4 million in 2018. Deferred tax assets-net as of December 31, 2018 of P951.3 million went up by 14.5% to P831.0 million as of December 31, 2017, pertaining to additional deferred tax on concession rights payable and unrealized foreign exchange losses. Other noncurrent assets as of December 31, 2018 increased by 172.5% to P161.3 million from P59.2 million as of December 31, 2017.

Total liabilities went up by 9.4% to P13,269.3 million as of December 31, 2018 from P12,129.7 million as of December 31, 2017. Trade and other payables as of December 31, 2018 of P3,797.4 million were higher by 41.2% than P2,690.2 million as of December 31, 2017. Trade and other payables are covered by agreed payment schedules. Provision for

claims went up to P219.4 million as of December 31, 2018 from P204.5 million as of December 31, 2017. Income and other taxes payable increased by 4.9% to P330.9 million as of December 31, 2018 from P315.3 million as of December 31, 2017. Port concession rights payable (current and noncurrent) as of December 31, 2018 totaled P8,866.9 million, 0.2% above the P8,806.6 million as of December 31, 2017. Pension liability as of December 31, 2018 of P54.8 million were lower by 51.6% compared to P113.1 million as of December 31, 2017.

### **Consolidated Cash Flows**

Net cash provided by operating activities decreased by 16.9% to P4,138.7 million in 2018 from P4,979.9 million in 2017 due to lower trade and other payables.

Net cash used in investing activities in 2018 of P2,564.3 million were 12.3% higher than P2,282.8 million in 2017 due to higher acquisitions of property and equipment and intangible assets.

Cash used in financing activities in 2018 of P1,689.1 million were higher by 3.2% than the P1,636.7 million in 2017 due to higher payments of port concession rights payable and cash dividends. Cash dividends paid amounted to P900.0 million and P860.0 million in 2018 and 2017, respectively.

### **Adoption of New or Revised Standards, Amendments to Standards and Interpretation**

The Group has adopted the following new standards, amendments to standards and interpretations starting January 1, 2018 and accordingly, changed its accounting policies. Except as otherwise indicated, the adoption did not have any significant impact on the Group's consolidated financial statements.

- PFRS 9, *Financial Instruments (2014)*. PFRS 9 (2014) replaces PAS 39, *Financial Instruments: Recognition and Measurement* and supersedes the previously published versions of PFRS 9 that introduced new classifications and measurement requirements (in 2009 and 2010) and a new hedge accounting model (in 2013).

PFRS 9 includes revised guidance on the classification and measurement of financial assets that reflects the business model in which assets are managed and their cash flow characteristics, including a new forward-looking expected credit loss model for calculating impairment, and guidance on own credit risk on financial liabilities measured at fair value. PFRS 9 incorporates new hedge accounting requirements that represent a major overhaul of hedge accounting and introduces significant improvements by aligning the accounting more closely with risk management.

#### *Classification, Measurement and Impairment of Financial Assets*

The following table shows the original measurement categories under PAS 39 and the new measurement categories under PFRS 9 for each class of the Group's financial assets as at January 1, 2018.

	Original Classification under PAS 39	New Classification under PFRS 9	Original Carrying Amount under PAS 39	New Carrying Amount under PFRS 9
<b>Financial Assets</b>				
Cash and cash equivalents	Loans and receivables	Amortized cost	P6,945,189	<b>P6,945,189</b>
Trade and other receivables	Loans and receivables	Amortized cost	509,068	<b>509,068</b>
Deposits	Loans and receivables	Amortized cost	33,845	<b>33,845</b>
Equity securities	Available for sale	FVOCI - equity	2,652	<b>2,652</b>
Total financial assets			P7,490,754	<b>P7,490,754</b>

For assets in the scope of the PFRS 9 impairment model, impairment losses are generally expected to increase and become more volatile. The Group has determined that the application of PFRS 9's impairment requirements at January 1, 2018 did not result in an additional allowance for impairment.

The Group has applied PFRS 9 retrospectively but has elected not to restate comparative information. As a result, the comparative information provided continues to be accounted for in accordance with the Group's previous accounting policy.

#### *Hedge Accounting*

As permitted by the standard, the Group did not adopt the new hedge accounting requirements and continues to apply the hedge accounting requirements of PAS 39.

- PFRS 15, *Revenue from Contracts with Customers* replaces PAS 11, *Construction Contracts*, PAS 18, *Revenue*, IFRIC 13, *Customer Loyalty Programmes*, IFRIC 18, *Transfer of Assets from Customers* and SIC-31, *Revenue - Barter Transactions Involving Advertising Services*. The new standard introduces a new revenue recognition model for contracts with customers which specifies that revenue should be recognized when (or as) a company transfers control of goods or services to a customer at the amount to which the Group expects to be entitled.

PFRS 15 requires a contract with a customer to be legally enforceable and to meet certain criteria to be within the scope of the standard and for the general model to apply. It introduces detailed guidance on identifying performance obligations which requires entities to determine whether promised goods or services are distinct. It also introduces detailed guidance on determining transaction price, including guidance on variable consideration and consideration payable to customers. The transaction price will then be generally allocated to each performance obligation in proportion to its stand-alone selling price.

Depending on whether certain criteria are met, revenue is recognized over time, in a manner that best reflects the Group's performance, or at a point in time, when control of the goods or services is transferred to the customer. The standard does not apply to insurance contracts, financial instruments or lease contracts, which fall in the scope of other PFRS. It also does not apply if two companies in the same line of business exchange non-monetary assets to facilitate sales to other parties. Furthermore, if a contract with a customer is partly in the scope of another PFRS, then the guidance on separation and measurement contained in the other PFRS takes precedence.

Due to the transition method (cumulative effect method) chosen in applying PFRS 15, comparative information has not been restated to reflect the new requirements. The Group has not identified significant impacts to amounts recognized in the financial statements in the application of PFRS 15. However, the Group has adopted the new disclosure requirements including the disaggregation of revenue into categories that depict how the nature, amount, timing and uncertainty of revenue and cash flows are affected by economic factors and has aligned the description of its accounting policies with PFRS 15.

In conjunction with the adoption of PFRS 15, the consequential amendments to Philippine Interpretation IFRIC 12, *Service Concession Arrangements*, has no significant impact to the Group.

- Philippine Interpretation IFRIC-22, *Foreign Currency Transactions and Advance Consideration*. The interpretation clarifies that the transaction date to be used for translation for foreign currency transactions involving an advance payment or receipt is the date on which the entity initially recognizes the prepayment or deferred income arising from the advance consideration. For transactions involving multiple payments or receipts, each payment or receipt gives rise to a separate transaction date. The interpretation applies when an entity pays or receives consideration in a foreign currency and recognizes a non-monetary asset or liability before recognizing the related item.

#### Standards Issued But Not Yet Adopted

A number of new standards, amendments to standards and interpretations are effective for annual periods beginning after January 1, 2018. However, the Group has not early adopted the following new or amended standards in preparing these consolidated financial statements. Unless otherwise stated, none of these are expected to have a significant impact on the Group's consolidated financial statements.

#### *Effective January 1, 2019*

- PFRS 16, *Leases* supersedes PAS 17, *Leases* and the related Philippine Interpretations. The new standard introduces a single lease accounting model for lessees under which all major leases are recognized on-balance sheet, removing the lease classification test. Lease accounting for lessors essentially remains unchanged except for a number of details including the application of the new lease definition, new sale-and-leaseback guidance, new sub-lease guidance and new disclosure requirements.

Practical expedients and targeted reliefs were introduced including an optional lessee exemption for short-term leases (leases with a term of 12 months or less) and low-value items, as well as the permission of portfolio-level accounting instead of applying the requirements to individual leases. New estimates and judgmental thresholds that affect the identification, classification and measurement of lease transactions, as well as requirements to reassess certain key estimates and judgments at each reporting date were introduced.

PFRS 16 is effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted for entities that apply PFRS 15 at or before the date of initial application of PFRS 16.

The Group has decided it will apply the modified retrospective adoption method in PFRS 16, and, therefore, will only recognize leases on balance sheet as at January 1, 2019. In addition, it has decided to measure right-of-use assets by reference to the measurement of the lease liability on that date. This will ensure there is no immediate impact to net assets on that date.

As at December 31, 2018 operating lease commitments amounted to P723.1

million, which is not expected to be materially different from the anticipated position on December 31, 2019. Assuming the Group's lease commitments remain at this level, the effect of discounting those commitments is anticipated to result in right-of-use assets and lease liabilities of approximately P553.2 million being recognized on January 1, 2019. However, further work still needs to be carried out to determine whether and when extension and termination options are likely to be exercised, which will result in the actual liability recognized being higher or lower. Instead of recognizing an operating expense for its operating lease payments, the Group will instead recognize interest on its lease liabilities and amortization on its right-of-use assets.

- Philippine Interpretation IFRIC-23, *Uncertainty over Income Tax Treatments* clarifies how to apply the recognition and measurement requirements in PAS 12, *Income Taxes* when there is uncertainty over income tax treatments. Under the interpretation, whether the amounts recorded in the consolidated financial statements will differ to that in the tax return, and whether the uncertainty is disclosed or reflected in the measurement, depends on whether it is probable that the tax authority will accept the Group chosen tax treatment. If it is not probable that the tax authority will accept the Group chosen tax treatment, the uncertainty is reflected using the measure that provides the better prediction of the resolution of the uncertainty - either the most likely amount or the expected value.

The interpretation also requires the reassessment of judgements and estimates applied if facts and circumstances change - e.g., as a result of examination or action by tax authorities, following changes in tax rules or when a tax authority's right to challenge a treatment expires.

The interpretation is effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted. The interpretation can be initially applied retrospectively applying PAS 8, *Accounting Policies, Changes in Accounting Estimates and Errors* if possible without the use of hindsight, or retrospectively with the cumulative effect recognized at the date of initial application without restating comparative information.

The Group is currently assessing the impact of the Philippine Interpretation IFRIC-23.

- Prepayment Features with Negative Compensation (Amendments to PFRS 9). The amendments cover the following areas:
  - Prepayment features with negative compensation. The amendment clarifies that a financial asset with a prepayment feature could be eligible for measurement at amortized cost or FVOCI irrespective of the event or circumstance that causes the early termination of the contract, which may be within or beyond the control of the parties, and a party may either pay or receive reasonable compensation for that early termination.

The amendment is effective for annual periods beginning on or after January 1, 2019 with early adoption permitted. Retrospective application is required, subject to relevant transitional reliefs.

- Modification of financial liabilities. The amendment to the Basis for Conclusions on PFRS 9 clarifies that the standard provide an adequate basis for an entity to account for modifications and exchanges of financial liabilities that do not result in derecognition and the treatment is consistent with the requirements for adjusting the gross carrying amount of a financial asset when a modification does not result in the derecognition of the financial asset - i.e., the amortized cost of the modified financial liability is recalculated by discounting the modified contractual cash flows using the original effective interest rate and any adjustment is recognized in profit or loss.



If the initial application of PFRS 9 results in a change in accounting policy for these modifications or exchanges, then retrospective application is required, subject to relevant transition reliefs.

- *Long-term Interests in Associates and Joint Ventures* (Amendments to PAS 28). The amendment requires the application of PFRS 9 to other financial instruments in an associate or joint venture to which the equity method is not applied. These include long-term interests (LTIs) that, in substance, form part of the entity's net investment in an associate or joint venture.

The amendment explains the annual sequence in which PFRS 9 and PAS 28 are to be applied. In effect, PFRS 9 is first applied ignoring any prior years' PAS 28 loss absorption. If necessary, prior years' PAS 28 loss allocation is trued-up in the current year which may involve recognizing more prior years' losses, reversing these losses or re-allocating them between different LTI instruments. Any current year PAS 28 losses are allocated to the extent that the remaining LTI balance allows and any current year PAS 28 profits reverse any unrecognized prior years' losses and then allocations against LTI.

The amendment is effective for annual periods beginning on or after January 1, 2019 with early adoption permitted. Retrospective application is required, subject to relevant transitional reliefs.

- *Plan Amendment, Curtailment or Settlement* (Amendments to PAS 19, *Employee Benefits*). The amendments clarify that on amendment, curtailment or settlement of a defined benefit pension plan, an entity now uses updated actuarial assumptions to determine its current service cost and net interest for the period. The effect of the asset ceiling is disregarded when calculating the gain or loss on any settlement of the plan and is dealt with separately in other comprehensive income.

The amendments apply for plan amendments, curtailments or settlements that occur on or after the beginning of the first annual reporting period that begins on or after January 1, 2019. Earlier application is permitted.

- *Annual Improvements to PFRSs 2015 - 2017 Cycle*. This cycle of improvements contains amendments to four standards:

- Previously held interest in a joint operation (Amendments to PFRS 3, *Business Combinations* and PFRS 11, *Joint Arrangements*). The amendments clarify how a company accounts for increasing its interest in a joint operation that meets the definition of a business. If a party maintains or obtains joint control, then the previously held interest is not remeasured. If a party obtains control, then the transaction is a business combination achieved in stages and the acquiring party remeasures the previously held interest at fair value.

The amendments apply to business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after 1 January 2019. Earlier application is permitted.

- Income tax consequences of payments on financial instruments classified as equity (Amendments to PAS 12). The amendments clarify that all income tax consequences of dividends, including payments on financial instruments classified as equity, are recognized consistently with the transactions that generated the distributable profits, i.e. in profit or loss, Other Comprehensive Income or equity.

The amendments are effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted. When an entity first applies

those amendments, it shall apply them to the income tax consequences of dividends recognized on or after the beginning of the earliest comparative period.

- *Borrowing costs eligible for capitalization (Amendments to PAS 23, Borrowing Costs)*. The amendments clarify that the general borrowings pool used to calculate eligible borrowing costs excludes only borrowings that specifically finance qualifying assets that are still under development or construction. Borrowings that were intended to specifically finance qualifying assets that are now ready for their intended use or sale are included in that general pool.

The amendments are effective for annual periods beginning on or after January 1, 2019. Earlier application is permitted. The amendments are applied to borrowing costs incurred on or after the beginning of the annual reporting period in which the entity first applies the amendments.

- *Effective January 1, 2020*
- *Amendments to References to Conceptual Framework in PFRS Standards* sets out amendments to PFRS Standards, their accompanying documents and PFRS practice statements to reflect the issuance of the revised Conceptual Framework for Financial Reporting in 2018 (2018 Conceptual Framework). The 2018 Conceptual Framework includes:
  - a new chapter on measurement;
  - guidance on reporting financial performance;
  - improved definitions of an asset and a liability, and guidance supporting these definitions; and
  - clarifications in important areas, such as the roles of stewardship, prudence and measurement uncertainty in financial reporting.

Some Standards, their accompanying documents and PFRS practice statements contain references to, or quotations from, the International Accounting Standards Committee's Framework for the Preparation and Presentation of Financial Statements adopted by the IASB in 2001 or the Conceptual Framework for Financial Reporting issued in 2010. The amendments update some of those references and quotations so that they refer to the 2018 Conceptual Framework, and makes other amendments to clarify which version of the Conceptual Framework is referred to in particular documents.

These amendments are effective for annual reporting periods beginning on or after January 1, 2020.

- *Definition of a Business (Amendments to PFRS 3)*. The amendments narrowed and clarified the definition of a business. They also permit a simplified assessment of whether an acquired set of activities and assets is a group of assets rather than a business. The amendments:
  - confirmed that a business must include inputs and a process, and clarified that:
    - the process must be substantive; and
    - the inputs and process must together significantly contribute to creating outputs;
  - narrowed the definitions of a business by focusing the definition of outputs on goods and services provided to customers and other income from ordinary activities, rather than on providing dividends or other economic benefits directly to investors or lowering costs; and
  - added a test that makes it easier to conclude that a company has acquired a group of assets, rather than a business, if the value of the assets acquired is

substantially all concentrated in a single asset or group of similar assets.

The amendments apply to business combinations and asset acquisitions in annual reporting periods beginning on or after January 1, 2020. Earlier application is permitted.

- *Definition of Material (Amendments to PAS 1, Presentation of Financial Statements and PAS 8)*. The amendments refine the definition of material. The amended definition of material states that information is material if omitting, misstating or obscuring it could reasonably be expected to influence the decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity. The amendments clarify the definition of material and its application by:
  - (a) raising the threshold at which information becomes material by replacing the term 'could influence' with 'could reasonably be expected to influence';
  - (b) including the concept of 'obscuring information' alongside the concept of 'omitting' and 'misstating' information in the definition;
  - (c) clarifying that the users to which the definition refers are the primary users of general purpose financial statements referred to in the Conceptual Framework;
  - (d) clarifying the explanatory paragraphs accompanying the definition; and
  - (e) aligning the wording of the definition of material across PFRS Standards and other publications.

The amendments are expected to help entities make better materiality judgements without substantively changing existing requirements.

The amendments apply prospectively for annual periods beginning on or after January 1, 2020. Earlier application is permitted.

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

- *Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments to PFRS 10 and PAS 28)*. The amendments address an inconsistency between the requirements in PFRS 10 and in PAS 28, in dealing with the sale or contribution of assets between an investor and its associate or joint venture.

The amendments require that a full gain or loss is recognized when a transaction involves a business (whether it is housed in a subsidiary or not). A partial gain or loss is recognized when a transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary.

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

#### **Other information:**

- The Company's businesses are affected by the local and global trade environment. Factors that could cause actual results of the Company to differ materially include, but are not limited to:

- material adverse change in the Philippine and global economic and industry conditions;
  - natural events (earthquake, typhoons and other major calamities); and
  - material changes in exchange rates.
- There was no known trend, event or uncertainty that had or may have a material impact on liquidity and on revenues or income from continuing operations. There was no known event that may cause a material change in the relationships between costs and revenues.
  - There was no seasonal factor that had a material effect on the financial condition and results of operations.
  - There was no event that will trigger direct or contingent financial obligation that is material to the Company, including any default or acceleration of an obligation.
  - Except for the commitments and contingencies mentioned in Note 23 of the consolidated financial statements, the Company has no knowledge of any material off-balance sheet (statement of financial position) transactions, arrangements, obligations and other relationships of the Company with unconsolidated entities or other persons created during the reporting period that would address the past and would have material impact on future operations.
  - Projected capital expenditures for 2019 is P9.0 billion, which includes yard and berth development as well as construction of new facilities and equipment acquisition. The capital expenditure will strengthen the Company's operations and capability to handle growth.

### Key Performance Indicators (KPIs)

KPIs discussed below were based on consolidated amounts as portions pertaining to the Company's subsidiary, ATI Batangas, Inc. (ATIB) were not material. As of end 2018:

- ATIB's total assets were only 9.2% of the consolidated total assets
- Income before other income and expense from ATIB was only 6.9% of consolidated income before other income and expense.<sup>5</sup>

Consolidated KPI	Manner of Calculation	2018	2017	Discussion
Return on Capital Employed	Percentage of income before interest and tax over capital employed	20.7%	19.2%	Increase resulted from higher income before other income (expense) during the period.
Return on Equity attributable to equity holders of the parent	Percentage of net income over equity attributable to equity holders of the parent	19.6%	19.6%	
Current ratio	Ratio of current assets over current liabilities	1.96 : 1.00	2.44 : 1.00	Decrease due to higher current liabilities.
Asset to equity ratio	Ratio of total assets over equity attributable to equity holders of the parent	1.84 : 1.00	1.89 : 1.00	Decrease due to higher equity because of the increase in the net income.
Debt to equity ratio	Ratio of total liabilities over equity attributable to equity holders of the parent	0.84 : 1.00	0.89 : 1.00	Decrease due to higher equity because of the increase in the net income.
Days Sales in Receivables (DSR)	Gross trade receivables over revenues multiplied by number of days	16 days	11 days	Increase due to higher accrued revenues.

<sup>5</sup> Income before other income and expense is defined as income before net financing costs, net gains on derivative instruments and others.

Net Income Margin	Net income over revenues less government share in revenues	28.8%	28.7%	Increase due to higher revenues.
Reportable Injury Frequency Rate (RIFR) <sup>6</sup>	Number of reportable injuries within a given accounting period relative to the total number of hours worked in the same accounting period.	0.73	0.53	Due to higher number of injuries.

#### Summary of Selected Financial Data (in millions)

Description	Year ended December 31, 2018	Year ended December 31, 2017
Revenues	P12,276.7	P10,603.2
Net income	2,883.4	2,489.7
Total assets	29,123.2	25,765.2
Total liabilities	13,269.3	12,129.7

#### Information on Independent Accountant and External Audit Fees

The appointment of R.G. Manabat & Co. as the external auditors of Asian Terminals, Inc. for 2020 was approved by the stockholders during the annual meeting held on June 4, 2020. The same external auditors are being recommended for re-election at the scheduled annual meeting of the Stockholders.

In compliance with Securities Regulation Code Rule 68, Ms. Alicia S. Columbres was appointed as the Partner-in-Charge in 2018.

The aggregate fees for audit services rendered were as follows:

	2020 (P'000)	2019 (P'000)
Audit Fees	3,211.5	3,118.0

*Audit Fees* are for professional services rendered in connection with the audit of our annual financial statements and services provided by the external auditors in connection with statutory and regulatory filings or engagements.

There was no engagement for tax or other services with R.G. Manabat & Co. in 2020 and 2019.

#### Audit Committee Pre-Approval Policy

The Audit Committee pre-approves and recommends to the Board of Directors all audit and non-audit services to be rendered by the external auditors as well as the engagement fees and other compensation to be paid. When deciding whether to approve these items, the Audit Committee takes into account whether the provision of any non-audit service is compatible with the independence standards under the guidelines of the SEC. To assist in this undertaking, the Audit Committee actively engages in a dialogue with the external auditors with respect to any disclosed relationships or services that may impact their objectivity and

<sup>6</sup> RIFR is the new KPI for injuries introduced in 2014 to replace LTIFR. RIFR is a more stringent KPI as it covers not only Lost Time Injuries (LTIs) but also Medically Treated Injuries (MTIs) and Fatality incidents.

independence and, if appropriate, recommends that the Board take appropriate action to ensure their independence.

### **Financial Statements**

The audited consolidated financial statements are herein attached as Exhibit 1.

### **Changes in and Disagreements with Accountants on Accounting and Financial Disclosures**

There was no change in or disagreement with external auditors on accounting and financial disclosures.

## **Description of the General Nature and Scope of the Business**

### **Corporate Background**

**Asian Terminals, Inc. (ATI)**, formerly known as Marina Port Services, Inc. (MPSI), was incorporated on July 9, 1986 to provide general services with respect to the operation and management of port terminals in the Philippines. In August 1990, a consortium of local and foreign companies acquired all the issued and outstanding capital stock of ATI.

### **South Harbor**

ATI manages and operates the South Harbor pursuant to the Third Supplement to the Contract for Cargo Handling Services and Related Services granted by the Philippine Ports Authority (PPA) extending ATI's South Harbor concession for twenty-five (25) years or until May 2038.

The Container Terminal Division handles stevedoring, arrastre, warehousing, storage, crannage, container freight station (CFS) and other port-related services for international cargoes. ATI's 5-year lease contract commencing in 2011 over two parcels of land located in Sta. Mesa, City of Manila continued and is extended until January 2022. This land is being used exclusively as an off-dock container depot. In 2019, ATI contracted for the use of a two-hectare area at Barangay 101, Radial Road 10, as an extension of the Manila South Harbor for long-staying cargoes, and the same has been extended until 2022.

Pier 15 is dedicated to General Stevedoring operations which provide arrastre, stevedoring and storage services to international shipping lines. In addition to this, cruise vessels are also docking at Pier 15.

The ATI South Harbor facility is certified compliant with the International Ship and Port Facility Security (ISPS) Code issued by the Office for Transportation Security, DOTC valid until January 2025.

The ATI South Harbor facility is certified with ISO 14001:2015 (Environment), ISO 45001:2015 (Health and Safety), ISO 9001: 2015 (Quality) and ISO 28000: 2007 (Specifications for the Supply Chain Security). The certificates are valid until March and April 2022.



## **Inland Clearance Depot and Empty Container Depot (Laguna)**

The Inland Clearance Depot (ICD) was established pursuant to Customs Memorandum Order No. 11-97 which designated ICD as an extension of the Port of Manila and as a customs bonded facility. This permits the immediate transfer of cargoes to the facility while still being cleared by customs in Manila. This provides savings in storage charges and efficient just-in-time delivery for clients in the CALABARZON area. The facility provides storage, trucking, just-in-time delivery, brokerage and maintenance and repair services for its clients. Customs Memorandum Order No. 23-2003 expanded the operations of the ATI-Calamba ICD to include servicing the Port of Batangas, in addition to the Port of Manila.

The facility is equipped with CCTV cameras for security monitoring.

In 2019, the Empty Container Depot (ECD) (located near ICD) was established. The ECD serves as depot for shipping lines. This provides greater operational efficiency and minimizes locators' costs. It is currently used for storing empties that will later be transferred to the Port of Batangas or recirculated as laden exports for Laguna based manufacturing companies that ship via the Port of Batangas.

The Inland Clearance Depot is certified with ISO 14001:2015 (Environment), ISO 45001:2015 (Health and Safety), ISO 9001: 2015 (Quality) and ISO 28000: 2007 (Specifications for the Supply Chain Security). The certificates are valid until March and April 2022.

## **Port of Batangas**

ATI Batangas, Inc. (ATIB), a 99.17%-owned subsidiary of ATI, is the sole cargo handling contractor operating at the Port of Batangas. ATI provides management services to ATIB relating to operations, marketing, training and administration.

ATIB had a 10-year Cargo Handling Contract in Phase 1 of the Port of Batangas effective until October 2015, under which it provides arrastre, stevedoring, storage and related cargo handling services. By virtue of the same contract, ATIB was also given the right to manage and operate the Fastcraft Passenger Terminal and to provide specific services and amenities to all passengers, both for fastcraft and RO-RO vessels.

A Lease Agreement for the management and operation of additional assets and facilities in Phase 1 was signed by ATIB effective August 1, 2009 and co-terminous with the above-mentioned 10-year agreement. Pursuant to this Lease Agreement, the Passenger Terminal Building 2 was turned over to ATIB in May 2010.

On 2 October 2015, ATIB and ATI signed a Contract for the Management, Operation, Maintenance and Development of Phase I, Port of Batangas for a term commencing 01 October 2015 until 30 September 2025. This contract effectively consolidates the above-mentioned contracts of ATIB in Phase 1, Port of Batangas, and included the contract to lease the Main Passenger Terminal Building mentioned in the narrative below. On December 20, 2019, Asian Terminals, Inc., its subsidiary ATI Batangas, Inc., and the Philippine Ports Authority have signed the First Amendment to said contract extending the term for an additional 10 years from September 30, 2025 up to June 30, 2035.

On January 18, 2010, the PPA issued to ATI the Notice to Proceed to Award the Contract for the Management, Operation, Maintenance, Development and Promotion of the Container Terminal "A-1", Phase II of the Port of Batangas for a period of 25 years. The contract was signed on March 25, 2010 and is effective for a term of 25 years. The Notice to Proceed dated June 16, 2010 allowed ATI to start and commence operations at the Terminal on 1 July 2010.

The container terminal handles stevedoring, arrastre, storage, container freight station (CFS) and other port related activities for domestic and international shipping lines. Other special services include ship's husbanding, maintenance and repair services, and trucking.

ATI's 5-year lease agreement with PPA effective 3 April 2012 covering a land adjacent to the CFS area of the Container Terminal "A-1" has been extended until 2 April 2022. This area is being utilized as storage for completely built units (CBU) of vehicles.

ATIB and Batangas Container Terminal is certified with ISO 14001:2015 (Environment), ISO 45001:2015 (Health and Safety), ISO 9001: 2015 (Quality) and ISO 28000: 2007 (Specifications for the Supply Chain Security). The certificates are valid until March and April 2022.

ATIB and Batangas Container Terminal is certified compliant with the International Ship and Port Facility Security (ISPS) Code issued by the Office for Transportation Security, DOTC.

### **Batangas Supply Base**

On February 13, 2007, ATIB entered into a contract to lease the Main Passenger Terminal Building for the purpose of operating a supply base for companies engaged in oil and gas exploration. The contract was initially effective for five (5) years, but was renewed to be effective until 19 October 2015, extended until 2017, and then was renewed effective 1 December 2017 until 29 February 2024. The agreement for this facility was included in the 2015 and 2019 contract for the Phase 1 Port of Batangas.

ATI operates and manages the Batangas Supply Base within the Port of Batangas under a contract with Shell Philippines Exploration B.V. (SPEX). The Supply Base provides logistics support to the Malampaya Gas-to-Power-Project which includes cargo-handling, crane and equipment hire, transport, labor, vessel agency and waste management. The life of the Malampaya Gas field is approximately 20 years.

Batangas Supply Base is certified with ISO 14001:2015 (Environment), ISO 45001:2015 (Health and Safety), ISO 9001: 2015 (Quality) and ISO 28000: 2007 (Specifications for the Supply Chain Security). The certificates are valid until March and April 2022.

### **Tanza Barge Terminal**

ATI intends to develop a barge terminal in Tanza, Cavite to cater to PEZA cargoes. In preparation for this project, Tanza Container Terminal, Inc. was incorporated on 18 January 2018. On 15 February 2018, ATI signed an initial lease term of 6-months over a property in Tanza, Cavite, for Php1.54 million per month with escalation rate of 5% beginning 2020 and every 2 years thereafter. On 1 September 2019, ATI agreed to enter the Main Lease Term (25 years) upon Completion of the Conditions Precedents, which took place on 15 December 2019. The source of funding will be a combination of internally generated funds and bank borrowings. ATI will obtain the necessary management certifications for the facility as may be applicable.

### **South Cotabato Integrated Port Services, Inc.**

ATI owns 35.71% of the issued and outstanding capital stock of South Cotabato Integrated Port Services, Inc. (SCIPSI).

SCIPSI is the existing cargo handling operator at the Makar Wharf in the Port of General Santos, General Santos City. It is located near the business center of the city and caters to the needs of local businesses (which are engaged mainly in agriculture, fisheries, livestock and poultry) as well as importers and exporters.

The services provided by SCIPSI include container terminal handling, arrastre, stevedoring, bagging, domestic cargo handling and equipment services.

SCIPSI is ISO 14001:2015, OHSAS 18001:2007 and ISO 9001:2015 certified since 2004. It is Investors in People (IIP) certified beginning June 16, 2009. In September 2015, SCIPSI reached the IIP – Gold Accreditation. SCIPSI won the IIP Gold Employer of the Year (International) Award in June 2016, the IIP Excellence in Social Responsibility Award in November 2018, and the IIP Reward and Recognition Award in November 2019 in London, UK.

The International Ship and Port Facility Security Code compliance certificate for the Port of General Santos issued by the Office of Transport Security (OTS) is valid until October 8, 2022.

**Percentage of Sales or Revenues and Contributed by Foreign Sales for each of the last 3 FY.**

Service	2020		2019		2018	
	Amount	% to Total	Amount	% to Total	Amount	% to Total
Stevedoring	4,580,562	42%	6,027,019	45%	5,368,521	44%
Arrastre	3,637,336	33%	4,666,414	35%	4,572,477	37%
Logistics	117,159	1%	91,289	1%	72,726	1%
Special/Other Services	2,625,902	24%	2,544,719	19%	2,262,954	18%
<b>TOTAL</b>	<b>10,960,959</b>	<b>100%</b>	<b>13,329,441</b>	<b>100%</b>	<b>12,276,678</b>	<b>100%</b>

Source	2020		2019		2018	
	Amount	% to Total	Amount	% to Total	Amount	% to Total
Domestic	412,610	4%	501,432	4%	406,690	3%
Foreign	10,548,348	96%	12,828,009	96%	11,869,988	97%
<b>TOTAL</b>	<b>10,960,959</b>	<b>100%</b>	<b>13,329,441</b>	<b>100%</b>	<b>12,276,678</b>	<b>100%</b>

**Competition**

ATI manages the South Harbor at the Port of Manila. Its major competitor on the container business is International Container Terminal Services, Inc., which operates the Manila International Container Terminal; and on the non-containerized business, Harbour Centre Port Terminal Inc., which operates a private commercial port at the northern end of the Manila North Harbor.

At the Port of Batangas, ATIB competes with two (2) major private commercial ports on breakbulk cargoes -- Philippine National Oil Corporation Energy Base and Bauan International Port Inc. The Batangas Container Terminal has no direct competitor.

Both the Inland Clearance Depot (ICD) and Empty Container Depot (ECD) compete with ICTSI's Laguna Gateway Inland Container Terminal (LGICT) located in Calamba, Laguna. The LGICT is an extension of the seaport operations of the MICT.

**Effect of existing or probable governmental regulations on the business**

Various laws, orders, rules and regulations govern ATI's business and operations. ATI's commitments and authority to manage, operate, maintain, develop and promote its business are based on the terms provided in its various contracts with and the administrative rules

issued by the Philippine Ports Authority (PPA). The regulatory powers of government agencies namely the Department of Labor and Employment (DOLE), Department of Environment and Natural Resources (DENR), Securities and Exchange Commission (SEC), Bureau of Customs (BOC), Philippine Competition Commission, as well as the concerned Local Government Units (LGU) over various aspects of its business and intended projects, facilitate and ensure observance of existing laws.

## Employees

ATI has a total manpower complement of 1,807 as of December 31, 2020. Of the total, 1,490 are in Operations, 200 are in Maintenance and 117 are in Management and Administration. The projected headcount for next 12 months is 1,857.

About 78% of the existing manpower is covered by collective bargaining agreements as follows:

TYPE OF WORKER	UNION	FROM	TO
Equipment operators and dockworkers	Associated Workers Union (AWU)	12/01/18	11/30/23
Stevedores	Katipunan ng mga Mangagawa sa Daungan	12/01/18	11/30/23
Field Supervisors	Associated Skilled and Technical Employees Union	08/16/16	08/15/21
Checkers	South Harbor Independent Port Checkers Union	09/07/16	09/07/21
Stevedores and dockworkers	Batangas Pier Stevedores and Labor Union	11/06/17	11/05/22

There were no labor strikes for the past twenty-five (25) years.

## Costs and Effects of Compliance with Environmental Laws

In 2019 ATI incurred approximately Php 8.9 million for various environmental activities and other environment related projects. The Company also participated in Corporate Social Responsibility activities benefiting nearby communities.

ATI business units maintain its current certifications to ISO 14001:2015 Environmental Management System and has transitioned to the newly published ISO 45001:2018 Occupational Health and Safety Management System.

## Business Risks

The Company regularly undertakes a Business Risk Profile review where risks are identified by priority based on a systematic assessment of probability and impact. Control strategies are identified and action points established with the designated accountable persons. Results and developments are monitored during reviews.

Adequate bonds and insurance coverage with business interruption clauses and global umbrella scope, structural testing and improvement of facilities and equipment, compliance with government regulations, asset management systems, business continuity plans, disaster

recovery procedures, safety and health management systems, emergency response procedures and security management systems are in place to meet operational contingencies. Results and developments are monitored during reviews.

Process controls, intensified collection efforts, rationalization of capital and operational spending, close monitoring of economic indicators and financial planning and budget controls are practiced to address financial and strategic contingencies. Regular monitoring and updating of system, assets and policies are ensured to maintain order and implement improvements in response to the growing market.

Aggressive marketing approach and customer relations, regular dialogue with and active participation in the initiatives of concerned government entities and port users, productivity and efficiency improvements are initiated as far as commercial and legal contingencies are concerned.

### COVID-19 Management

Notwithstanding the constraints brought about by the pandemic, ATI continued to operate and provide quality service to its clients.

Over and above government mandated protocols, ATI has implemented stringent measures to protect the health and welfare of its employees and stakeholders following global and local standards right at the outset of the COVID-19 pandemic. From heightened health surveillance, provisioning of facemasks and face shields, contact tracing and social distancing protocols, 24/7 medical response facility and personnel, installation of digital temperature scanners, UV capable air purifiers, no-contact alcohol dispensers, acrylic partitions for offices and company owned vehicles, hygienic quarantine facilities, daily sanitation using UVs/misting machines, mobilization of shuttles for the exclusive home-to-work transit of employees, flexible work schedules, quarantine allowances and even sustained pandemic related CSR activities to its surrounding communities.

In support of government, ATI also temporarily converted its Pier 15 cruise facility into an additional COVID-19 isolation center and berthing spaces for aligned purposes. Likewise, ATI have placed its orders/reservation for the required number of COVID-19 vaccine for its employees.

For ATI, the health of its workforce and stakeholders remain the topmost priority. This has allowed the listed trade enabler to keep its ports running 24/7, keeping goods, commodities, medicines, and other essential cargoes flowing, most especially during this pandemic.

## **PROPERTIES**

The Company has outstanding leases and subleases covering land, buildings, and offshore area in Manila (Sta. Mesa and Tondo), Laguna (Calamba), Batangas (Sta. Clara) and Cavite (Tanza). Rental expenses on these properties in 2020 totaled P150.4 million. The current lease agreements have various expiration dates with the longest term expiring in August 2043. The leases are renewable upon mutual agreement with the lessor. There is no intention to purchase any of the real property currently being leased.

### **Main Facilities**

#### **South Harbor**

The Container Terminal operates a facility with 4 container berths. It has 975 meters of quay line equipped with twin-lift capable ship-to-shore gantry cranes. Capacity was 1.03m prior to 2013 and has now been brought up to 1.4m through developments since 2013. With the development of 2 RTG blocks in the Engineering Island Basin, the facility can accommodate

additional 408 twenty-footer ground slots (on top of existing 8,811 TGS). South Harbor provides optimal service through modern equipment comprising of nine ship-to-shore cranes, 23 rubber-tired gantry cranes, container stackers, empty handlers, and internal transfer vehicles and forklifts. The Truck Holding Area can accommodate up to 100 trucks. South Harbor has a Container Freight Station (CFS) and a Designated Examination Area with two pass-through container x-ray portals and backup mobile x-ray machines operated by the Bureau of Customs. The South Harbor facility offers efficient gate access through five corridors connecting to main roadways. The Terminal Operating System (TOS) is powered by Zodiac, an innovative system developed inhouse by DP World in partnership with ATI which has more advanced features to boost terminal efficiency and productivity.

The General Stevedoring Division (GSD) occupies a single pier at the Manila South Harbor with a total of 5 berths and a beaching area for landing craft. It is equipped with annually certified lifting gears and multiple heavy forklifts rated up to 30 tons. A warehouse was converted to a passenger terminal which serves international cruise vessel berthing in ATI.

### **Inland Clearance Depot and Empty Container Depot (Laguna)**

Inland Clearance Depot (ICD) is a 4.2-hectare container yard facility. It has a maximum capacity of 2,500 TEUs. It is equipped with a toploader, two (2) reachstackers and one (1) unit of 3-tonner forklift to service the logistics requirement of clients. The core activities of ICD, among others, include the “Just-in-Time-Deliveries” for CALABARZON based consignees using the Ports of Batangas and Manila.

The Empty Container Depot (ECD) is a 5.2-hectare yard located 10 minutes from the ICD facility. It is currently used for storing empties that will later be transferred to the Port of Batangas or recirculated as laden exports for Laguna based manufacturing companies that ship via the Port of Batangas. The ECD is strategically located between the port of Manila & Batangas and serves to ease high yard utilization at either facility during peak season. It is operated with 2 Side Loaders and a 16 ton forklift, 24 hours a day and 6 days a week.

### **Port of Batangas (Phase 1) (ATIB)**

The domestic terminal has 230-meter and 185-meter berths and three general cargo berths with lengths ranging from 130 meters to 180 meters. It has a storage area totaling 62,500 square meters (sqm) and a transit shed measuring 3,000 square meters. Additional services, through partnerships, include operating an offshore supply base.

ATIB operates two (2) modern passenger terminal buildings for high-speed inter-island ferries and RORO vessels. It has seven fast craft berths with a total length of 540 meters and a draft of five meters. It has a ferry berth 124 meters long with five meters draft and six RORO berths with a total length of 680 meters. The passenger terminal facility includes a 25,000 sqm. marshalling area for RORO vehicles. It can handle more than 3 million embarking passengers annually.

In 2018, ATI unveiled a modern Multilevel Car Storage Facility in ATIB, which has since increased the port's capacity to handle around 13,000 completely-built imported car units at any one time.

### **Batangas Container Terminal (Container Terminal “A-1”, Phase II of the Port of Batangas) (BCT)**

The Batangas Container Terminal (“A-1”, Phase 2) is the preferred international gateway terminal for South Luzon and Calabarzon (Cavite, Laguna, Batangas, Rizal and Quezon).

ATI in 2019 has expanded BCT in response to growing market demand. BCT has a quay length spanning 670 meters with a draft of 13 meters. BCT's approximate area of 180,000



sqm include the container yard, working apron, maintenance and control buildings, gates and roadways. The terminal has a total ground slots for 2,870 twenty-foot equivalent container units. Efficient operations is complemented by four ship-to-shore cranes, 8 rubber-tired gantry cranes and other container handling equipment. The terminal is also equipped with 10 reefer platforms with 352 plugs, with back-up generator sets and covered by a network of CCTV cameras. The Terminal Operating System is powered by Zodiac OPS7.

### **Batangas Supply Base**

For its BSB operations, ATIB allocates an open area measuring nearly 8,100 sqm. for SPEX (Shell Philippines Exploration) in addition to a 2-level covered storage facility with a lot area of nearly 2,500 sqm.

### **South Cotabato Integrated Port Services Inc.**

South Cotabato Integrated Port Services, Inc. (SCIPSI) operates the Makar Wharf in General Santos City. Cargoes are loaded or unloaded using ships gears. It has a total berth length of 850 meters. SCIPSI receives and handles cargoes through the use of their various lifting equipment with capacities ranging from 3 tons to 40 tons.

### **Legal Proceedings**

Please refer to the write-up under Item 5 (5) of the Information Statement.

### **Directors and Executive Officers**

Please refer to the write-ups under Item 5 of the Information Statement.

### **Market Price and Dividends**

#### ***Stock Prices***

The Company's common equity is traded at the Philippine Stock Exchange. Following are the high and low sales prices for each quarter within the last two fiscal years:

<b>2019</b>	<b>High</b>	<b>Low</b>
First Quarter (Jan. – Mar.)	16.80	14.02
Second Quarter (Apr. – June)	21.50	14.36
Third Quarter (July – Sept.)	21.60	18.04
Fourth Quarter (Oct. - Dec.)	19.60	17.00
<b>2020</b>	<b>High</b>	<b>Low</b>
First Quarter (Jan. – Mar.)	18.60	15.78
Second Quarter (Apr. – June)	17.94	15.50
Third Quarter (July – Sept.)	16.80	15.24
Fourth Quarter (Oct. - Dec.)	16.66	15.32

As of February 28, 2021<sup>7</sup>, ATI shares were traded at its highest for Php14.78, lowest for Php14.76 and closed at Php14.78.

<sup>7</sup> The latest practicable date prior to the filing the Information Statement.

### **Cash Dividends**

The Company declared cash dividends for the last two fiscal years, as follows:

<b>Date</b>	<b>Dividend Per Share</b>	<b>Record Date</b>
April 25, 2019	0.5625	May 24, 2019
March 30, 2020	0.7030	April 29, 2020

Except for the availability of sufficient retained earnings, there is no restriction on the payment of dividend on common shares.

### **Holdings**

The following are the Top 20 Stockholders of ATI as of February 28, 2021:

<b>Name</b>	<b>No. of Shares</b>	<b>% to Total</b>
1. DP World Australia (Poal) Pty. Ltd	346,466,600.00	17.32
2. ATI Holdings, Inc.	291,371,230.00	14.57
3. PCD Nominee Corp - Filipino	239,273,586.00	11.96
4. Pecard Group Holdings, Inc.	198,203,968.00	9.91
5. Philippine Seaport Inc.	196,911,524.00	9.85
6. Daven Holdings, Inc.	155,906,071.00	7.80
7. PCD Nominee Corp - Non Filipino	136,914,259.00	6.85
8. SG Holdings, Inc.	130,000,000.00	6.50
9. Morray Holdings, Inc.	100,000,000.00	5.00
10. Harbourside Holding Corp.	80,000,000.00	4.00
11. Aberlour Holding Company, Inc.	71,517,463.00	3.58
12. Rescom Developers, Inc.	26,627,884.00	1.33
13. Tanco, Eusebio H.	15,257,663.00	0.76
14. Granite Realty Corporation	1,000,000.00	0.05
15. Luym, Douglas	800,000.00	0.04
16. Tanco, Joseph Luym	795,000.00	0.04
17. Oben, Reginaldo Oben &/Or Teresa	784,266.00	0.04
18. Tangco, Joseph Agustin Eusebio L.	500,000.00	0.03
19. Tanco, Martin Khu	355,416.00	0.02
20. Tanco, Ronald Khu	330,416.00	0.02
<b>TOTAL</b>	<b>1,993,015,346.00</b>	<b>99.65%</b>

### **Recent Sale of Unregistered Securities**

None.

### **Compliance on Corporate Governance**

The Company has substantially complied with the provisions of its Manual on Corporate Governance which was adopted in August 30, 2002. In 2017, the Board in its regular meeting amended the Manual on Corporate Governance in substantial compliance to the provisions of the Memorandum Circular No. 19 series of 2016 or the Code of Corporate Governance for Publicly Listed Companies.

The Company commits to the principles and best practices of good corporate governance to attain its goals and objectives. Its principal officers and directors have attended Corporate Governance seminars and orientations in compliance with the provisions of its Manual of Corporate Governance and provisions of SEC Memorandum Circular No. 19 series of 2016.

The seminars were facilitated by accredited providers: Risks, Opportunities, Assessment and Management (ROAM), Institute of Corporate Directors (ICD) and PLDT.

The Company has not deviated from its Manual. In November 2020, the Board, individual directors, Corporate Governance Committee, Nomination Committee, Compensation Committee and the key officers have undergone the required self-assessment. The over-all results for 2020 yielded “excellent” scores and was reported by the Corporate Governance Committee to the Board on November 26, 2020. The Board took note of the results and approved the same in the board meeting on the same day. The Audit Committee separately conducted its self-assessment last September 1, 2020.<sup>8</sup>

Summary of the directors’ attendance to board meetings for 2020 is posted on the Company website.<sup>9</sup>:

Continuous monitoring and compliance with the Corporate Governance Manual and other corporate standards are ensured through the Board and the board committees, Compliance Officer, President, Chief Financial Officer and the Internal and External Auditors.

## **UNDERTAKING**

**A copy of the Company’s annual report in SEC Form 17-A shall be provided free of charge to any stockholder upon his/her written request addressed to the Office of the Corporate Secretary, Asian Terminals, Inc., P.O. Box 3021, Manila.**

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<sup>8</sup> Pursuant to SEC Memorandum Circular No. 4 series of 2012 and the ATI Audit Committee Charter. The results are posted in the ATI Website [https://www.asianterminals.com.ph/ati\\_sec\\_disclosures.aspx](https://www.asianterminals.com.ph/ati_sec_disclosures.aspx)

<sup>9</sup> ATI Website, [https://www.asianterminals.com.ph/ati\\_sec\\_disclosures.aspx](https://www.asianterminals.com.ph/ati_sec_disclosures.aspx)

### CERTIFICATION OF INDEPENDENT DIRECTOR

I, **ARTEMIO V. PANGANIBAN**, Filipino, of legal age, and a resident of 1203, Acacia Street, Dasmariñas Village, Makati City, Philippines, after having been duly sworn to in accordance with law do hereby declare that:

1. I have been nominated as an independent director of Asian Terminals, Inc. (ATI) and have been its independent director since April 2010.
2. I am affiliated with the following listed companies or organizations:

Company/ Organization	Position	Period
GMA Network, Inc.	Independent Director	2007 to present
First Philippine Holdings, Corp	Independent Director	2007 to present
Metro Pacific Investments, Corp.	Independent Director	2007 to present
Manila Electric Company	Independent Director	2008 to present
Robinsons Land Corporation	Independent Director	2008 to present
GMA Holdings, Inc.	Independent Director	2009 to present
Petron Corporation	Independent Director	2010 to present
PLDT, Inc.	Independent Director	2013 to present
Jollibee Food Corporation	Non-Executive Director	2012 to present
Metropolitan Bank and Trust Co.	Senior Adviser	2007 to present
Bank of the Philippine Islands	Member, Board of Advisers	2016 to present
DoubleDragon Properties Corp.	Adviser	2014 to present
MerryMart Consumer Corp.	Adviser	2020 to present
<i>For my full bio-date, log on to my personal website : <a href="http://cjpanganiban.com">cjpanganiban.com</a></i>		

3. To the best of my knowledge, I possess all the qualifications and none of the disqualifications to serve as an Independent Director of ATI, as provided for in Section 38 of the Securities and Regulation Code, its Implementing Rules and Regulations and other SEC issuances.
4. To the best of my knowledge, I am not related to any director, officer or substantial shareholder of ATI.
5. To the best of my knowledge, I am not the subject of any pending criminal or administrative investigation or proceeding in court.
6. I shall faithfully and diligently comply with my duties and responsibilities as independent director under the Securities and Regulation Code, its Implementing Rules and Regulations, Code of Corporate Governance and other SEC issuances.



7. I shall inform the Corporate Secretary of ATI of any changes in the above-mentioned information within five (5) days from its occurrence.

Done this MAR 05 2021 day of March 2021, at the City of Manila.



ARTEMIO V. PANGANIBAN

Affiant

SUBSCRIBED AND SWORN to before me this MAR 05 2021 day of March 2021, affiant exhibiting to me his Passport No. PO388884B issued by DFA Manila on January 24, 2019.

NOTARY PUBLIC

**ATTY. CHARMINE P. DATOC**

Notary Public for Manila

Until June 30, 2021

Notarial Commission No. 2019-053

PTR No. 9803401 / 01-06-2021 / Manila

IBP No. 135632 / 12-18-2020 / Manila

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### CERTIFICATION OF INDEPENDENT DIRECTOR

I, **ROBERTO C.O. LIM**, Filipino, of legal age, and a resident of 175 M. Paterno Street, San Juan City, Philippines, after having been duly sworn to in accordance with law do hereby declare that:

1. I have been nominated as an independent director of Asian Terminals, Inc. (ATI) and have been its independent director since 2018.
2. I am affiliated with:


Company/ Organization	Position	Period
Philippine Stock Exchange	Independent Director	2019 to present

3. I possess all the qualifications and none of the disqualifications to serve as an Independent Director of ATI, as provided for in Section 38 of the Securities and Regulation Code, its Implementing Rules and Regulations and other SEC issuances.
4. I am not related to any director, officer or substantial shareholder of ATI.
5. I disclose that I am the subject of pending criminal/administrative investigation or proceeding stated in **ANNEX A**.
6. I shall faithfully and diligently comply with my duties and responsibilities as independent director under the Securities and Regulation Code, its Implementing Rules and Regulations, Code of Corporate Governance and other SEC issuances.
7. I shall inform the Corporate Secretary of ATI of any changes in the above-mentioned information within five (5) days from its occurrence.

Done this MAR 05 2021 day of March 2021, at the City of Manila.

  
**ROBERTO C.O. LIM**  
 Affiant

SUBSCRIBED AND SWORN to before me this MAR 05 2021 day of March 2021, affiant exhibiting to me his Driver's License No. N11-78-025462 valid until November 22, 2022.

  
**ATTY. CHARMINE P. DATOC**  
 Notary Public for Manila  
 Until June 30, 2021  
 Notarial Commission No. 2019-053  
 PTR No. 9803401 / 01-06-2021 / Manila  
 IBP No. 135632 / 12-18-2020 / Manila  
 Roll No. 64199

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## ANNEX A

Offense Charged	Tribunal or Agency	Status
False statement and perjury in applying with the City of Manila for the demolition of respondents' own property which was being illegally occupied by complainants	Makati Prosecutor's Office NPS-XV-05-INV-18J-4756 <i>Philip Go Chua, et. al. vs. Atty. Roberto C. O. Lim, et. al.</i>	Dismissed; complainants' Motion for Reconsideration dismissed
Malicious mischief, grave coercion, theft in applying with Meralco to discontinue the power service to property which respondents Lim own and illegally occupied by complainants; and Meralco's action of removing and recovering its electric meters	Manila Prosecutor's Office NPS-XV-07-INV-18L-07039 <i>Philip Go Chua, et. al. vs. Meralco, et. al.</i>	Case dismissed; reversed upon complainants' Motion for Reconsideration
	Department of Justice NPS-XV-07-INV-18L-07039	Complainants and Respondents' Appeal from the resolution granting the Motion for Reconsideration
Unjust vexation in applying with Meralco to discontinue the power service to property which respondents Lim own and illegally occupied by complainants and Meralco's action of removing and recovering its electric meters.	Metropolitan Trial Court of Manila, Branch 14 M-Manila 19-04748 to 53 <i>People vs. Roberto Cecilio O. Lim, et. al.</i>	Case arose from NPS-XV-07-INV-18L-07039  Marking of Exhibits




CERTIFICATION

I, RODOLFO G. CORVITE, JR., Corporate Secretary of Asian Terminals, Inc. (ATI), a corporation duly organized and existing under and by virtue of the laws of the Republic of the Philippines, with principal office at ATI Head Office, A. Bonifacio Drive, Port Area, Manila, do hereby certify that based on my personal knowledge, none of the directors or officers of ATI, are connected with any government agencies or instrumentalities.

IN WITNESS WHEREOF, I have hereunto set my hand this 5th day of March 2021 at Manila, Philippines.

  
**RODOLFO G. CORVITE, JR.**  
Corporate Secretary

SUBSCRIBED AND SWORN to before me this MAR 05 2021 March 2021, affiant exhibiting to me his Passport No. POO14227A issued at DFA NCR South on August 22, 2016.

  
**ATTY. CHARMINE P. DATOC**  
Notary Public for Manila  
Until June 30, 2021  
Notarial Commission No. 2019-053  
PTR No. 9803401 / 01-06-2021 / Manila  
IBP No. 135632 / 12-18-2020 / Manila  
Roll No. 64199

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Series of 2021.



# ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES

**CONSOLIDATED FINANCIAL STATEMENTS**  
**December 31, 2020, 2019, and 2018**

With Independent Auditors' Report

## REPORT OF INDEPENDENT AUDITORS

The Board of Directors and Stockholders  
**Asian Terminals, Inc.**  
A. Bonifacio Drive  
Port Area, Manila

### *Opinion*

We have audited the consolidated financial statements of Asian Terminals, Inc. and its Subsidiaries (the "Group"), which comprise the consolidated statements of financial position as at December 31, 2020 and 2019, and the consolidated statements of income, consolidated statements of comprehensive income, consolidated statements of changes in equity and consolidated statements of cash flows for each of the three years in the period ended December 31, 2020, and notes, comprising significant accounting policies and other explanatory information.

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the consolidated financial position of the Group as at December 31, 2020 and 2019, and its consolidated financial performance and its consolidated cash flows for each of the three years in the period ended December 31, 2020, in accordance with Philippine Financial Reporting Standards (PFRSs).

#### Firm Regulatory Registration & Accreditation:

PRC-BOA Registration No. 0003, valid until November 21, 2023

SEC Accreditation No. 0003-SEC, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by SEC Accreditation No. 0004-FR-5)

IC Accreditation No. 0003-IC, Group A, valid for five (5) years covering the audit of 2020 to 2024

financial statements (2019 financial statements are covered by IC Circular Letter (CL) No. 2019-39, Transition clause)

BSP Accreditation No. 0003-BSP, Group A, valid for five (5) years covering the audit of 2020 to 2024

financial statements (2019 financial statements are covered by BSP Monetary Board Resolution No. 2161, Transition clause)



### *Basis for Opinion*

We conducted our audits in accordance with Philippine Standards on Auditing (PSAs). Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Consolidated Financial Statements* section of our report. We are independent of the Group in accordance with the Code of Ethics for Professional Accountants in the Philippines (Code of Ethics) together with the ethical requirements that are relevant to our audits of the consolidated financial statements in the Philippines, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### *Key Audit Matter*

Key audit matter is a matter that, in our professional judgment, was of most significance in our audit of the consolidated financial statements of the current period. This matter was addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on this matter.

#### *Revenue Recognition (P10,960,959 - amount in thousands)*

Refer to Notes 2 and 26 to the consolidated financial statements.

#### *The risk*

The Group's revenues are mainly generated from arrastre, stevedoring, storage, and special and other services. Market expectations and profit-based targets may put pressure on management to recognize revenues before all the revenue recognition criteria have been met. Risk of material misstatement may arise in order to improve business results and achieve capital and revenue growths in line with the objectives of the Group.

#### *Our response*

Our audit procedures included assessment of the Group's accounting policies in respect of revenue recognition to ensure that they appropriately reflected the requirements of PFRSs. Evaluation of relevant IT systems and the design and operating effectiveness of controls over the recording of revenue transactions and generated reports was also conducted. In doing so, we have involved our IT specialists to assist in the audit of automated controls across different IT applications. Our substantive procedures included testing of revenues earned, to confirm that all services had been performed at the point at which revenue is recognized. Among others, we performed examination of selected individual transactions' supporting documentation to test the existence and accuracy of revenue transactions and to verify whether the revenue recognition practices adopted complied with the stated accounting policies. A detailed movement analysis of revenues earned for each of the Group's revenue streams was also performed to determine any significant fluctuation on the account.

### *Other Information*

Management is responsible for the other information. The other information comprises the information included in the SEC Form 20-IS (Definitive Information Statement), SEC Form 17-A and Annual Report for the year ended December 31, 2020, but does not include the consolidated financial statements and our auditors' report thereon. The SEC Form 20-IS (Definitive Information Statement), SEC Form 17-A and Annual Report for the year ended December 31, 2020 are expected to be made available to us after the date of this auditors' report.





Our opinion on the consolidated financial statements does not cover the other information and we will not express any form of assurance conclusion thereon.

In connection with our audits of the consolidated financial statements, our responsibility is to read the other information identified above when it becomes available and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audits or otherwise appears to be materially misstated.

#### *Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements*

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

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

#### *Auditors' Responsibilities for the Audit of the Consolidated Financial Statements*

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with PSAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements. As part of an audit in accordance with PSAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.



- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matter. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



The engagement partner on the audit resulting in this independent auditors' report is Alicia S. Columbres.

**R.G. MANABAT & CO.**

A handwritten signature in black ink, appearing to read 'Alicia S. Columbres', written over the printed name.

**ALICIA S. COLUMBRES**  
Partner

CPA License No. 069679

SEC Accreditation No. 1590-AR-1, Group A, valid until August 7, 2022

Tax Identification No. 120-964-156

BIR Accreditation No. 08-001987-027-2020

Issued July 20, 2020; valid until July 19, 2023

PTR No. MKT 8533895

Issued January 4, 2021 at Makati City

March 3, 2021

Makati City, Metro Manila



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**REPORT OF INDEPENDENT AUDITORS  
TO ACCOMPANY THE CONSOLIDATED FINANCIAL STATEMENTS FOR FILING  
WITH THE SECURITIES AND EXCHANGE COMMISSION**

The Stockholders and Board of Directors  
**Asian Terminals, Inc.**  
A. Bonifacio Drive  
Port Area, Manila

We have audited the accompanying consolidated financial statements of Asian Terminals, Inc. (the "Company") and its Subsidiaries (collectively known as the "Group") as at and for the year ended December 31, 2020, on which we have rendered our report dated March 3, 2021.

In compliance with Revised Securities Regulation Code Rule 68, we are stating that the said Company has a total number of seven hundred ninety-six (795) stockholders owning one hundred (100) or more shares each.

**R.G. MANABAT & CO.**

ALICIA S. COLUMBRES  
Partner  
CPA License No. 069679  
SEC Accreditation No. 1590-AR-1, Group A, valid until August 7, 2022  
Tax Identification No. 120-964-156  
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Issued July 20, 2020; valid until July 19, 2023  
PTR No. MKT 8533895  
Issued January 4, 2021 at Makati City

March 3, 2021  
Makati City, Metro Manila

Firm Regulatory Registration & Accreditation:  
PRC-BOA Registration No. 0003, valid until November 21, 2023  
SEC Accreditation No. 0003-SEC, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by SEC Accreditation No. 0004-FR-5)  
IC Accreditation No. 0003-IC, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by IC Circular Letter (CL) No. 2019-39, Transition clause)  
BSP Accreditation No. 0003-BSP, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by BSP Monetary Board Resolution No. 2161, Transition clause)



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Internet www.home.kpmg/ph  
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## REPORT OF INDEPENDENT AUDITORS ON SUPPLEMENTARY INFORMATION

The Stockholders and Board of Directors  
**Asian Terminals, Inc. and its Subsidiaries**  
A. Bonifacio Drive  
Port Area, Manila

We have audited in accordance with Philippine Standards on Auditing, the accompanying consolidated financial statements of Asian Terminals Inc. (the "Company") and its Subsidiaries (collectively known as the "Group") as at December 31, 2020 and 2019 and for each of the three years in the period ended December 31, 2020, included in this Form 17-A, and have issued our report thereon dated March 3, 2021.

Our audits were made for the purpose of forming an opinion on the consolidated financial statements of the Group taken as a whole. The supplementary information included in the following accompanying additional components is the responsibility of the Group's management.

- Map of the Conglomerate
- Supplementary Schedules of Annex 68-J
- Reconciliation of Retained Earnings Available for Dividend Declaration

Firm Regulatory Registration & Accreditation:  
PRC-BOA Registration No. 0003, valid until November 21, 2023  
SEC Accreditation No. 0003-SEC, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by SEC Accreditation No. 0004-FR-5)  
IC Accreditation No. 0003-IC, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by IC Circular Letter (CL) No. 2019-39, Transition clause)  
BSP Accreditation No. 0003-BSP, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by BSP Monetary Board Resolution No. 2161, Transition clause)



This supplementary information is presented for purposes of complying with the Revised Securities Regulation Code (SRC) Rule 68, and is not a required part of the consolidated financial statements. Such information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the consolidated financial statements taken as a whole.

**R.G. MANABAT & CO.**

A handwritten signature in black ink, appearing to read 'A. Columbres'.

ALICIA S. COLUMBRES

Partner

CPA License No. 069679

SEC Accreditation No. 1590-AR-1, Group A, valid until August 7, 2022

Tax Identification No. 120-964-156

BIR Accreditation No. 08-001987-027-2020

Issued July 20, 2020; valid until July 19, 2023

PTR No. MKT 8533895

Issued January 4, 2021 at Makati City

March 3, 2021

Makati City, Metro Manila

**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**  
(Amounts in Thousands)

		<b>December 31</b>	
	<i>Note</i>	<b>2020</b>	2019
<b>ASSETS</b>			
<b>Current Assets</b>			
Cash and cash equivalents	6, 25	<b>P4,437,874</b>	P5,647,349
Trade and other receivables - net	7, 25	<b>624,516</b>	630,599
Spare parts and supplies		<b>890,289</b>	748,499
Prepaid expenses	8	<b>1,731,317</b>	1,395,876
<b>Total Current Assets</b>		<b>7,683,996</b>	8,422,323
<b>Noncurrent Assets</b>			
Investment in an associate	9	<b>45,115</b>	49,507
Property and equipment - net	10	<b>1,198,815</b>	934,111
Intangible assets - net	11	<b>20,226,591</b>	20,051,240
Right-of-use assets - net		<b>615,510</b>	676,129
Deferred tax assets - net	13	<b>880,505</b>	1,013,174
Other noncurrent assets	12	<b>173,875</b>	107,602
<b>Total Noncurrent Assets</b>		<b>23,140,411</b>	22,831,763
		<b>P30,824,407</b>	P31,254,086
<b>LIABILITIES AND EQUITY</b>			
<b>Current Liabilities</b>			
Trade and other payables	14, 20	<b>P2,114,850</b>	P3,253,008
Provisions for claims	15	<b>58,024</b>	259,799
Port concession rights payable - current portion	25	<b>327,521</b>	313,263
Income and other taxes payable		<b>311,097</b>	283,228
Lease liabilities - current portion		<b>134,452</b>	136,701
<b>Total Current Liabilities</b>		<b>2,945,944</b>	4,245,999
<b>Noncurrent Liabilities</b>			
Port concession rights payable - net of current portion	25	<b>7,312,248</b>	7,989,729
Pension liability - net	21	<b>188,090</b>	184,146
Lease liabilities - net of current portion		<b>465,323</b>	504,241
<b>Total Noncurrent Liabilities</b>		<b>7,965,661</b>	8,678,116
		<b>10,911,605</b>	12,924,115

Forward



		<b>December 31</b>	
	<b>Note</b>	<b>2020</b>	2019
<b>Equity</b>			
<b>Equity Attributable to Equity Holders of the Parent Company</b>			
	16		
Capital stock		<b>P2,000,000</b>	P2,000,000
Additional paid-in capital		<b>264,300</b>	264,300
Retained earnings		<b>17,642,548</b>	16,060,246
Fair value reserve		<b>(5,820)</b>	(5,820)
		<b>19,901,028</b>	18,318,726
<b>Non-controlling Interest</b>		<b>11,774</b>	11,245
<b>Total Equity</b>		<b>19,912,802</b>	18,329,971
		<b>P30,824,407</b>	P31,254,086

*See Notes to the Consolidated Financial Statements.*

**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF INCOME**  
(Amounts in Thousands, Except Per Share Data)

		<b>Years Ended December 31</b>		
	<i>Note</i>	<b>2020</b>	2019	2018
<b>REVENUES FROM OPERATIONS</b>	26	<b>P10,960,959</b>	P13,329,441	P12,276,678
<b>GOVERNMENT SHARE IN REVENUES</b>	17	<b>(1,805,558)</b>	(2,329,105)	(2,270,116)
		<b>9,155,401</b>	11,000,336	10,006,562
<b>COSTS AND EXPENSES EXCLUDING GOVERNMENT SHARE IN REVENUES</b>	18, 20, 21	<b>(5,062,192)</b>	(5,606,428)	(4,940,862)
<b>OTHER INCOME AND EXPENSES</b>				
Finance income	19	<b>28,554</b>	157,296	113,188
Finance cost	19	<b>(544,101)</b>	(558,881)	(540,426)
Others - net	19	<b>599,339</b>	216,736	(627,781)
		<b>83,792</b>	(184,849)	(1,055,019)
<b>CONSTRUCTION REVENUES</b>	11	<b>1,595,105</b>	2,747,425	3,222,423
<b>CONSTRUCTION COSTS</b>	11	<b>(1,595,105)</b>	(2,747,425)	(3,222,423)
		-	-	-
<b>INCOME BEFORE INCOME TAX</b>		<b>4,177,001</b>	5,209,059	4,010,681
<b>INCOME TAX EXPENSE</b>	13			
Current		<b>1,102,599</b>	1,511,488	1,348,499
Deferred		<b>118,366</b>	(18,032)	(221,207)
		<b>1,220,965</b>	1,493,456	1,127,292
<b>NET INCOME</b>		<b>P2,956,036</b>	P3,715,603	P2,883,389
<b>Income Attributable to Equity holders of the Parent Company</b>		<b>P2,954,904</b>	P3,714,060	P2,881,448
Non-controlling interest		<b>1,132</b>	1,543	1,941
		<b>P2,956,036</b>	P3,715,603	P2,883,389
<b>Basic/Diluted Earnings per Share Attributable to Equity Holders of the Parent Company</b>	22	<b>P1.48</b>	P1.86	P1.44

See Notes to the Consolidated Financial Statements.

**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
(Amounts in Thousands)

		<b>Years Ended December 31</b>		
	<i>Note</i>	<b>2020</b>	2019	2018
<b>NET INCOME FOR THE YEAR</b>		<b>P2,956,036</b>	P3,715,603	P2,883,389
<b>OTHER COMPREHENSIVE INCOME (LOSS)</b>				
<i>Item that will never be reclassified to profit or loss</i>				
Actuarial gains (losses) on pension liability	21	<b>47,678</b>	(146,124)	39,830
Tax on item taken directly to equity	13	<b>(14,303)</b>	43,837	(11,949)
		<b>33,375</b>	(102,287)	27,881
<i>Items that are or may be reclassified to profit or loss</i>				
Cash flow hedge - effective portion		-	-	(357,154)
Cash flow hedge - reclassified to profit or loss		-	-	653,753
Tax on items taken directly to equity		-	-	(88,979)
	16	-	-	207,620
<b>OTHER COMPREHENSIVE INCOME (LOSS) FOR THE YEAR - Net of tax</b>		<b>33,735</b>	(102,287)	235,501
<b>TOTAL COMPREHENSIVE INCOME</b>		<b>P2,989,411</b>	P3,613,316	P3,118,890
<b>Total Comprehensive Income Attributable to</b>				
Equity holders of the Parent Company		<b>P2,988,302</b>	P3,611,849	P3,116,981
Non-controlling interest		<b>1,109</b>	1,467	1,909
		<b>P2,989,411</b>	P3,613,316	P3,118,890

See Notes to the Consolidated Financial Statements.

**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
**FOR THE YEARS ENDED DECEMBER 31, 2020, 2019 AND 2018**  
(Amounts in Thousands, Except Per Share Data)

	Note	Attributable to Equity Holders of the Parent Company						Total	Non-controlling Interest	Total Equity
		Capital Stock	Additional Paid-in Capital	Retained Earnings		Hedging Reserve	Fair Value Reserve			
				Appropriated for Port Development	Unappropriated					
Balance at January 1, 2020		P2,000,000	P264,300	P12,900,000	P3,160,246	P -	(P5,820)	P18,318,726	P11,245	P18,329,971
Cash dividends - P0.703 a share	16	-	-	-	(1,406,000)	-	-	(1,406,000)	(580)	(1,406,580)
Reversal of appropriation of retained earnings	16	-	-	(2,200,000)	2,200,000	-	-	-	-	-
Appropriations during the year	16	-	-	3,300,000	(3,300,000)	-	-	-	-	-
Net income for the year		-	-	-	2,954,904	-	-	2,954,904	1,132	2,956,036
Other comprehensive income:										
Actuarial gain - net of tax	21	-	-	-	33,398	-	-	33,398	(23)	33,375
<b>Balance at December 31, 2020</b>		<b>P2,000,000</b>	<b>P264,300</b>	<b>P14,000,000</b>	<b>P3,642,548</b>	<b>P -</b>	<b>(P5,820)</b>	<b>P19,901,028</b>	<b>P11,774</b>	<b>P19,912,802</b>
Balance at January 1, 2019		P2,000,000	P264,300	P10,500,000	P3,085,013	P -	(P5,820)	P15,843,493	P10,358	P15,853,851
Adjustment on initial application of PFRS 16		-	-	-	(11,616)	-	-	(11,616)	-	(11,616)
Adjusted Balance at January 1, 2019		2,000,000	264,300	10,500,000	3,073,397	-	(5,820)	15,831,877	10,358	P15,842,235
Cash dividends - P0.56 a share	16	-	-	-	(1,125,000)	-	-	(1,125,000)	(580)	(1,125,580)
Reversal of appropriation of retained earnings	16	-	-	(3,600,000)	3,600,000	-	-	-	-	-
Appropriations during the year	16	-	-	6,000,000	(6,000,000)	-	-	-	-	-
Net income for the year		-	-	-	3,714,060	-	-	3,714,060	1,543	3,715,603
Other comprehensive income:										
Actuarial loss - net of tax	21	-	-	-	(102,211)	-	-	(102,211)	(76)	(102,287)
Balance at December 31, 2019		P2,000,000	P264,300	P12,900,000	P3,160,246	P -	(P5,820)	P18,318,726	P11,245	P18,329,971

Forward

	Attributable to Equity Holders of the Parent Company									
	Note	Capital Stock	Additional Paid-in Capital	Retained Earnings		Hedging Reserve	Fair Value Reserve	Total	Non-controlling Interest	Total Equity
				Appropriated for Port Development	Unappropriated					
Balance at January 1, 2018		P2,000,000	P264,300	P9,700,000	P1,875,652	(P207,620)	(P5,820)	P13,626,512	P9,029	P13,635,541
Cash dividends - P0.45 a share	16	-	-	-	(900,000)	-	-	(900,000)	(580)	(900,580)
Reversal of appropriation of retained earnings	16	-	-	(3,700,000)	3,700,000	-	-	-	-	-
Appropriations during the year	16	-	-	4,500,000	(4,500,000)	-	-	-	-	-
Net income for the year		-	-	-	2,881,448	-	-	2,881,448	1,941	2,883,389
Other comprehensive income:										
Actuarial gain - net of tax	21	-	-	-	27,913	-	-	27,913	(32)	27,881
Cash flow hedge - effective portion - net of tax	16	-	-	-	-	(250,008)	-	(250,008)	-	(250,008)
Cash flow hedge - reclassified to profit or loss - net of tax	16	-	-	-	-	457,628	-	457,628	-	457,628
Balance at December 31, 2018		P2,000,000	P264,300	P10,500,000	P3,085,013	P -	(P5,820)	P15,843,493	P10,358	P15,853,851

See Notes to the Consolidated Financial Statements.

**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(Amounts in Thousands)

		<b>Years Ended December 31</b>		
	<i>Note</i>	<b>2020</b>	2019	2018
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>				
Income before income tax		<b>P4,177,001</b>	P5,209,059	P4,010,681
Adjustments for:				
Depreciation and amortization	10, 11, 18, 23	<b>1,733,668</b>	1,529,979	1,130,882
Finance cost	19	<b>544,101</b>	558,881	540,426
Current service cost	21	<b>43,711</b>	29,847	35,582
Provisions for spare parts and supplies obsolescence	18	<b>7,000</b>	29,221	20,000
Net unrealized foreign exchange losses (gains)		<b>(237,509)</b>	(211,056)	565,357
Reversal of provision for claims - net	15	<b>(127,673)</b>	-	-
Equity in net earnings of an associate	9, 19	<b>(49,341)</b>	(51,129)	(59,299)
Finance income	19	<b>(28,554)</b>	(157,296)	(113,188)
Gain on disposals of:				
Intangible assets		<b>(10,861)</b>	(5,849)	(532)
Property and equipment		<b>(4,769)</b>	(6,788)	(4,724)
Reversal of allowance for doubtful accounts	7	<b>(2,700)</b>	(3,550)	(5,950)
Amortization of noncurrent prepaid rental		-	-	984
Operating income before working capital changes		<b>6,044,074</b>	6,921,319	6,120,219
Decrease (increase) in:				
Trade and other receivables		<b>5,047</b>	102,412	(231,848)
Spare parts and supplies		<b>(148,790)</b>	(270,182)	(123,837)
Prepaid expenses		<b>(335,441)</b>	(493,308)	(332,490)
Increase (decrease) in:				
Trade and other payables		<b>(1,306,476)</b>	(796,299)	(88,588)
Provisions for claims		<b>(74,101)</b>	40,440	14,815
Income and other taxes payable		<b>(24,618)</b>	14,465	(65,560)
Cash generated from operations		<b>4,159,695</b>	5,518,847	5,292,711
Finance income received		<b>32,290</b>	169,862	97,303
Finance cost paid		<b>(25,743)</b>	(27,914)	(366)
Income tax paid		<b>(1,050,112)</b>	(1,573,598)	(1,267,353)
Contributions to retirement funds		-	(48,795)	(60,469)
Net cash provided by operating activities		<b>3,116,130</b>	4,038,402	4,061,826

Forward

		<b>Years Ended December 31</b>		
	<b>Note</b>	<b>2020</b>	2019	2018
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>				
Acquisitions of:				
Intangible assets	11	<b>(P1,432,434)</b>	(P3,101,456)	(P2,295,504)
Property and equipment	10	<b>(421,024)</b>	(182,502)	(165,649)
Proceeds from disposals of:				
Intangible assets		<b>13,882</b>	5,918	534
Property and equipment		<b>4,771</b>	7,601	4,724
Dividends received	9	<b>53,733</b>	85,258	62,690
Decrease (increase) in:				
Other noncurrent assets		<b>8,524</b>	68,489	(95,899)
Deposits		<b>(74,797)</b>	(8,386)	(5,073)
Net cash used in investing activities		<b>(1,847,345)</b>	(3,125,078)	(2,494,177)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>				
Payments of:				
Cash dividends	16	<b>(1,406,000)</b>	(1,125,000)	(900,000)
Cash dividends to non-controlling interest		<b>(580)</b>	(580)	(580)
Port concession rights payable	23	<b>(775,542)</b>	(773,340)	(781,790)
Lease liabilities	23	<b>(140,550)</b>	(131,625)	-
Net cash used in financing activities		<b>(2,322,672)</b>	(2,030,545)	(1,682,370)
<b>NET DECREASE IN CASH AND CASH EQUIVALENTS</b>		<b>(1,053,887)</b>	(1,117,221)	(114,721)
<b>EFFECT OF FOREIGN EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS</b>		<b>(155,588)</b>	(103,915)	38,017
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>	6	<b>5,647,349</b>	6,868,485	6,945,189
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>	6	<b>P4,437,874</b>	P5,647,349	P6,868,485

See Notes to the Consolidated Financial Statements.



**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**  
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS**  
(Amounts in Thousands, Except Per Share Data)

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**1. Reporting Entity**

Asian Terminals, Inc. (ATI or the "Parent Company") was incorporated in the Philippines and registered with the Philippine Securities and Exchange Commission (SEC) on July 9, 1986. The consolidated financial statements comprise the financial statements of the Parent Company and its Subsidiaries, ATI Batangas, Inc. (ATIB) and Tanza Container Terminal, Inc. (TCTI), (collectively referred to as the "Group"). The Parent Company is a public company under Section 17.2 of the Securities Regulation Code and its shares are listed on the Philippine Stock Exchange, Inc. (PSE). DP World Australia (POAL) Pty. Ltd. directly owns 17.32% of the total outstanding capital stock of ATI.

The Group operates and manages the South Harbor Port of Manila and the Port of Batangas in Batangas City. The registered office address of the Parent Company is A. Bonifacio Drive, Port Area, Manila.

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**2. Operating Contracts**

Following are the Group's operating contracts:

a. South Harbor, Port of Manila

ATI's exclusive right to manage, operate and develop South Harbor was renewed for a period of 25 years from May 19, 2013 to May 18, 2038 pursuant to the Third Supplement to the Contract for Cargo Handling and Related Services (the "Third Supplement") with the Philippine Ports Authority (PPA) dated October 19, 2007 (see Note 23).

b. Port of Batangas

On October 2, 2015, ATI and ATIB signed a Contract with PPA for the Management, Operation, Maintenance and Development of Phase I, Port of Batangas with a term from October 1, 2015 until September 30, 2025.

On January 18, 2010, the PPA issued to ATI the Notice to Award the Contract for the Management, Operation, Maintenance, Development and Promotion of the Container Terminal "A-1," Phase II of the Port of Batangas for a period of 25 years. The Contract was signed on March 25, 2010. The Notice to Proceed dated June 16, 2010 allowed ATI to start and commence operations at the Terminal on July 1, 2010.

In December 2019, ATI and ATIB signed a Contract with PPA for the extension of the term from 2025 to 2035 (see Note 23).

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### 3. Basis of Preparation

#### Statement of Compliance

The consolidated financial statements have been prepared in compliance with Philippine Financial Reporting Standards (PFRSs). PFRSs are based on International Financial Reporting Standards issued by the International Accounting Standards Board (IASB). PFRSs which are issued by the Philippine Financial Reporting Standards Council (FRSC), consist of PFRSs, Philippine Accounting Standards (PASs), and Philippine Interpretations.

The consolidated financial statements were authorized for issue by the Board of Directors (BOD) on February 24, 2021.

#### Basis of Measurement

The consolidated financial statements of the Group have been prepared on a historical cost basis except for the following items, which are measured on an alternative basis on each reporting date:

<u>Items</u>	<u>Measurement Bases</u>
Equity investments at Fair Value through Other Comprehensive Income (FVOCI)	Fair value
Pension liability	The present value of the defined benefit obligation less the fair value of plan assets.

#### Functional and Presentation Currency

The consolidated financial statements are presented in Philippine peso, which is the Group's functional currency. All amounts have been rounded off to the nearest thousand pesos (P000), except when otherwise indicated.

#### Basis of Consolidation

The consolidated financial statements comprise the financial statements of ATI, ATIB, TCTI and the Group's interest in an associate accounted for under the equity method of accounting. ATIB is a 99.17% owned subsidiary as at December 31, 2020 and 2019. TCTI was incorporated on January 18, 2018, and a 100% owned subsidiary as at December 31, 2020 and 2019.

The financial statements of ATIB and TCTI are prepared for the same financial reporting year as ATI, using uniform accounting policies for like transactions and other events in similar circumstances.

All intra-group balances, transactions, income and expenses resulting from intra-group transactions are eliminated in full.

TCTI is fully consolidated from the date of incorporation. ATIB is fully consolidated from the date of acquisition, being the date when ATI obtained control, and continues to be consolidated until the date that such control ceases.

Non-controlling interest represents the portion of profit and loss and net assets in ATIB not held by ATI and are presented separately in the consolidated statements of income, consolidated statements of comprehensive income, consolidated statements of changes in equity, and within equity in the consolidated statements of financial position.

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#### 4. Significant Accounting Policies

The accounting policies set out below have been applied consistently to all years presented in these consolidated financial statements, except if mentioned otherwise.

The Group has adopted amendments to standards, including any consequential amendments to other standards, with date of initial application of January 1, 2020.

##### Adoption of Amendments to Standards

The Group has adopted the following amendments to standards starting January 1, 2020 and accordingly, changed its accounting policies. Except as otherwise indicated, the adoption did not have any significant impact on the Group's consolidated financial statements.

- *Amendments to References to Conceptual Framework in PFRS Standards* sets out amendments to PFRS Standards, their accompanying documents and PFRS practice statements to reflect the issuance of the revised Conceptual Framework for Financial Reporting in 2018 (2018 Conceptual Framework). The 2018 Conceptual Framework includes:
  - a new chapter on measurement;
  - guidance on reporting financial performance;
  - improved definitions of an asset and a liability, and guidance supporting these definitions; and
  - clarifications in important areas, such as the roles of stewardship, prudence and measurement uncertainty in financial reporting.

Some Standards, their accompanying documents and PFRS practice statements contain references to, or quotations from, the International Accounting Standards Committee's Framework for the Preparation and Presentation of Financial Statements adopted by the IASB in 2001 or the Conceptual Framework for Financial Reporting issued in 2010. The amendments update some of those references and quotations so that they refer to the 2018 Conceptual Framework and makes other amendments to clarify which version of the Conceptual Framework is referred to in particular documents.

- *Definition of a Business (Amendments to PFRS 3, Business Combinations)*. The amendments narrowed and clarified the definition of a business. They also permit a simplified assessment of whether an acquired set of activities and assets is a group of assets rather than a business. The amendments:
  - confirmed that a business must include inputs and a process, and clarified that:
    - the process must be substantive; and
    - the inputs and process must together significantly contribute to creating outputs;
  - narrowed the definitions of a business by focusing the definition of outputs on goods and services provided to customers and other income from ordinary activities, rather than on providing dividends or other economic benefits directly to investors or lowering costs; and
  - added a test that makes it easier to conclude that a company has acquired a group of assets, rather than a business, if the value of the assets acquired is substantially all concentrated in a single asset or group of similar assets.

- *Definition of Material (Amendments to PAS 1, Presentation of Financial Statements and PAS 8, Accounting Policies, Changes in Accounting Estimates and Errors)*. The amendments refine the definition of material. The amended definition of material states that information is material if omitting, misstating or obscuring it could reasonably be expected to influence the decisions that the primary users of general purpose financial statements make on the basis of those financial statements, which provide financial information about a specific reporting entity. The amendments clarify the definition of material and its application by:
  - (a) raising the threshold at which information becomes material by replacing the term 'could influence' with 'could reasonably be expected to influence';
  - (b) including the concept of 'obscuring information' alongside the concept of 'omitting' and 'misstating' information in the definition;
  - (c) clarifying that the users to which the definition refers are the primary users of general purpose financial statements referred to in the Conceptual Framework;
  - (d) clarifying the explanatory paragraphs accompanying the definition; and
  - (e) aligning the wording of the definition of material across PFRS Standards and other publications.

The amendments are expected to help entities make better materiality judgements without substantively changing existing requirements.

#### Standards Issued but Not Yet Adopted

A number of amendments to standards are effective for annual periods beginning after January 1, 2020. However, the Group has not early adopted the following new or amended standards in preparing these consolidated financial statements. Unless otherwise stated, none of these are expected to have a significant impact on the Group's consolidated financial statements.

#### *Effective June 1, 2020*

- *COVID-19-Related Rent Concessions (Amendment to PFRS 16, Leases)*. The amendments introduce an optional practical expedient that simplifies how a lessee accounts for rent concessions that are a direct consequence of COVID-19. A lessee that applies the practical expedient is not required to assess whether eligible rent concessions are lease modifications, and accounts for them in accordance with other applicable guidance. The practical expedient applies if:
  - the revised consideration is substantially the same or less than the original consideration;
  - the reduction in lease payments relates to payments due on or before June 30, 2021; and
  - no other substantive changes have been made to the terms of the lease.

Lessees applying the practical expedient are required to disclose that fact, whether they have applied the practical expedient to all eligible rent concessions and, if not, the nature of the contracts to which they have applied the practical expedient; and the amount recognized in profit or loss for the reporting period arising from application of the practical expedient. No practical expedient is provided for lessors.

The amendment is effective for annual reporting periods beginning on or after June 1, 2020. Earlier application is permitted. A lessee applies the amendments retrospectively, recognizing the cumulative effect of the amendments as an adjustment to the opening balance of retained earnings or other component of equity, as appropriate.

*Effective January 1, 2022*

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

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

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

The amendments are effective for annual reporting periods beginning on or after January 1, 2022. Earlier application is permitted. The amendments apply retrospectively, but only to items of property, plant and equipment made available for use on or after the beginning of the earliest period presented in the financial statements in which the company first applies the amendments.

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

The amendments are effective for annual reporting periods beginning on or after January 1, 2022 to contracts existing at the date when the amendments are first applied. At the date of initial application, the cumulative effect of applying the amendments is recognized as an opening balance adjustment to retained earnings or other component of equity, as appropriate. The comparatives are not restated. Earlier application is permitted.

- *Annual Improvements to PFRS Standards 2018-2020*. This cycle of improvements contains amendments to three standards:
  - *Subsidiary as a First-time Adopter (Amendment to PFRS 1, First-time Adoption of Philippine Financial Reporting Standards)*. The amendment simplifies the application of PFRS 1 for a subsidiary that becomes a first-time adopter of PFRS later than its parent. The subsidiary may elect to measure cumulative translation differences for all foreign operations at amounts included in the consolidated financial statements of the parent, based on the parent's date of transition to PFRS.

- *Fees in the '10 per cent' Test for Derecognition of Financial Liabilities (Amendment to PFRS 9, Financial Instruments)*. The amendment clarifies that for the purpose of performing the '10 per cent' test for derecognition of financial liabilities, the fees paid net of fees received included in the discounted cash flows include only fees paid or received between the borrower and the lender, including fees paid or received by either the borrower or lender on the other's behalf.
- *Lease Incentives (Amendment to Illustrative Examples accompanying PFRS 16, Leases)*. The amendment deletes from the Illustrative Example 13 the reimbursement relating to leasehold improvements to remove the potential for confusion because the example had not explained clearly enough the conclusion as to whether the reimbursement would meet the definition of a lease incentive in PFRS 16.

The amendments are effective for annual reporting periods beginning on or after January 1, 2022. Earlier application is permitted.

- *Reference to the Conceptual Framework (Amendment to PFRS 3 Business Combinations)*. The amendments:
  - updated PFRS 3 so that it now refers to the 2018 Conceptual Framework;
  - added a requirement that, for transactions and other events within the scope of PAS 37 *Provisions, Contingent Liabilities and Contingent Assets* or IFRIC 21 *Levies*, an acquirer applies PAS 37 or IFRIC 21 instead of the Conceptual Framework to identify the liabilities it has assumed in a business combination; and
  - added an explicit statement that an acquirer does not recognize contingent assets acquired in a business combination.

The amendments are effective for business combinations occurring in reporting periods starting on or after January 1, 2022. Earlier application is permitted.

*Effective January 1, 2023*

- *Classification of Liabilities as Current or Non-current (Amendments to PAS 1, Presentation of Financial Statements)*. To promote consistency in application and clarify the requirements on determining whether a liability is current or non-current, the amendments:
  - removed the requirement for a right to defer settlement of a liability for at least twelve months after the reporting period to be unconditional and instead requires that the right must have substance and exist at the end of the reporting period;
  - clarified that a right to defer settlement exists only if the company complies with conditions specified in the loan agreement at the end of the reporting period, even if the lender does not test compliance until a later date; and
  - clarified that settlement of a liability includes transferring a company's own equity instruments to the counterparty, but conversion options that are classified as equity do not affect classification of the liability as current or non-current.



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

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

- *Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments to PFRS 10, Consolidated Financial Statements and PAS 28, Investments in Associates and Joint Ventures)*. The amendments address an inconsistency between the requirements in PFRS 10 and in PAS 28, in dealing with the sale or contribution of assets between an investor and its associate or joint venture.

The amendments require that a full gain or loss is recognized when a transaction involves a business (whether it is housed in a subsidiary or not). A partial gain or loss is recognized when a transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary.

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

#### Financial Instruments

*Non-derivative Financial Instruments.* Non-derivative financial instruments consist of cash and cash equivalents, trade and other receivables, deposits, equity securities, trade and other payables (except for statutory payables), port concession rights payable and lease liabilities.

*Recognition and Initial Measurement.* Trade receivables and debt securities issued are initially recognized when they are originated. All other financial assets and financial liabilities are initially recognized when the Group becomes a party to the contractual provisions of the instrument.

A financial asset (unless it is a trade receivable without a significant financing component) or financial liability is initially measured at fair value plus, for an item not at Fair Value through Profit or Loss (FVTPL), transaction costs that are directly attributable to its acquisition or issue. A trade receivable without a significant financing component is initially measured at the transaction price.

#### Financial Assets

*Classification and Subsequent Measurement.* On initial recognition, the Group classifies its financial assets in the following measurement categories: amortized cost; FVOCI - debt investment; FVOCI - equity investment; or FVTPL.

The classification depends on the Group's business model for managing the financial assets and the contractual terms of the cash flows.

The Group has no financial assets classified as measured at: FVOCI - debt investment; or FVTPL.

Financial assets are not reclassified subsequent to their initial recognition unless the Group changes its business model for managing financial assets, in which case all affected financial assets are reclassified on the first day of the first reporting period following the change in the business model.

A financial asset is measured at amortized cost using the effective interest method if it meets both of the following conditions and is not designated as at FVTPL:

- It is held within a business model whose objective is to hold assets to collect contractual cash flows; and
- Its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

The amortized cost is reduced by impairment losses. Interest income, foreign exchange gains and losses and impairment are recognized in profit or loss. Any gain or loss on derecognition is recognized in profit or loss.

Included in this category are the Group's cash and cash equivalents, trade and other receivables, and deposits.

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

On initial recognition of an equity investment that is not held for trading, the Group may irrevocably elect to present subsequent changes in the investment's fair value in OCI. This election is made on an investment-by-investment basis. The accumulated fair value reserves are never reclassified to profit or loss. Dividends are recognized as income in profit or loss unless it clearly represents a recovery of the cost of investment.

Included in this category is the Group's equity instruments (included under other noncurrent assets).

*Business Model Assessment.* The Group makes an assessment of the objective of the business model in which a financial asset is held at a portfolio level because this best reflects the way the business is managed and information is provided to management. The information considered includes:

- a. the stated policies and objectives for the portfolio and the operation of those policies in practice. These include whether management's strategy focuses on earning contractual interest income, maintaining a particular interest rate profile, matching the duration of the financial assets to the duration of any related liabilities or expected cash outflows or realizing cash flows through the sale of the assets;
- b. how the performance of the portfolio is evaluated and reported to the Group's management;
- c. the risks that affect the performance of the business model (and the financial assets held within that business model) and how those risks are managed;
- d. how managers of the business are compensated - e.g., whether compensation is based on the fair value of the assets managed or the contractual cash flows collected; and

- e. the frequency, volume and timing of sales of financial assets in prior periods, the reasons for such sales and expectations about future sales activity.

*Solely Payments of Principal and Interest Assessment.* Principal is defined as the fair value of the financial asset on initial recognition. 'Interest' is defined as consideration for the time value of money and for the credit risk associated with the principal amount outstanding during a particular period of time and for other basic lending risks and costs (e.g. liquidity risk and administrative costs), as well as a profit margin. In assessing whether the contractual cash flows are solely payments of principal and interest, the Group considers the contractual terms of the instrument. This includes assessing whether the financial asset contains a contractual term that could change the timing or amount of contractual cash flows such that it would not meet this condition. In making this assessment, the Group considers:

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

#### Financial Liabilities

*Classification, Subsequent Measurement and Gains and Losses.* Financial liabilities are classified as measured at amortized cost or FVTPL. A financial liability is classified as at FVTPL if it is classified as held-for-trading, it is a derivative or it is designated as such on initial recognition. Financial liabilities at FVTPL are measured at fair value and net gains and losses, including any interest expense, are recognized in profit or loss. Other financial liabilities are subsequently measured at amortized cost using the effective interest method. Interest expense and foreign exchange gains and losses are recognized in profit or loss. Any gain or loss on derecognition is also recognized in profit or loss.

Included under other financial liabilities are the Group's trade and other payables (except for due to government agencies) port concession rights payable and lease liabilities.

#### Impairment of Financial Assets

##### *Impairment of Financial Assets - Policy Applicable from January 1, 2018*

PFRS 9 replaces the 'incurred loss' model in PAS 39 with an 'expected credit loss' (ECL) model. The new impairment model applies to financial assets measured at amortized cost, contract assets and debt investments at FVOCI, but not to investments in equity instruments. Under PFRS 9, credit losses are recognized earlier than under PAS 39.

ECL is the probability-weighted estimate of credit losses over the expected life of the financial instrument, representing the present value of expected cash shortfalls. The Group applies either a 12-month ECL or a lifetime ECL. Lifetime ECL applies to the financial assets that have experienced a significant increase in credit risk or are already credit-impaired. The Group's approach to ECL measurement is described in Note 24.

The Group considers the probability of default upon initial recognition of asset and whether there has been a significant increase in credit risk on an ongoing basis throughout each reporting period. To assess whether there is a significant increase in credit risk the Group compares the risk of a default occurring on the asset as at the reporting date with the risk of default as at the date of initial recognition. It considers available reasonable and supportive forwarding-looking information. Especially the following indicators are incorporated:

- Internal credit rating;
- External credit rating (as far as available);
- Actual or expected significant adverse changes in business, financial or economic conditions that are expected to cause a significant change to the debtor's ability to meet its obligations;
- Actual or expected significant changes in the operating results of the debtor;
- Significant increases in credit risk on other financial instruments of the same debtor; and
- Significant changes in the expected performance and behaviour of the debtor, including changes in the payment status of debtor and changes in the operating results of the debtor.

Regardless of the analysis above, a significant risk in credit risk is presumed if a debtor is more than 30 days past due in making a contractual payment.

A default on a financial asset is when the counterparty fails to make contractual payments within 75 days of when they fall due. A financial asset is credit-impaired when an event that has a detrimental impact on the estimated future cash flows have occurred. Evidence that a financial asset is credit-impaired includes the following observable data:

- significant financial difficulty of the borrower or issuer;
- a breach of contract such as default or being more than 75 days past due;
- the restructuring of a loan or advance by the Group on terms that the Group would not consider otherwise;
- it is probable that the borrower will enter bankruptcy or either financial reorganization; or
- the disappearance of an active market for a security because of financial difficulties.

Financial assets are written off when there is no reasonable expectation of recovery. The Group categorizes a loan or receivable for write off when a debtor fails to make payments or when it is no longer probable that the receivable will be collected. Where loans or receivables have been written off, the Group continues to engage in enforcement activity to attempt to recover the receivable due. Where recoveries are made, these are recognized in profit or loss.

#### Offsetting of Financial Assets and Liabilities

Financial assets and financial liabilities are offset and the net amount is reported in the consolidated statements of financial position if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the asset and settle the liability simultaneously. This is not generally the case with master netting agreements, and the related assets and liabilities are presented gross in the consolidated statements of financial position.

#### Derecognition of Financial Instruments

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

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

When the Group has transferred its rights to receive cash flows from an asset or has entered into a ‘pass-through’ arrangement, and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Group’s continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Group could be required to pay.

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

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

#### Determination of Fair Values

A number of the Group’s accounting policies and disclosures require the determination of fair value, for both financial and nonfinancial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes, when necessary, based on the market values, being the estimated amount for which assets could be exchanged on the date of the valuation between a willing buyer and a willing seller in an arm’s length transaction after proper marketing wherein the parties had each acted knowledgeably, prudently and without compulsion. When applicable, further information about the assumptions made in determining fair values is disclosed in the notes specific to that asset or liability.

The different levels of fair value of financial instruments carried at fair value, by valuation method have been defined as follows:

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

If the inputs used to measure the fair value of an asset or liability might be categorized in different levels of the fair value hierarchy, then the fair value measurement is categorized in its entirety in the same level of the fair value hierarchy as the lowest input that is significant to the entire measurement.

Fair values of the financial instruments are discussed in Note 25 to the consolidated financial statements.

*'Day 1' Profit.* Where the transaction price in a non-active market is different from the fair value of other observable current market transactions of the same instrument or based on a valuation technique whose variables include only data from observable market, the Group recognizes the difference between the transaction price and fair value (a 'Day 1' profit) in profit or loss. In cases where no observable data are used, the difference between the transaction price and model value is only recognized in profit or loss when the inputs become observable or when the instrument is derecognized. For each transaction, the Group determines the appropriate method of recognizing the 'Day 1' profit amount.

#### Spare Parts and Supplies

Spare parts and supplies are stated at the lower of cost and current replacement cost. Cost is determined using the weighted average method and includes all expenditures incurred in acquiring and bringing them to their existing location and condition.

#### Investment in Subsidiaries

A subsidiary is an entity controlled by the Group. The Group controls an entity when it is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity. The financial statements of the subsidiaries are included in the consolidated financial statements from the date on which control commences until the date on which control ceases.

#### *Non-controlling Interest*

NCI is measured at its proportionate share of the acquiree's identifiable net assets at the acquisition date. Changes in the Group's interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions.

#### *Loss of Control*

When the Group loses control over a subsidiary, it derecognizes the assets and liabilities of the subsidiary, and any related NCI and other components of equity. Any resulting gain or loss is recognized in profit or loss. Any interest retained in the former subsidiary is measured at fair value when control is lost.

#### Investment in an Associate

The Group's 35.71% investment in its associate, South Cotabato Integrated Port Services, Inc. (SCIPSI), is accounted for under the equity method of accounting. An associate is an entity in which the Group has significant influence but not control or joint control, over the financial and operating policies.

Under the equity method, the investment in the associate is initially recognized at cost and the carrying amount is increased or decreased to recognize the Group's share of the profit or loss and other comprehensive income of the associate after the date of acquisition. The Group's share in the profit or loss and other comprehensive income of the associate is recognized in the Group's consolidated statements of income. Dividends received from the associate reduce the carrying amount of the investment. Adjustment to the carrying amount, may also be necessary for changes in the Group's proportionate interest in the associate arising from changes in the associate's other comprehensive income.

Goodwill relating to an associate is included in the carrying amount of the investment and is not amortized.

The financial statements of the associate are prepared for the same reporting period as the Group. The accounting policies of the associate conform to those used by the Group for like transactions and events in similar circumstances.

#### Property and Equipment

Property and equipment are stated at cost less accumulated depreciation and amortization and any accumulated impairment. Such cost includes the cost of replacing part of such property and equipment at the time that cost is incurred, if the recognition criteria are met, and excludes the costs of day-to-day servicing.

The initial cost of property and equipment comprises its construction cost or purchase price, including import duties, taxes and any directly attributable costs in bringing the asset to its working condition and location for its intended use. Cost also includes interest incurred during the construction period on funds borrowed to finance the construction of the projects. Expenditures incurred after the asset has been put into operation, such as repairs, maintenance and overhaul costs, are normally recognized as expense in the period the costs are incurred. Major repairs are capitalized as part of property and equipment only when it is probable that future economic benefits associated with the items will flow to the Group and the cost of the items can be measured reliably.

Port facilities and equipment include spare parts that the Group expects to use for more than one year. These are not depreciated until ready for its intended use. However, these are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of the spare parts may not be recoverable.



Construction in progress represents structures under construction and is stated at cost. This includes the costs of construction and other direct costs. Borrowing costs that are directly attributable to the construction of property and equipment are capitalized during the construction period. Construction in progress is not depreciated until such time that the relevant assets are substantially completed and ready for its intended use. Depreciation and amortization are computed using the straight-line method over the following estimated useful lives of the assets:

	Number of Years
Port facilities and equipment	2 - 25 years or life of the operating contract, whichever is shorter
Leasehold improvements	2 - 40 years or term of the lease, whichever is shorter
Furniture, fixtures and equipment	2 - 5 years
Transportation and other equipment	2 - 5 years

The remaining useful lives, residual values, depreciation and amortization method are reviewed and adjusted periodically, if appropriate, to ensure that such periods and method of depreciation and amortization are consistent with the expected pattern of economic benefits from the items of property and equipment.

The carrying amounts of property and equipment are reviewed for impairment when events or changes in circumstances indicate that the carrying amounts may not be recoverable.

Fully depreciated assets are retained in the accounts until they are no longer in use and no further depreciation and amortization are recognized in profit or loss.

An item of property and equipment is derecognized when either it has been disposed of or when it is permanently withdrawn from use and no future economic benefits are expected from its use or disposal. Any gain or loss arising on the retirement and disposal of an item of property and equipment (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit or loss in the period of retirement or disposal.

#### Intangible Assets

Intangible assets acquired separately are measured on initial recognition at cost. Subsequent to initial recognition, intangible assets are carried at cost less any accumulated amortization and any accumulated impairment losses.

The useful lives of intangible assets are assessed to be either finite or indefinite. Intangible assets with finite lives are amortized using the straight-line method over the period covered by the contract or useful life, whichever is shorter. The amortization period and the amortization method are reviewed annually. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are treated as changes in accounting estimates. The amortization expense is recognized in profit or loss in the expense category consistent with the function of the intangible asset. Gains or losses arising from derecognition of an intangible asset are recognized in profit or loss and measured as the difference between the net disposal proceeds and the carrying amount of the asset.

### *Port Concession Rights*

The Group recognizes port concession rights as intangible assets arising from a service concession arrangements in which the grantor controls or regulates the services provided and the prices charged, and also controls any significant residual interests in the infrastructure at the end of the term of the arrangement, such as property and equipment, if the infrastructure is existing infrastructure of the grantor or the infrastructure is constructed or purchased by the Group as part of the service concession arrangements.

Port concession rights consist of:

- a. Upfront fees payments on the concession contracts;
- b. The cost of port infrastructures constructed and port equipment purchased, which are not recognized as property and equipment of the Group but as intangible asset received as consideration for such cost; and
- c. Future fixed government share considerations in exchange for license or right. Fixed government share is recognized at present value using the discount rate at the inception date with a corresponding liability recognized. Interest on the unwinding of discount of the liability and foreign exchange differences arising from translations are recognized in profit or loss.

Port concession rights are determined as intangible assets with finite useful lives and are amortized using the straight-line method over the concession period or useful life, whichever is shorter. The amortization period and the amortization method are reviewed annually. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset are treated as changes in accounting estimates. The amortization expense is recognized in profit or loss in the expense category consistent with the function of the intangible asset. Gains or losses arising from derecognition of an intangible asset are recognized in profit or loss and measured as the difference between the net disposal proceeds and the carrying amount of the asset.

Port concession rights are amortized using the straight-line method over the term of contract asset or useful life ranging from 2 to 25 years whichever is shorter.

### *Goodwill*

Goodwill acquired in a business combination is initially measured at cost being the excess of the cost of the business combination over the Group's interest in the net fair value of the identifiable assets, liabilities and contingent liabilities. Following initial recognition, goodwill is measured at cost less any accumulated impairment losses. Goodwill is reviewed for impairment, annually or more frequently if events or changes in circumstances indicate that the carrying amount may be impaired.

Impairment is determined by assessing the recoverable amount of the investment to which the goodwill relates. Where the recoverable amount is less than the carrying amount of the investment, an impairment loss is recognized. An impairment loss in respect of goodwill is not reversed. Where part of the operation within the investment is disposed of, the goodwill associated with the operation disposed of is included in the carrying amount of the operation when determining the gain or loss on disposal of the operation. Goodwill disposed of in this circumstance is measured based on the relative values of the operation disposed of and the portion of the cash-generating unit retained.

### Impairment of Non-financial Assets

The carrying amounts of investment in an associate, property and equipment, intangible assets other than goodwill and right-of-use assets are reviewed for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. If any such indication exists, and if the carrying amount exceeds the estimated recoverable amount, the assets or cash-generating units are written down to their recoverable amounts. The recoverable amount of the asset is the greater of fair value less costs to sell or value in use. The fair value less costs to sell is the amount obtainable from the sale of an asset in an arm's-length transaction less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessment of the time value of money and the risks specific to the asset. For an asset that does not generate largely independent cash inflows, the recoverable amount is determined for the cash-generating unit to which the asset belongs. Impairment losses of continuing operations are recognized in profit or loss in those expense categories consistent with the function of the impaired asset.

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

### Provisions

Provisions are recognized when the Group has: (a) a present obligation (legal or constructive) as a result of past event; (b) it is probable (i.e., more likely than not) that an outflow of resources embodying economic benefits will be required to settle the obligation; and (c) a reliable estimate can be made of the amount of the obligation. If the effect of the time value of money is material, provisions are determined by discounting the expected future cash flows at a pre-tax rate that reflects current market assessment of the time value of money and those risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as interest expense. Where some or all of the expenditure required to settle a provision is expected to be reimbursed by another party, the reimbursement shall be recognized when, and only when, it is virtually certain that reimbursement will be received if the entity settles the obligation. The reimbursement shall be treated as a separate asset. The amount recognized for the reimbursement shall not exceed the amount of the provision. Provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

### Share Capital

#### *Capital Stock*

Capital stock is classified as equity. Incremental costs directly attributable to the issue of common shares are recognized as a deduction from equity, net of any tax effects.

#### *Additional Paid-in Capital*

The amount of contribution in excess of par value is accounted for as "Additional paid-in capital." Any transaction costs associated with the issuance of shares are deducted from additional paid-in capital, net of any related income tax benefit.

#### Retained Earnings and Dividend Distribution

Retained earnings include current and prior years' results, net of dividends declared, if any.

Dividend distribution to the Group's shareholders is recognized as a liability, and deducted from equity in the Group's consolidated statements of financial position in the period in which the dividends are approved and declared by the Group's BOD.

Retained earnings may also include prior year adjustments and the effect of changes in accounting policies as may be required by the standards' transitional provisions.

#### Revenue, Cost and Expense Recognition

##### *Revenue from Contracts with Customers*

The Group recognizes revenue when it transfers control over a service to a customer. Revenue is measured based on the consideration specified in a contract and PPA Tariff regulations, which are all fixed amounts, for each type of services rendered net of variable consideration, if any. The PPA established all relevant port regulations, basic port services and service level requirements, liability on cargo, security, and safety. The Group's revenue is well defined in PPA Operations Memorandum Circular No. 02-2018 and revised schedule of Cargo Handling Tariff implemented on June 5, 2018.

The following is a description of principal activities from which the Group generates its revenue. Revenue is disaggregated by the following service lines:

- *Stevedoring*  
The Group generates stevedoring revenue from all works performed on board vessel. The activity includes movement of cargoes from ship-to-shore, shore-to-ship lifting for inbound and outbound and transshipment including the related stevedoring transportation and liftings from shore to yard and yard to shore. The activity generally finishes in a short period of time (i.e. 24 to 48 hours from the time ship arrives at the port). The Group recognizes revenue at a point in time upon completion of service and the average credit term is 15 to 30 days.
- *Arrastre*  
The Group generates arrastre revenue from portside cargo handling operations. The activity includes receiving, handling, custody, security and delivery of cargo passing over piers, quays, warehouses and open storages within the jurisdictional area of responsibility of the Group. The Group recognizes revenue upon completion of service (i.e at a point in time). The customer pays arrastre charges before the release of cargoes.
- *Logistics*  
Logistics operation includes trucking and handlings services. The Group recognizes revenue upon completion of service (i.e at a point in time) and the average credit term is 15 to 30 days.

- *Special and Others Services*  
Special and other services include storage, reefer monitoring, container freight servicing, and equipment or manpower rental. Majority of these service lines pertains to storage revenues. Storage revenues are charges from the use of warehouses and/or open storages within the jurisdictional area of responsibility of the Group beyond the free storage period. Customers are billed upon withdrawal of cargoes from the terminal (for Import) or upon loading of cargoes to vessel (for export). The Group recognizes revenues over a period of time (number of days the container stayed in the jurisdictional area) and the average credit term is 15 to 30 days.

#### *Other Income*

Other income is recognized at the point in time when the service has been rendered.

#### *Finance Income*

Finance income is recognized on a time proportion basis that reflects the effective yield on the investment.

#### *Construction Revenues and Costs*

The Group recognizes revenue related to construction and upgrade of services under service concession arrangement in accordance with PFRS 15, *Revenue from Contracts with Customers*. When the construction or upgrade services are provided or delivered under concession arrangement accounted within the scope of Philippine Interpretation IFRIC 12, *Service Concession Arrangements* the consideration is measured at the estimated selling price of the construction services provided. No margin has been recognized since the estimated selling price of the consideration services provided approximates the construction costs. The nature of the consideration determines the subsequent accounting. The consideration is classified as a contract asset under Intangible assets during the construction or upgrade period in accordance with PFRS 15.

#### *Cost and Expense Recognition*

Costs and expenses are recognized upon receipt of goods, utilization of services or at the date they are incurred.

#### Borrowing Costs

Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds. Borrowing costs are capitalized if they are directly attributable to the acquisition or construction of a qualifying asset. The capitalization of borrowing costs: (a) commences when the activities to prepare the assets are in progress and expenditures and borrowing costs are being incurred; (b) is suspended during extended periods in which active development, improvement and construction of the assets are interrupted; and (c) ceases when substantially all the activities necessary to prepare the assets are complete. These costs are amortized using the straight-line method over the estimated useful life of the related property, plant and equipment to which it is capitalized.

Borrowing costs that are not directly attributable to the acquisition, construction or production of a qualifying asset are recognized in profit or loss in the period in which these are incurred using the effective interest method.

## Leases

*(Policy Applicable from January 1, 2019)*

At the inception of the contract, the Group assesses whether the contract is, or contains, a lease. A contract is, or contains, a lease if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. To assess whether a contract conveys the right to control the use of an identified asset, the Group uses the definition of a lease in PFRS 16. This policy is applied to contracts entered into, on or after January 1, 2019.

### *Group as Lessee*

At commencement or on modification of a contract that contains a lease component, the Group allocates the consideration in the contract to each lease component on the basis of its relative stand-alone price.

However, for leases of property the Group has elected not to separate non-lease components and account for the lease and associated non-lease components as a single lease component.

The Group recognizes a right-of-use asset and a lease liability at the lease commencement date. The right-of-use asset is initially measured at cost, which comprises the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentives received.

The right-of-use asset is subsequently depreciated using the straight-line method from the commencement date to the end of the lease term, unless the lease transfers ownership of the underlying asset to the Group by the end of the lease term or the cost of the right-of-use asset reflects that the Group will exercise a purchase option. In that case the right-of-use asset will be depreciated over the useful life of the underlying asset, which is determined on the same basis as those of property and equipment. In addition, the right-of-use asset is periodically reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, and the Group's incremental borrowing rate. Generally, the Group uses its incremental borrowing rate as the discount rate.

The Group determines its incremental borrowing rate by obtaining interest rates from various external financial sources and makes certain adjustments to reflect the terms of the lease and type of the asset leased.

Lease payments included in the measurement of the lease liability comprise the following:

- fixed payments, including in-substance fixed payments;
- variable lease payments that depend on an index or a rate, initially measured using the index or rate as at the commencement date;
- amounts expected to be payable under a residual value guarantee; and

- the exercise price under a purchase option that the Group is reasonably certain to exercise, lease payments in an optional renewal period if the Group is reasonably certain to exercise an extension option, and penalties for early termination of a lease unless the Group is reasonably certain not to terminate early.

The lease liability is measured at amortized cost using effective interest method. It is remeasured when there is a change in future lease payments arising from a change in an index or rate, if there is a change in the Group's estimate of the amount expected to be payable under a residual value guarantee, or if the Group's changes its assessment of whether it will exercise a purchase, extension or termination option or if there is a revised in substance fixed lease payment.

When the lease liability is remeasured in this way, a corresponding adjustment is made to the carrying amount of the right-of-use asset, or is recorded in profit or loss the carrying amount of the right-of-use asset has been reduced to zero.

The Group has elected not to recognize right-of-use assets and lease liabilities for leases of short-term leases and low-value assets, if any. The Group recognizes the lease payments associated with these leases as an expense on a straight-line basis over the lease term.

*(Policy Applicable before January 1, 2019)*

For contracts entered into before January 1, 2019, the Group determined whether the arrangement was or contained a lease based on the assessment of whether:

- fulfillment of the arrangement was dependent on the use of a specific asset or assets; and
- the arrangement had conveyed a right to use the asset. An arrangement conveyed the right to use the asset if one of the following criteria was met:
  - the purchaser has the ability or right to operate the asset while obtaining or controlling more than an insignificant amount of the output;
  - the purchaser has the ability or right to control physical access to the asset while obtaining or controlling more than an insignificant amount of the output; or
  - facts and circumstances indicated that it was remote that other parties would take more than an insignificant amount of the output; and the price per unit was neither fixed per unit of output nor equal to the current market price per unit of output.

The Group classified leases that transfer substantially all of the risks and rewards of ownership as finance leases. When this is the case, the leased assets are measured initially at an amount equal to the lower of their fair value and the present value of the minimum lease payments. Minimum lease payments were the payments over the lease term that the lessee was required to make, excluding any contingent rent.

Subsequently, the assets were accounted for in accordance with the accounting policy applicable to that asset.



Assets held under other leases were classified as operating leases and were not recognized in the Group's consolidated statement of financial position. Payments made under operating leases were recognized in profit or loss on a straight-line basis over the term of the lease. Lease incentives received were recognized as an integral part of the total lease expense, over the term of the lease.

#### Employee Benefits

*a. Short-term Employee Benefits*

Short-term employee benefits are expensed as the related service is provided. A liability is recognized for the amount expected to be paid if the Group has a present, legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be estimated reliably.

*b. Pensions*

ATI and ATIB have funded, defined benefit pension plans, administered by a common pension trustee, covering their permanent employees. The cost of providing benefits under the defined benefit pension plans is determined separately for each plan using the projected unit credit method.

The defined benefit pension asset or liability comprises the present value of the defined benefit obligation less the fair value of plan assets out of which the obligation is to be settled directly. The value of any plan asset recognized is restricted to the present value of any economic benefits available in the form of refunds from the plan or reductions in the future contributions to the plan.

Remeasurements of the net defined benefit pension liability, which comprise actuarial gains and losses, the return on plan assets (excluding interest) and the effect of the asset ceiling (if any, excluding interest), are recognized immediately in other comprehensive income. The Group determines the net interest expense (income) on the net defined benefit pension liability (asset) for the period by applying the discount rate used to measure the defined benefit obligation at the beginning of the annual period to the then net defined benefit pension liability (asset), taking into account any changes in the net defined pension liability (asset) during the period as a result of contributions and benefit payments. Net interest expense and other expenses related to defined benefit pension plans are recognized in profit or loss.

When the benefits of a plan are changed or when a plan is curtailed, the resulting change in benefit that relates to past service or the gain or loss on curtailment is recognized immediately in profit or loss. The Group recognizes gains and losses on the settlement of a defined benefit pension plan when the settlement occurs.

#### Foreign Currency Transactions

The consolidated financial statements are presented in Philippine peso, which is the Group's functional currency. Transactions in foreign currencies are translated to the functional currency at exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated to the functional currency at the exchange rate at that date. All differences are taken to the profit or loss. Foreign currency gains and losses are reported on a net basis.

#### Cash Flow Hedge of a Forecast Transaction Using a Non-derivative Instrument

The port concession rights payable i.e. hedging instrument is a non-derivative monetary item. A non-derivative financial instrument is permitted to be used as a hedging instrument only for hedges of foreign currency risk. The effective portion of the foreign exchange gains and losses on the hedging instrument is recognized in other comprehensive income. Any ineffective portion is recognized in profit or loss.

The spot movement of the port concession rights payable that is recognized in other comprehensive income is reclassified to profit or loss when the hedged item i.e. the highly probable forecast revenue transaction affects profit or loss. Since the impact of the hedged risk on profit or loss arising from the highly probable forecast transaction is expected to impact profit or loss over future periods, the amount recognized in the hedging reserve will remain in other comprehensive income until the hedged item affects profit or loss.

If the hedging instrument no longer meets the criteria for hedge accounting, expires, terminated or the designation is revoked, then hedge accounting is discontinued prospectively. If the forecast transaction is no longer expected to occur, then the amount accumulated in equity is reclassified to profit or loss.

#### Taxes

Current tax and deferred tax are recognized in profit or loss except to the extent that it relates to a business combination, or items recognized directly in equity or in other comprehensive income.

*Current Tax.* Current tax is the expected tax payable or receivable on the taxable income or loss for the year, using tax rates (tax laws) enacted or substantively enacted by the end of the reporting period, and any adjustment to tax payable in respect of previous years.

*Deferred Tax.* Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax liabilities are recognized for all taxable temporary differences.

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

Deferred tax liabilities are not provided on non-taxable temporary difference associated with investment in associate.

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

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply in the year when the asset is realized or the liability is settled, based on tax rates (tax laws) that have been enacted or substantively enacted by the end of the reporting period.

In determining the amount of current and deferred tax, the Group takes into account the impact of uncertain tax positions and whether additional taxes and interest may be due. The Group believes that its accruals for tax liabilities are adequate for all open tax years based on its assessment of many factors, including interpretation of tax laws and prior experience. This assessment relies on estimates and assumptions and may involve a series of judgments about future events. New information may become available that causes the Group to change its judgment regarding the adequacy of existing tax liabilities; such changes to tax liabilities will impact tax expense in the period that such a determination is made.

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

*Value Added Tax (VAT)*. Revenue, expenses and assets are recognized net of the amount of VAT, except:

- where the VAT incurred on a purchase of assets or services is not recoverable from the tax authority, in which case the sales tax is recognized as part of the cost of acquisition of the asset or as part of the expense item as applicable; and
- receivables and payables that are stated with amount of VAT included.

The net amount of VAT recoverable from, or payable to, the tax authority is included as part of receivables or payables in the consolidated statements of financial position.

#### Earnings Per Share (EPS)

Basic EPS is calculated by dividing the net income for the year by the weighted average number of common shares outstanding during the year after giving retroactive effect to any stock dividends declared during the year.

The Group does not have potential common shares or other instruments that may entitle the holder to common shares. Hence, diluted EPS is the same as basic EPS.

#### Operating Segments

The Group's operating businesses are organized and managed separately according to the lines of business: port and non-port, with each segment representing a strategic business unit that serves different markets. Management reviews segment reports on a regular basis.

The Group has a single reportable operating segment, as its business has been mainly on port operations and the non-port operation is insignificant to the Group's total business.

The Group operates only in the Philippines which is treated as a single geographical segment.

Segment capital expenditure is the total cost incurred during the year to acquire property and equipment and intangible assets other than goodwill.

#### Contingencies

Contingent liabilities are not recognized in the consolidated financial statements. They are disclosed in the notes to the consolidated financial statements unless the possibility of an outflow of resources embodying economic benefit is remote. Contingent assets are not recognized in the consolidated financial statements but disclosed when an inflow of economic benefits is probable.

#### Events After the Reporting Date

Post year-end events that provide additional information about the Group's consolidated financial position at the reporting date (adjusting events) are reflected in the consolidated financial statements. Post year-end events that are not adjusting events are disclosed in the notes to the consolidated financial statements when material.

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### **5. Significant Accounting Judgments, Estimates and Assumptions**

The preparation of the Group's consolidated financial statements in accordance with PFRSs requires management to make judgments, estimates and assumptions that affect the application of accounting policies and amounts of assets, liabilities, income and expenses reported in the consolidated financial statements at the reporting date. However, uncertainty about these judgments, estimates and assumptions could result in an outcome that could require a material adjustment to the carrying amount of the affected asset or liability in the future.

Judgments and estimates are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions are recognized in the period in which the judgments and estimates are revised and in any future periods affected.

#### Judgments

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

*Functional Currency.* Based on the economic substance of the underlying circumstances relevant to the Group, the functional currency of the Parent Company and its subsidiaries has been determined to be the Philippine peso. It is the currency that mainly influences the price and cost of providing services.

*Service Concession Arrangements.* The Group has determined that the operating contracts are within the scope of IFRIC 12, accounted for under the intangible asset model.

The intangible assets pertaining to concession rights as at December 31, 2020 and 2019 are presented in Note 11 to the consolidated financial statements.

*Port Concession Rights and Port Concession Rights Payable.* Estimates and assumptions are required on the determination of the cost of port concession rights on service concession arrangements to determine the extent to which the Group receives a right or license to charge users of public service. Port concession rights includes future fixed government share considerations in exchange for license or right. Fixed government share is recognized at present value using the discount rate at the inception date with a corresponding liability (port concession rights payable) recognized. In making those estimates, the management is required to determine a suitable discount rate to calculate the present value of port concessions rights and port concession rights payable. The Group believes that, while the assumptions used are reasonable and appropriate, these estimates and assumptions can materially affect the consolidated financial statements.

### Estimates and Assumptions

The key estimates and assumptions used in the consolidated financial statements are based upon management's evaluation of relevant facts and circumstances as of the date of the consolidated financial statements. Actual results could differ from such estimates.

#### *Hedging of Highly Probable Forecast Transaction using a Non-derivative Instrument.*

Estimates and assumptions are required on the determination of the Group's highly probable dollar denominated stevedoring revenue to determine the Group's exposure on spot rate changes that will be hedged using a non-derivative financial instrument which is the Group port concession rights payable which is denominated in US Dollars (USD). On the inception of the hedge, the management is required to develop a highly probable revenue forecast using the Group's budgeted stevedoring revenues which are adjusted based on the actual to budget historical deviation rate. The Group believes that, while the assumptions used are reasonable and appropriate, these estimates and assumptions can materially affect the consolidated financial statements.

The Group voluntarily revoked the designation of hedging instrument and hedged item on November 30, 2018 (see Note 16).

*Provisions for Claims.* The Group records provisions for claims for property, equipment and cargo damage and for pending civil and labor cases when it is determined that an unfavorable outcome is probable and the amount of the claim can be reasonably estimated. The determination of the amount of reserves required, if any, is based on management's analysis of each individual issue, often with assistance of outside legal counsel.

Provisions for claims amounted to P58.0 million and P259.8 million as at December 31, 2020 and 2019, respectively (see Note 15).

*Lease Extension Option.* Some property leases contain extension options exercisable by the Group before the end of the non-cancellable contract period. The Group assesses at lease commencement date whether it is reasonably certain to exercise the extension options. The Group reassesses whether it is reasonably certain to exercise the options if there is a significant event or significant changes in circumstances within its control.

Lease liabilities on property leases on which extension options were exercised amounted to P92.3 million and P161.4 million as at December 31, 2020 and 2019.

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## 6. Cash and Cash Equivalents

	<i>Note</i>	<b>2020</b>	2019
Cash on hand and in banks		<b>P1,335,943</b>	P395,470
Short-term investments		<b>3,101,931</b>	5,251,879
	<i>24, 25</i>	<b>P4,437,874</b>	P5,647,349

Cash in banks earn interest at floating rates based on daily bank deposit rates. Majority of short-term investments are on 90-day term subject to roll-over requirements of the Group and earn interest at the prevailing short-term deposit rates amounting to P28.6 million, P157.3 million and P111.1 million in 2020, 2019 and 2018, respectively (see Note 19).

## 7. Trade and Other Receivables

	<i>Note</i>	<b>2020</b>	2019
Trade receivables		<b>P399,852</b>	P507,092
Receivable from insurance		<b>102,197</b>	33,994
Due from related parties	20	<b>63,930</b>	33,772
Advances to officers and employees		<b>25,597</b>	26,948
Receivable from escrow fund		<b>13,635</b>	13,635
Interest receivable		<b>359</b>	4,095
Other receivables		<b>23,141</b>	18,042
		<b>628,711</b>	637,578
Allowance for impairment losses		<b>(4,195)</b>	(6,979)
	24, 25	<b>P624,516</b>	P630,599

Trade and other receivables are noninterest-bearing and generally have credit term of thirty (30) days.

Movements in the allowance for impairment losses on trade and other receivables are as follows:

	<b>Individually Impaired</b>	<b>Collectively Impaired</b>	<b>Total</b>
Balance at January 1, 2019	P3,296	P9,356	P12,652
Reversals during the year	-	(3,550)	(3,550)
Write-offs	(2,123)	-	(2,123)
Balance at December 31, 2019	1,173	5,806	6,979
Reversals during the year	-	(2,700)	(2,700)
Write-offs	(84)	-	(84)
<b>Balance at December 31, 2020</b>	<b>P1,089</b>	<b>P3,106</b>	<b>P4,195</b>

## 8. Prepaid Expenses

	<i>Note</i>	<b>2020</b>	2019
Taxes		<b>P1,686,889</b>	P1,297,595
Insurance		<b>13,105</b>	71,277
Advances to contractors		<b>4,918</b>	5,538
Rental	12, 23	<b>3,927</b>	4,004
Advances to government agencies		<b>101</b>	101
Others		<b>22,377</b>	17,361
		<b>P1,731,317</b>	P1,395,876

Taxes pertain to the Group's input VAT credits, net of output VAT.

Rentals pertain to prepayments on short-term leases entered during the period. The Group has elected not to recognize right-of-use assets and lease liabilities for these leases.

## 9. Investment in an Associate

ATI has a 35.71% interest in SCIPSI, which is engaged in arrastre, stevedoring and other related cargo handling services, except portorage, in Makar Wharf, General Santos City, Philippines. SCIPSI is not listed in any public exchange. The carrying amount of investment in an associate as at December 31 follows:

	<b>Note</b>	<b>2020</b>	2019
Acquisition cost		<b>P11,222</b>	P11,222
Accumulated equity in net earnings:			
Balance at beginning of year		<b>38,285</b>	72,414
Equity in net earnings for the year	19	<b>49,341</b>	51,129
Dividends received during the year		<b>(53,733)</b>	(85,258)
		<b>33,893</b>	38,285
		<b>P45,115</b>	P49,507

The information presented in the table includes the result of SCIPSI's operations for the years ended December 31, 2020 and 2019. The following table also reconciles the summarized financial information to the carrying amount of the Group's interest in SCIPSI.

	<b>2020</b>	2019
Current assets	<b>P140,916</b>	P98,217
Noncurrent assets	<b>64,471</b>	77,793
Total assets	<b>P205,387</b>	P176,010
Current liabilities	<b>P50,907</b>	P44,109
Noncurrent liabilities	<b>47,105</b>	2,382
Total liabilities	<b>P98,012</b>	P46,491
Net assets	<b>P107,375</b>	P129,519
Share in net assets	<b>P38,344</b>	P46,251
Excess of cost over the interest	<b>6,771</b>	3,256
Carrying amount of interest	<b>P45,115</b>	P49,507
Revenues	<b>P345,105</b>	P363,202
Expenses	<b>(206,937)</b>	(220,023)
Net income	<b>P138,168</b>	P143,179

*Based on unaudited financial statements*

Dividend income of P53.7 million and P85.3 million was received in 2020 and 2019, respectively.

## 10. Property and Equipment - net

The movements in this account are as follows:

### 2020

	Port Facilities and Equipment	Leasehold Improvements	Furniture, Fixtures and Equipment	Transportation and Other Equipment	Construction in-progress	Total
<b>Cost</b>						
Balance at beginning of year	P198,215	P678,688	P703,245	P240,691	P224,328	P2,045,167
Additions	66,628	7,407	48,217	54,848	246,721	423,821
Disposals	(39,596)	-	(3,021)	(16,238)	-	(58,855)
Reclassifications	-	(1,286)	3,324	3,682	6,535	12,255
Balance at end of year	225,247	684,809	751,765	282,983	477,584	2,422,388
<b>Accumulated Depreciation and Amortization</b>						
Balance at beginning of year	134,673	413,632	429,469	133,282	-	1,111,056
Depreciation and amortization	9,724	31,694	97,037	32,915	-	171,370
Disposals	(39,596)	-	(3,019)	(16,238)	-	(58,853)
Reclassifications	-	-	-	-	-	-
Balance at end of year	104,801	445,326	523,487	149,959	-	1,223,573
<b>Carrying Amount</b>	<b>P120,446</b>	<b>P239,483</b>	<b>P228,278</b>	<b>P133,024</b>	<b>P477,584</b>	<b>P1,198,815</b>

### 2019

	Port Facilities and Equipment	Leasehold Improvements	Furniture, Fixtures and Equipment	Transportation and Other Equipment	Construction in-progress	Total
<b>Cost</b>						
Balance at beginning of year	P164,443	P599,967	P668,665	P205,541	P254,505	P1,893,121
Additions	1,200	78,721	28,206	53,430	32,833	194,390
Disposals	(60,135)	-	(28,394)	(18,830)	-	(107,359)
Reclassifications	92,707	-	34,768	550	(63,010)	65,015
Balance at end of year	198,215	678,688	703,245	240,691	224,328	2,045,167
<b>Accumulated Depreciation and Amortization</b>						
Balance at beginning of year	132,668	392,342	363,444	120,722	-	1,009,176
Depreciation and amortization	11,816	21,290	94,419	30,577	-	158,102
Disposals	(60,134)	-	(28,394)	(18,017)	-	(106,545)
Reclassifications	50,323	-	-	-	-	50,323
Balance at end of year	134,673	413,632	429,469	133,282	-	1,111,056
<b>Carrying Amount</b>	<b>P63,542</b>	<b>P265,056</b>	<b>P273,776</b>	<b>P107,409</b>	<b>P224,328</b>	<b>P934,111</b>

The Group has non-cash additions for the years ended December 31, 2020 and 2019 which amounted to P2.8 million and P11.9 million, respectively.

Cost of fully depreciated property and equipment which are still being used by the Group amounted to P528.23 million and P403.0 million as at December 31, 2020 and 2019, respectively.



## 11. Intangible Assets - net

The movements in this account are as follows:

### 2020

	Port Concession Rights				Goodwill	Total
	Upfront Fees (Note 23)	Fixed Government Share	Port Infrastructure	Subtotal		
<b>Cost</b>						
Balance at beginning of year	P882,000	P9,279,694	P20,757,720	P30,919,414	P42,060	P30,961,474
Additions	-	-	1,595,105	1,595,105	-	1,595,105
Reclassifications	-	-	(14,437)	(14,437)	-	(14,437)
Disposals	-	-	(121,234)	(121,234)	-	(121,234)
Balance at end of year	882,000	9,279,694	22,217,154	332,378,848	42,060	32,420,908
<b>Accumulated Amortization</b>						
Balance at beginning of year	74,654	3,559,370	7,276,210	10,910,234	-	10,910,234
Amortization	11,280	386,596	1,0004,420	1,402,296	-	1,402,296
Reclassifications	-	-	-	-	-	-
Disposals	-	-	(118,213)	(118,213)	-	(118,213)
Balance at end of year	85,934	3,945,966	8,612,416	12,194,316	-	12,194,316
<b>Carrying Amount</b>	<b>P796,066</b>	<b>P5,333,728</b>	<b>P14,054,737</b>	<b>P20,184,531</b>	<b>P42,060</b>	<b>P20,226,591</b>

### 2019

	Port Concession Rights				Goodwill	Total
	Upfront Fees (Note 23)	Fixed Government Share	Port Infrastructure	Subtotal		
<b>Cost</b>						
Balance at beginning of year	P282,000	P9,279,694	P18,251,073	P27,812,767	P42,060	P27,854,827
Additions	600,000	-	2,747,425	3,347,425	-	3,347,425
Reclassifications	-	-	(65,015)	(65,015)	-	(65,015)
Disposals	-	-	(175,763)	(175,763)	-	(175,763)
Balance at end of year	882,000	9,279,694	20,757,720	30,919,414	42,060	30,961,474
<b>Accumulated Amortization</b>						
Balance at beginning of year	63,374	3,172,774	6,656,117	9,892,265	-	9,892,265
Amortization	11,280	386,596	846,110	1,243,986	-	1,243,986
Reclassifications	-	-	(50,323)	(50,323)	-	(50,323)
Disposals	-	-	(175,694)	(175,694)	-	(175,694)
Balance at end of year	74,654	3,559,370	7,276,210	10,910,234	-	10,910,234
<b>Carrying Amount</b>	<b>P807,346</b>	<b>P5,720,324</b>	<b>P13,481,510</b>	<b>P20,009,180</b>	<b>P42,060</b>	<b>P20,051,240</b>

The unamortized capitalized borrowing costs as at December 31, 2020 and 2019 amounted to P64.1 million and P68.8 million, respectively. No borrowing costs were capitalized in 2020 and 2019.

The Group has non-cash additions for the years ended December 31, 2020 and 2019 which amounted to P162.7 million and P246.0 million, respectively.

Contract asset under Port Infrastructure represents ongoing construction of port facilities and eventual putting into service in accordance with the Investment Plan. The movements in contract asset are as follows:

	2020	2019
Balance at beginning of year	P2,144,577	P2,762,999
Additions during the year	1,595,105	2,747,425
Reclassification during the year	(896,996)	(3,365,847)
Balance at end of year	P2,842,686	P2,144,577

## Goodwill

### *Key Assumptions*

In testing impairment of goodwill, the recoverable amount of ATIB is the value in use, which has been determined by calculating the present value of cash flow projections from the operations of ATIB. The average revenue growth rate assumption used was 5.0%. The discount rate applied to cash flow projections is 2.3% in 2020 and 5.9% in 2019 based on the industry's weighted average cost of capital (WACC).

### *Sensitivity to Changes in Assumptions*

The estimated recoverable amount of ATIB exceeds its carrying amount by approximately P1.7 billion and P0.6 billion in 2020 and 2019, respectively. Management has identified that earnings before interest and tax and discount rates are the key assumptions for which there could be a reasonably possible change that could cause the carrying amount to exceed the recoverable amount.

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## 12. Other Noncurrent Assets

	<i>Note</i>	<b>2020</b>	2019
Deposits	24, 25	<b>P131,953</b>	P57,154
Taxes		<b>39,270</b>	47,796
Equity securities	24, 25	<b>2,652</b>	2,652
		<b>P173,875</b>	P107,602

Deposits mainly represent payments related to refundable security deposits on property leases and utilities. This account includes noninterest-bearing refundable security deposits on a lease agreement that was carried at fair value as of initial recognition determined based on the present value of future cash flows discounted using effective interest rate of 15.6%. The carrying amounts of these refundable security deposits at amortized cost amounted to P14.8 million as at December 31, 2020 and 2019.

Taxes pertain to noncurrent portion of the input value-added tax on capital goods exceeding P1.0 million.

Equity securities consist of investments in quoted and unquoted shares.

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## 13. Income Tax

A reconciliation between the statutory tax rate and the effective tax rate on income before income tax follows:

	<b>2020</b>	2019	2018
Statutory income tax rate	<b>30.00%</b>	30.00%	30.00%
Changes in income tax rate resulting from:			
Income subjected to final tax	<b>(0.72)</b>	(0.98)	(0.94)
Others	<b>(0.05)</b>	(0.35)	(0.95)
Effective income tax rate	<b>29.23%</b>	28.67%	28.11%

The movements in deferred tax balances are as follows:

2020	Note	Net Balance at January 1	Recognized in Profit or Loss	Recognized in OCI	December 31		Net
					Deferred Tax Assets	Deferred Tax Liabilities	
Port concession rights payable related to fixed government share		P471,748	P31,465	P -	P503,213	P -	P503,213
Unrealized foreign exchange loss - net		376,514	(102,427)	-	274,087	-	274,087
Provisions for claims		77,940	(60,533)	-	17,407	-	17,407
Pension liability	21	62,712	14,259	(14,303)	62,668	-	62,668
Excess of cost over net realizable value of spare parts and supplies		26,235	994	-	27,229	-	27,229
Accrued expenses		16,845	(4,845)	-	12,000	-	12,000
Impairment losses on receivables	7	2,730	(25)	-	2,705	-	2,705
Right-of-use and lease liability		186	1,171	-	1,357	-	1,357
Unamortized capitalized borrowing costs and custom duties		(21,736)	1,575	-	-	(20,161)	(20,161)
<b>Net tax assets (liabilities)</b>		<b>P1,013,174</b>	<b>(P118,366)</b>	<b>(P14,303)</b>	<b>P900,666</b>	<b>(P20,161)</b>	<b>P880,505</b>

2019	Note	Net Balance at January 1	Recognized in Profit or Loss	Recognized in OCI	December 31		Net
					Deferred Tax Assets	Deferred Tax Liabilities	
Port concession rights payable related to fixed government share		P433,373	P38,375	P -	P471,748	P -	P471,748
Unrealized foreign exchange loss - net		428,426	(51,912)	-	376,514	-	376,514
Provisions for claims		65,809	12,131	-	77,940	-	77,940
Pension liability	21	20,649	(1,774)	43,837	62,712	-	62,712
Excess of cost over net realizable value of spare parts and supplies		17,469	8,766	-	26,235	-	26,235
Accrued expenses		-	16,845	-	16,845	-	16,845
Impairment losses on receivables	7	3,513	(783)	-	2,730	-	2,730
Right-of-use and lease liability		-	186	-	186	-	186
Accrued operating lease		4,142	(4,142)	-	-	-	-
Rental deposit		1,245	(1,245)	-	-	-	-
Unamortized capitalized borrowing costs and custom duties		(23,321)	1,585	-	-	(21,736)	(21,736)
<b>Net tax assets (liabilities)</b>		<b>P951,305</b>	<b>P18,032</b>	<b>P43,837</b>	<b>P1,034,910</b>	<b>(P21,736)</b>	<b>P1,013,174</b>

Deferred tax assets have been recognized because management believes that the Group will earn sufficient future taxable profits against which it can utilize the benefits therefrom.

#### 14. Trade and Other Payables

	<i>Note</i>	<b>2020</b>	2019
Accrued expenses:			
Finance costs		<b>P129,744</b>	P141,330
Marketing, commercial and promotion		<b>123,848</b>	677,068
Personnel costs		<b>112,818</b>	171,019
Repairs and maintenance		<b>47,338</b>	89,097
Professional fees		<b>41,204</b>	153,315
Security expenses		<b>27,443</b>	36,921
Corporate social responsibility		<b>15,203</b>	13,414
Trucking expense		<b>11,109</b>	31,296
Rentals	23	<b>10,698</b>	14,729
Utilities		<b>9,812</b>	13,639
Safety and environment		<b>5,656</b>	4,659
Miscellaneous		<b>100,472</b>	102,958
Due to government agencies	23	<b>614,674</b>	684,531
Equipment acquisitions		<b>306,991</b>	572,418
Trade		<b>254,212</b>	288,681
Shippers' and brokers' deposits		<b>114,493</b>	95,642
Management fee payable	20	<b>20,104</b>	15,488
Other payables		<b>169,031</b>	146,803
	24, 25	<b>P2,114,850</b>	P3,253,008

Following are the terms and conditions of the above liabilities:

- Trade payables are non-interest-bearing and are normally settled on 30 to 60-day terms.
- Accrued finance costs are normally settled quarterly and semi-annually throughout the financial year.
- Other payables are non-interest bearing and are normally settled within twelve months from inception date. This account includes dividends and other non-trade payables.

Rentals pertain to short-term leases entered during the period. The Group has elected not to recognize right-of-use assets and lease liabilities for these leases.

#### 15. Provisions for Claims

	<b>2020</b>	2019
Balance at beginning of year	<b>P259,799</b>	P219,359
Provisions (reversals) during the year	<b>(127,673)</b>	109,541
Payments during the year	<b>(74,102)</b>	(69,101)
Balance at end of year	<b>P58,024</b>	P259,799

Provisions relate to property and equipment, and cargo damage and other claims. It is expected that most of these provisions will be settled within the next financial year or on demand.

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## 16. Equity

Pursuant to the registration statement rendered effective by the SEC and permit to sell issued by the SEC both dated April 7, 1995, 1 billion common shares of the Parent Company were registered and may be offered for sale at an offer price of P5.10 per common share. On March 26, 1999, another registration statement was rendered effective by the SEC and permit to sell issued by the SEC for 1 billion common shares of the Parent Company and may be offered for sale at an offer price of P1.00 per common share. As at December 31, 2020, the Parent Company has a total of 2 billion issued and outstanding common shares and 822 stockholders.

### Capital Stock - P1 Par Value

The Parent Company has 2.0 billion issued and fully paid capital stock, from its 4.0 billion authorized common shares, as at December 31, 2020 and 2019.

### Retained Earnings

The Group's unappropriated retained earnings includes the subsidiaries' unappropriated net earnings of P21.1 million and P9.6 million and the Group's accumulated equity in the net earnings of an associate amounting to P33.9 million and P38.3 million as at December 31, 2020 and 2019, respectively, which are available for distribution only upon declaration of dividends by such subsidiaries to the Parent Company and the associate to the Group. Cash dividends are distributed yearly since 2000.

### *Cash Dividends*

On March 30, 2020, the BOD approved the declaration of cash dividends amounting to P1,406.0 million or P0.70 per share payable on May 26, 2020 to common shareholders of record as at April 29, 2020.

On April 25, 2019, the BOD approved the declaration of cash dividends amounting to P1,125.0 million or P0.56 per share payable on June 18, 2019 to common shareholders of record as at May 24, 2019.

On April 26, 2018, the BOD approved the declaration of cash dividends amounting to P900.0 million or P0.45 per share payable on June 18, 2018 to common shareholders of record as at May 22, 2018.

### *Appropriation and Reversal of Appropriation of Retained Earnings*

On December 20, 2020, the Group's BOD approved the reversal to the unappropriated retained earnings of the amount of P2.2 billion out of the already approved appropriation of P12.9 billion, for capital expenditures for 2019 and 2020. Furthermore, the Group's BOD approved an appropriation of the retained earnings amounting to P3.3 billion for capital expenditures for the next 2 years. The Group's BOD also approved on the same date a budget amounting to P11.8 billion for capital expenditures which include yard and berth development as well as construction of new facilities and equipment acquisition for 2021 to 2022. The capital expenditures will strengthen the Group's operations and capability to handle growth.

On December 20, 2019, the Group's BOD approved the reversal to the unappropriated retained earnings of the amount of P3.6 billion out of the already approved appropriation of P10.5 billion, for capital expenditures for 2018 and 2019. Furthermore, the Group's BOD approved an appropriation of the retained earnings amounting to P6.0 billion for capital expenditures for the next 2 years. The Group's BOD also approved on the same date a budget amounting to P10.0 billion for capital expenditures which include yard and berth development as well as construction of new facilities and equipment acquisition for 2020. The capital expenditures will strengthen the Group's operations and capability to handle growth.

On December 20, 2018, the Group's BOD approved the reversal to the unappropriated retained earnings of the amount of P3.7 billion out of the already approved appropriation of P9.7 billion, for capital expenditures for 2016 and 2017. Furthermore, the Group's BOD approved an appropriation of the retained earnings amounting to P4.5 billion for capital expenditures for the next 2 years. The Group's BOD also approved on the same date a budget amounting to P9.0 billion for capital expenditures which include yard and berth development as well as construction of new facilities and equipment acquisition for 2019. The capital expenditures will strengthen the Group's operations and capability to handle growth.

#### Fair Value Reserve

Fair value reserve amounting to P5.8 million as at December 31, 2020 and 2019 represents unrealized loss on equity securities.

#### Hedging Reserve

The hedging reserve includes the effective portion of the cumulative net change in the fair value of the port concession payable used as cash flow hedge against foreign currency risk.

For the years ended December 31, 2020 and 2019, the effective fair value changes of the Group's cash flow hedge that was recognized in other comprehensive income, net of tax, amounted to nil. For the year ended December 31, 2018, this amounted to P250.0 million.

For the years ended December 31, 2020 and 2019, the Group's cash flow hedge that was reclassified to profit or loss from other comprehensive income, net of tax, amounted to nil. For the year ended December 31, 2018, this amounted to P457.6 million.

On November 30, 2018, the management voluntarily revoked the designation of hedge instrument and hedge items. The management has determined that the hedge is retrospectively effective until the date of voluntary termination, including the recognized ineffectiveness in profit or loss.

Based on the management's assessment, continuation of hedging will only lead to recognition of higher unrealized foreign exchange losses that would affect their forecasted profits in the long-run. As a result, the Group reclassified the entirety of unrealized foreign exchange losses pertaining to hedging from other comprehensive income to its profit or loss. For the year ended December 31, 2018, the amount recognized from "Hedging reserve" account to profit or loss amounted to P254.4 million, net of tax.

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## **17. Government Share in Revenues**

This account consists of the PPA's share in revenues of the Group as stipulated in the agreements discussed in Notes 2 and 23. The PPA's share in gross revenues includes variable government share amounting to P1.8 billion, P2.3 billion and P2.3 billion in 2020, 2019 and 2018, respectively (see Note 23).

## 18. Costs and Expenses Excluding Government Share in Revenues

	<i>Note</i>	<b>2020</b>	2019	2018
Depreciation and amortization	10, 11, 23	<b>P1,733,668</b>	P1,529,979	P1,130,882
Labor costs	21	<b>1,447,015</b>	1,551,941	1,462,559
Equipment running		<b>548,285</b>	812,343	797,971
Taxes and licenses		<b>412,407</b>	390,164	272,084
Management fees	20	<b>184,380</b>	229,821	176,083
Security, health, environment and safety		<b>167,014</b>	212,654	205,407
Facilities-related expenses		<b>155,600</b>	210,506	200,520
Insurance		<b>144,182</b>	110,743	87,280
General transport		<b>109,249</b>	96,442	46,128
Rental	23	<b>21,130</b>	38,883	148,134
Professional fees		<b>13,958</b>	26,255	80,469
Marketing, commercial and promotion		<b>9,708</b>	56,009	86,450
Provision for claims	15	<b>2,327</b>	109,541	25,738
Entertainment, amusement and recreation		<b>2,306</b>	8,908	7,787
Others		<b>110,963</b>	222,239	213,370
		<b>P5,062,192</b>	P5,606,428	P4,940,862

Labor costs include salaries, benefits and pension expense.

Spare parts and supplies used and included under equipment running amounted to P184.4 million, P310.9 million and P296.3 million in 2020, 2019 and 2018, respectively.

Provision for spare parts and supplies obsolescence included under other costs and expenses amounted to P7.0 million, P29.2 million and P20.0 million in 2020, 2019 and 2018, respectively.

Rental pertains to short-term leases incurred during the period. The Group has elected not to recognize right-of-use assets and lease liabilities for these leases.

## 19. Other Income and Expenses

Finance income is broken down as follows:

	<i>Note</i>	<b>2020</b>	2019	2018
Interest on cash in banks and short-term investments	6	<b>P28,554</b>	P157,296	P111,066
Accretion of rental deposits	12, 23	-	-	2,122
		<b>P28,554</b>	P157,296	P113,188

Finance cost is broken down as follows:

	<b>Note</b>	<b>2020</b>	2019	2018
Interest on port concession rights payable		<b>P510,447</b>	P528,747	P533,664
Interest on lease liability	23	<b>25,540</b>	27,696	-
Interest component of pension expense	21	<b>7,911</b>	2,220	6,396
Interest on bank loans/credit facilities		<b>203</b>	218	366
		<b>P544,101</b>	P558,881	P540,426

Interest on port concession rights payable pertains to the interest on the unwinding of discount of said liability (see related policy on port concession rights in Note 4).

Others consist of the following:

	<b>Note</b>	<b>2020</b>	2019	2018
Foreign exchange gains (losses) - port concession rights payable		<b>P291,455</b>	P184,487	(P136,851)
Reversal of prior year provision and accruals		<b>255,503</b>	-	-
Income from insurance claims		<b>104,666</b>	44,046	-
Equity in net earnings of an associate	9	<b>49,341</b>	51,129	59,299
Gain on disposal of equipment and intangible assets		<b>15,630</b>	12,637	5,256
Management income	20	<b>9,226</b>	9,672	10,285
Foreign exchange gains (losses) - others		<b>(146,107)</b>	(94,430)	35,461
Foreign exchange losses - cash flow hedge		-	-	(603,374)
Other income - net		<b>19,625</b>	9,195	2,143
		<b>P599,339</b>	P216,736	(P627,781)

Foreign exchange gains (losses) - port concession rights payable resulted from revaluation of foreign currency denominated port concession rights payable.

Foreign exchange losses - cash flow hedge in 2018 includes the amount reclassified from other comprehensive income resulting from the voluntary revocation by management of the designation of the hedge instrument and hedge items (see Note 16).

Reversal pertains to prior year provision for claims and accruals of professional fees and advertising expenses in excess of settlement paid which resulted to abnormal balances of the related expense accounts and were reclassified to other income.



Income from insurance claims includes amounts received in excess of the amount of liquidated damages to the properties of the Group caused by fire, earthquake and typhoon.

## 20. Related Party Transactions

Parties are considered to be related if one party has the ability, directly or indirectly, to control the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control. Related parties may be individuals or corporate entities.

The Group, in the normal course of business, has the following transactions with its related parties:

Category/ Transaction	Note	Year	Amount of the Transaction	Outstanding Balance			Terms	Conditions
				Due from Related Parties	Due to Related Parties	Lease Liability		
<b>Associate</b>								
▪ Management income	20A	2020	P9,226	P1,696	P -	P -	Payable on demand	Unsecured; no impairment
		2019	9,672	891	-	-	Payable on demand	Unsecured; no impairment
▪ Dividend income	9	2020	53,733	17,911	-	-	Payable on demand	Unsecured; no impairment
		2019	85,258	-	-	-	Payable on demand	Unsecured; no impairment
<b>Post-Employment Benefit Plan</b>								
▪ Retirement fund	20B	2020	71,438	43,978	-	-	Payable on demand	Unsecured; no impairment
		2019	75,449	32,459	-	-	Payable on demand	Unsecured; no impairment
<b>Others</b>								
▪ Management fees	20C	2020	184,380	-	20,104	-	Payable within ten (10 days) of the following month	Unsecured
		2019	229,821	-	15,488	-	Payable within ten (10) days of the following month	Unsecured
▪ Advances	20D	2020	2,105	345	-	-	Payable on demand	Unsecured; no impairment
		2019	2,207	422	-	-	Payable on demand	Unsecured; no impairment
▪ Lease	20E	2020	25,008	-	-	81,172	Payable within five (5 days) of the following month	Unsecured
		2019	16,672	-	-	99,767		
<b>TOTAL</b>		<b>2020</b>		<b>P63,930</b>	<b>P20,104</b>	<b>P81,172</b>		
<b>TOTAL</b>		<b>2019</b>		<b>P33,772</b>	<b>P15,488</b>	<b>P99,767</b>		

- A. Amount owed by SCIPSI pertains to management fees equivalent of 6% of gross revenue of SCIPSI.
- B. The Parent Company and ATIB have separate, noncontributory, defined benefit retirement plans covering all its regular employees, in the form of a trust being maintained by a trustee bank. Certain payments to retired employees were paid directly by the Group to be subsequently paid by the retirement fund.

- C. P & O Management Services Phils., Inc. (POMS), a related party which is 40.00% owned by POAL, manages the Parent Company by virtue of a management agreement. The Parent Company's management agreement with POMS was further renewed on August 27, 2020 for another five years until August 31, 2025. The terms of the agreement provide for the payment of a monthly management fee equivalent to 5% of ATI's consolidated income before income tax of the immediately preceding month.
- D. Amount owed by DP World Asia Holdings Limited-Regional Operating Headquarters, a related party under common control, pertains to reimbursements for expenses paid by the Group.
- E. The Parent Company has entered a 5-year lease contract with a company controlled by the Group's director commencing on May 1, 2019 for a parcel of land located at Barangay Lawa, Calamba, Laguna, with a monthly lease rental of P40 per square meter, subject to an escalation of 8% beginning May 1, 2021 and every 2 years thereafter. The contract terms are based on market rates for this type of arrangement and amounts are payable on a monthly basis for the duration of the contract. The leased premises shall be used for its off-dock container yard and cargo support requirements, including but not limited to warehousing and logistics (see Note 23).

The compensation and benefits of key management personnel are as follows:

	<b>2020</b>	2019
Short-term employee benefits	<b>P188,722</b>	P202,850
Post-employment benefits	<b>12,741</b>	8,569
	<b>P201,463</b>	P211,419

The outstanding related party balances are expected to be settled in cash.

## 21. Pensions

The Group's latest actuarial valuation reports are dated December 31, 2020. Valuations are obtained on a periodic basis. The following tables summarize the components of pension expense recognized in the consolidated statements of income and the funded status and amounts recognized in the consolidated statements of financial position for the plans of ATI and ATIB:

### Pension Expense

	ATI			ATIB			TOTAL		
	2020	2019	2018	2020	2019	2018	2020	2019	2018
Current service cost	<b>P39,747</b>	P27,718	P33,874	<b>P3,964</b>	P2,129	P1,708	<b>P43,711</b>	P29,847	P35,582
Interest cost on defined benefit obligation	<b>28,014</b>	31,529	28,809	<b>2,436</b>	2,430	1,652	<b>30,450</b>	33,959	30,461
Interest income on plan assets	<b>(20,710)</b>	(29,379)	(22,252)	<b>(1,829)</b>	(2,360)	(1,813)	<b>(22,539)</b>	(31,739)	(24,065)
Net pension expense	<b>P47,051</b>	P29,868	P40,431	<b>P4,571</b>	P2,199	P1,547	<b>P51,622</b>	P32,067	P41,978

Current service cost is charged under "Labor cost" account included in "Costs and expenses excluding government share in revenues" in the consolidated statements of income (see Note 18). Interest cost on defined benefit obligation and interest income on plan assets are included in "Finance cost" account in the consolidated statements of income (see Note 19).

## Pension Liability as at December 31

	ATI		ATIB		TOTAL	
	2020	2019	2020	2019	2020	2019
Present value of pension obligations	<b>(P568,642)</b>	(P602,339)	<b>(P59,776)</b>	(P48,576)	<b>(P628,418)</b>	(P650,915)
Fair value of plan assets	<b>403,310</b>	432,407	<b>37,018</b>	34,362	<b>440,328</b>	466,769
Pension liability	<b>(P165,332)</b>	(P169,932)	<b>(P22,758)</b>	(P14,214)	<b>(P188,090)</b>	(P184,146)

## Changes in the Present Value of Pension Obligations

	ATI		ATIB		TOTAL	
	2020	2019	2020	2019	2020	2019
Present value of pension obligations at beginning of year	<b>P602,339</b>	P474,061	<b>P48,576</b>	P33,941	<b>P650,915</b>	P508,002
Current service cost	<b>39,747</b>	27,718	<b>3,964</b>	2,129	<b>43,711</b>	29,847
Interest cost	<b>28,014</b>	31,529	<b>2,436</b>	2,430	<b>30,450</b>	33,959
Benefits paid	<b>(50,488)</b>	(71,518)	<b>(3,243)</b>	(3,550)	<b>(53,731)</b>	(75,068)
Actuarial loss (gain)	<b>(50,970)</b>	140,549	<b>8,043</b>	13,626	<b>(42,927)</b>	154,175
Present value of pension obligations at end of year	<b>P568,642</b>	P602,339	<b>P59,776</b>	P48,576	<b>P628,418</b>	P650,915

## Changes in the Fair Value of Plan Assets

	ATI		ATIB		TOTAL	
	2020	2019	2020	2019	2020	2019
Fair value of plan assets at beginning of year	<b>P432,407</b>	P422,308	<b>P34,362</b>	P30,941	<b>P466,769</b>	P453,249
Interest income	<b>20,710</b>	29,379	<b>1,829</b>	2,360	<b>22,539</b>	31,739
Actual contributions	-	44,703	-	4,092	-	48,795
Remeasurement gain on plan assets	<b>681</b>	12,776	<b>1,257</b>	836	<b>1,938</b>	13,612
Benefits paid	<b>(50,488)</b>	(76,759)	<b>(430)</b>	(3,867)	<b>(50,918)</b>	(80,626)
Fair value of plan assets at end of year	<b>P403,310</b>	P432,407	<b>P37,018</b>	P34,362	<b>P440,328</b>	P466,769

The components of retirement benefits recognized in other comprehensive income are as follows:

	ATI			ATIB			TOTAL		
	2020	2019	2018	2020	2019	2018	2020	2019	2018
Actuarial gain (loss) due to:									
Changes in financial assumptions	<b>(P32,713)</b>	(P107,477)	P47,701	<b>(P4,551)</b>	(P11,072)	P5,894	<b>(P37,264)</b>	(P118,549)	P53,595
Changes in demographic assumptions	<b>47,365</b>	-	29,153	<b>(4,155)</b>	-	(3,669)	<b>43,210</b>	-	25,484
Experience adjustment	<b>36,317</b>	(38,315)	(2,043)	<b>3,477</b>	(2,872)	(5,756)	<b>39,794</b>	(41,187)	(7,799)
Remeasurement gain (loss) on plan assets	<b>681</b>	12,776	(29,526)	<b>1,257</b>	836	(1,924)	<b>1,938</b>	13,612	(31,450)
	<b>P51,650</b>	(P133,016)	P45,285	<b>(P3,972)</b>	(P13,108)	(P5,455)	<b>P47,678</b>	(P146,124)	P39,830

The cumulative amount of actuarial gain (loss) recognized in the consolidated statements of changes in equity included under "Retained earnings" account amounted to P11.8 million and (P35.9) million as at December 31, 2020 and, 2019, respectively.

## Plan Assets

The plans entitle a retired regular or full-time employee to receive a lump sum amount equivalent to one (1) month salary for every year of credited service. Period of service shall be reckoned from date hired to date of retirement, death, permanent disability, or severance.

The defined benefit pension plans expose the Group to actuarial risks, such as interest rate risk and market (investment) risk.

Contributions will be made at the start of each year based on the funding requirements and recommendations indicated in the latest actuarial valuation reports.

The Group's plan assets consist of the following:

	ATI		ATIB		TOTAL	
	2020	2019	2020	2019	2020	2019
Cash and cash equivalents	<b>P2</b>	P5,574	<b>P5</b>	P363	<b>P7</b>	P5,937
Investment in UITF	<b>14,994</b>	5,776	<b>2,296</b>	825	<b>17,290</b>	6,601
Equity instruments	<b>55,544</b>	62,563	<b>4,359</b>	4,587	<b>59,903</b>	67,150
Investment in government securities	<b>301,283</b>	326,024	<b>27,952</b>	26,002	<b>329,235</b>	352,026
Debt instruments	<b>28,563</b>	13,909	<b>2,172</b>	1,203	<b>30,735</b>	15,112
Other receivables	<b>2,924</b>	18,561	<b>234</b>	1,382	<b>3,158</b>	19,943
	<b>P403,310</b>	P432,407	<b>P37,018</b>	P34,362	<b>P440,328</b>	P466,769

All equity instruments and government securities have quoted prices in active markets.

All government securities are issued by the Philippine government and are rated Baa3 by Moody's or BBB by Standard & Poor's.

The principal assumptions used in determining pension benefit obligations for the Group's plans are shown below:

	ATI		ATIB	
	2020	2019	2020	2019
Discount rate at end of year	<b>3.8%</b>	4.9%	<b>4.1%</b>	5.0%
Salary increase rate	<b>3.0%-6.0%</b>	3.5%-6.0%	<b>3.0%-6.0%</b>	3.5%-6.0%

Assumptions for mortality rate are based on the 2017 Philippine Intercompany Mortality Table.

The weighted average duration of defined benefit obligation is as follows:

	ATI		ATIB	
	2020	2019	2020	2019
Average expected future service years	<b>13</b>	11	<b>18</b>	13

Maturity analysis of the benefit payments:

	2020	
	Expected Benefit Payments	
	ATI	ATIB
Within 1 Year	<b>P76,841</b>	<b>P2,150</b>
Within 1 - 5 Years	<b>204,227</b>	<b>7,930</b>
More than 5 Years	<b>1,494,904</b>	<b>566,182</b>

	2019	
	Expected Benefit Payments	
	ATI	ATIB
Within 1 Year	P70,504	P1,050
Within 1 - 5 Years	181,396	11,770
More than 5 Years	2,291,590	378,602

#### Sensitivity Analysis

As at December 31, the reasonably possible changes to the relevant actuarial assumptions holding other assumptions constant, would have affected the defined benefit obligation by the amounts below:

#### **2020**

	ATI		ATIB	
	1% Increase	1% Decrease	1% Increase	1% Decrease
Discount rate	<b>(P42,064)</b>	<b>P48,957</b>	<b>(P7,704)</b>	<b>P9,531</b>
Salary increase rate	<b>50,911</b>	<b>(56,741)</b>	<b>9,541</b>	<b>(7,869)</b>

#### 2019

	ATI		ATIB	
	1% Increase	1% Decrease	1% Increase	1% Decrease
Discount rate	(P47,252)	P54,839	(P5,147)	P6,135
Salary increase rate	56,741	(49,802)	6,246	(5,335)

The Group expects to pay P51.0 million in contributions to defined benefit pension plans in 2021.

## **22. Earnings Per Share (EPS) Attributable to Equity Holders of the Parent Company**

Basic EPS is computed as follows:

	2020	2019	2018
(a) Net income attributable to Equity Holders of the Parent Company (in thousands)	<b>P2,954,904</b>	P3,714,060	P2,881,448
(b) Weighted average number of common shares outstanding (in thousands)	<b>2,000,000</b>	2,000,000	2,000,000
Basic/diluted EPS attributable to Equity Holders of the Parent Company (a/b)	<b>P1.48</b>	P1.86	P1.44

The Parent Company does not have potential common shares or other instruments that may entitle the holder to common shares. Hence, diluted EPS is the same as basic EPS.

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## 23. Commitments and Contingencies

### Agreements within the Scope of Philippine Interpretation IFRIC 12, Service Concession Arrangements

- a. The Parent Company is authorized by the PPA to render cargo handling services at the South Harbor until May 2013. On October 19, 2007, the cargo handling services contract was extended until May 2038 under the terms mutually agreed upon with the PPA (see Note 2).
  - i. In accordance with the Investment Plan which was revised in December 2014 pursuant to the Third Supplement to the Cargo Handling Contract, the Parent Company has committed to invest USD385.7 million from 2010 to 2028, for the rehabilitation, development and expansion of the South Harbor facilities. The commitment is dependent on container volume. The Investment Plan is subject to joint review every two (2) years, or as often as necessary as mutually agreed, to ensure that the same conforms to actual growth levels, taking into account introduction of new technologies and allowing the Parent Company the opportunity of a fair return on investment.

In 2020, the reclamation of the Engineering Island Basin, which is part of the South Harbor, was subject to jurisdictional dispute between the PPA and the Philippine Reclamation Authority. The opinion of the Department of Justice (DOJ) on the matter is still pending. It is the opinion of the Group that any opinion rendered by the DOJ will not have any material impact on the Group's ability to use the subject reclaimed land.

Some of the Group's budgeted expansions for 2020 were delayed, amounting to approximately USD90.0 million, due to the impact of COVID-19. The revenues for the year ended December 31, 2020 decreased by 18% and expenses amounting to around P84.0 million were incurred relative to addressing the COVID-19 situation in the workplace and providing support to the nearby communities and employees. These expenses include food assistance to nearby communities as part of corporate social responsibility of the Group; medical expenses, financial assistance, and quarantine meals for employees; vehicle rentals for transport of employees; and expenses incurred for the disinfection of the Group's offices. Capital expenditures will proceed as planned, but timelines are adjusted.

- ii. Government Share
  - For storage operations, the Parent Company shall pay an annual fixed government share of P55.0 million payable quarterly and a government share of 30% of its annual gross storage revenue in excess of P273.0 million.
  - For international containerized cargo operations, the Parent Company shall pay quarterly fixed government share of USD2.25 million plus a variable government share amounting to 20% of its total gross revenues.
  - For general cargo operations, the Parent Company shall remit government share amounting to 20% of its total gross revenues collected from arrastre services and 14% of its total gross revenues collected from stevedoring services for general cargoes.

- For domestic terminal operations, the Parent Company shall remit government share amounting to 10% of its total gross revenues derived from its domestic cargo handling and passenger terminal operations.
- b. The Parent Company is authorized by the PPA to render cargo handling services at the Container Terminal “A-1,” Phase 2 at the Port of Batangas for 25 years starting July 1, 2010. For arrastre operations, the Parent Company shall pay an annual fixed government share of USD2.26 million for the first 2 years, USD4.68 million for the 3<sup>rd</sup> year, USD5.08 million for the 4<sup>th</sup>-7<sup>th</sup> year, and USD5.33 million for the 8<sup>th</sup>-25<sup>th</sup> year. The Parent Company shall also remit annual variable government share based on committed yearly percentage share multiplied by whichever is higher of the projected gross income in the bid proposal or actual gross income.
  - c. The Parent Company and ATIB are authorized by the PPA to render cargo handling and passenger services, supply base operations, portorage services, berth management, parking services, passenger terminal retail outlets, weighbridge or weighing operations, water supply services, vehicle booking system, security services, and leasing/sub-leasing of areas and facilities in the Port of Batangas Phase 1 from October 1, 2015 until September 30, 2025. For these operations, Parent Company and ATIB shall pay a fixed government share amount of P112.7 million for the first 3 years, which shall escalate by 5% and 4% on the 4th and 5th years and 3% for the remaining 5 years. In addition, Parent Company and ATIB shall remit annual volume-triggered government share of 10% and 20% for domestic cargoes and passenger terminal fees and for foreign cargoes, respectively, once defined threshold volumes are met. On December 18, 2019, the term of the contract was extended until June 30, 2035. The same percentage for the annual volume-triggered government share shall be remitted by Parent Company and ATIB for the extended term and the applicable escalation rate is still 3%. In consideration for the extension of the term from 2025 to 2035, Parent Company and ATIB paid to the PPA a lump-sum fee of P200 million in December 2019.
  - d. A lump-sum fee of P400 million was paid to the PPA in December 2019 as advance consideration in the event of renewal of the contracts for Port of Batangas Phase 1 and Container Terminal “A-1,” Phase 2 beyond year 2035.

Upon recognition of the fair value of the fixed fees representing the government share under the concession agreements as discussed above, the Group also recognized the corresponding port concession rights payable (see Note 2). The movements in the port concession rights payable are as follows:

	<b>2020</b>	2019
Balance as at January 1	<b>P8,302,992</b>	P8,866,882
Accretion of port concession rights payable	<b>505,416</b>	524,421
Payments during the year	<b>(775,542)</b>	(773,340)
Effects of exchange rate changes	<b>(393,097)</b>	(314,971)
Balance as at December 31	<b>P7,639,769</b>	P8,302,992

Agreements outside the Scope of Philippine Interpretation IFRIC 12, Service Concession Arrangements

- a. The Parent Company has a 5-year lease agreement with PPA effective April 3, 2017 covering a land adjacent to the Container Freight Station (CFS) area of the Container Terminal "A-1" with a monthly lease rental of P1.7 million, subject to a yearly escalation of 5%.

Operating lease commitments preceding the date of the application of PFRS 16 under the above operating lease is as follows:

	2018
Within one year	P20,403
After one year but not more than five years	66,310
	<u>P86,713</u>

- b. The Parent Company has a 25-year lease agreement until April 2021 covering the land in Calamba, Laguna to be used exclusively as an Inland Container Depot for which the Parent Company pays an annual rental of P0.1 million, subject to an escalation of 7% once every two years.

The contract was revised in 2004, changing the monthly rate to P0.5 million in January 1, 2002 to December 31, 2003 and P0.7 million in January 1, 2004 to December 31, 2005, subject to an escalation of 8% every 2 years starting January 1, 2006. The monthly rates amounted to P1.3 million, P1.3 million and P1.2 million in 2020, 2019 and 2018, respectively.

Operating lease commitments preceding the date of the application of PFRS 16 under the above operating lease is as follows:

	2018
Within one year	P14,396
After one year but not more than five years	31,096
	<u>P45,492</u>

- c. The Parent Company has a 5-year lease contract commencing on February 1, 2017 over two parcels of land located in Sta. Mesa, City of Manila with a monthly lease rental of P0.6 million, subject to an escalation of 7% once every two years. This land is being exclusively used as an off-dock container depot.

Operating lease commitments preceding the date of the application of PFRS 16 under the above operating lease is as follows:

	2018
Within one year	P7,164
After one year but not more than five years	15,511
	<u>P22,675</u>



- d. The Parent Company has entered a 25-year lease contract commencing on February 15, 2018 for a parcel of land located at barangay Calibuyo, Tanza, Cavite, with a monthly lease rental of P35 per square meter, subject to an escalation of 5% beginning February 15, 2020 and every 2 years thereafter. The lease premises shall be used exclusively as a port terminal, inland clearance depot, warehouse, and for other activities related or ancillary thereto.

Operating lease commitments preceding the date of the application of PFRS 16 under the above operating lease is as follows:

	2018
Within one year	P16,517
After one year but not more than five years	90,011
After more than five years	433,811
	<b>P540,339</b>

Majority of the Group's leased properties pertain to land. The leases typically run for a period of 1-25 years, with an option to renew the lease after that date. Previously, these leases were classified as operating leases under PAS 17. Information about leases for which the Group is a lessee is presented below.

i. Right-of-Use Assets

Right-of-use assets related to leased properties whose lease terms are more than 12 months.

	<i>Note</i>	2020	2019
Balance at January 1		<b>P676,129</b>	P587,088
Additions to right-of-use assets		<b>99,383</b>	216,932
Depreciation during the year	18	<b>(160,002)</b>	(127,891)
Balance at December 31		<b>P615,510</b>	P676,129

ii. Lease Liabilities

	<i>Note</i>	2020	2019
Balance at January 1		<b>P640,942</b>	P555,635
Additions to lease liabilities		<b>99,383</b>	216,932
Interest expense during the year	19	<b>25,540</b>	27,696
Payments made		<b>(166,090)</b>	(159,321)
Balance at December 31		<b>P599,775</b>	P640,942

As at December 31, 2020 and 2019, the Group has current and noncurrent lease liabilities included in the statement of financial position as follows:

	2020	2019
Current	<b>P134,452</b>	P136,701
Noncurrent	<b>465,323</b>	504,241
	<b>P599,775</b>	P640,942

iii. Amounts to Recognized in Profit or Loss

	<b>Note</b>	<b>2020</b>	2019
Depreciation expense	18	<b>P160,002</b>	P127,891
Interest on lease liabilities	19	<b>25,540</b>	27,696
Expenses relating to short-term and/or low value leases	18	<b>21,130</b>	38,883

iv. Amounts Recognized in Statements of Cash Flows

	<b>2020</b>	2019
Payments of lease liabilities	<b>P140,550</b>	P131,625
Interest paid	<b>25,540</b>	27,696
Cash outflow relating to short-term and/or low value leases	<b>21,130</b>	38,883
<b>Total cash outflow for leases</b>	<b>P187,220</b>	P198,204

- e. The Group has contingent liabilities for lawsuits and various other matters occurring in the ordinary course of business. On the basis of information furnished by its legal counsel, management believes that none of these contingencies will materially affect the Group's financial position and financial performance.

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

The Group has various financial assets and liabilities such as cash and cash equivalents, trade and other receivables, deposits, equity securities, trade and other payables, port concession rights payable and lease liabilities which arise directly from its operations. The main purpose of these financial instruments is to raise financing for the Group's capital expenditures and operations.

The main risks arising from the Group's financial instruments are interest rate risk, liquidity risk, credit risk and foreign currency risk. The BOD reviews and agrees on policies for managing each of these risks.

### Interest Rate Risk

The Group's interest rate risk management policy centers on reducing the Group's overall interest expense and exposure to changes in interest rates. Changes in market interest rates relate primarily to the Group's cash in banks and cash equivalents.

As at December 31, 2020 and 2019, the interest rate profile of the Group's interest-bearing financial instrument is as follows:

	<b>2020</b>	2019
<b>Fixed Rate Instruments</b>		
Cash and cash equivalents*	<b>P4,436,490</b>	P5,646,441

\*Excluding cash on hand amounting to P1.4 million and P0.9 million as at December 31, 2020 and 2019, respectively.

### *Fair Value Sensitivity Analysis for Fixed Rate Instruments*

The Group does not account for any fixed rate financial assets and liabilities at fair value through profit or loss, therefore, a change in interest rates at the reporting date would not affect profit or loss.

### Liquidity Risk

The Group monitors its risk of shortage of funds using a liquidity planning tool. This tool considers the maturity of both the Group's financial investments and financial assets and projected cash flows from operations, among others. The Group's objective is to maintain a balance between continuity of funding and flexibility through the use of bank loans.

The table below summarizes the maturity profile of the Group's financial liabilities based on contractual undiscounted payments:

As at December 31, 2020	Carrying Amount	Contractual Cash Flows					Total
		On Demand	Less than 3 Months	3 to 12 Months	1 to 5 Years	> 5 Years	
Trade and other payables*	P1,500,176	P227,771	P397,340	P875,065	P -	P -	P1,500,176
Port concession rights payable	7,639,769	-	199,201	597,601	3,859,042	6,927,877	11,583,721
Lease liabilities	599,775	11,307	22,614	101,765	206,526	422,595	764,807
	P9,739,720	P239,078	P619,155	P1,574,431	P4,065,568	P7,350,472	P13,848,704

\*excluding due to government agencies amounting to P0.6 million and P0.7 million as at December 31, 2020 and 2019, respectively.

As at December 31, 2019	Carrying Amount	Contractual Cash Flows					Total
		On Demand	Less than 3 Months	3 to 12 Months	1 to 5 Years	> 5 Years	
Trade and other payables*	P2,568,477	P371,892	P366,297	P1,830,288	P -	P -	P2,568,477
Port concession rights payable	8,302,992	-	198,271	594,811	3,986,753	7,596,968	12,376,803
Lease liabilities	640,942	16,221	32,442	141,664	386,670	414,690	991,687
	P11,512,411	P388,113	P597,010	P2,566,763	P4,373,423	P8,011,658	P15,936,967

\*excluding due to government agencies amounting to P0.7 million

### Credit Risk

Credit risk on trade and other receivables represents the risk of loss the Group would incur if credit customers and counterparties fail to perform their contractual obligations.

The Group trades only with recognized and creditworthy third parties. It is the Group's policy that all customers who wish to trade on credit terms are subject to credit verification procedures. In addition, receivable balances are monitored on an ongoing basis with the result that the Group's exposure to bad debts is not significant. A regular/annual review and evaluation of accounts is being implemented to assess the credit standing of customers.

The Group does not require collateral in respect of trade and other receivables. The Group does not have trade and other receivables for which no loss allowance is recognized because of collateral. The carrying amounts of trade and other receivables represent the maximum credit exposure.

With respect to credit risk arising from the other financial assets of the Group, which comprise cash in bank and cash equivalents, deposits and FVOCI - equity, the Group's exposure to credit risk arises from default of the counterparty, with a maximum exposure equal to the carrying amount of these instruments. The Group trades only with reputable banks and recognized third parties.

Exposure to credit risk is monitored on an ongoing basis. Credit checks are being performed on all clients requesting credit over certain amounts. Credit is not extended beyond authorized limits, established where appropriate through consultation with a professional credit vetting organization. Credit granted is subject to regular review, to ensure it remains consistent with the clients' current credit worthiness and appropriate to the anticipated volume of business.

Financial information on the Group's maximum exposure to credit risk as at December 31, 2020 and 2019, without considering the effects of collaterals and other risk mitigation techniques, is presented below.

	<b>Note</b>	<b>2020</b>	2019
Cash and cash equivalents*	6	<b>P4,436,490</b>	P5,646,441
Trade and other receivables - net	7	<b>624,516</b>	630,599
Deposits	12	<b>131,953</b>	57,154
Equity securities	12	<b>2,652</b>	2,652
		<b>P5,195,611</b>	P6,336,846

\*excluding cash on hand amounting to P1.4 million and P0.9 million as at December 31, 2020 and 2019, respectively.

The table below shows the credit quality of the Group's financial assets based on their historical experience with the corresponding debtor.

	<b>As at December 31, 2020</b>			<b>Total</b>
	<b>Grade A</b>	<b>Grade B</b>	<b>Grade C</b>	
Cash in banks and cash equivalents	<b>P4,436,490</b>	P -	P -	<b>P4,436,490</b>
Trade and other receivables - net	<b>352,587</b>	<b>271,929</b>	-	<b>624,516</b>
Deposits	<b>131,953</b>	-	-	<b>131,953</b>
Equity securities	<b>2,652</b>	-	-	<b>2,652</b>
	<b>P4,923,682</b>	<b>P271,929</b>	<b>P -</b>	<b>P5,195,611</b>

	<b>As at December 31, 2019</b>			<b>Total</b>
	<b>Grade A</b>	<b>Grade B</b>	<b>Grade C</b>	
Cash in banks and cash equivalents	P5,646,441	P -	P -	P5,646,441
Trade and other receivables - net	378,340	252,259	-	630,599
Deposits	57,154	-	-	57,154
Equity securities	2,652	-	-	2,652
	<b>P6,084,587</b>	<b>P252,259</b>	<b>P -</b>	<b>P6,336,846</b>

Grade A receivables pertain to those receivables from customers that always pay on time or even before the maturity date. Grade B includes receivables that are collected on their due dates provided that they were reminded or followed up by the Group. Those receivables which are collected consistently beyond their due dates and require persistent effort from the Group are included under Grade C.

Cash in banks is considered good quality (Grade A) as this pertains to deposits in reputable banks.

#### Trade and Other Receivables

The exposure to credit risk for trade and other receivables by industry is as follows:

	<b>Note</b>	<b>2020</b>	2019
Shipping lines		<b>P372,605</b>	P376,234
Others		<b>251,911</b>	254,365
	7	<b>P624,516</b>	P630,599

There are no significant concentrations of credit risk within the Group. Of the total trade and other receivables which are neither past due nor impaired, 100% are of high grade quality instruments because there was no history of default on the agreed terms of the contract.

*Expected Credit Loss Assessment*

The Group allocates each exposure to a credit risk grade based on data that is determined to be predictive of the risk of loss (including but not limited to external ratings, audited financial statements, management accounts and cash flow projections and available press information about customers) and applying expected credit judgment. Credit risk grades are defined using qualitative and quantitative factors that are indicative of the risk of default.

Exposures within each credit risk grade are segmented by industry classification and an ECL rate is calculated for each segment based on delinquency and actual credit loss experience.

The following table provides information about the exposure to credit risk for trade and other receivables as at December 31, 2020 and 2019:

	<b>Gross Carrying Amount</b>	<b>Impairment Loss Allowance</b>	<b>Credit- impaired</b>
Current (not past due)	P464,823	P -	No
1 - 30 days past due	62,650	-	No
31 - 60 days past due	76,671	-	No
61- 90 days past due	13,271	-	No
More than 90 days past due	11,296	4,195	Yes
<b>Balance at December 31, 2020</b>	<b>P628,711</b>	<b>P4,195</b>	

	Gross Carrying Amount	Impairment Loss Allowance	Credit- impaired
Current (not past due)	P537,966	P -	No
1 - 30 days past due	19,733	-	No
31 - 60 days past due	2,533	-	No
61- 90 days past due	69,786	-	No
More than 90 days past due	7,560	6,979	Yes
<b>Balance at December 31, 2019</b>	<b>P637,578</b>	<b>P6,979</b>	

Loss rates are based on actual credit loss experience over three years considering circumstances at the reporting date. Any adjustment to the loss rates for forecasts of future economic conditions are not expected to be material. The Group applies the simplified approach in providing for expected credit losses prescribed by PFRS 9, which permits the use of the lifetime expected loss provision and applies a provision matrix. The application of the expected loss rates to the receivables of the Group does not have a material impact on the financial statements.

The maturity of the Group's trade and other receivables is less than one year so the lifetime expected credit losses and the 12-month expected credit losses are similar.

*Movement in the Allowance for Impairment in Respect of Trade and Other Receivables*

	2020	Individually Impaired	Collectively Impaired
Balance at January 1	<b>P6,979</b>	<b>P1,173</b>	<b>P5,806</b>
Reversals during the year	<b>(2,700)</b>	-	<b>(2,700)</b>
Write-offs	<b>(84)</b>	<b>(84)</b>	-
<b>Balance at December 31</b>	<b>P4,195</b>	<b>P1,089</b>	<b>P3,106</b>

	2019	Individually Impaired	Collectively Impaired
Balance at January 1	P12,652	P3,296	P9,356
Reversals during the year	(3,550)	-	(3,550)
Write-offs	(2,123)	(2,123)	-
Balance at December 31	P6,979	P1,173	P5,806

The significant change in the gross carrying amount of trade receivables that contributed also to the change in the impairment loss allowance during 2020 and 2019 refers to the reversals in allowance for impairment during the year. The reversals resulted from review of credit risks profiling of customers and upon identification of receivables with specific doubtful accounts.

Cash in Banks and Cash Equivalents

The Group held cash in banks and cash equivalents of P4.4 billion and P5.6 billion as at December 31, 2020 and 2019, respectively. The cash and cash equivalents are held with bank and financial institution counterparties, which are rated Grade A.

Impairment on cash in banks and cash equivalents has been measured on a 12-month expected loss basis and reflects the short maturities of the exposures. The Group considers that its cash in bank and cash equivalents have low credit risk based on the external credit ratings of the counterparties and any ECL is expected to be immaterial.

Foreign Currency Risk

The Group has foreign currency financial assets and liabilities arising from USD denominated revenues, government share, and other foreign currency-denominated purchases by operating units.

The Group's policy is to manage its foreign currency risk by using a combination of natural hedges as well as buying and selling foreign currencies at spot rates where necessary to address short-term imbalances.

As part of its foreign currency risk strategy, commencing July 1, 2014, the Group hedged the spot exchange risk on the highly probable forecast USD revenue transactions using a non-derivative financial instrument, port concession rights payable, which is denominated in USD. The financial liability creates an exposure to the functional currency which offsets the foreign currency exposure on the highly probable USD revenue stream. This type of hedging relationship was designated as cash flow hedge.

The Group had assessed that 80% of the USD denominated stevedoring revenue for the designated period is highly probable. However, the Group had designated 67% of the monthly USD revenue as the hedged items for the next thirty-six months from the date of designation i.e., July 1, 2014.

In 2017, the designated hedged item reached its 3rd year and ceased accordingly. The Group re-designated 50% of the monthly USD revenue as the hedged item for the next forty-two months.

The Group uses the port concession rights payable as a hedging instrument to hedge the spot exchange risk in the highly probable forecast transactions.

The Group decided to terminate the Hedging instrument on November 30, 2018. A sensitivity analysis has been prepared comparing the impact on unrealized foreign exchange losses on the port concession rights payable under the Fair Value method and continuing the cash flow hedge. The fair value method is more beneficial to the Group.

The Group's foreign currency-denominated accounts as at December 31 are as follows:

	<b>2020</b>	2019
<b>Assets</b>		
Cash and cash equivalents	<b>USD53,141</b>	USD55,955
<b>Liabilities</b>		
Trade and other payables	<b>1,040</b>	7,132
Port concession rights payable	<b>134,718</b>	138,805
	<b>135,758</b>	145,937
Net foreign currency-denominated liabilities	<b>(USD82,617)</b>	(USD89,982)
Peso equivalent	<b>(P3,967,516)</b>	(P4,556,688)

The exchange rates applicable for USD as at December 31, 2020 and 2019 are P48.03 and P50.64, respectively.

The following table demonstrates the sensitivity to a reasonably possible change in the USD exchange rate, with all other variables held constant, of the Group's income before income tax and equity.

	<b>Increase (Decrease) in USD Exchange Rate</b>	<b>Effect on Income Before Income Tax</b>	<b>Effect on Equity</b>
<b>2020</b>			
	<b>+5%</b>	<b>(P198,376)</b>	<b>(P138,863)</b>
	<b>-5%</b>	<b>198,376</b>	<b>138,863</b>
<b>2019</b>			
	<b>+5%</b>	<b>(P227,834)</b>	<b>(P159,484)</b>
	<b>-5%</b>	<b>227,834</b>	<b>159,484</b>

#### Capital Management

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

The Group considers capital to include capital stock, additional paid-in capital, retained earnings, fair value reserve and hedging reserve. The Group manages its capital structure and makes adjustments to it, in light of changes in economic conditions. To maintain or adjust its capital structure, the Group may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares. No changes were made in the objectives, policies or processes from prior year.

The Group is not subject to externally imposed capital requirements, except for the investment it has committed in accordance with the investment plan discussed in Note 23.

The table below shows the capital structure of the Group as at December 31:

	<b>Note</b>	<b>2020</b>	2019
Capital stock		<b>P2,000,000</b>	P2,000,000
Additional paid-in capital		<b>264,300</b>	264,300
Retained earnings		<b>17,642,548</b>	16,060,246
Fair value reserve		<b>(5,820)</b>	(5,820)
<b>Total</b>	<b>16</b>	<b>P19,901,028</b>	P18,318,726

## 25. Financial Instruments

The table below presents a comparison by category of carrying amounts and estimated fair values of all the Group's financial instruments as at December 31, 2020 and 2019.

	<b>Note</b>	<b>2020</b>		2019	
		<b>Carrying Amount</b>	<b>Fair Value</b>	Carrying Amount	Fair Value
<b>Financial Assets</b>					
Cash and cash equivalents	6	<b>P4,437,874</b>	<b>P4,437,874</b>	P5,647,349	P5,647,349
Trade and other receivables - net	7	<b>624,516</b>	<b>624,516</b>	630,599	630,599
Deposits	12	<b>131,953</b>	<b>138,262</b>	57,154	62,582
		<b>5,194,343</b>	<b>5,200,652</b>	6,335,102	6,340,530
Equity securities	12	<b>2,652</b>	<b>2,652</b>	2,652	2,652
		<b>P5,196,995</b>	<b>P5,203,304</b>	P6,337,754	P6,343,182
<b>Financial Liabilities</b>					
Other financial liabilities:					
Trade and other payables*	14	<b>P1,500,176</b>	<b>P1,500,176</b>	P2,568,477	P2,568,477
Port concession rights payable		<b>7,639,769</b>	<b>9,817,086</b>	8,302,992	9,748,981
Lease liabilities	23	<b>559,775</b>	<b>599,775</b>	640,942	742,941
		<b>P9,699,720</b>	<b>P11,917,037</b>	P11,512,411	P13,060,399

\*excluding due to government agencies amounting to P0.6 million and P0.7 million as at December 31, 2020 and 2019, respectively.

### Fair Value of Financial Instruments

The fair values of cash and cash equivalents, trade and other receivables and trade and other payables are approximately equal to their carrying amounts due to their relatively short-term nature.

### *Nonderivative Financial Instruments*

Quoted market prices have been used to determine the fair values of listed equity securities. The fair values of unquoted equity securities are not reliably determinable.



For noninterest-bearing deposits, the fair value is estimated as the present value of all future cash flows discounted using the prevailing market rate on interest for a similar instrument. The discount rates used are 1.8% in 2020 and 3.7% in 2019.

The fair value of port concession rights payable was estimated at the present value of all future cash flows discounted using the applicable rates for similar types of loans ranging from 2.65% to 3.97% in 2020 and 4.20% to 5.13% in 2019.

#### Fair Value Hierarchy

The table below presents the fair value hierarchy of the Group's financial instruments:

<b>As at December 31, 2020</b>	<b>Note</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Equity securities	12	<b>P933</b>	<b>P -</b>	<b>P1,719</b>
Port concession rights payable		-	<b>9,817,086</b>	-
Lease liabilities		-	<b>599,775</b>	-
		<b>P933</b>	<b>P10,416,861</b>	<b>P1,719</b>

<b>As at December 31, 2019</b>	<b>Note</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>
Equity securities	12	P933	P -	P1,719
Port concession rights payable		-	9,748,981	-
Lease liabilities		-	640,942	-
		P933	P10,389,923	P1,719

There have been no transfers from one level to another in 2020 and 2019.

## 26. Revenues from Operations

The Group derives revenue from the transfer of services in the following major service lines:

	<b>2020</b>	2019	2018
<b>Revenues from Operations</b>			
Stevedoring	<b>P4,580,562</b>	P6,027,019	P5,368,521
Arrastre	<b>3,637,336</b>	4,666,414	4,572,477
Logistics	<b>117,159</b>	91,289	72,726
Special and other services	<b>2,625,902</b>	2,544,719	2,262,954
	<b>P10,960,959</b>	P13,329,441	P12,276,678

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**Reconciliation of Retained Earnings for Cash Dividend Declaration**

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Reconciliation of Retained Earnings for Cash Dividend Declaration for Asian Terminals Inc.

**Conglomerate Map**

**Schedule of Financial Soundness Indicators**

Report of Independent Public Accountants on Schedule of Financial Soundness Indicators

Schedule of Financial Soundness Indicators

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**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**


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**Financial Assets**  
**December 31, 2020**  
(in thousands)

<b>Financial Assets</b>	<b>Name of Issuing Entity and Association of Each Issue</b>	<b>Number of Shares or Principal Amount of Bonds and Notes</b>	<b>Amount Shown in the Balance Sheet</b>	<b>Valued Based on Market Quotation at End of Reporting Period</b>	<b>Income Received and Accrued</b>
Cash and cash equivalents	N/A	N/A	P4,437,874	P4,437,874	P28,554
Trade and other receivables - net	N/A	N/A	624,516	624,516	-
Deposits	N/A	N/A	131,953	138,262	-
Equity Securities:					
Quoted Equity Shares		N/A	933	933	-
Unquoted Equity Shares		N/A	1,719	1,719	-
			P5,196,995	P5,203,304	P28,554

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**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**

**Amounts Receivable from Directors, Officers, Employees, Related Parties and Principal Stockholders  
(Other than Related Parties)**

**December 31, 2020**

(in thousands)

<b>Name and Designation of Debtor</b>	<b>Balance at Beginning of Period</b>	<b>Additions</b>	<b>Amounts Collected</b>	<b>Amounts Written-off</b>	<b>Current</b>	<b>Non-current</b>	<b>Balance at End of Period</b>
Officers	P26,948	P41,088	(P42,439)	P -	P -	P -	P25,597
Related Parties	1,313	29,189	(10,550)	-	-	-	19,952
	P28,261	P70,277	(P52,989)	P -	P -	P -	P45,549

**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**

**Amounts Payable from Related Parties which are Eliminated during the Consolidation of Financial Statements**

**December 31, 2020**

(in thousands)

<b>Name and Designation of Debtor</b>	<b>Balance at Beginning of Period</b>	<b>Additions</b>	<b>Amounts Paid</b>	<b>Amounts Written-off</b>	<b>Current</b>	<b>Non-current</b>	<b>Balance at End of Period</b>
ATI Batangas, Inc.	P380,394	P304,909	(P673,003)	P -	P -	P -	P12,300
Tanza Container Terminal, Inc.	82,978	293,035	-	-	-	-	376,013
	P463,372	P597,944	(P673,003)	P -	P -	P -	P388,313

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**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**

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**Long-term Debt**  
**December 31, 2020**  
(in thousands)

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<b>Title of Issue and type of obligation</b>	<b>Amount Authorized by Indenture</b>	<b>Amount Shown under Caption "Current Portion of Long-term Debt" in Related Balance Sheet</b>	<b>Amount Shown under caption "Long-Term Debt" in Related Balance Sheet</b>
<b>Not Applicable</b>			

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**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES****Indebtedness to Related Parties****December 31, 2020**

(in thousands)

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<b>Name of Issuing Entity and Association of Each Issue</b>	<b>Amount Shown in the Balance Sheet</b>	<b>Valued Based on Market Quotation at End of Reporting Period</b>
P&O Management Services Phils., Inc.	P20,104	P20,104

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**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES****Guarantees of Securities of Other Issuers****December 31, 2020**

(in thousands)

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<b>Name of Issuing Entity of Securities Guaranteed by the Company for which this Statement is Filed</b>	<b>Title of Issue of Each Class of Securities Guaranteed</b>	<b>Total Amount Guaranteed and Outstanding</b>	<b>Amount Owned by Person for which Statement is Filed</b>	<b>Nature of Guarantee</b>
<b>Not Applicable</b>				

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**ASIAN TERMINALS, INC. AND ITS SUBSIDIARIES**


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**Capital Stock**  
**December 31, 2020**  
(in thousands)

<b>Title of Issue</b>	<b>Number of Shares Authorized</b>	<b>Number of Shares Issued and Outstanding</b>	<b>Number of Shares Reserved for Options, Warrants, Conversion and Other Rights</b>	<b>Number of Shares Held by</b>		
				<b>Related Parties</b>	<b>Directors, Officers, and Employees</b>	<b>Others</b>
Common shares	P4,000,000	P2,000,000	None	P637,838	P15,579	P1,346,583



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## REPORT OF INDEPENDENT AUDITORS ON SUPPLEMENTARY INFORMATION

The Stockholders and Board of Directors  
**Asian Terminals, Inc.**  
A. Bonifacio Drive  
Port Area, Manila

We have audited in accordance with Philippine Standards on Auditing, the separate financial statements of Asian Terminals, Inc. (the "Company"), as at December 31, 2020 and 2019 and for the years then ended, and have issued our report thereon dated March 3, 2021.

Our audits were made for the purpose of forming an opinion on the basic separate financial statements of the Company taken as a whole. The supplementary information included in Reconciliation of Retained Earnings Available for Dividend Declaration is the responsibility of the Company's management.

Firm Regulatory Registration & Accreditation:  
PRC-BOA Registration No. 0003, valid until November 21, 2023  
SEC Accreditation No. 0003-SEC, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by SEC Accreditation No. 0004-FR-5)  
IC Accreditation No. 0003-IC, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by IC Circular Letter (CL) No. 2019-39, Transition clause)  
BSP Accreditation No. 0003-BSP, Group A, valid for five (5) years covering the audit of 2020 to 2024  
financial statements (2019 financial statements are covered by BSP Monetary Board Resolution No. 2161, Transition clause)



This supplementary information is presented for purposes of complying with the Revised Securities Regulation Code (SRC) Rule 68, and is not a required part of the basic separate financial statements. Such supplementary information has been subjected to the auditing procedures applied in the audits of the basic separate financial statements and, in our opinion, is fairly stated, in all material respects, in relation to the basic separate financial statements taken as a whole.

**R.G. MANABAT & CO.**

A handwritten signature in black ink, appearing to read 'Alicia S. Columbres'.

ALICIA S. COLUMBRES

Partner

CPA License No. 069679

SEC Accreditation No. 1590-AR-1, Group A, valid until August 7, 2022

Tax Identification No. 120-964-156

BIR Accreditation No. 08-001987-027-2020

Issued July 20, 2020; valid until July 19, 2023

PTR No. MKT 8533895

Issued January 4, 2021 at Makati City

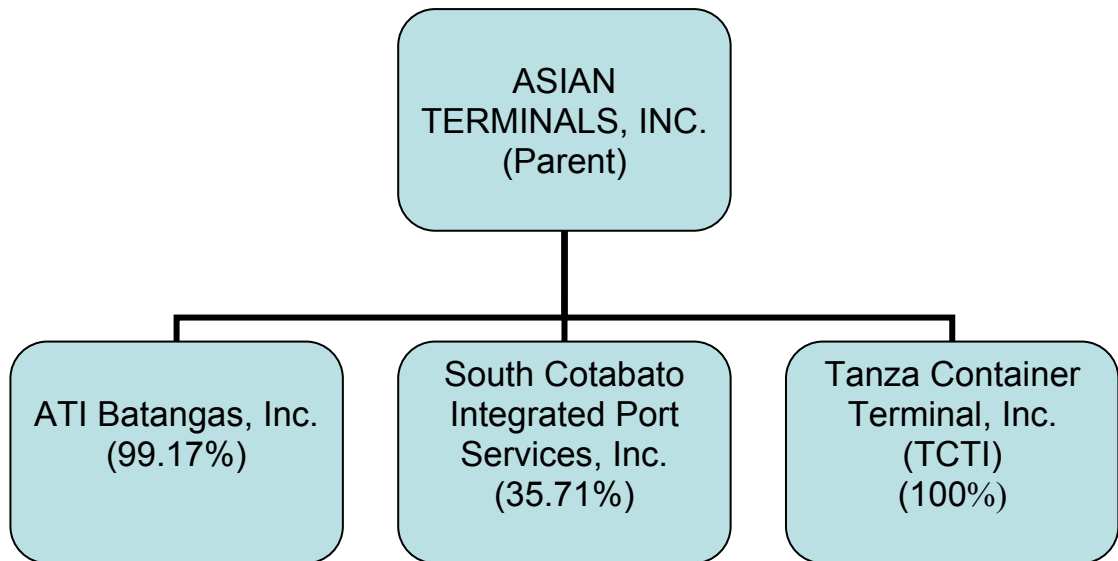
March 3, 2021

Makati City, Metro Manila

**ASIAN TERMINALS, INC.**  
**SCHEDULE OF RECONCILIATION OF RETAINED EARNINGS AVAILABLE**  
**FOR DIVIDEND DECLARATION**  
**AS AT DECEMBER 31, 2020**

<b>Unappropriated Retained Earnings, beginning</b>	<b>P1,483,864</b>
<b>Adjustments:</b>	
Deferred tax benefit	(965,192)
Unrealized foreign exchange loss - cash flow hedge	37,540
Unrealized actuarial gain	1,151,131
<b>Unappropriated Retained Earnings, as adjusted, beginning</b>	<b>1,707,343</b>
<b>Net Income based on the face of AFS</b>	P2,889,567
<b>Less: Non-actual/unrealized income net of tax</b>	
Equity in net income of associate/joint venture	-
Unrealized foreign exchange gain - net (except those attributable to Cash and Cash Equivalents)	(237,510)
Unrealized actuarial gain	-
Fair value adjustments (M2M gains)	-
Fair value adjustment of Investment Property resulting to gain	-
Adjustment due to deviation from PFRS/GAAP - gain	-
Other unrealized gains or adjustments to the retained earnings as a result of certain transactions accounted for under the PFRS	-
Subtotal	2,652,057
<b>Add: Non-actual losses</b>	
Deferred tax expense	122,472
Depreciation on revaluation increment (after tax)	-
Unrealized foreign exchange loss - net (except those attributable to Cash and Cash Equivalents)	-
Adjustment due to deviation from PFRS/GAAP - loss	-
Loss on fair value adjustment of investment property (after tax)	-
<b>Net income actually incurred during the period</b>	<b>4,481,872</b>
<b>Add (Less):</b>	
Dividend declarations during the period	(1,406,000)
Appropriations of Retained Earnings during the period	(3,300,000)
Reversals of appropriations	2,200,000
Effects of prior period adjustments	-
Treasury shares	-
<b>Unappropriated Retained Earnings, as adjusted, ending</b>	<b>P1,975,872</b>

**Asian Terminals, Inc.  
Subsidiaries and an Associate  
December 31, 2020**





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## REPORT OF INDEPENDENT AUDITORS ON COMPONENTS OF FINANCIAL SOUNDNESS INDICATORS

The Stockholders and Board of Directors  
**Asian Terminals, Inc.**  
A. Bonifacio Drive  
Port Area, Manila

We have audited, in accordance with Philippine Standards on Auditing, the consolidated financial statements of Asian Terminals, Inc. (the "Company") and its Subsidiaries (collectively known as the "Group") as at December 31, 2020 and 2019 and for each of the three years in the period ended December 31, 2020, and have issued our report thereon dated March 3, 2021.

Our audits were made for the purpose of forming an opinion on the basic consolidated financial statements taken as a whole. The Supplementary Schedule on Financial Soundness Indicators, including their definitions, formulas, calculation, and their appropriateness or usefulness to the intended users, are the responsibility of the Company's management. These financial soundness indicators are not measures of operating performance defined by Philippine Financial Reporting Standards (PFRSs) and may not be comparable to similarly titled measures presented by other companies.

### Firm Regulatory Registration & Accreditation:

PRC-BOA Registration No. 0003, valid until November 21, 2023

SEC Accreditation No. 0003-SEC, Group A, valid for five (5) years covering the audit of 2020 to 2024 financial statements (2019 financial statements are covered by SEC Accreditation No. 0004-FR-5)

IC Accreditation No. 0003-IC, Group A, valid for five (5) years covering the audit of 2020 to 2024 financial statements (2019 financial statements are covered by IC Circular Letter (CL) No. 2019-39, Transition clause)

BSP Accreditation No. 0003-BSP, Group A, valid for five (5) years covering the audit of 2020 to 2024 financial statements (2019 financial statements are covered by BSP Monetary Board Resolution No. 2161, Transition clause)



This schedule is presented for the purpose of complying with the Revised Securities Regulation Code (SRC) Rule 68 issued by the Securities and Exchange Commission, and is not a required part of the basic consolidated financial statements prepared in accordance with PFRSs. The components of these financial soundness indicators have been traced to the Group's consolidated financial statements as at December 31, 2020 and 2019 and for each of the three years in the period ended December 31, 2020 and no material exceptions were noted.

**R.G. MANABAT & CO.**

ALICIA S. COLUMBRES

Partner

CPA License No. 069679

SEC Accreditation No. 1590-AR-1, Group A, valid until August 7, 2022

Tax Identification No. 120-964-156

BIR Accreditation No. 08-001987-027-2020

Issued July 20, 2020; valid until July 19, 2023

PTR No. MKT 8533895

Issued January 4, 2021 at Makati City

March 3, 2021

Makati City, Metro Manila

**Asian Terminals Inc. and its Subsidiaries**  
**Schedule of Financial Soundness Indicators**  
**For the Years Ended December 31, 2020, 2019 and 2018**

<b>Consolidated KPI</b>	<b>Manner of Calculation</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>Discussion</b>
Return on Capital Employed*	Percentage of income before interest and tax over capital employed	16.0%	20.1%	20.7%	Decreased due to lower income before interest and taxes during the period and higher capital employed.
Return on Equity attributable to equity holders of the parent	Percentage of net income over equity attributable to equity holders of the parent	15.5%	21.7%	19.6%	Decreased due to lower net income.
Current ratio	Ratio of current assets over current liabilities	2.61 : 1.00	1.98 : 1.00	1.96 : 1.00	Increased due to lower current liabilities.
Asset to equity ratio	Ratio of total assets over equity attributable to equity holders of the parent	1.55 : 1.00	1.71 : 1.00	1.84 : 1.00	Decreased due to lower assets.
Debt to equity ratio	Ratio of total liabilities over equity attributable to equity holders of the parent	0.55 : 1.00	0.71 : 1.00	0.84 : 1.00	Improved due to decrease in liabilities.
Days Sales in Receivables (DSR)	Gross trade receivables over revenues multiplied by number of days	6 days	11 days	16 days	Decreased due to improved collection.
Net Income Margin	Net income over revenues less government share in revenues	32.3%	33.8%	28.8%	Decreased due to lower net income
Reportable Injury Frequency Rate (RIFR) <sup>1</sup>	Number of reportable injuries within a given accounting period relative to the total number of hours worked in the same accounting period.	0.59	0.82	0.73	Decreased due to lower number of injuries.

\*Income before interest and tax excludes also net unrealized foreign exchange losses and others.

<sup>1</sup> RIFR is the new KPI for injuries introduced in 2014 to replace LTIFR. RIFR is a more stringent KPI as it covers not only Lost Time Injuries (LTIs) but also Medical Treatment Injuries (MTIs) and Fatalities incidents.