

**Gotuaco, Del Rosario Insurance
Brokers, Inc.**

Financial Statements
December 31, 2022 and 2021

and

Independent Auditor's Report



A member firm of Ernst & Young Global Limited

INDEPENDENT AUDITOR'S REPORT

The Stockholders and the Board of Directors
Gotuaco, Del Rosario Insurance Brokers, Inc.

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Gotuaco, Del Rosario Insurance Brokers, Inc. (the Company), which comprise the statements of financial position as at December 31, 2022 and 2021 and the statements of comprehensive income, statements of changes in equity and statements of cash flows for the years then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2022 and 2021, and its financial performance and its cash flows for the years then ended in accordance with Philippine Financial Reporting Standards (PFRSs).

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 *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company 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 audit of the 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.

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

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

In preparing the financial statements, management is responsible for assessing the Company'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 Company or to cease operations, or has no realistic alternative but to do so.

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



Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's 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 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 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 Company'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 Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the 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 auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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.



Report on the Supplementary Information Required Under Revenue Regulations No. 15-2010

Our audits were conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplementary information required under Revenue Regulations No. 15-2010 in Note 21 to the financial statements is presented for the purpose of filing with the Bureau of Internal Revenue and is not a required part of the basic financial statements. Such information is the responsibility of the management of Gotuaco, Del Rosario Insurance Brokers, Inc. The information has been subjected to the auditing procedures applied in our audit of the basic financial statements. In our opinion, the information is fairly stated, in all material respects, in relation to the basic financial statements taken as a whole.

SYCIP GORRES VELAYO & CO.



Veronica Mae A. Arce

Partner

CPA Certificate No. 0117208

Tax Identification No. 234-282-413

BOA/PRC Reg. No. 0001, August 25, 2021, valid until April 15, 2024

SEC Partner Accreditation No. 0117208-SEC (Group A)

Valid to cover audit of 2021 to 2025 financial statements of SEC covered institutions

SEC Firm Accreditation No. 0001-SEC (Group A)

Valid to cover audit of 2021 to 2025 financial statements of SEC covered institutions

BIR Accreditation No. 08-001998-135-2021, November 10, 2021, valid until November 9, 2024

PTR No. 9369772, January 3, 2023, Makati City

August 18, 2023



GOTUACO, DEL ROSARIO INSURANCE BROKERS, INC.
STATEMENTS OF FINANCIAL POSITION

	December 31	
	2022	2021
ASSETS		
Current Assets		
Cash and cash equivalents (Note 5)	₱50,234,611	₱21,312,537
Receivables (Notes 6 and 15)	46,942,210	34,973,321
Other current assets (Note 7)	145,549,546	124,710,430
Total Current Assets	242,726,367	180,996,288
Noncurrent Assets		
Property and equipment (Note 8)	4,674,567	3,935,345
Right-of-use assets (Note 17)	3,343,249	8,699,271
Deferred tax assets (Note 14)	5,336,124	6,475,753
Total Noncurrent Assets	13,353,940	19,110,369
	₱256,080,307	₱200,106,657
LIABILITIES AND EQUITY		
Current Liabilities		
Accounts payable, accrued and other liabilities (Note 10)	₱74,240,426	₱60,231,531
Due to insurance companies (Note 9)	8,534,636	10,422,273
Commissions payable (Note 15)	121,938,429	83,310,337
Contract liability (Note 9)	3,570,251	4,032,780
Lease liabilities (Note 17)	3,713,216	5,373,618
Total Current Liabilities	211,996,958	163,370,539
Noncurrent Liability		
Net pension liability (Note 13)	1,055,342	6,735,672
Lease liabilities (Note 17)	—	3,713,216
Contract liability (Note 9)	2,035,481	1,183,132
Total Noncurrent Liabilities	3,090,823	11,632,020
Total Liabilities	215,087,781	175,002,559
Equity (Note 11)		
Capital stock - ₱100.00 par value		
Class A		
Issued and outstanding - 245,000 shares	24,500,000	24,500,000
Class B		
Issued and outstanding - 105,000 shares	10,500,000	10,500,000
Retained earnings	15,469,914	2,241,960
Treasury stock - 15,000 Class B shares	(3,619,650)	(3,619,650)
Remeasurement losses on pension liability (Note 13)	(5,857,738)	(8,518,212)
Total Equity	40,992,526	25,104,098
	₱256,080,307	₱200,106,657

See accompanying Notes to Financial Statements.



GOTUACO, DEL ROSARIO INSURANCE BROKERS, INC.
STATEMENTS OF COMPREHENSIVE INCOME

	Years Ended December 31	
	2022	2021
INCOME		
Commission income (Note 9)	₱325,080,726	₱338,633,631
Interest income (Notes 5 and 6)	153,261	192,259
	325,233,987	338,825,890
EXPENSES		
Commission expense	192,088,488	192,703,331
Personnel costs (Note 12)	44,521,847	40,333,752
Provision for probable losses and disallowances (Notes 6 and 7)	14,217,747	21,343,183
Entertainment, amusement and recreation	7,324,535	6,465,861
Depreciation and amortization (Notes 8 and 17)	7,295,268	7,374,777
Insurance	6,141,155	5,696,901
Transportation and travel	6,080,295	4,154,743
Professional fees	5,338,177	4,282,468
Utilities	2,537,318	2,075,243
Taxes and licenses	2,452,105	2,578,049
Repairs and maintenance	1,686,047	1,802,442
Office supplies and stationery	701,318	1,136,962
Interest expense (Notes 13 and 17)	677,417	1,043,159
Advertising	460,000	290,000
Rent expense (Note 17)	223,067	190,195
Others	5,835,683	8,320,012
	297,580,467	299,791,078
INCOME BEFORE INCOME TAX	27,653,520	39,034,812
PROVISION FOR INCOME TAX (Note 14)	14,425,566	20,355,989
NET INCOME	13,227,954	18,678,823
OTHER COMPREHENSIVE INCOME (LOSS)		
Item that will not be recycled to profit or loss		
Change in remeasurement gain on pension liability (Note 13)	3,547,298	209,622
Tax effect (Notes 13 and 14)	(886,824)	(630,767)
	2,660,474	(421,145)
TOTAL COMPREHENSIVE INCOME (LOSS)	₱15,888,428	₱18,257,678

See accompanying Notes to Financial Statements.



GOTUACO, DEL ROSARIO INSURANCE BROKERS, INC.

STATEMENTS OF CHANGES IN EQUITY

	Capital Stock (Note 11)		Retained Earnings (Deficit) (Note 11)	Treasury Stock (Class B) (Note 11)	Remeasurement losses on pension liability (Note 13)	Total
	Class A	Class B				
Balance at January 1, 2022	P24,500,000	P10,500,000	P2,241,960	(P3,619,650)	(P8,518,212)	P25,104,098
Total comprehensive income (loss)	—	—	13,227,954	—	2,660,474	15,888,428
Balances at December 31, 2022	P24,500,000	P10,500,000	P15,469,914	(P3,619,650)	(P5,857,738)	P40,992,526
Balance at January 1, 2021	P24,500,000	P10,500,000	(P16,436,863)	(P3,619,650)	(P8,097,067)	P6,846,420
Total comprehensive income (loss)	—	—	18,678,823	—	(421,145)	18,257,678
Balances at December 31, 2021	P24,500,000	P10,500,000	P2,241,960	(P3,619,650)	(P8,518,212)	P25,104,098

See accompanying Notes to Financial Statements



GOTUACO, DEL ROSARIO INSURANCE BROKERS, INC.
STATEMENTS OF CASH FLOWS

	Years Ended December 31	
	2022	2021
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	₱27,653,520	₱39,034,812
Adjustments for:		
Retirement benefit cost, including interest (Note 13)	2,866,968	2,833,092
Depreciation and amortization (Notes 8 and 17)	7,295,268	7,374,777
Interest expense on lease liabilities (Note 17)	461,822	786,605
Provisions for probable losses and disallowances (Notes 6 and 7)	14,217,747	21,343,183
Interest income (Notes 5 and 6)	(153,261)	(192,259)
Operating income before working capital changes	52,342,064	71,180,210
Decrease (increase) in:		
Receivables	(12,669,486)	4,595,621
Other current assets	(48,509,294)	(50,300,307)
Increase (decrease) in:		
Accounts payable, accrued and other liabilities	14,008,895	9,801,669
Due to insurance companies	(1,887,637)	(36,518,883)
Commissions payable	38,628,092	(18,227,077)
Contract liability	389,820	1,345,332
Net cash flows provided by (used in) operations	42,302,454	(18,123,435)
Interest received	153,261	299,459
Contributions to the retirement plan (Note 13)	(5,000,000)	(5,000,000)
Income tax paid (Note 14)	(19,733)	(21,881)
Net cash flows provided by (used in) operating activities	37,435,982	(22,845,857)
CASH FLOWS FROM INVESTING ACTIVITIES		
Acquisition of property and equipment (Note 8)	(2,678,468)	(1,171,508)
Net cash flows used in investing activities	(2,678,468)	(1,171,508)
CASH FLOWS FROM FINANCING ACTIVITY		
Lease payments (Note 17)	(5,835,440)	(5,943,208)
Net cash flows used in financing activities	(5,835,440)	(5,943,208)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS	28,922,074	(29,960,573)
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR	21,312,537	51,273,110
CASH AND CASH EQUIVALENTS AT END OF YEAR (Note 5)	₱50,234,611	₱21,312,537

See accompanying Notes to Financial Statements.



GOTUACO, DEL ROSARIO INSURANCE BROKERS, INC.
NOTES TO FINANCIAL STATEMENTS

1. Corporate Information

Gotuaco, Del Rosario Insurance Brokers, Inc. (the Company) was incorporated in the Philippines on November 19, 1965. The Company was organized to act as broker for all its clients, soliciting and receiving applications for life and non-life insurance, collecting premiums on behalf of insurance companies and doing other activities as may be delegated to broker by such clients.

In a meeting held on April 23, 2015, the stockholders approved the extension of the corporate term of the Company for another fifty (50) years from November 19, 2015.

On June 29, 2015, the Securities and Exchange Commission (SEC) approved the application to extend corporate term for another fifty (50) years.

The registered business address of the Company is 15th Floor, Chatham House, 116 Valero corner V.A. Rufino Streets, Salcedo Village, Makati City.

2. Basis of Preparation and Changes in Accounting Policies and Disclosures

Basis of Preparation

The accompanying financial statements of the Company have been prepared on a historical cost basis, except for pension liability recognized at present value of the defined benefit obligation. The financial statements are presented in Philippine Peso (₱) which is the functional and presentation currency of the Company, and all amounts are rounded to the nearest peso unless otherwise indicated.

Statement of Compliance

The financial statements of the Company have been prepared in compliance with Philippine Financial Reporting Standards (PFRS).

Current versus Non-current classification

The Company presents assets and liabilities in statement of financial position based on current/non-current classification.

An asset as current when it is:

- expected to be realized or intended to be sold or consumed in normal operating cycle;
- held primarily for the purpose of trading;
- expected to be realized within twelve months after the reporting period; or
- cash and cash equivalent unless restricted from being exchanged or used to settle a liability for at least twelve months after the reporting period.

The Company classifies all other assets as non-current.

A liability is current when:

- it is expected to be settled in normal operating cycle;
- it is held primarily for the purpose of trading;
- it is due to be settled within twelve months after the reporting period; or
- there is no unconditional right to defer the settlement of the liability for at least twelve months after the reporting period.



The Company classifies all other liabilities as non-current.

Adoption of New and Amended PFRS

(a) Standards effective in 2022 that are relevant to the Company

The accounting policies adopted are consistent with those of the previous financial year, except for the adoption of new standards effective as at January 1, 2022. The Company has not early adopted any standard, interpretation or amendment that has been issued but is not yet effective. Unless otherwise indicated, adoption of these new standards did not have an impact on the financial statements of the Company.

- Amendments to PFRS 3, *Reference to the Conceptual Framework*
- Amendments to PAS 16, *Plant and Equipment: Proceeds before Intended Use*
- Amendments to PAS 37, *Onerous Contracts – Costs of Fulfilling a Contract*
- Annual improvements to PFRSs 2018-2020 Cycle
 - Amendments to PFRS 1, *First-time Adoption of Philippines Financial Reporting Standards, Subsidiary as a first-time adopter*
 - Amendments to PFRS 9, *Financial Instruments, Fees in the '10 per cent' test for derecognition of financial liabilities*
 - Amendments to PAS 41, *Agriculture, Taxation in fair value measurements*

(b) Standards Issued but not yet Effective

There are new PFRS, amendments, interpretation and annual improvements, to existing standards effective for annual periods subsequent to 2020 which were adopted by the Financial Reporting Standards Council (FRSC). The Company will adopt the following relevant pronouncements in accordance with their transitional provisions; and, unless otherwise stated, none of these are expected to have significant impact on the Company's financial statements.

Effective beginning on or after January 1, 2023

- Amendments to PAS 1 and PFRS Practice Statement 2, *Disclosure of Accounting Policies*
- Amendments to PAS 8, *Definition of Accounting Estimates*
- Amendments to PAS 12, *Deferred Tax related to Assets and Liabilities arising from a Single Transaction*

Effective beginning on or after January 1, 2024

- Amendments to PAS 1, *Classification of Liabilities as Current or Non-current*
- Amendments to PFRS 16, *Lease Liability in a Sale and Leaseback*

Effective beginning on or after January 1, 2025

- PFRS 17, *Insurance Contracts*

Deferred effectivity

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



3. Summary of Significant Accounting Policies

Fair Value Measurement

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

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

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

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

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

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

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

- Level 1:* Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2:* Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable; and
- Level 3:* Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

For assets and liabilities that are recognized in the financial statements on a recurring basis, the Company determines whether transfers have occurred between Levels in the hierarchy by reassessing categorization (based on the lowest level input that is significant to the fair value measurement as a whole) at the end of each reporting period.

For the purpose of fair value disclosures, the Company has determined classes of assets and liabilities on the basis of the nature, characteristics and risks of the asset or liability and the level of the fair value hierarchy as explained above.

Financial Instruments - Initial Recognition and Subsequent Measurement

Date of recognition

The Company recognizes financial instruments when, and only when, the Company becomes a party to the contractual terms of the financial instruments.



Purchases or sales of financial assets that require delivery of assets within the time frame established by regulation or convention in the marketplace are recognized on the settlement date, i.e., the date that an asset is delivered to or by the Company. Settlement date accounting refers to (a) the recognition of an asset on the day it is received by the Company, and (b) the derecognition of an asset and recognition of any gain or loss on disposal on the day that it is delivered by the Company. Deposits, amounts due to banks and customers, and receivables are recognized when cash is received by the Company.

Classification of financial instruments

Financial instruments are classified, at initial recognition, as subsequently measured at amortized cost, fair value through other comprehensive income (FVOCI), financial assets and financial liabilities at fair value through profit or loss (FVTPL) and other financial liabilities.

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Company's business model for managing them. The Company initially measures a financial asset at its fair value plus, in the case of a financial asset not at FVTPL, transaction costs.

In order for a financial asset to be classified and measured at amortized cost or FVOCI, it needs to give rise to cash flows that are SPPI on the principal amount outstanding. This assessment is referred to as the SPPI test and is performed at an instrument level.

The Company's business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both.

Other financial liabilities are recognized at fair value, net of directly attributable transaction costs.

The Company has no financial instruments at FVOCI and at FVTPL as of December 31, 2022 and 2021.

a. Financial Assets at Amortized Cost

The Company measures financial assets at amortized cost if both of the following conditions are met:

- The financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows; and
- The contractual terms of the financial asset give rise on specified dates to cash flows that are SPPI on the principal amount outstanding.

Financial assets meeting these criteria are measured initially at fair value plus transaction costs. They are subsequently measured at amortized cost using the effective interest method less any allowance for credit losses, with the calculated interest recognized as interest income in the statement of comprehensive income. The Company's financial assets at amortized cost include 'Cash and cash equivalents' and 'Receivables'.

b. Other Financial Liabilities

This category pertains to financial liabilities that are not held for trading or not designated as at FVTPL upon the inception of the liability. These include liabilities arising from operations and borrowings.



After initial measurement, other financial liabilities are measured at amortized cost using the effective interest rate method. Amortized cost is calculated by taking into account any discount or premium on the acquisition and fees or costs that are an integral part of the effective interest rate.

The Company's other financial liabilities include 'Due to insurance companies', 'Commissions payable', 'Contract liability', 'Lease liabilities' and other financial liabilities under 'Accounts payable, accrued and other liabilities'.

Impairment of Financial Assets

The Company recognizes an allowance for expected credit losses (ECL) for all debt instruments not held at FVTPL. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Company expects to receive, discounted at an approximation of the original EIR. The expected cash flows will include cash flows from the sale of collateral held or other credit enhancements that are integral to the contractual terms.

ECLs are recognized in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL).

For receivables, the Company applies a simplified approach in calculating ECLs. Therefore, the Company does not track changes in credit risk, but instead, recognizes a loss allowance based on lifetime ECLs at each reporting date. The Company has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment.

The amount of allowance for credit losses on receivables as of December 31, 2022 and 2021 is disclosed in Note 6.

For financial assets measured at amortized cost, the Company may also consider a financial asset to be in default when internal or external information indicates that the Company is unlikely to receive the outstanding contractual amounts in full before taking into account any credit enhancements held by the Company. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

For cash in banks, the Company applies the low credit risk simplification. The probability of default and loss given defaults are publicly available and are considered to be low credit risk investments. It is the Company's policy to measure ECLs on such instruments on a 12-month basis. However, when there has been a significant increase in credit risk since origination, the allowance will be based on the lifetime ECL. The Company uses the ratings from Standard and Poor's (S&P), Moody's and Fitch to determine whether the debt instrument has significantly increased in credit risk and to estimate ECLs.



Derecognition of Financial Assets and Financial Liabilities

Financial assets

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

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

Where the Company has transferred its right to receive cash flows from a financial asset and has neither transferred nor retained substantially all the risks and rewards of the financial asset nor transferred control of the financial asset, the financial asset is recognized to the extent of the Company's continuing involvement in the financial asset.

Financial liabilities

A financial liability is derecognized when the obligation under the liability was 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 modification is treated as a derecognition of the carrying value of the original liability and the recognition of a new liability at fair value, and any resulting difference is recognized in the statements of comprehensive income.

Offsetting of Financial Instruments

Financial assets and financial liabilities are offset, and the net amount is reported in the statements of condition only when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the assets and settle the liability simultaneously. The Company assesses that it has a currently enforceable right of offset if the right is not contingent on a future event, and is legally enforceable in the normal course of business, event of default, and event of solvency or bankruptcy of the Company and all of the counterparties.

Income and expenses are not offset in the statements of income unless required or permitted by any accounting standard or interpretation, and as specifically disclosed in the accounting policies of the Company.

Related Parties

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 or common significant influence. Related parties may be individuals or corporate entities.

Cash and Cash Equivalents

Cash includes cash on hand and in banks. Cash equivalents are short-term, highly liquid investments that are readily convertible to known amounts of cash with original maturities of three (3) months or less from the date of acquisition and are subject to an insignificant risk of change in value.



Commission Receivables

In its capacity as an insurance broker, the Company collects insurance premiums from policyholders and, after deducting its commissions, remits the insurance premiums to various insurance companies. Policyholder may also tend to remit its insurance premiums directly to insurance companies wherein the latter collected the premiums including the commission portions which is payable to the broker. The commission portion collected by the insurance companies is considered as earned commission of the Company and is/are collectible at the future date.

Creditable Withholding Taxes

Creditable withholding taxes (CWT), included under "Other current assets" in the statements of financial position represent the amount withheld by customers from income payments to the Company less allowance for impairment losses. CWTs are deductible from income tax payable.

Prepayments

These are advance payments to various expenditures related to the business activities of the Company. They are recognized in the financial statements when economic benefits are expected to arise over several accounting periods and the association with income can only be broadly or indirectly determined. These are expensed in profit or loss on the basis of systematic and rational allocation procedures. The allocation procedures are intended to recognize expenses in the accounting periods in which the economic benefits associated with these items are consumed or expired.

Property and Equipment

Property and equipment are stated at cost less accumulated depreciation and amortization and any impairment in value.

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

Depreciation commences once the assets are available for use. It ceases at the earlier of the date that it is classified as held-for-sale and the date the asset is derecognized. Depreciation is computed on a straight-line basis over the following useful lives:

	Years
Furniture and fixtures	10
Transportation equipment	5
Office equipment	4

Leasehold improvements are amortized over the estimated useful life of ten (10) years or term of the lease, whichever is shorter.

The assets' useful lives and depreciation and amortization method are reviewed periodically to ensure that the period and method of depreciation and amortization are consistent with the expected pattern of economic benefits from the items of property and equipment.



When assets are retired or otherwise disposed of, the cost and the related accumulated depreciation and amortization and any impairment in value are removed from the accounts and any resulting gain or loss is reflected in statements of comprehensive income.

Impairment of Non-financial Assets

The carrying values of property, equipment and right-of-use asset, and CWT are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. If any such indication exists and where the carrying amount of an asset exceeds the estimated recoverable amount, the assets or cash-generating units are written down to their recoverable amount. The estimated recoverable amount of these nonfinancial assets is the greater of fair value less costs to sell and value-in-use. In assessing value-in-use, the estimated future cash flows are discounted to their present value using a pretax discount rate that reflects current market assessments 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. Any impairment losses are recognized in statements of comprehensive income.

Due to Insurance Companies and Claims Payable

Due to insurance companies pertain to premiums collected from policyholders but not yet remitted to insurance companies. Claims payable to policyholders pertain to claims collected from insurance companies but not yet remitted to the policyholders.

Contract Liability

Contract liability includes unamortized/unearned portion of the income from claims handling services. Claims handling service fees are recognized over the contract period.

Commissions Payable

Commission payable represents the share of servicing officers in the commission income.

Leases

The Company as a Lessee

The Company applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets. The Company recognizes lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.

Right-of-use assets

The Company recognizes right-of-use assets at the commencement date of the lease (i.e., the date the underlying asset is available for use). Right-of-use assets are measured at cost, less any accumulated depreciation and impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of right-of-use assets includes the amount of lease liabilities recognized adjusted by lease payments made at or before the commencement date and lease incentives received, if any. Right-of-use assets are depreciated on a straight-line basis over the shorter of the lease term and the estimated useful lives of the depreciable assets. The depreciation expense is presented under 'Depreciation and amortization' in the statements of comprehensive income.

If ownership of the leased asset transfers to the Company at the end of the lease term or the cost reflects the exercise of a purchase option, depreciation is calculated using the estimated useful life of the asset. The EUL for right-of-use asset is 2-3 years.

The right-of-use assets are also subject to impairment. Refer to the accounting policies in Impairment of Nonfinancial Assets.



Lease liabilities

At the commencement date of the lease, the Company recognizes lease liabilities measured at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees.

The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the Company and payments of penalties for terminating a lease, if the lease term reflects the Company exercising the option to terminate. The variable lease payments that do not depend on an index or a rate are recognized as expense in the period on which the event or condition that triggers the payment occurs.

In calculating the present value of lease payments, the Company uses the incremental borrowing rate at the lease commencement date if the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in the in-substance fixed lease payments or a change in the assessment to purchase the underlying asset.

Short-term leases and leases of low-value assets

The Company applies the short-term lease recognition exemption to its short-term leases of machinery and equipment (i.e., those leases that have a lease term of 12 months or less from the commencement date and do not contain a purchase option). It also applies the leases of low-value assets recognition exemption to leases of office equipment that are considered of low value. Lease payments on short-term leases and leases of low-value assets are recognized as expense on a straight-line basis over the lease term.

Revenue Recognition

Revenue from contracts with customers is recognized when control of the goods or services is transferred to the customer at an amount that reflects the consideration to which the Company expects to be entitled in exchange for those goods and services. The Company has generally concluded that it is acting as an agent in its revenue arrangements because it does not control the specified goods or services before these are transferred to the customer. Therefore, the Company's revenue is the net amount of consideration that the Company retains after paying the other party the consideration received in exchange for the goods or services to be provided by that party.

The following revenue recognition criteria must also be met before revenue is recognized:

Revenues within the scope of PFRS 15, Revenue from Contracts with Customers

Commission income

The Company recognizes commission income at a point in time upon collection of premiums from policyholders. The placement of an insurance policy, collection of premiums from policyholders and remittance of these collections to insurance companies are considered as a single distinct performance obligation. For the Company, commission income is recognized at the point in time when the Company has satisfied its performance obligation which is upon collection of premiums from policyholders. The obligation to remit is considered insignificant in relation to the other components of the performance obligation because the timing of remittance to insurance companies rests on the discretion of the insurance brokers and agents.



Consequently, a portion of the consideration received from commissions is allocated to the claims handling services of the Company and the related revenue is recognized over time and amortized over the contract period as the Company performs the services. Any unamortized/unearned portion of the income from claims handling services as of yearend is presented as 'Contract liability'.

Premiums collected are remittable to the insurer within the credit term 90 days upon receipt of the insurance policy.

Revenues outside the scope of PFRS 15, Revenue from Contracts with Customers

Interest income

Interest is recognized on a time proportion basis computed based on the outstanding principal balance using applicable effective interest rate.

Miscellaneous income

Miscellaneous income is recognized in profit or loss when earned.

Cost and Expense Recognition

Expenses are recognized when decreases in future economic benefits related to decreases in assets or increases of liabilities have arisen and expenses can be measured reliably. Expenses are recognized as they are incurred.

Commission expense

Commission expense is recognized as incurred. These include commissions paid as referrals to individuals for referring life and non-life policies. Rates applied on collected premiums vary depending on the type of product.

Other cost and expenses are recognized as incurred.

Income Tax

Current tax

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

Final tax

Final tax on interest income is presented in statements of comprehensive income at the time interest is earned.

Deferred tax

Deferred tax is provided, using the balance sheet liability method, on all temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes.

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



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 future taxable profits will be available to allow all or part of the deferred tax assets to be utilized.

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

Current tax and deferred tax relating to items recognized directly in equity, if any, are also recognized in the statement of comprehensive income.

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:

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

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

Capital Stock

Capital stock is measured at par value for all shares issued and outstanding. When the Company issues more than one class of stock, a separate account is maintained for each class of stock and number of shares issued.

Treasury Stock

Treasury stocks are the Company's common shares recorded at cost and are deducted from equity. No gain or loss is recognized in statements of comprehensive income on the purchase, sale, issue, or cancellation of the Company's common shares.

Retained Earnings (Deficit)

Retained earnings (deficit) represent the cumulative balance of net income or loss, dividend distributions, prior period adjustments, effects of changes in accounting policy and other capital adjustments.

Retirement Benefits Cost

Defined benefit plan

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

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



Defined benefit costs comprise the following:

- (a) service cost;
- (b) net interest on the net defined benefit liability or asset; and
- (c) remeasurement of the net defined benefit liability or asset.

Service cost which include current service costs, past service costs and gains or losses on non-routine settlements are recognized as expense in profit or loss. Past service costs are recognized when plan amendment or curtailment occurs.

Net interest on the net defined benefit liability or asset is the change during the period in the net defined benefit liability or asset that arises from the passage of time which is determined by applying the discount rate based on high quality corporate bonds to the net defined benefit liability or asset.

Net interest on the net defined benefit liability or asset is recognized as expense or income in profit or loss.

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

Plan assets are assets that are held by a long-term employee benefit fund or qualifying insurance policies. Plan assets are not available to the creditors of the Company, nor can they be paid directly to the Company. Fair value of plan assets is based on market price information. When no market price is available, the fair value of plan assets is estimated by discounting expected future cash flows using a discount rate that reflects both the risk associated with the plan assets and the maturity or expected disposal date of those assets (or, if they have no maturity, the expected period until the settlement of the related obligations).

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

Provisions

Provisions are recognized when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Where the Company expects some or all of a provision to be reimbursed, for example under an insurance contract, the reimbursement is recognized as a separate asset but only when the reimbursement is virtually certain. The expense relating to any provision is presented in the statements of comprehensive income net of any reimbursement.

If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as interest expense in the statements of comprehensive income. Provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

Contingencies

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



Events after the Reporting Date

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

4. Significant Accounting Judgments, Estimates and Assumptions

The preparation of the Company's financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the accompanying disclosures, and the disclosure of contingent liabilities. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods.

Judgments

In the process of applying the Company's accounting policies, management has made the following judgments, which have the most significant effect on the amounts recognized in the financial statements:

Revenue from contracts with customers

The Company applied the following judgments that significantly affect the determination of the amount and timing of revenue from contracts with customers:

a) *Identifying performance obligations in brokerage agreements with claims handling services*

The Company provides brokerage services that are either sold separately or bundled together with claims handling services. Brokerage services consist of promise to place or sell an insurance policy, collect premiums from policyholders and remit the amounts collected to insurance companies. Claims handling services are a promise to transfer services in the future over the claims period and are part of the negotiated exchange between the Company and the insurance companies.

The Company determined that for brokerage services, the promise to place or sell an insurance policy, collect premiums from policyholders and remit the amounts collected to insurance companies are considered as a single distinct performance obligation as these represent a combined output and the Company would not be able to satisfy its performance obligation by transferring each of the services independently. For claims handling services, the Company determined that it is a separate and distinct performance obligation because the services are distinct within the context of the contract and are performed beyond the placement of insurance policies, collection, and remittance of premiums. Claims handling services qualify as a series of distinct performance obligation that are substantially the same and that have the same pattern of transfer to insurance companies. For some of the Company's contracts, the transaction price for claims handling services fees are embedded in the amount of commission that will be received by the Company. Consequently, the Company allocated a portion of the transaction price to the claims handling services based on relative stand-alone selling prices. Amount of contract liability is disclosed in Note 9.

b) *Principal versus agent considerations*

The Company enters into contracts with insurance companies to arrange for the provision of the specified service (i.e., place or sell insurance policies, collect premiums from policyholders and remit the amount collected to insurance companies). The Company determined that it does not control the specified goods or service (i.e., insurance policies) provided by the insurance companies before these are transferred to the customer (i.e., policyholder). The following factors



indicate that the Company does not control the goods before they are being transferred to customers. Therefore, the Company determined that it is acting as an agent in these contracts.

- The Company is not primarily responsible for fulfilling the promise to provide the insurance coverage to policyholders.
- The Company has no discretion in establishing the price for the insurance policies.
- The Company's consideration in the contracts with insurance companies is only the commission amount based on the specified percentage of premiums collected from the policyholders.

In addition, the Company concluded that it transfers control over its services at a point in time, upon collection of premiums from the policyholders, because this is when the insurance companies benefit from the Company's brokerage service.

The carrying value of 'Due to insurance companies' is disclosed in Note 9.

c) Determining method to estimate variable consideration and assessing the constraint

The Company needs to estimate the amount of variable consideration to which it will be entitled. The method to be used in estimating variable consideration and assessing the constraint is not a policy choice and should be applied consistently throughout a contract. Management should use the method that it expects will best predict the amount of consideration to which the entity will be entitled based on the terms of each contract. Management's estimate of variable consideration will need to be reassessed at each reporting date based on changes in facts and circumstances.

As of December 31, 2022 and 2021, management has assessed not to constrain any amounts of the variable consideration included in the transaction price.

Going concern

The Company's management has made an assessment of the Company's ability to continue as a going concern and is satisfied that the Company has the resources to continue in business for the foreseeable future and that to the best of this current knowledge, that COVID-19 will not have a material adverse impact on the Company's ability to continue as a going concern. Furthermore, management is not aware of any material uncertainties that may cast significant doubt upon the Company's ability to continue as a going concern. Therefore, the financial statements continue to be prepared on a going concern basis.

Determination of lease term of contracts with renewal and termination options (Company as a lessee)

The Company has several lease contracts that include extension and termination options. The Company applies judgement in evaluating whether it is reasonably certain whether or not to exercise the option to renew or terminate the lease. That is, it considers all relevant factors that create an economic incentive for it to exercise either the renewal or termination. After the commencement date, the Company reassesses the lease term if there is a significant event or change in circumstances that is within its control and affects its ability to exercise or not to exercise the option to renew or to terminate (e.g., construction of significant leasehold improvements or significant customization to the leased asset).

The Company typically exercises its option to renew for these leases as these are reasonably certain to be exercised. Furthermore, the periods covered by termination options are included as part of the lease term only when they are reasonably certain not to be exercised.

Refer to Note 17 for information on the term of lease agreements.



Estimates and Assumptions

The key estimates concerning the future and other key sources of estimation uncertainty at the reporting date that has a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities follow:

Estimation of allowance for expected credit losses

The allowance for expected credit losses relating to receivables is estimated based on management's evaluation of specific accounts. These are evaluated based on best available forward looking information in calculating ECL. Key areas of judgment include the Company's credit risk exposures or the inability of certain customers to meet their financial obligations; defining default; identifying exposures with significant deterioration in credit quality; and the expected life of the financial asset and expected recoveries from defaulted accounts. In these cases, judgment is used, based on the best available facts and circumstances, including but not limited to, the length of the Company's relationship with the other party, the other party's payment behavior and known market factors. The allowance for expected credit losses is re-evaluated and adjusted as additional information received impacts the amounts estimated.

Refer to Note 6 for the amount of Receivables, net of allowance for expected credit losses as of December 31, 2022 and 2021.

Estimation of probable losses on Creditable Withholding Tax (CWT)

The Company assessed the realizability of its CWT based on whether the Company can use these CWT as future tax credit against tax liabilities or claimed as tax refund from the Bureau of Internal Revenue (refer to Note 7).

Estimation of retirement benefits

The Company's retirement benefits cost is actuarially computed which entails using certain assumptions with respect to salary increases, expected return on plan assets and discount rate, among others.

While the Company's management believes that the assumptions are reasonable and appropriate, significant differences in actual experience or significant changes in an assumption may materially affect the recorded retirement obligation and retirement expense.

As of December 31, 2022 and 2021, retirement benefit cost (excluding interest) amounted to ₱2.65 million and ₱2.58 million, respectively. Net retirement liability amounted to ₱1.06 million and ₱6.74 million as of December 31, 2022 and 2021, respectively (Note 13).

Recognition of deferred tax assets

The Company reviews the carrying amounts at each reporting date and adjusts the balance of deferred tax assets to the extent that sufficient future taxable profit will be available to allow all or part of the deferred tax assets to be utilized. The Company recognized deferred tax assets amounting to ₱5.34 million and ₱6.48 million as of December 31, 2022 and 2021, respectively (Note 14).

As of December 31, 2022 and 2021, the Company has unrecognized deferred tax asset amounting to ₱36.17 million and ₱30.50 million, respectively (Note 14).

Estimating the incremental borrowing rate for leases

If the Company cannot readily determine the interest rate implicit in the lease, it uses its incremental borrowing rate (IBR) to measure lease liabilities. The IBR is the rate of interest that the Company would have to pay to borrow over a similar term, and with a similar security, the funds necessary to obtain an asset of a similar value to the right-of-use asset in a similar economic environment. The



IBR therefore reflects what the Company 'would have to pay', which requires estimation when no observable rates are available (such as for subsidiaries that do not enter into financing transactions) or when they need to be adjusted to reflect the terms and conditions of the lease. The Company estimates the IBR using observable inputs (such as market interest rates) when available and is required to make certain entity-specific estimates (such as the entity's stand-alone credit rating).

The Company's lease liabilities amounted to ₱3.71 million and ₱9.09 million as of December 31, 2022 and 2021, respectively (Note 17).

5. Cash and Cash Equivalents

This account consists of:

	2022	2021
Cash on hand	₱23,000	₱23,000
Cash in banks	45,509,505	16,625,036
Short-term cash investments	4,702,106	4,664,501
	₱50,234,611	₱21,312,537

In 2022 and 2021, cash in banks earned annual interest rate ranging from 0.03% to 0.09% and 0.05% to 0.13%, respectively. In 2022 and 2021, short-term cash investments are made at varying periods up to three (3) months depending on the immediate cash requirements of the Company, and earned annual interest rate of 1.75% and 0.63%, respectively.

Interest income earned from cash and cash equivalents amounted to ₱0.10 million and ₱0.11 million in 2022 and 2021, respectively.

6. Receivables

This account consists of:

	2022	2021
Commission receivables	₱29,328,009	₱26,519,357
Due from officers and employees (Note 15)	11,570,196	11,165,072
Refunds due from insurance companies	9,455,710	—
	50,353,915	37,684,429
Less allowance for credit losses	(3,411,705)	(2,711,108)
	₱46,942,210	₱34,973,321

Due from officers and employees include interest-bearing loans pertaining to car plan and salary loans, granted to the Company's officers and employees. In 2022 and 2021, interest rates range from 4.00% to 6.00% payable in 4 to 5 years. Accretion of interest income from receivables from employee amounted to ₱0.05 million and ₱0.08 million in 2022 and in 2021, respectively. For the terms and conditions of related party transactions, refer to Note 15.

Commission receivables pertains to commissions or brokerage fees earned but not yet received from the insurance companies, as a result of insurance transaction. As of December 31, 2022 and 2021, the commission receivables arising from direct premium payments of the policyholders to the insurance companies amounted to ₱29.33 million and ₱26.52 million, respectively.



Refunds due from insurance companies pertains to the amount of receivables from insurance companies due to the Company's over-remittance of premiums. As of December 31, 2022 and 2021, the refunds due from insurance companies amounted to ₱9.46 million and nil, respectively.

Details and changes in the allowance for credit losses follow:

	2022	2021
Balance at the beginning of the year		
Due from officers and employees	₱1,836,867	₱1,836,867
Commission receivables	874,241	–
	₱2,711,108	1,836,867
Reversal of provisions – due from officers and employees	(1,795,878)	–
Provisions for probable losses – commission receivables	2,496,475	874,241
	700,597	874,241
Balance at the end of year		
Due from officers and employees	40,989	1,836,867
Commission receivables	3,370,716	874,241
	₱3,411,705	₱2,711,108

7. Other Current Assets

This account consists of:

	2022	2021
Creditable withholding tax	₱277,480,631	₱243,423,358
Less allowance for impairment losses	(135,525,580)	(122,008,430)
	141,955,051	121,414,928
Prepayments	3,354,504	3,180,623
Input VAT	239,991	114,879
	₱145,549,546	₱124,710,430

Movement in the allowance for impairment losses is as follows:

	2022	2021
Beginning balances	₱122,008,430	₱101,539,488
Provisions during the year	13,517,150	20,468,942
Ending balances	₱135,525,580	₱122,008,430

Creditable withholding tax arises from taxes withheld by insurance companies on commissions earned by the Company. In 2022 and 2021, the Company applied creditable withholding tax amounting to ₱14.15 million and ₱18.44 million, respectively, against its current income tax liability.



8. Property and Equipment

The composition and movements of this account follow:

	2022				
	Furniture and Fixtures	Transportation Equipment	Office Equipment	Leasehold Improvements	Total
Cost					
Beginning balance	₱3,155,639	₱9,300,608	₱15,353,900	₱3,360,451	₱31,170,598
Additions	37,640	63,750	2,104,935	472,143	2,678,468
Ending balance	3,193,279	9,364,358	17,458,835	3,832,594	33,849,066
Accumulated depreciation and Amortization					
Beginning balance	(2,896,244)	(8,473,654)	(12,809,001)	(3,056,354)	(27,235,253)
Depreciation and amortization for the year	(55,739)	(537,348)	(1,251,447)	(94,712)	(1,939,246)
Ending balance	(2,951,983)	(9,011,002)	(14,060,448)	(3,151,066)	(29,174,499)
Net Book Value	₱241,296	₱353,356	₱3,398,387	₱681,528	₱4,674,567

	2021				
	Furniture and Fixtures	Transportation Equipment	Office Equipment	Leasehold Improvements	Total
Cost					
Beginning balance	₱3,144,839	₱9,231,412	₱14,262,388	₱3,360,451	₱29,999,090
Additions	10,800	69,196	1,091,512	—	1,171,508
Ending balance	3,155,639	9,300,608	15,353,900	3,360,451	31,170,598
Accumulated depreciation and Amortization					
Beginning balance	(2,776,272)	(7,898,803)	(11,414,992)	(3,000,513)	(25,090,580)
Depreciation and amortization for the year	(119,972)	(574,851)	(1,394,009)	(55,841)	(2,144,673)
Ending balance	(2,896,244)	(8,473,654)	(12,809,001)	(3,056,354)	(27,235,253)
Net Book Value	₱259,395	₱826,954	₱2,544,899	₱304,097	₱3,935,345

The cost of fully depreciated property and equipment still being used by the Company as of December 31, 2022 and 2021 amounted to ₱23.52 million and ₱22.33 million, respectively.

9. Due to Insurance Companies and Contract Liability

Due to Insurance Companies

Due to insurance companies pertain to premiums collected from policyholders but not yet remitted to insurance companies. As of December 31, 2022 and 2021, due to insurance companies amounted to ₱8.53 million and ₱10.42 million, respectively.

Contract Liability

This account includes unamortized/unearned portion of the income from claims handling services. As discussed in Note 3, claims handling service fees are recognized over the contract period.

The changes and movements in contract liability are as follows:

	2022	2021
Balance as of January 1	₱5,215,911	₱3,870,580
Deferred during the year	21,297,062	23,334,806
Recognized to income during the year	(20,907,241)	(21,989,474)
Balance as of December 31	₱5,605,732	₱5,215,912



The remaining performance obligations are expected to be recognized as follows:

	2022	2021
Within one year	₱3,570,251	₱4,032,780
Over a year	2,035,481	1,183,132
Balance as of December 31	₱5,605,732	₱5,215,912

For the period ended December 31, 2022 and 2021, the commission income recognized amounting to ₱325.08 million and ₱338.63 million, respectively, includes the earned portion of the contract liability amounting to ₱20.91 million in 2022 and ₱21.99 million in 2021.

10. Accounts payable, Accrued and Other Liabilities

This account consists of:

	2022	2021
Financial liabilities		
Accounts payable	₱27,952,583	₱21,691,104
Accrued expenses	11,901,766	9,087,379
Other financial liabilities	6,571,563	242,223
	46,425,912	31,020,706
Non-financial liabilities		
VAT payable	26,212,031	22,850,427
Withholding tax payable	941,468	5,699,541
Other non-financial liabilities	661,015	660,857
	27,814,514	29,210,825
	₱74,240,426	₱60,231,531

Accounts payable pertains to unapplied payments/collections from policyholders as of yearend.

Accrued expenses mainly pertain to consultancy fees payable to agents and professional fees which are payable within one year.

Other financial liabilities include excess collections received from policyholders (refunds due to policyholders) which are due to be remitted within one year and claims collected from insurance companies but not yet remitted to the policyholders.

Other non-financial liabilities include payables due to government agencies, and reserves for contingency expenses.



11. Equity

Capital Stock

The Company's authorized, issued and outstanding capital stock as of December 31, 2022 and 2021 consists of:

	Shares	Amount
Common stock - ₱100.00 par value		
Class A	245,000	₱24,500,000
Class B	105,000	10,500,000

There were no issuance of capital stocks in 2022 and 2021.

Retained Earnings

On July 26, 2019, the BOD approved the declaration of cash dividends amounting ₱10.00 million to all stockholders of record as of July 26, 2019. The cash dividends were paid and distributed on August 9, 2019. On September 25, 2021, the BOD approved the reversal of the cash dividends that was declared last July 26, 2019 for stockholders on record, as of the same date amounting to ₱10.00 million.

There were no declaration of dividends in 2022 and 2021.

The balance of retained earnings restricted for dividend declaration equivalent to the cost of treasury stock amounted to ₱3.62 million as of December 31, 2022 and 2021.

Capital Management

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

The Company considers the following as sources of capital:

	2022	2021
Capital stock	₱35,000,000	₱35,000,000
Retained earnings	15,469,914	2,241,960
Treasury stock	(3,619,650)	(3,619,650)
Remeasurement losses on pension liability	(5,857,738)	(8,518,212)
	₱40,992,526	₱25,104,098

The Company manages its capital structure and makes adjustments to it in the light of changes in economic conditions and the risk characteristics of its activities. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividend payment to stockholders, return capital to shareholders or issue capital securities. No changes were made in the objectives, policies and process during the years ended December 31, 2022 and 2021.

Minimum Paid-up Capital Requirement

As of December 31, 2022 and 2021, the Company has complied with the ₱20.00 million paid-up capital requirement imposed by the Insurance Commission (IC) and SEC.

Minimum Net Worth Requirement

As provided under Section 3 of IC Circular Letter No. 2018-52, existing licensed insurance and/or reinsurance brokers are required to maintain ₱10.00 million net worth requirement.



As of December 31, 2021, based on IC's final computation dated October 3, 2022, the Company's negative net worth amounted to ₱19.27 million. However, the subsequent collections amounting to ₱20.33 million covered up the deficiency in full. In its letter from IC dated November 7, 2022, the IC considers the verification of the Company's 2021 Statement of Financial Condition closed.

As of December 31, 2022, based on internal computations, the Company's net worth amounted to ₱40.99 million.

12. Personnel Costs

This account consists of:

	2022	2021
Salaries, wages and allowances	₱38,629,088	₱35,204,534
Retirement benefits cost (Note 13)	2,651,373	2,576,538
Other compensation expenses	3,241,386	2,552,680
	₱44,521,847	₱40,333,752

Other compensation expenses include seminars or trainings, and employee benefits, such as SSS, PhilHealth, and Pag-ibig.

13. Retirement Plan

The Company has a funded, noncontributory defined benefit pension plan covering all of its regular employees. The plan is administered by a Bank of the Philippine Islands (BPI) Asset Management and Trust Corporation as trustee.

Total retirement benefits cost (including interest) recognized in the statements of comprehensive income follows:

	2022	2021
Current service cost (Note 12)	₱2,651,373	₱2,576,538
Interest cost*	215,595	256,554
	₱2,866,968	₱2,833,092

*presented as part of 'Interest expense' in the statement of comprehensive income

Changes in the present value of obligation follow:

	2022	2021
January 1	₱42,119,950	₱39,263,266
Current service cost	2,651,373	2,576,538
Interest cost	2,143,905	1,523,415
Benefits paid	-	-
Remeasurement gains due to change in financial assumptions	(4,397,559)	(1,243,269)
December 31	₱42,517,669	₱42,119,950



Benefits paid on defined benefit obligation pertain to payment of early retirement benefits out of the Company's fund.

Changes in the fair value of plan assets follow:

	2022	2021
January 1	₱35,384,278	₱30,151,064
Contributions	5,000,000	5,000,000
Interest income included in net interest cost	1,928,310	1,266,861
Benefits paid	-	-
Remeasurement losses	(850,261)	(1,033,647)
December 31	₱41,462,327	₱35,384,278

Net pension liability recognized in the Company's statements of financial position as of December 31 follows:

	2022	2021
Present value of obligation	₱42,517,669	₱42,119,950
Fair value of plan assets	(41,462,327)	(35,384,278)
Net pension liability	₱1,055,342	₱6,735,672

Movements of net pension liability follow:

	2022	2021
January 1	₱6,735,672	₱9,112,202
Contributions to plan assets	(5,000,000)	(5,000,000)
Remeasurement gains during the year	(3,547,298)	(209,622)
Retirement benefits cost (including interest)	2,866,968	2,833,092
December 31	₱1,055,342	₱6,735,672

Movements in other comprehensive income are as follows:

	2022	2021
Remeasurement losses (gains) - At January 1	₱8,518,212	₱8,097,067
Remeasurement losses (gains) during the year	(3,547,298)	(209,622)
Current tax effect	886,824	52,405
Effect of changes in tax rates	-	578,362
Remeasurement losses (gains) - At December 31	₱5,857,738	₱8,518,212

The latest actuarial valuation of the Company's pension plan was as of December 31, 2022. The assumptions used to determine retirement benefits cost and liability as of December 31, 2022 and 2021 follow:

	2022	2021
Discount rate	7.20%	5.09%
Salary increase rate	10.00%	10.00%



The distribution of the plan assets as of December 31, 2022 and 2021 follows:

	2022	2021
Assets		
Cash	₱737	₱689
Investments in equity and government securities	41,470,558	35,391,995
	41,471,295	35,392,684
Liability		
Trust fee payable	8,968	8,406
	₱41,462,327	₱35,384,278

The carrying amounts disclosed above reasonably approximate fair values at year-end. The overall expected rate of return on assets is determined based on the market prices prevailing on that date, applicable to the period over which the obligation is to be settled. The actual return on plan assets amounted to ₱1.93 million and ₱1.27 million in 2022 and 2021, respectively.

The Company expects to contribute ₱6.00 million to the fund in 2023.

The sensitivity analyses that follow has been determined based on reasonably possible changes of the assumption occurring as of December 31, 2022 and 2021, assuming if all other assumptions were held constant.

Assumptions	2022		2021	
	Increase (Decrease)	Impact on present defined benefit obligation	Increase (Decrease)	Impact on present defined benefit obligation
Discount rate	1.00%	(₱2,800,962)	1.00%	(₱3,318,222)
	-1.00%	3,211,052	-1.00%	3,872,936
Salary rate	1.00%	3,093,364	1.00%	3,650,556
	-1.00%	(2,757,619)	-1.00%	(3,207,457)

Each year, an Asset-Liability Matching Study (ALM) is performed with the result being analyzed in terms of risk-and-return profiles. It is the policy of the Trustee that immediate and near-term retirement liabilities of the Company's Retirement Fund are adequately covered by its assets. As such, due considerations are given that portfolio maturities are matched in accordance with due benefit payments.

Shown below is the maturity analysis of the undiscounted benefit payments:

	2022	2021
One year	₱2,105,442	₱1,725,869
Two years	2,583,297	2,123,989
Three years	8,383,829	2,562,673
Four years	2,285,141	7,759,473
Five years	2,394,908	2,255,700
Six years and above	37,294,712	33,883,679



14. Income Tax

On March 26, 2021, Republic Act (RA) No. 11534, otherwise known as Corporate Recovery and Tax Incentives for Enterprises (CREATE) Act was signed into law. CREATE reduced the RCIT rate from 30.00% to 25.00% depending on the criteria set by the law effective July 1, 2020. With the implementation of this Act, the allowable deduction for interest expense was reduced from 33% to 20% of the interest income subjected to final tax.

The regulations also provide for MCIT of 2.00% (prior to CREATE) and 1.00% (from July 1, 2020 to June 30, 2023 before reverting to 2.00%) on modified gross income and allow a NOLCO. The MCIT and NOLCO may be applied against the Company's income tax liability and taxable income, respectively, over a three-year period from the year of inception. For the taxable years 2020 and 2021, the NOLCO incurred can be carried over as a deduction for the next five (5) consecutive taxable years, pursuant to Revenue Regulation (RR) No. 25-2020.

Starting July 1, 2008, the Optional Standard Deduction (OSD) equivalent to 40.00% of gross income may be claimed as an alternative deduction in computing for the RCIT. The Company elected to claim itemized expense deductions instead of the OSD in computing for the RCIT in 2022 and 2021.

Current tax regulations also provide for the ceiling on the amount of EAR expense that can be claimed as a deduction against taxable income. Under the regulations, EAR expense allowed as a deductible expense for a service company is limited to the actual EAR paid or incurred but not to exceed 1.00% of net revenue.

Provision for income tax consists of:

	2022	2021
Current		
RCIT	₱14,153,028	₱18,444,670
Final tax	19,733	21,881
	14,172,761	18,466,551
Deferred	252,805	1,889,438
	₱14,425,566	₱20,355,989

The reconciliation of the provision for income tax computed at the statutory income tax rate of 25.00% to the provision for income tax as shown in the statements of comprehensive income follows:

	2022	2021
Provision for income tax computed at statutory income tax rate of 25.00%	₱6,913,380	₱9,758,703
Adjustments for tax effects of:		
Nondeductible expenses	1,018,296	4,956,742
Nontaxable income and income subject to final tax	(4,934)	(397,663)
Effect of changes in tax rates – charged to current operations	–	920,971
Effect of changes in tax rates – unrecognized deferred tax assets	–	5,076,974
Change in unrecognized deferred tax assets	6,498,824	40,262
Provision for income tax	₱14,425,566	₱20,355,989



The components of the Company's net deferred tax assets as of December 31, 2022 and 2021 follow:

	2022	2021
Presented in profit or loss		
<i>Deferred tax assets</i>		
Accruals	₱2,236,504	₱2,236,504
Unamortized past service cost	2,051,278	1,766,426
Allowance for credit losses	677,777	677,777
Leases	92,492	96,891
Accrued rent	14,279	14,279
<i>Deferred tax liability</i>		
Pension obligation	(1,688,744)	(1,155,486)
	3,383,586	3,636,391
Presented in OCI		
Deferred asset on remeasurement loss on pension liability	1,952,538	2,839,362
Total net deferred tax assets	₱5,336,124	₱6,475,753

In 2022 and 2021, provision for deferred income tax charged directly to profit or loss amounted to ₱0.25 million and ₱1.89 million, respectively. In 2022 and 2021, provision for deferred income tax charged directly to OCI amounted to ₱0.89 million and ₱0.63 million, respectively.

As of December 31, 2022 and 2021, the Company's unrecognized deferred tax assets follow:

	2022	2021
Allowance for disallowances on CWTs	₱33,881,395	₱30,502,108
Contract liability	1,401,433	—
Accruals	707,884	—
Allowance for credit losses	175,149	—
	₱36,165,861	₱30,502,108

15. Related Party Transactions

Parties are considered to be related if one party has the ability, directly or indirectly, to control the other party in making financial and operating decisions or the parties are subject to common control. Related parties may be individuals or corporate entities.

The Company in its regular conduct of business has entered into transactions with affiliates and other related parties principally consisting of advances and commission. The Company's policy is to settle its intercompany receivables and payables on a net basis.



The statements of financial position include the following amounts resulting from the foregoing transactions which represent the net amounts of receivable from (payable to) related parties:

2022					
	Relationship	Amount/ Volume	Outstanding Balance Receivables (Payables)	Terms	Conditions
(a) Due from officers and employees*					
Lawrence J. Gotuaco	Director/Chairman	₱2,017,416	₱1,912,669	Non-interest bearing, collectible on demand	Unsecured, unimpaired
Arthur L. Panganiban Jr.	Director/ President	(1,001,539)	9,398,154	Interest bearing, 20 years	Unsecured, unimpaired
Employees and officers	Employees	(610,753)	259,373	Non-interest bearing, collectible on demand	Unsecured
		₱405,124	₱11,570,196		
(b) Commissions Payable					
Albert F del Rosario	Stockholder	₱24,211,417	(₱68,722,144)	Non-interest bearing, payable on demand	Unsecured
Andrew Gotuaco	Director/ Stockholder	6,236,031	(20,779,062)	Non-interest bearing, payable on demand	Unsecured
Margarete R. Isleta	Stockholder	1,033,265	(2,723,528)	Non-interest bearing, payable on demand	Unsecured
Employees and officers	Employees	7,147,379	(29,713,695)	Non-interest bearing, payable on demand	Unsecured
		₱38,628,092	(₱121,938,429)		

*Other than the ₱0.41 million due from officers/employees which was already fully provided, all remaining due from officers/employees are current and collectible

2021					
	Relationship	Amount/ Volume	Outstanding Balance Receivables (Payables)	Terms	Conditions
(a) Due from officers and employees*					
Lawrence J. Gotuaco	Director/Chairman	(₱5,400,094)	(₱104,747)	Non-interest bearing, collectible on demand	Unsecured, unimpaired
Arthur L. Panganiban Jr.	Director/ President	252,423	10,399,693	Interest bearing, 20 years	Unsecured, unimpaired
Employees and officers	Employees	(2,362,734)	870,126	Non-interest bearing, collectible on demand	Unsecured*
		(₱7,510,405)	₱11,165,072		
(b) Commissions Payable					
Albert F del Rosario	Stockholder	(₱15,562,848)	(₱44,510,727)	Non-interest bearing, payable on demand	Unsecured
Andrew Gotuaco	Director/ Stockholder	(3,166,833)	(14,543,031)	Non-interest bearing, payable on demand	Unsecured
Margarete R. Isleta	Stockholder	(866,331)	(1,690,263)	Non-interest bearing, payable on demand	Unsecured
Employees and officers	Employees	1,368,935	(22,566,316)	Non-interest bearing, payable on demand	Unsecured
		(₱18,227,077)	(₱83,310,337)		

*Other than the ₱1.84 million due from officers/employees which was already fully provided, all remaining due from officers/employees are current and collectible

- Due from officers and employees include interest-bearing loans pertaining to car plan and salary loans, granted to the Company's officers and employees.
- Commission payable represents the share of servicing officers in the commission income.



Terms and conditions of transactions with related parties

Outstanding balances at year-end are unsecured and interest-free and settlement occurs in cash. There have been no guarantees provided or received for any related party receivables or payables.

Other than the ₱0.41 million due from officers /employees in 2022 and ₱1.84 million due from officers/employees in 2021, all remaining due from officers/employees are current and collectible. This assessment is undertaken each financial year through a review of the financial position of the related party and the market in which the related party operates.

Remunerations of Directors and other Key Management Personnel

In 2022 and 2021, compensation of key management personnel representing short-term benefits amounted to ₱22.03 million and ₱21.60 million in 2022 and 2021, respectively.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including any director, whether executive or otherwise, of that entity.

16. Financial Risk Management Objectives and Policies

Fair Value of Financial Assets and Financial Liabilities

Due to the short-term nature of the transactions, the fair values of cash and cash equivalents, due from officers and employees, commission receivables, refunds due from insurance companies, accounts payable, accrued and other liabilities, due to insurance companies and commissions payable approximate the amount of consideration at the time of initial recognition.

Fair Value Hierarchy

The table below presents the Company's financial instruments carried at fair value by valuation method as of December 31, 2022 and 2021. The different levels have been defined as follows:

- Level 1:* Quoted (unadjusted) market prices in active markets for identical assets or liabilities
- Level 2:* Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable; and
- Level 3:* Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable

There were no transfers between Level 1, 2 and 3 in 2022 and 2021.

Financial Risk Management Objectives and Policies

The Company's principal financial instruments as to financial assets and financial liabilities consist of receivables and due to insurance companies, respectively. The Company has various other financial assets and financial liabilities such as cash and cash equivalents, due from officers and employees, commission receivables, refunds due from insurance companies, due to insurance companies, accounts payable, accrued and other liabilities and commissions payable, respectively, which arise directly from its operations.

It is, and has been throughout the year, the Company's policy that no free-standing derivatives or trading in financial instruments shall be undertaken.



The main risks arising from the Company's financial instruments are credit risk, liquidity risk and foreign currency risk. The BOD reviews and agrees on policies for managing each of these risks which are summarized below.

Credit risk

Credit risk arise from the inability of its clients to make payments when due. It is the Company's policy to provide credit terms to credit-worthy third parties. The Company closely monitors the receivables and does not expect to incur material credit losses. The carrying amounts of receivables, net of amounts due to insurance companies and companies payable, represent the Company's maximum exposure to credit risks in relation to financial assets. There is no significant concentration of credit risk within the Company.

The maximum exposure to credit risk for the Company's financial assets, without taking to account any collateral and other credit enhancement follows:

	2022	2021
Cash and cash equivalents* (Note 5)	₱50,211,611	₱21,289,537
Receivables (Note 6)**	46,942,210	34,973,321
	97,153,821	₱56,262,858

*Excluding cash on hand amounting ₱0.02 million in 2022 and 2021.

**Net of allowance for credit losses amounting to ₱3.41 million in 2022 and ₱2.71 million in 2021

The credit quality of cash and cash equivalents is based on the nature of the counterparty and the Company's internal rating system.

Due from officers and employees, commission receivables and refunds due from insurance companies that are neither past due nor impaired are classified as "high grade" or "standard grade" if these are expected to be collected or liquidated on or before their due dates, or upon call by the Company if there are no pre-determined defined due dates. Financial assets that are past due are either classified as "impaired" or "not impaired".

Under PFRS 7, a financial asset is past due when a counterparty has failed to make a payment when contractually due.

The following tables summarize the credit quality of the Company's financial assets as of December 31, 2022 and 2021 (gross of allowance for credit losses):

	2022				
	Neither past due nor impaired		Past Due but not Impaired	Past Due and Impaired	Total
	High Grade	Standard Grade			
Loans and receivables:					
Cash in banks and cash equivalents	₱50,211,611	₱-	₱-	₱-	₱50,211,611
Due from officers and employees	11,529,207	-	-	40,989	11,570,196
Commission receivables	25,957,293	-	-	3,370,716	29,328,009
Refunds due from insurance companies	9,455,710	-	-	-	9,455,710
	₱97,153,821	₱-	₱-	₱3,411,705	₱100,565,526



	2021				Total
	Neither past due nor impaired	High Grade	Standard Grade	Past Due but not Impaired	Past Due and Impaired
Loans and receivables:					
Cash in banks and cash equivalents	P21,289,537		P-	P-	P21,289,537
Due from officers and employees	507,650		-	8,820,555	1,836,867
Commission receivables	19,552,594		-	6,092,522	874,241
	P41,349,781		P-	P14,913,077	P2,711,108
					P58,973,966

Liquidity risk

Liquidity risk arises from the possibility that the Company may encounter difficulties in raising fund to meet commitments from financial instruments.

The Company's objective is to be able to finance capital expenditures and working capital requirements. The Company uses internally generated funds from operating and investing activities. Projected and actual cash flow information is regularly evaluated and funding sources such as bank loans are continuously assessed.

The following tables summarize the maturity analysis of the Company's financial assets held for managing liquidity and financial liabilities based on contractual undiscounted receipts and payments:

	2022				Total
	On demand	Less than 3 Months	3 to 12 Months	Over 12 months	
Financial Assets					
Cash and cash equivalents	P45,532,505	P4,702,106	P-	P-	P50,234,611
Due from officers and employees	11,570,196	-	-	-	11,570,196
Commission receivables	26,519,357	-	-	-	26,519,357
Refunds due from insurance companies	9,455,710	-	-	-	9,455,710
Financial Liabilities					
Accounts payable, accrued and other liabilities	(46,425,912)	-	-	-	(46,425,912)
Due to insurance companies*	(8,534,636)	-	-	-	(8,534,636)
Commissions payable	(121,938,429)	-	-	-	(121,938,429)
Lease liabilities	-	(1,001,314)	(2,816,310)	-	(3,817,624)
Contract liability	-	(386,377)	(3,183,874)	(2,035,481)	(5,605,732)
	(P81,012,557)	P3,314,415	(P6,000,184)	(P2,035,481)	(P85,733,807)

*Pertains to premiums collections for remittance to insurance companies as of December 31, 2022.

	2021				Total
	On demand	Less than 3 Months	3 to 12 months	Over 12 months	
Financial Assets					
Cash and cash equivalents	P16,648,036	P4,664,501	P-	P-	P21,312,537
Due from officers and employees	11,165,072	-	-	-	11,165,072
Commission receivables	26,519,357	-	-	-	26,519,357
Financial Liabilities					
Accounts payable, accrued and other liabilities	(31,020,706)	-	-	-	(31,020,706)
Due to insurance companies*	(10,422,273)	-	-	-	(10,422,273)
Commissions payable	(83,310,337)	-	-	-	(83,310,337)
Lease liabilities	-	(962,993)	(4,872,447)	(3,817,624)	(9,653,064)
Contract liability	-	(378,246)	(3,654,534)	(1,183,132)	(5,215,912)
	(P70,420,851)	P3,323,262	(P8,526,981)	(P5,000,756)	(P80,625,326)

*Pertains to premiums collections for remittance to insurance companies as of December 31, 2021.



Foreign currency risk

Foreign currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Exposure to foreign currency risk arises mainly when financial assets, financial liabilities, and forecasted transactions are denominated in a currency other than the Company's local currency or will be denominated in such a currency in the planned course of business. The principal foreign currency risk to which the Company is exposed involves the United States Dollar (\$). Foreign currency risk is monitored and analyzed systematically and is managed by the Company.

The Company's foreign currency-denominated monetary assets and liabilities and their Peso equivalents follow:

	2022		2021	
	In U.S. Dollar	In Philippine Peso ⁽¹⁾	In U.S. Dollar	In Philippine Peso ⁽²⁾
Assets				
Cash and cash equivalents	49,346	₱2,751,286	24,866	₱1,268,141
Commissions receivables	82,043	4,574,307	30,534	1,557,202
Liabilities				
Due to insurance companies	(4,986)	(277,994)	(1,128)	(57,542)
Net receivable (payable) denominated in foreign currency	126,403	₱7,047,599	54,272	₱2,767,801

⁽¹⁾ The exchange rate used was ₱55.755 to US\$1.00

⁽²⁾ The exchange rate used was ₱50.999 to US\$1.00

The following table represents the sensitivity to a reasonably possible change in the Philippine Peso to US dollar with all variables held constant of the Company's income before income tax (due to changes in the fair value of monetary assets and liabilities):

		Increase (decrease) in US dollar rate	Effect on income (loss) before income tax
2022	U.S. Dollar	-8.53%	₱648,586
		+8.53%	(648,586)
2021	U.S. Dollar	-5.84%	₱161,640
		+5.84%	(161,640)

17. Leases

The Company entered into several lease contracts for its office and parking spaces and pays rentals on a monthly basis. The lease contracts are for period ranging from two (2) to three (3) years from the dates of contracts and are renewable under certain terms and conditions.

The Company also entered into an agreement for the lease of printer and photocopy machines located in the office. The lease contracts for printer and photocopy machines are short-term. The Company opted not to recognize right-of-use assets and lease liabilities on its short-term leases. Accordingly, lease payments for leased machines are recorded as 'rent expense' by the Company in its statement of comprehensive income.



The carrying amount of the Company's right-of-use assets as of December 31, 2022 and 2021 and the movements during the period are as follows:

Cost	2022	2021
Beginning Balance	₱14,816,793	₱14,652,929
Additions	—	2,213,557
Terminations	—	(2,049,693)
Ending Balance	14,816,793	14,816,793
Accumulated depreciation		
Beginning Balance	(6,117,522)	(2,937,111)
Depreciation	(5,356,022)	(5,230,104)
Terminations	—	2,049,693
Ending Balance	(11,473,544)	(6,117,522)
Net book value	₱3,343,249	₱8,699,271

The Company recognized right-of-use assets and lease liabilities for those leases previously classified as operating leases, except for short-term leases and leases of low-value assets. The right-of-use asset for all leases were recognized based on the carrying amount as if the standard had always been applied, apart from the use of incremental borrowing rate at the date of initial application. Lease liability was recognized based on the present value of the remaining lease payments, discounted using the incremental borrowing rate ranging from 6.78% to 6.99% for December 31, 2022 and ranging from 6.78% to 8.74% for December 31, 2021.

The carrying amount of the Company's lease liabilities as of December 31, 2022 and 2021 and the movements during the period are as follows:

	2022	2021
Balance at beginning of year	₱9,086,834	₱12,029,880
Additions	—	2,213,557
Interest expense on lease liabilities	461,822	786,605
Payments and terminations	(5,835,440)	(5,943,208)
Balance at end of year	₱3,713,216	₱9,086,834

Shown below is the maturity analysis of the remaining lease liabilities:

	2022	2021
Current lease liabilities	₱3,713,216	₱5,373,618
Noncurrent lease liabilities	—	3,713,216
Balance at end of year	₱3,713,216	₱9,086,834

For the years ended December 31, 2022 and 2021, the statement of comprehensive income shows the following amounts related to leases:

	2022	2021
Depreciation and amortization	₱5,356,022	₱5,230,104
Interest expense	461,822	786,605
Rent expense	223,067	190,195
	₱6,040,911	₱6,206,904



Rent expense for the years ended December 31, 2022 and 2021 amounting to ₱0.22 million and ₱0.19 million, respectively, pertains to leases other than the office space which are considered short-term.

Shown below is the maturity analysis of the undiscounted lease payments:

	2022	2021
Within one year	₱3,817,624	₱5,835,440
More than one year	—	3,817,624
	₱3,817,624	₱9,653,064

18. Contingencies

The Company has no contingent liabilities arising in the ordinary conduct of business which are either pending decision by the courts or being contested, the outcome of which are not presently determinable as of December 31, 2022. No allowance for probable losses arising from legal contingencies was recognized in the Company's financial statements in 2022.

19. Events after the Reporting Period

There have been no events subsequent to December 31, 2022 that the Company needs to report.

20. Approval of Release of the Financial Statements

The accompanying comparative financial statements of the Company were approved and authorized for issue by the BOD on August 18, 2023.

21. Supplementary Information Under Revenue Regulations No. 15-2010

On November 25, 2010, the BIR issued Revenue Regulations No. 15-2010, requiring the inclusion of information on various taxes paid and accrued during the taxable year in the notes to the financial statements.

The Company reported and/or paid the following types of taxes in 2022:

a. Output value-added tax (VAT)

The Company is a VAT-registered company with VAT output tax declaration of ₱35,277,413 for the year based on the amount received and collected as commissions and other fees amounting ₱293,978,438.



- b. Input VAT as of December 31, 2022 is shown below:

Balance at beginning of year	₱114,879
Add: Current year's domestic purchase for:	
Goods	71,536
Amortization of input VAT on capital goods	300,287
Services	7,005,891
	<u>7,492,593</u>
Application of input VAT against output VAT	<u>7,252,602</u>
Balance at end of year	<u>₱239,991</u>

- c. Withholding taxes as of December 31, 2022 consist of:

	Total Remittances	Balance
Expanded withholding taxes	₱18,625,209	₱586,299
Withholding taxes on compensation	6,641,646	355,169
	<u>₱25,266,855</u>	<u>₱941,468</u>

Total remittances pertain to tax payments made for the reporting period covering January 2022 to November 2022. The outstanding withholding tax payable balance represents the withholding taxes as of December 2022.

- d. There are no customs duties paid during the year as the Company has no importations. Further, no excise taxes were paid since the Company has no products subject to excise taxes.
- e. Taxes and license fees paid or accrued for the period ended December 31, 2022 consist of business taxes amounting to ₱2,452,105.
- f. Tax assessments and cases

The Company has not received any final assessment notice from the BIR for the taxable year ended December 31, 2022.

As of December 31, 2022, there are no outstanding tax cases under preliminary investigation, litigation and/or prosecution in courts or bodies outside the BIR.



INDEPENDENT AUDITOR'S REPORT ON SUPPLEMENTARY SCHEDULES

The Stockholders and the Board of Directors
Gotuaco, Del Rosario Insurance Brokers, Inc.
15th Floor, Chatham House
116 Valero corner V.A. Rufino Streets
Salcedo Village, Makati City

We have audited in accordance with Philippine Standards on Auditing, the financial statements of Gotuaco, Del Rosario Insurance Brokers, Inc. (the Company) as at and for the year ended December 31, 2022, and have issued our report thereon dated August 18, 2023. Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The schedules listed in the Index to the Supplementary Schedules are the responsibility of the Company's management. These schedules are presented for purposes of complying with the Insurance Commission Circular Letter Nos. 2021-65 and 2021-69 are not part of the basic financial statements. These schedules have been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, fairly state, in all material respects, the financial information required to be set forth therein in relation to the basic financial statements taken as a whole.

SYCIP GORRES VELAYO & CO.

Veronica Arce

Veronica Mae A. Arce

Partner

CPA Certificate No. 0117208

Tax Identification No. 234-282-413

BOA/PRC Reg. No. 0001, August 25, 2021, valid until April 15, 2024

SEC Partner Accreditation No. 0117208-SEC (Group A)

Valid to cover audit of 2021 to 2025 financial statements of SEC covered institutions

SEC Firm Accreditation No. 0001-SEC (Group A)

Valid to cover audit of 2021 to 2025 financial statements of SEC covered institutions

BIR Accreditation No. 08-001998-135-2021, November 10, 2021, valid until November 9, 2024

PTR No. 9369772, January 3, 2023, Makati City

August 18, 2023



**INDEPENDENT AUDITOR'S REPORT
ON SUPPLEMENTARY SCHEDULES**

The Stockholders and the Board of Directors
Gotuaco, Del Rosario Insurance Brokers, Inc.
15th Floor, Chatham House
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SYCIP GORRES VELAYO & CO.



Veronica Mae A. Arce

Partner

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Valid to cover audit of 2021 to 2025 financial statements of SEC covered institutions

SEC Firm Accreditation No. 0001-SEC (Group A)

Valid to cover audit of 2021 to 2025 financial statements of SEC covered institutions

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