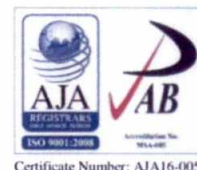




JOHN HAY MANAGEMENT CORPORATION
a member of The BCDA Group



ANNEX C

**DETAILED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2019**

INCOME	<u>CY2019</u>	<u>CY2018</u>
Service and Business Income		
Service Income		
Permit Fees	2,117,049.92	2,034,838.29
Clearance & Certification Fees	104,349.93	116,109.72
Inspection fees	43,500.00	40,000.00
Verification & Authentication Fees	8,460.00	3,492.00
Processing Fees	124,842.92	129,610.00
Fines & Penalties-Service Income	167,320.20	132,098.56
Other Service Income:	9,206,144.33	8,056,317.64
<i>Other Service Income-Common Usage Service Area</i>	7,938,913.03	7,176,365.63
<i>Other Service Income-SEZ ID & AAT</i>	512,713.30	14,520.00
<i>Other Service Income-Overtime SEZAD</i>	754,518.00	865,432.01
Total Service Income	11,771,667.30	10,512,466.21
Business Income		
Rent/Lease Income	1,652,619.53	1,974,088.67
Interest Income	1,115,740.26	1,046,101.21
Fines & Penalties-Business Income	56,306.64	-
Management Fees	90,484,376.09	90,767,338.87
Admission Fees	5,500,075.00	5,391,752.00
Other Business Income	198,000.00	185,825.00
Total Business Income	99,007,117.52	99,365,105.75
Total Service and Business Income	110,778,784.82	109,877,571.96
Gains		
Gain on Foreign Exchange (FOREX)	-	375,219.28
Gain on Sale of Property, Plant & Equipment	564,716.95	515,739.75
Total Gains	564,716.95	890,959.03
Other Non-Operating Income		
Miscellaneous Income		
Miscellaneous Income	15,702.00	175,073.00
Total Other Non-Operating Income	15,702.00	175,073.00
TOTAL INCOME	111,359,203.77	110,943,603.99

**DETAILED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2019**

EXPENSES	<u>CY2019</u>	<u>CY2018</u>
Personnel Services		
Salaries and Wages		
Salaries and Wages-Regular	(33,382,384.26)	(42,755,384.78)
Other Compensation		
Personnel Economic Relief Allowance (PERA)	(1,236,700.02)	(1,047,124.71)
Representation Allowance (RA)	(662,000.00)	(902,713.63)
Transportation Allowance (TA)	(451,929.08)	(690,379.84)
Clothing/Uniform Allowance	(330,000.00)	(208,000.00)
Honoraria	-	(236,175.00)
Overtime and Night Pay	(622,821.92)	(619,741.67)
Year End Bonus:		
Mid-Year Bonus (GCG Circ. No. 2016-01)	(2,701,400.00)	(2,581,646.46)
Year-End Bonus (GCG Circ. No. 2016-01)	(2,942,584.65)	(3,512,096.56)
Cash Gift (DBM Circ. No. 2010-1)	(269,750.00)	(261,000.00)
Other Bonuses and Allowance:		
Other Bonuses & Allowances-Rice Allowance	-	(387,900.00)
Other Bonus & Allowance-Productivity Enhancement Incentive	(795,000.00)	(257,500.00)
Other Bonuses & Allowances-Anniversary Bonus	(150,000.00)	-
Other Bonuses & Allowances-Loyalty	(60,000.00)	-
Total Other Compensation	<u>(10,222,185.67)</u>	<u>(10,704,277.87)</u>
Personnel Benefit Contributions		
SSS Retirement and Life Insurance Premiums	(943,129.80)	(720,331.00)
Employees Compensation Insurance (ECC) Premiums	(18,970.00)	(17,620.00)
Pag-IBIG Contributions	(63,150.00)	(63,050.00)
PhilHealth Contributions	(316,940.46)	(250,919.25)
Total Personnel Benefit Contributions	<u>(1,342,190.26)</u>	<u>(1,051,920.25)</u>
Other Personnel Benefits		
Terminal Leave Benefits	(2,347,498.22)	(1,068,997.49)
Other Personnel Benefit:		
Other Personnel Benefit-Maternity Benefits	(259,045.08)	(3,710.32)
Other Personnel Benefit-Business Development and Other Allowance	-	(123,076.92)
Total Other Personnel Benefits	<u>(2,606,543.30)</u>	<u>(1,195,784.73)</u>
Total Personnel Services	<u>(47,553,303.49)</u>	<u>(55,707,367.63)</u>

**DETAILED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2019**

	<u>CY2019</u>	<u>CY2018</u>
Maintenance and Other Operating Expenses		
Traveling Expenses		
Traveling Expenses-Local	(2,746,148.95)	(2,290,942.86)
Total Traveling Expenses	<u>(2,746,148.95)</u>	<u>(2,290,942.86)</u>
Training and Scholarship Expenses		
Training Expenses	<u>(2,285,356.65)</u>	<u>(2,271,616.09)</u>
Supplies and Materials Expenses		
Office Supplies Expenses	(1,478,563.26)	(838,721.40)
Accountable Forms Expenses	(10,000.00)	(21,580.00)
Fuel, Oil and Lubricants Expenses	(931,742.99)	(1,023,851.86)
Linens & Beddings Expenses	(18,900.00)	-
Semi-Expendable Machinery & Equipment Expenses	(752,047.83)	(46,422.59)
Semi-Expendable Furniture, Fixtures & Books Expenses	(266,485.00)	(158,642.13)
Other Supplies & Materials Expenses	(341,664.57)	(585,356.70)
Total Supplies and Materials Expenses	<u>(3,799,403.65)</u>	<u>(2,674,574.68)</u>
Utility Expenses		
Water Expenses	(322,282.08)	(310,224.01)
Electricity Expenses	(170,379.11)	(165,752.52)
Total Utility Expenses	<u>(492,661.19)</u>	<u>(475,976.53)</u>
Communication Expenses		
Postage and Courier Services	(20,010.28)	(16,466.00)
Telephone Expenses	(524,958.29)	(653,612.18)
Internet Subscription Expenses	(491,245.04)	(316,027.19)
Cable, Satellite, Telegraph and Radio Expenses	(13,021.14)	(14,579.17)
Total Communication Expenses	<u>(1,049,234.75)</u>	<u>(1,000,684.54)</u>
Confidential, Intelligence & Extraordinary Expenses		
Extraordinary & Miscellaneous Expenses	<u>(110,011.20)</u>	<u>(87,288.26)</u>
Professional Services		
Legal Services	(343,979.17)	(122,916.57)
Auditing Services	(2,079,152.12)	(2,048,855.03)
Consultancy Services	(793,097.14)	(139,250.00)
Other Professional Services	(4,002,055.70)	(3,799,406.88)
Total Professional Services	<u>(7,218,284.13)</u>	<u>(6,110,428.48)</u>



**DETAILED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2019**

	<u>CY2019</u>	<u>CY2018</u>
General Services		
Environment/Sanitary Services	(1,055,299.99)	(1,804,642.07)
Janitorial Services	(1,639,430.63)	(1,557,460.41)
Security Services	(1,225,134.02)	(3,459,965.69)
Other General Services	(67,900.00)	(258,876.99)
Total General Services	<u>(3,987,764.64)</u>	<u>(7,080,945.16)</u>
Repairs and Maintenance		
Repairs and Maintenance-Investment Property	(179,246.43)	(25,785.71)
Repairs and Maintenance-Buildings	(61,300.00)	-
Repairs and Maintenance-Other Structures	(163,789.73)	(74,626.25)
Repairs and Maintenance-Machinery and Equipment	(230,611.43)	(239,419.99)
Repairs and Maintenance-Transportation Equipment	(605,905.70)	(1,036,226.83)
Total Repairs and Maintenance	<u>(1,240,853.29)</u>	<u>(1,376,058.78)</u>
Taxes, Insurance Premiums and Other Fees		
Taxes, Duties & Licenses	(73,487.54)	(78,081.54)
Fidelity Bond Premiums	(26,077.50)	(63,450.00)
Insurance Expenses	(135,688.59)	(251,639.88)
Total Taxes, Insurance Premiums and Other Fees	<u>(235,253.63)</u>	<u>(393,171.42)</u>
Other Maintenance and Operating Expenses		
Advertising, Promotional & Marketing Expenses	(2,220,114.79)	(821,720.73)
Printing & Publication Expenses	(145,669.19)	(369,563.40)
Representation Expenses	(1,384,060.99)	(1,759,434.70)
Subscription Expenses	(37,782.14)	(50,541.97)
Directors & Committee Members' Fees:		
BOD_Communication Allowance-EO	(277,829.80)	(257,666.88)
BOD_Per diem	(1,976,000.00)	(2,100,000.00)
BOD_Representation & Transportation Allowance-EO	(1,416,607.53)	(1,290,029.74)
BOD_Representation Expenses	(711,171.78)	(758,069.38)
BOD_Travel Expenses	(1,373,342.06)	(1,115,754.79)
BOD_Training Expenses	(751,950.48)	(591,206.28)
Other Maintenance & Operating Expenses (OMOE)	(1,137,280.86)	(1,015,343.49)
Total Other Maintenance and Operating Expenses	<u>(11,431,809.62)</u>	<u>(10,129,331.36)</u>
Total Maintenance and Other Operating Expenses	<u>(34,596,781.70)</u>	<u>(33,891,018.16)</u>



**DETAILED STATEMENT OF COMPREHENSIVE INCOME
FOR THE YEAR ENDED 31 DECEMBER 2019**

	<u>CY2019</u>	<u>CY2018</u>
Non-Cash Expenses		
Depreciation		
Depreciation-Investment Property	(987,510.12)	(813,063.63)
Depreciation-Land Improvements	(54,792.48)	(54,970.76)
Depreciation-Buildings & Other Structures	(424,061.01)	(372,333.89)
Depreciation-Machinery and Equipment (M&E)	(675,059.49)	(665,600.11)
Depreciation-Transportation Equipment	(479,692.56)	(488,659.44)
Depreciation-Furniture, Fixtures and Books	(44,736.41)	(56,756.10)
Total Depreciation	<u>(2,665,852.07)</u>	<u>(2,451,383.93)</u>
Amortization		
Amortization-Intangible Assets	(647,672.37)	(1,126,790.35)
Impairment Loss		
Impairment Loss-Loans & Receivables	-	(194,935.24)
Losses:		
Loss on foreign Exchange (FOREX)	(271,731.72)	
Loss on Sale of Property, Plant & Equipment	-	(5,226.07)
Other Losses	(330,883.11)	-
Total Losses	<u>(602,614.83)</u>	<u>(5,226.07)</u>
Total Non-Cash Expenses	<u>(3,916,139.27)</u>	<u>(3,778,335.59)</u>
TOTAL EXPENSES	<u>(86,066,224.46)</u>	<u>(93,376,721.38)</u>
PROFIT/(LOSS) BEFORE TAX	25,292,979.31	17,566,882.61
Income Tax Expense/(Benefit)	<u>(7,949,089.60)</u>	<u>(7,054,663.33)</u>
PROFIT/(LOSS) AFTER TAX	17,343,889.71	10,512,219.28
Assistance and Subsidy	-	-
Other Comprehensive Income/(Loss) for the Period	-	-
COMPREHESIVE INCOME/(LOSS)	<u>17,343,889.71</u>	<u>10,512,219.28</u>

