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COVER SHEET

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SEC Registration Number

C O L F I N A N C I A L G R O U P , I N C . A N D S U B S I

D I A R Y

(Company's Full Name)

2 4 0 1 B P h i l i p p i n e S t o c k E x c h a n g e C

e n t r e , E x c h a n g e R o a d , O r t i g a s C e n
t e r , P a s i g C i t y

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

Ms. Catherine L. Ong

(Contact Person)

635-5735

(Company Telephone Number)

1 2 3 1

Month Day
(Calendar Year)

1 7 - Q

(Form Type)
March 31, 2012

Month Day
(Annual Meeting)

Broker

(Secondary License Type, If Applicable)

CFD

Dept. Requiring this Doc.

Not Applicable

Amended Articles Number/section

32

Total No. of Stockholders

Total Amount of Borrowings

Domestic

Foreign

To be accomplished by SEC Personnel concerned

File Number

LCU

Document ID

Cashier

STAMPS

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**SECURITIES AND EXCHANGE COMMISSION
SEC FORM 17-Q**

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

1. For the quarterly period ended: **March 31, 2012**
2. Commission identification number **A199910065**
3. BIR Tax Identification No. **203-523-208-000**
4. Exact name of issuer as specified in its charter: **COL FINANCIAL GROUP, INC.**
5. Province, country or other jurisdiction of incorporation or organization: **Pasig City,
Philippines**
6. Industry Classification Code: (SEC Use Only)
7. Address of issuer's principal office: **2401-B East Tower, Philippine Stock Exchange Centre, Exchange Road, Ortigas
Center, Pasig City** Postal Code: **1605**
8. Issuer's telephone number, including area code: **(632) 636-5411**
9. Former name, former address and former fiscal year, if changed since last report: **Not
Applicable**
10. Securities registered pursuant to Sections 8 and 12 of the Code, or Sections 4 and 8 of the
RSA:

Title of each Class	Number of shares of common stock outstanding and amount of debt outstanding
Common	466,850,000 shares

11. Are any or all of the securities listed on the Philippine Stock Exchange?

Yes [] No []

12. Indicate by check mark whether the registrant:

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

Yes [] No []

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

Yes [] No []

PART I – FINANCIAL INFORMATION

Item 1. Financial Statements.

The unaudited consolidated financial statements are filed as part of this Form 17-Q.

Item 2. Management’s Discussion and Analysis (MD&A) of Financial Conditions and Results of Operations.

The following is a discussion and analysis of the financial performance of COL Financial Group, Inc. (COL, COL Financial or the Parent Company) and COL Securities (HK) Limited (the HK Subsidiary or COLHK) collectively referred to as “The Group”. The discussion aims to provide readers with an appreciation of its business model and the key factors underlying its financial results. The MD&A should be read in conjunction with the unaudited consolidated financial statements of the Group filed as part of this report.

Company Overview

COL Financial Group, Inc. (formerly “Citiseconline.com, Inc.”) is a Filipino-owned corporation incorporated on August 16, 1999 primarily to engage in the business of broker and/or dealer of securities and to provide stock brokerage services through Internet technology.

COL is the leading online stockbroker in the Philippines today. With over 32,000 customers and over ₱21.0 billion in customer assets, it has built itself as a formidable institution and a force to reckon with in the stockbrokerage industry.

Since 2008, it has continued to be the Number 1 Broker in the Philippine Stock Exchange (PSE or the Exchange) in terms of the total number of transactions traded in the Exchange with almost 24% market share during the first quarter of 2012, besting over 130 local and foreign brokers.

With its customer-focused strategy, it aims to deliver the best service to its customers with key enhancements on its online trading platform and value-added offerings to further improve the customers’ online trading experience and empower them to make better-informed investment decisions.

COL’s mission is to make successful investors out of every Filipino by providing easy access to financial products and services that suit the different investment profiles and objectives of its customers.

Its proprietary online trading platform, www.colfinancial.com, has set the standards for online stock investing, with a full sweep of features, including up-to-date and comprehensive research and analysis, streaming market information and superior online tools and functionalities catered for both first-time investors and even the more sophisticated active market players. Over the years, it has also launched innovative products and services such as the COL Margin Facility and COL Easy Investment Program (EIP), among others, to further provide online tools and actionable investment programs to make investing more convenient and easy for all types of investors.

COL also formed the Private Clients Group (PCG), composed of a team of seasoned investment professionals, to expand its client reach by focusing on the needs of high net worth individuals and institutions by providing expert advice according to the specific investment objective and risk profile of their clients.

COL owns 100% of its HK subsidiary, COL Securities (HK) Limited (the HK Subsidiary or COLHK) which was incorporated on June 20, 2001 and commenced its operations on May 29,

2002. The change in name of COLHK from CitisecOnline.com Hong Kong Limited to its current name was approved on May 24, 2011 by the Companies Registry of the Securities and Futures Commission. COLHK is a member of the Hong Kong Exchanges (HKEx) and as such is a registered owner of a HKEx Trading Right. In August 2010, COLHK successfully upgraded and launched its online trading platform in line with COL's commitment of empowering the investors by providing them with the tools they need to make great investment decisions.

On July 12, 2006, COL completed its Initial Public Offering (IPO) of 110,000,000 common shares, thus raising its paid-up capital from ₱320.0 million to ₱464.7 million. Today, COL's market capitalization stands at over ₱10.0 billion allowing it to remain well positioned to stay ahead of its competitors, backed up with the necessary resources to strengthen its product and service delivery platform to all its customers.

On August 15, 2006, the Board of Directors (BOD) of COL approved the acquisition of the Trading Right of Mark Securities Corporation for an aggregate purchase price of ₱5.0 million. The acquisition is for the purpose of making COL a Trading Participant in the PSE.

On December 13, 2006, the BOD of the PSE approved the application of COL as a Corporate Trading Participant in the PSE through the transfer of the Trading Right registered in the name of Mark Securities Corporation and the designation of Mr. Conrado F. Bate as its Nominee Trading Participant.

On October 20, 2008, COL became a clearing member of the Securities Clearing Corporation of the Philippines (SCCP) and commenced trading directly with the PSE on February 16, 2009.

On February 21, 2012, the Securities and Exchange Commission (SEC) approved the Parent Company's application for a change in name from CitisecOnline.com, Inc. to its current name.

Over the next few years, COL will continue to strengthen its customer focus and will expand its vision by aiming to be the preferred source of financial services, a trusted provider of help and guidance and a stable firm committed to delivering great value to its customers.

COL is composed of a strong and respectable team of professionals and entrepreneurs with decades of experience and knowledge in the fields of financial services and information technology. Its Chairman, Edward K. Lee, has served as Governor and Head of the computerization committee of the PSE. Its President, Conrado F. Bate, who has over 25 years of experience in fund management and stockbroking, heads its Management Team.

Business Model

The business model of COL has three major revenue streams, primarily derived from the trading-related revenues of both its Philippine and HK operations:

1. Commission generated from trades;
2. Interest income from margin financing; and
3. Interest income from short-term placements.

With its solid foundation deeply rooted in its core values of Value, Innovation, Trust and Service, COL is well-positioned to capitalize both on the anticipated development of the capital markets as well as the vast opportunities of increasing the retail investor base in the Philippines.

Industry and Economic Review

The first quarter of 2012 proved to be a strong period for the equities market globally, driven by improving risk appetite and lower interest rates. Risk appetite increased after the European Central Bank (ECB) offered three-year loans at very attractive terms to European banks late

December last year and in February this year. This significantly reduced the likelihood of a liquidity crisis in Europe in the near term, which was the major concern of investors during the second half of 2011. Meanwhile, central banks started implementing expansionary policies globally in response to the growing downside risk to global economic growth. In the Philippines, the BSP cut key interest rates by a total of 50 basis points during the first quarter. Rates also fell due to growing confidence that the Philippines would soon receive a ratings upgrade. The 10-year T-bond yield ended 1Q12 at 5.8%, much lower than its end 1Q11 level of 7.2%.

Due to the said factors, the MSCI world index rallied by 10.9% during 1Q12. Domestically, the PSEi rose by 16.8%. The strong performance of the Philippine market was accompanied by a significant increase in value turnover from a daily average of ₱5.1 billion during 1Q11 to ₱7.8 billion during 1Q12. Foreign investors also turned net buyers, acquiring ₱18.9 billion worth of stocks during 1Q12. In contrast, they were net sellers during 1Q11, divesting ₱4.2 billion worth of stocks.

The HK market also rebounded during 1Q12, with the Hang Seng Index rising by 11.5%, the Hang Seng China Enterprises Index increasing by 8.3% and the Hang Seng China Affiliate Corp. Index climbing by 7.1%. Despite the market's recovery from its dismal performance in 2011, value turnover remained weak, falling to a daily average of HKD63.0 billion during 1Q12 from HKD75.5 billion during 1Q11. Investors remained cautious after China cut its GDP growth target from 8.0% to 7.5% as Chinese leaders signaled their intention of reducing reliance on exports and capital spending in favor of domestic consumption.

Business Review

Key Performance Indicators

The management of COL Financial regularly reviews numerous Key Performance Indicators or KPIs to determine whether or not it is on track to meet the organization's long term goals. Key Performance Indicators are quantifiable measurements that reflect an organization's critical success factors. Below are some of the Key Performance Indicators regularly reviewed by management to determine whether or not it is enhancing the value of its shareholders:

	March 31, 2012	March 31, 2011
Number of Customer Accounts	32,629	19,055
Customers' Net Equity (in millions)	₱21,713.6	₱13,528.1
Net Revenues (in millions)	₱130.1	₱101.7
Return on Equity	10.8%	7.7%
Risk Based Capital Adequacy Ratio*	643%	796%
Liquid Capital** (in millions)	HKD74.6	HKD66.0

*Parent Company only

** HK Subsidiary

COL Financial registered the highest quarterly pick-up in **customer accounts** in the first quarter of 2012. New accounts from its local operations expanded by 4,361 in the first quarter showing an increase of 25.3% from the 3,480 accounts it captured in same period last year. A healthy flow of leads and referrals generated through COL's investor seminar series and marketing campaigns as well as assertive efforts to convert such leads contributed to the noteworthy increase.

Net revenues, increased by 57.8% while **Return on equity (ROE)** computed as net income divided by average equity increased by 3.1 percentage point year-on-year. The growth in consolidated net revenues is largely due to the strong performance of the Philippine operations which more than offset the negative slowdown of the Hong Kong operations.

Customers' net equity (customers' deposited cash and stocks), went up significantly by 60.5% posting an increase of ₱8,185.5 million not only due to the rise in portfolio values of customers but also driven by the remarkable increase in the number of new accounts and as existing customers added cash and transferred stocks to their portfolio as a result of their increasing confidence in the Group's trading platform and in online investing in general.

The Parent Company and the HK Subsidiary maintain stockbroker licenses which subject both to the stringent rules of regulators in the Philippines and Hong Kong. As such, the Parent Company is required to maintain a minimum **Risk based capital adequacy ratio** (RBCA) or the ratio of total measured risk to liquid capital of 110% while the HK Subsidiary is required to maintain a **Liquid capital** of HKD3.0 million or 5% of its adjusted liabilities, whichever is higher. The RBCA ratio of the Parent Company and the liquid capital of the HK Subsidiary both consistently exceeded the minimum statutory requirement.

Material Changes in the Financial Position (March 31, 2012 vs December 31, 2011)

As of end March 2012, Consolidated Assets posted an all time high having finally reached a ₱4.0 billion level as of end of the first quarter of 2012 representing an increase of 16.6% or Php581.5 million. Likewise, Liabilities went up to ₱3.0 billion or an increase of ₱ 751.6 million. Factors contributing to these upward movements are as follows:

Cash and cash equivalents increased by ₱541.0 million or 24.7 % to ₱ 2.7 billion primarily because of the increase in the balance of Trade Payables, composed mainly of Payable to customers, which rose to ₱2.6 billion from ₱2.1 billion due to the significant increase in the number of new customer accounts.

Trade receivables composed mainly of Receivable from customers and clearing house posted a net increase of ₱47.9 million or 4.1 % . While margin availment of the Parent Company's customer went down 2.9% or ₱26.0 million from ₱896.9 million to ₱870.9 million, the balance of receivable from post paid institutional customers being handled by PCG more than doubled from ₱68.5 million as of end of 2011 to ₱142.2 million by the end of the first quarter of 2012 due to the increase in its net buying transactions which were included in the settlement cut-off.

The upward movement in Total Assets is also partly due to the increase in **Prepayments** amounting to ₱4.2 million due to the additional tax payments made for the Parent Company's municipal permits for the year 2012 because of a higher tax base coming from 2011 gross revenues and also due to the increase in **Property and Equipment** amounting to ₱3.3 million specifically because of the investments made in new top-of-the line servers to further increase the capacity and efficiency of the local trading system to complement the increasing local customer base.

On the other hand, another factor contributing to the net increase in Liabilities is the booking of ₱280.1 million cash dividends or ₱0.12 per share regular cash dividend and ₱0.48 special cash dividend per share or a total of ₱0.60 per share declared by the Board of Directors during the Parent Company's Annual Stockholders' Meeting on March 30, 2012. Stockholders of record as of April 18, 2012 are entitled to receive these cash dividends.

Meanwhile, **Accounts payable and accrued expenses** decreased by ₱29.3 million or 39.0 % primarily due to the settlement of the Group's outstanding obligations during the last quarter of 2011.

Material Changes in the Results of Operations (March 31, 2012 vs March 31, 2011)

The Group's **Consolidated Revenues** recorded a remarkable increase of ₱52.5 million or 34.6% from ₱151.7 million to ₱204.2 million year-on-year largely driven by the strength of COL's local operations. **Cost of Services**, likewise, grew by ₱16.2 million or 59.9% from

₱27.1 million to ₱43.3 million because of the increase in associated direct costs which are mostly variable in nature and are directly proportional to the movement in the trading volume which is the core line of business of the Group while **Operating Expenses** increased by ₱8.0 million or 34.9% from ₱22.9 million to ₱30.9 million. As a result of the foregoing movements, **Net Income** went up ₱47.4 million or 57.8% from ₱82.0 million to ₱129.4 million year-on-year.

The significant increase in COL's revenues is attributable to the strong performance of the Philippine market. Revenues from Philippines rose 45.3% to ₱179.0 million. Commissions, which account for 73.1% of Philippine revenues, jumped 85.6% to ₱130.8 million. During the first quarter this year, the Philippines already accounted for 88% of total revenues, up from 82% for the whole of 2011.

Overall, **Commissions** which account for 76.4% of the total revenues grew by ₱56.7 million or 57.0% to ₱156.0 million during the first quarter of 2012 from ₱99.3 million during the same period last year, driven primarily by the continuing surge in trading volumes experienced in the Philippine operations which grew by 87.0% or ₱22.8 billion to ₱48.9 billion from ₱26.1 billion. The strong performance of the Philippine market coupled with the expanding customer base allowed the Parent Company to post record-breaking results which overshadowed the decline in its HK operations.

Daily average turn over significantly increased to ₱763.9 million this year against ₱408.1 million last year. COL's market share in terms of volume of transactions jumped to 23.4% during the first quarter from 20.9% in 2011, strengthening its position as the number one stock broker in the PSE. In value terms, COL's rank also improved from 8th to 7th while market share increased by 50 basis points to 4.8% in the first quarter of 2012 from 4.3% in 2011. Hong Kong commissions, on the other hand, fell by 12.8% year-on-year from ₱28.9 million during the first quarter of 2011 to this year's ₱25.2 million primarily because of the 13.1% drop in the average daily turn-over from ₱235.6 million to ₱205.0 million. It is worth noting, however, that the percentage drop in the HK Subsidiary's turnover was lower compared to the decline recorded by the Hong Kong Exchange (HKEx). Total value-turnover on the HKEx dropped 22.0% from HKD6.1 trillion last year to HKD4.7 trillion this year. Hong Kong did not keep in line with the global market performance for the first quarter of 2012r, given the local political uncertainty of a new Chief Executive whose policies on housing supply were viewed as negative towards real estate prices which is the large contributing factor of Hong Kong's economy. Tailwinds from the tight monetary policies applied by China also dampened investor enthusiasm.

Another major source of revenues of the Group is the **Interest** income, mostly from margin financing. During the first quarter of 2012, total margin interest earned decreased by 19.2% from ₱40.0 million to ₱32.3 million as a result of the decline in the average monthly margin utilization from ₱1.2 billion to ₱972.5 million. During the first quarter, customers utilized less of their margin facility, as the market rose steadily from the October 2011 lows making it difficult to build a substantial position without having to chase prices. The decline in margin interest income was, however, offset by the increase in the amount of interest earned from bank placements, which went up by 292.6% to ₱14.9 million from ₱3.8 million, year-on-year.

The increase in the Cost of Services was driven primarily by the increase in the amount of **Commissions** paid to the Private Clients Group handling the high net worth and institutional accounts and the incentives given to the sales team for facilitating the opening of new accounts. Commission and referral fees amounted to ₱22.4 million during the first quarter of 2012 versus ₱11.9 million during the same period last year. Moreover, **Stock exchange dues and fees** which moves in direct proportion to the value of trading transactions executed increased by 64.8% to ₱3.5 million due to the significant increase in the trading volume of the Parent Company while **Communication** increased 59.5% to ₱5.3 million this year against last year's ₱3.3 million due to subscription to additional leased lines and increased bandwidth intended to complement the requirements of an increasing number of local customers and in preparation for the provision of real-time streaming data. Payroll costs of personnel directly involved in operations likewise

increased 17.5% to ₱10.4 million from ₱8.8 million as more people were added to support the manpower requirements of a growing local operation and as salaries were aligned to market.

Further, the increase in Operating Expenses was brought about by the 72.2% increase in the **Depreciation** expense booked to ₱4.2 million from ₱2.5 million as the cost of the capital expenditures made to beef up and further enhance the trading facility of the Parent Company starting in the second quarter of 2011 and until the first quarter of 2012 were charged to operations. Meanwhile, **Personnel costs** of administrative staff increased by 22.4% due to the across-the-board salary adjustments made.

Professional fees also posted a 23.2% increase of ₱1.3 million to ₱6.8 million due to the engagement of the services of an IT consultant for the web and client side program and systems analysis, design, development and maintenance.

A **loss on financial assets at FVPL** of ₱1.7 million was also booked during the first quarter of 2012 which contributed to the increase in the total operating expenses.

Other Matters

- a. We are not aware of any known trends, demands, commitments, events or uncertainties that will have a material impact on the Group's liquidity. The Group has not defaulted in paying its obligations which arise mostly from withdrawals made by customers. In addition, obligations of the Parent Company are fully funded in compliance with the Securities Regulation Code (SRC) Rule 49.2 while the HK Subsidiary maintains a fund for the exclusive benefit of its customers in compliance with the regulations of the Securities and Futures Commission of Hong Kong.
- b. We are not aware of any events that will trigger direct or contingent financial obligation that is material to the Group, including any default or acceleration of an obligation.
- c. We are not aware of any material off-balance sheet transactions, arrangements, obligations (including contingent obligations) and other relationships of the Group with other persons created during the reporting period.
- d. We are not aware of any material commitments for capital expenditures.
- e. We are not aware of any known trends, events or uncertainties that have had or that are reasonably expected to have a material favorable or unfavorable impact on net sales or revenues or income from continuing operations of the Group.
- f. We are not aware of any significant elements of income or loss that did not arise from the Group's continuing operations.
- g. We are not aware of any seasonal aspects that had a material effect on the financial condition or results of operations of the Group.

PART II – OTHER INFORMATION

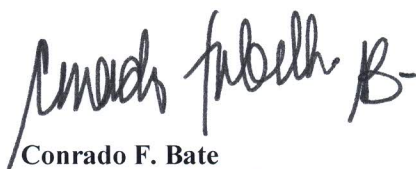
Not applicable. There are no material disclosures that have not been reported under SEC Form 17-C covered by this period.

SIGNATURES

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

Registrant: **COL FINANCIAL GROUP, INC.**

By:



Conrado F. Bate
President and Chief Executive Officer
May 18, 2012



Catherine L. Ong
Senior Vice President and Chief Finance Officer
May 18, 2012



Lorena E. Velarde
Vice President and Financial Controller
May 18, 2012

COL FINANCIAL GROUP, INC. AND SUBSIDIARY
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

	March 31, 2012 (Unaudited)			December 31, 2011 (Audited)		
	Money Balance	Security Valuation		Money Balance	Security Valuation	
		Long	Short		Long	Short
ASSETS						
Current Assets						
Cash and cash equivalents (Note 4)	₱2,729,989,307			₱2,188,940,069		
Financial assets at fair value through profit or loss (FVPL; Note 5)	485,062	₱485,062		1,313,282	₱1,313,282	
Trade receivables (Note 6)	1,208,618,469	4,311,326,523		1,160,690,295	4,359,793,839	
Other receivables (Note 6)	10,997,489			8,130,814		
Prepayments	6,436,051			2,206,021		
Total Current Assets	3,956,526,378			3,361,280,481		
Noncurrent Assets						
Property and equipment (Note 8)	45,020,195			41,731,847		
Intangibles (Note 9)	22,666,539			23,027,647		
Deferred income tax assets - net (Note 17)	55,886,528			75,178,490		
Other noncurrent assets (Note 10)	11,256,691			8,626,513		
Total Noncurrent Assets	134,829,953			148,564,497		
TOTAL ASSETS	₱4,091,356,331			₱3,509,844,978		
Securities in box, in Philippine Depository and Trust Corporation and Hong Kong Securities Clearing Company, Limited			₱20,092,906,746			₱15,793,197,812

(Forward)

	March 31, 2012 (Unaudited)			December 31, 2011 (Audited)		
	Money Balance	Security Valuation		Money Balance	Security Valuation	
		Long	Short		Long	Short
LIABILITIES AND EQUITY						
Current Liabilities						
Trade payables (Note 11)	₱2,634,322,539	₱15,781,095,161		₱2,133,524,943	₱11,432,090,691	
Other current liabilities (Note 12)	45,892,754			75,193,971		
Dividend payable (Note 13)	280,110,000			–		
Income tax payable	–			–		
Total Current Liabilities	2,960,325,293			2,208,718,914		
Noncurrent Liability						
Retirement obligation (Note 16)	6,152,980			6,152,980		
Total Liabilities	2,966,478,273			2,214,871,894		
Equity (Notes 13 and 16)						
Capital stock	466,850,000			458,550,000		
Capital in excess of par value	47,499,024			44,899,024		
Cost of share-based payment	39,942,365			63,541,685		
Accumulated translation adjustment	(32,781,620)			(26,007,546)		
Retained earnings:						
Appropriated	75,458,202			45,004,197		
Unappropriated	527,910,087			708,985,724		
Total Equity	1,124,878,058			1,294,973,084		
TOTAL LIABILITIES AND EQUITY	₱4,091,356,331	₱20,092,906,746	₱20,092,906,746	₱3,509,844,978	₱15,793,197,812	₱15,793,197,812

See accompanying Notes to Consolidated Financial Statements.

COL FINANCIAL GROUP, INC. AND SUBSIDIARY
UNAUDITED CONSOLIDATED STATEMENTS OF INCOME

	For the three months Ended March 31	
	2012	2011
REVENUES		
Commissions	₱155,976,050	₱99,323,830
Others:		
Interest (Notes 4, 6, 7 and 14)	47,244,184	43,781,989
Gain on financial assets at FVPL - net (Note 5)	–	7,680,773
Foreign exchange gains - net	–	110,828
Others	1,004,735	795,399
	204,224,969	151,692,819
COST OF SERVICES		
Commission expense (Note 18)	22,429,648	11,928,914
Personnel costs - operations (Note 15)	10,392,820	8,846,458
Stock exchange dues and fees	3,526,626	2,139,953
Central depository fees	1,448,606	870,728
Others:		
Communications	5,252,708	3,292,590
Others	237,132	–
	43,287,540	27,078,643
GROSS PROFIT	160,937,429	124,614,176
OPERATING EXPENSES		
Administrative expenses:		
Professional fees (Note 18)	6,830,173	5,545,619
Personnel costs (Note 15)	5,659,013	4,622,065
Rentals (Note 19)	2,455,939	1,900,559
Stock option expense (Notes 16 and 18)	1,313,000	442,000
Taxes and licenses	1,016,466	698,273
Power, light and water	893,149	612,615
Insurance and bonds	579,873	254,000
Advertising and marketing	516,025	599,389
Security and messengerial services	490,788	393,584
Condominium dues	439,518	322,728
Trainings, seminars and meetings	427,954	403,016
Office supplies	413,743	388,854
Bank charges	396,774	184,781
Representation and entertainment	230,025	87,256
Repairs and maintenance	219,574	191,653
Communications	219,470	264,187
Membership fees and dues	218,958	145,853
Transportation and travel	191,880	449,698
Directors' fees	100,000	100,000
Others	361,950	268,600
	22,974,272	17,874,730
Depreciation and amortization (Note 8)	4,234,304	2,458,856
Provision for credit losses (Note 6)	1,899,162	2,537,916
Loss on Financial Assets at FVPL-net	1,742,935	–
Foreign exchange losses-net	7,448	–
	30,858,121	22,871,502
INCOME BEFORE INCOME TAX	130,079,308	101,742,674
PROVISION FOR (BENEFIT FROM) INCOME TAX (Note 17)		
Current	708,126	19,431,516
Deferred	(117,186)	270,810
	590,940	19,702,326
NET INCOME	₱129,488,368	₱82,040,348

See accompanying Notes to Consolidated Financial Statements.

COL FINANCIAL GROUP, INC. AND SUBSIDIARY
UNAUDITED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

	For the three months Ended March 31	
	2012	2011
NET INCOME	₱129,488,368	₱82,040,348
OTHER COMPREHENSIVE INCOME (LOSS)		
Translation adjustments- net of tax	(6,774,074)	(3,385,256)
TOTAL COMPREHENSIVE INCOME	₱122,714,294	₱78,655,092
Earnings Per Share (Note 23)		
Basic	0.28	0.19
Diluted	0.27	0.17

See accompanying Notes to Consolidated Financial Statements.

COL FINANCIAL GROUP, INC. AND SUBSIDIARY

UNAUDITED CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

FOR THE THREE MONTHS ENDED MARCH 31, 2012

(With Comparative Figures for the Three Months Ended March 31, 2011)

	Capital Stock	Capital In Excess of Par Value	Cost of Share-Based Payment	Accumulated Translation Adjustment	Retained Earnings		Total
					Appropriated	Unappropriated	
Balances at December 31, 2010	₱442,650,000	₱35,539,024	₱71,073,568	(₱26,873,680)	₱26,881,330	₱569,969,715	₱1,119,239,957
Issuance of shares upon exercise of stock options (Note 16)	900,000	–	–	–	–	–	900,000
Cost of share-based payment (Note 16)	–	–	(1,637,042)	–	–	–	(1,637,042)
Declaration of cash dividend (Note 13)	–	–	–	–	–	(177,420,000)	(177,420,000)
Net income for the period	–	–	–	–	–	82,040,348	82,040,348
Other comprehensive loss	–	–	–	(3,385,256)	–	–	(3,385,256)
Total comprehensive income (loss) for the year	–	–	–	(3,385,256)	–	82,040,348	78,655,092
Appropriation of retained earnings (Note 13)	–	–	–	–	18,122,867	(18,122,867)	–
Balances at March 31, 2011	₱443,550,000	₱35,539,024	₱69,436,526	(₱30,258,936)	₱45,004,197	₱456,467,196	₱1,019,738,007
Balances at December 31, 2011	₱458,550,000	₱44,899,024	₱63,541,685	(₱26,007,546)	₱45,004,197	₱708,985,724	₱1,294,973,084
Issuance of shares upon exercise of stock options (Note 16)	8,300,000	2,600,000	–	–	–	–	10,900,000
Cost of share-based payment (Note 16)	–	–	(23,599,320)	–	–	–	(23,599,320)
Declaration of cash dividend (Note 13)	–	–	–	–	–	(280,110,000)	(280,110,000)
Net income for the period	–	–	–	–	–	129,488,368	129,488,368
Other comprehensive loss	–	–	–	(6,774,074)	–	–	(6,774,074)
Total comprehensive income for the year	–	–	–	(6,774,074)	–	129,488,368	122,714,294
Appropriation of retained earnings (Note 13)	–	–	–	–	30,454,005	(30,454,005)	–
Balances at March 31, 2012	₱466,850,000	₱47,499,024	₱39,942,365	(₱32,781,620)	₱75,458,202	₱527,910,087	₱1,124,878,058

See accompanying Notes to Consolidated Financial Statements

COL FINANCIAL GROUP, INC. AND SUBSIDIARY
UNAUDITED CONSOLIDATED STATEMENTS OF CASH FLOWS

	For the three months Ended March 31	
	2012	2011
CASH FLOWS FROM OPERATING ACTIVITIES		
Income before income tax	P130,079,308	P101,742,674
Adjustments for:		
Interest income (Notes 4, 6, 7 and 14)	(47,244,184)	(43,781,989)
Depreciation and amortization (Note 8)	4,234,304	2,458,856
Stock option expense (Note 16)	1,313,000	442,000
Gain on disposal of HTM investment (Note 7)	–	(3,974,316)
Unrealized loss (gain) on financial assets at FVPL	58,189	(3,588,829)
Provision for impairment losses on other noncurrent assets	–	2,537,916
Dividend income (Note 5)	(75)	(1,100)
Operating income before working capital changes	88,440,542	55,835,212
Changes in operating assets and liabilities:		
Decrease (increase) in:		
Trade receivables	(60,741,798)	(135,583,346)
Other receivables	(3,808,293)	(19,723,123)
Financial assets at FVPL	770,031	(5,308,512)
Prepayments	(4,249,483)	(3,491,780)
Other noncurrent assets	(4,512,058)	(508,383)
Increase in:		
Trade payables	504,389,190	9,476,802
Other current liabilities	(29,194,093)	(27,654,601)
Net cash generated from (used in) operations	491,094,038	(126,957,731)
Interest received	47,437,054	45,223,045
Income taxes paid	1,816,293	(5,808,245)
Dividends received	75	1,100
Net cash flows from (used in) operating activities	540,347,460	(87,541,831)
CASH FLOWS FROM INVESTING ACTIVITIES		
Proceeds from sale of HTM investment	–	106,474,792
Acquisition of property and equipment (Note 8)	(7,849,803)	(2,974,271)
Proceeds from disposal of property and equipment (Note 8)	251,581	–
Net cash flows from (used in) investing activities	(7,598,222)	103,500,521
CASH FLOWS FROM FINANCING ACTIVITIES		
Issuance of additional shares (Notes 13 and 16)	8,300,000	900,000
Net cash flows from financing activities	8,300,000	900,000
NET INCREASE IN CASH AND CASH EQUIVALENTS	541,049,238	16,858,690
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD	2,188,940,069	796,209,875
CASH AND CASH EQUIVALENTS AT END OF PERIOD (Note 4)	P2,729,989,307	P813,068,565

See accompanying Notes to Consolidated Financial Statements.

COL FINANCIAL GROUP, INC. AND SUBSIDIARY

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

1. Corporate Information

COL Financial Group, Inc. (COL Financial, Parent Company) was registered with the Philippine Securities and Exchange Commission (SEC) on August 16, 1999, primarily to engage in the business of broker of securities and to provide stockbrokerage services through innovative internet technology. COL Securities (HK) Limited (COLHK, Subsidiary), a wholly-owned foreign subsidiary, was domiciled and incorporated in Hong Kong, primarily to act as stockbroker and invest in securities. In the normal course of business, the Parent Company and COLHK (the Group) are also engaged in providing financial advice, in the gathering and distribution of financial and investment information and statistics and in acting as financial, commercial or business representative. The registered address of the Parent Company is Unit 2401-B East Tower, PSE Centre, Exchange Road, Ortigas Center, Pasig City, Philippines. The registered address of COLHK is Room 803, Luk Yu Building, 24-26 Stanley Street, Hong Kong.

2. Basis of Preparation, Statement of Compliance and Summary of Significant Accounting Principles

Basis of Preparation

The consolidated financial statements have been prepared on a historical cost basis, except for financial assets at fair value through profit or loss (FVPL), which have been measured at fair value. The Group's consolidated financial statements are presented in Philippine peso, which is the presentation currency under Philippine Financial Reporting Standards (PFRS). Based on the economic substance of the underlying circumstances relevant to the Group, the functional currencies of the Parent Company and COLHK have been determined to be Philippine peso and Hong Kong (HK) dollar, respectively. All values are rounded to the nearest peso, except as otherwise indicated.

Statement of Compliance

The consolidated financial statements of the Group have been prepared in compliance with the PFRS, except for the use of closing prices for the valuation of equity securities as required by the Securities Regulation Code (SRC). PFRS requires the use of current bid prices for valuation of equity securities held.

Basis of Consolidation

The consolidated financial statements include the accounts of the Parent Company and COLHK, a 100% owned and controlled foreign subsidiary, after eliminating significant intercompany balances and transactions.

The Subsidiary is consolidated from the date of acquisition, being the date on which the Parent Company obtains control, and continues to be consolidated until the date that such control ceases. The financial statements of the Subsidiary are prepared for the same reporting year as the Parent Company, using uniform accounting policies for like transactions and other events in similar circumstances.

Changes in Accounting Policies

The accounting policies adopted are consistent with those of the previous financial year.

Summary of Significant Accounting Policies

Foreign Currency Translation

Transactions in foreign currencies are initially recorded in the prevailing functional currency exchange rate at the date of the transaction. Monetary assets and liabilities denominated in foreign currencies are restated at the closing functional currency rate of exchange at the reporting date. All differences are taken to the consolidated statement of income.

The financial statements of the foreign consolidated subsidiary are translated at closing exchange rates with respect to the consolidated statement of financial position, and at the average exchange rates for the year with respect to the consolidated statement of income. Resulting translation differences are included in equity (under accumulated translation adjustment). Upon disposal of the foreign subsidiary, accumulated exchange differences are recognized in the consolidated statement of income as a component of the gain or loss on disposal.

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 dates of acquisition and that are subject to insignificant risk of changes in value.

Cash in Banks - Reserve Bank Account

Cash in banks - reserve bank account includes Parent Company's reserved cash in compliance with SRC Rule 49.2 covering customer protection and custody of securities and clients' monies maintained by COLHK with a licensed bank arising from its normal course of business.

Financial Instruments - Initial Recognition and Subsequent Measurement

Date of Recognition

Financial instruments are recognized in the consolidated statement of financial position when the Group becomes a party to the contractual provisions of the instrument. 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 trade date.

Initial Recognition and Classification of Financial Instruments

All financial assets, including trading and investment securities and loans and receivables, are initially measured at fair value. Except for securities valued at FVPL, the initial measurement of financial assets includes transaction costs. The Group classifies its financial assets in the following categories: financial assets at FVPL, HTM investments, available-for-sale (AFS) investments, and loans and receivables. The classification depends on the purpose for which the financial instruments were acquired and whether they are quoted in an active market. Management determines the classification of its financial instruments at initial recognition and, where allowed and appropriate, re-evaluates such designation at every reporting date. The Group's financial assets are of the nature of financial assets at FVPL, HTM investments, and loans and receivables. As at March 31, 2012 and December 31, 2011, the Group has no AFS investments.

Also under PAS 39, all financial liabilities are recognized initially at fair value and in the case of loans and borrowings, plus directly attributable transaction costs. Financial liabilities are classified as at FVPL or other financial liabilities. The Group's financial liabilities as at March 31, 2012 and December 31, 2011 are of the nature of other financial liabilities.

Financial instruments are classified as liabilities or equity in accordance with the substance of the contractual arrangement. Interest, dividends, gains and losses relating to a financial instrument or a

component that is a financial liability are reported as expense or income. Distributions to holders of financial instruments classified as equity are charged directly to equity net of any related income tax benefits.

Financial Assets and Financial Liabilities at FVPL

Financial assets and financial liabilities at FVPL include financial assets and financial liabilities held for trading purposes, financial assets and financial liabilities designated upon by management at initial recognition as at FVPL, and derivative instruments (including bifurcated embedded derivatives). Financial assets and financial liabilities are classified as held for trading if they are acquired for the purpose of selling and repurchasing in the near term.

Financial assets or financial liabilities are designated as at FVPL on initial recognition when the following criteria are met:

- The designation eliminates or significantly reduces the inconsistent treatment that would otherwise arise from measuring the assets or liabilities or recognizing gains or losses on them on a different basis; or
- The assets and liabilities are part of a group of financial assets, financial liabilities or both which are managed and their performance evaluated on a fair value basis, in accordance with a documented risk management or investment strategy; or
- The financial instrument contains an embedded derivative, unless the embedded derivative does not significantly modify the cash flows or it is clear, with little or no analysis, that it would not be separately recorded.

Financial assets and financial liabilities at FVPL are recorded in the consolidated statement of financial position at fair value. Changes in fair value are recorded in 'Gain on financial assets at FVPL - net' in the consolidated statement of income. Interest earned or incurred is recorded in interest income or expense, respectively, while dividend income is recorded in other revenues according to the terms of the contract, or when the right of the payment has been established.

As at March 31, 2012 and December 31, 2011, the Group has no financial assets and financial liabilities that have been designated as at FVPL.

Embedded Derivatives

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

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

Separated embedded derivatives are classified as financial assets or financial liabilities at FVPL unless they are designated as effective hedging instruments. Derivative instruments are initially recognized at fair value on the date in which a derivative transaction is entered into or bifurcated, and are subsequently

re-measured at fair value. Derivatives are carried as assets when the fair value is positive and as liabilities when the fair value is negative. Consequently, gains and losses from changes in fair value of these derivatives are recognized immediately in the consolidated statement of income.

The Group assesses whether embedded derivatives are required to be separated from host contracts when the Group first becomes party to the contract. Reassessment only occurs if there is a change in the terms of the contract that significantly modifies the cash flows that would otherwise be required.

As at March 31, 2012 and December 31, 2011, the Group has no bifurcated embedded derivatives.

HTM Investments

HTM investments are quoted non-derivative financial assets with fixed or determinable payments and fixed maturities for which the Group's management has the positive intention and ability to hold to maturity. Where the Group sells other than an insignificant amount of HTM investments, during either the current financial year or the two preceding financial years, the entire category would be tainted and reclassified as AFS investments and will be re-measured to fair value. After initial measurement, these investments are subsequently measured at amortized cost using the effective interest rate method (EIR), less impairment in value. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees that are an integral part of the EIR.

The amortization is included in 'Interest income' in the consolidated statement of income. Gains and losses are recognized in income when the HTM investments are derecognized and impaired, as well as through the amortization process. The losses arising from impairment of such investments are recognized in the consolidated statement of income.

Loans and Receivables

These are non-derivative financial assets with fixed or determinable payments and fixed maturities that are not quoted in an active market. They arise when the Group provides money, goods or services directly to a debtor with no intention of trading the receivables.

This accounting policy mainly relates to the consolidated statement of financial position captions 'Cash and cash equivalents' and 'Trade and other receivables', which arise primarily from service revenues and other types of receivables.

Receivables are recognized initially at fair value, which normally pertains to the billable amount. After initial measurement, loans and receivables are subsequently measured at amortized cost using the EIR method, less allowance for credit losses. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees and costs that are an integral part of the EIR. The amortization is included in 'Interest income' in the consolidated statement of income. The losses arising from impairment are recognized in 'Provision for credit losses' in the consolidated statement of income.

Other Financial Liabilities

Issued financial instruments or their components, which are not designated as at FVPL are classified as other financial liabilities, where the substance of the contractual arrangement results in the Group having an obligation either to deliver cash or another financial asset to the holder, or to satisfy the obligation other than by the exchange of a fixed amount of cash or another financial asset for a fixed number of own equity shares. The components of issued financial instruments that contain both liability and equity elements are accounted for separately, with the equity component being assigned the residual amount after deducting from the instrument as a whole the amount separately determined as the fair value of the liability component on the date of issue. After initial measurement, other financial liabilities are measured at amortized cost using the EIR method. Amortized cost is calculated by taking into account any discount or premium on the issue and fees that are an integral part of the EIR. Any effects of restatement of foreign currency-denominated liabilities are recognized in 'Foreign exchange gains - net'

account in the consolidated statement of income.

This accounting policy applies primarily to the consolidated statement of financial position captions 'Trade payables' and 'Other current liabilities' and other obligations that meet the above definition (other than liabilities covered by other accounting standards, such as income tax payable).

Fair Value

The fair value of financial instruments that are actively traded in organized financial markets is determined by reference to quoted market close prices at the close of business on the reporting date.

For investments where there is no active market, fair value is determined using valuation techniques. Such techniques include comparison to similar investments for which market observable prices exist and discounted cash flow analysis or other valuation models.

Day 1 Difference

Where the transaction price in a non-active market is different from the fair value from other observable current market transactions in the same instrument or based on a valuation technique whose variables include only data from observable market, the Group recognizes the difference between the transaction price and fair value (a "Day 1" difference) in the Group statement of income unless it qualifies for recognition as some other type of asset. In cases where fair value is determined using data which is not observable, the difference between the transaction price and model value is recognized in the Group statement of income only when the inputs become observable or when the instrument is derecognized. For each transaction, the Group determines the appropriate method for recognizing the "Day 1" difference amount.

Trade Receivables and Payables

Trade receivable from customers, which include margin accounts, and payables to clearing house and other brokers arise from securities purchased (in a regular way transaction) that have been contracted for but not yet delivered on the reporting date. Payable to customers and receivable from clearing house and other brokers arise from securities sold (in a regular way transaction) that have been contracted for but not yet delivered on the reporting date. Refer to the accounting policy for 'Loans and Receivables' and 'Other Financial Liabilities' for recognition and measurement.

Derecognition of Financial Instruments

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:

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

When the Group has transferred its rights to receive cash flows from an asset and has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Group's continuing involvement in the asset. Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the

original carrying amount of the asset and the maximum amount of consideration that the Group could be required to repay.

When the Group continues to recognize an asset to the extent of its continuing involvement, the entity also recognizes an associated liability. Despite the other measurement requirements in PFRS, the transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the entity has retained. The associated liability is measured in such a way that the net carrying amount of the transferred asset and the associated liability is:

- a. the amortized cost of the rights and obligations retained by the entity, if the transferred asset is measured at amortized cost; or
- b. equal to the fair value of the rights and obligations retained by the entity when measured on a stand-alone basis, if the transferred asset is measured at fair value.

The Group shall continue to recognize any income arising on the transferred asset to the extent of its continuing involvement and shall recognize any expense incurred on the associated liability.

Financial Liabilities

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or has expired.

Where 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 exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the consolidated statement of income.

Impairment of Financial Assets

The Group assesses at each reporting date whether a financial asset or group of financial assets is impaired.

Assets Carried at Amortized Cost

The Group first assesses whether objective evidence of impairment exists individually for financial assets that are individually significant, and individually or collectively for financial assets that are not individually significant. If it is determined that no objective evidence of impairment exists for an individually assessed financial asset, whether significant or not, the asset is included in a group of financial assets with similar credit risk characteristics and that group of financial assets is collectively assessed for impairment. Assets that are individually assessed for impairment and for which an impairment loss is or continues to be recognized are not included in a collective assessment of impairment.

If there is objective evidence that an impairment loss on loans and receivables carried at amortized cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original EIR (i.e., the EIR computed at initial recognition). The carrying amount of the asset shall be reduced either directly or through the use of an allowance account. The amount of the loss shall be recognized in the consolidated statement of income.

If, in a subsequent period, the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized

impairment loss is reversed. Any subsequent reversal of an impairment loss is recognized in the consolidated statement of income, to the extent that the carrying value of the asset does not exceed its amortized cost at the reversal date.

In relation to receivables, a provision for credit losses is made when there is objective evidence (such as the probability of insolvency or significant financial difficulties of the debtor) that the Group will not be able to collect all of the amounts due under the original terms of the invoice. The carrying amount of the receivable is reduced through the use of an allowance account. Impaired debts are derecognized when they are assessed as uncollectible.

Offsetting

Financial assets and liabilities are only offset and the net amount reported in the consolidated statement of financial position when there is a legally enforceable right to offset the recognized amounts and the Group intends to either settle on a net basis, or to realize the asset and the liability simultaneously.

Property and Equipment

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

The initial cost of property and equipment comprises its purchase price, including import duties, non-refundable taxes and any directly attributable costs of bringing the asset to its working condition and location for its intended use. Expenditures incurred after the property and equipment have been put into operations, such as repairs and maintenance, are normally charged against income in the period when 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 additional costs of property and equipment.

Each part of an item of property and equipment with a cost that is significant in relation to the total cost of the item is depreciated separately.

Depreciation and amortization is computed on the straight-line basis over the following estimated useful lives of the assets:

<u>Category</u>	<u>Number of Years</u>
Furniture, fixtures and equipment	3-10
Lease improvements	5 or term of lease, whichever is shorter

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

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the consolidated statement of income in the year the asset is derecognized. The asset's residual values, if any, useful lives and methods are reviewed and adjusted if appropriate, at each financial year end.

Intangibles

Intangibles are composed of exchange trading rights, which are carried at cost less any allowance for

impairment losses. Exchange trading rights are reviewed for impairment annually or more frequently if events or changes in circumstances indicate that the carrying values may be impaired. The exchange trading rights are deemed to have indefinite useful lives as there is no foreseeable limit to the period over which the asset is expected to generate net cash inflows for the Group. The Group does not intend to sell the exchange trading rights in the near future.

Input Value-added Taxes (VAT)

Input VAT represents VAT imposed on the Parent Company by its suppliers and contractors for the acquisition of goods and services required under Philippine taxation laws and regulations.

Input VAT is stated at its estimated net realizable values.

Impairment of Non-financial Assets

The Group assesses at each reporting date whether there is an indication that its property and equipment, intangibles and other noncurrent assets may be impaired. If any such indication exists or when the annual impairment testing for an asset is required, the Group makes an estimate of the asset's recoverable amount. An asset's recoverable amount is the higher of the asset's value-in-use or its fair value less costs to sell. The fair value less costs to sell is the amount obtainable from the sale of an asset at an arm's-length transaction, while value-in-use is the present value of estimate future cash flows expected to arise from the continuing use of an asset and from its disposal at the end of its useful life. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. An impairment loss is recognized by a charge against current operations for the excess of the carrying amount of an asset over its recoverable amount in the year in which it arises.

A previously recognized impairment loss is reversed by a credit to current operations to the extent that it does not restate the asset to a carrying amount in excess of what would have been determined (net of any accumulated depreciation and amortization) had no impairment loss been recognized for the asset in prior years.

Leases

Determination of Whether an Arrangement Contains a Lease

The determination of whether an arrangement is, or contains a lease is based on the substance of the arrangement and requires an assessment of whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset. A reassessment is made after inception of the lease only if one of the following applies:

- (a) There is a change in contractual terms, other than a renewal or extension of the arrangement;
- (b) A renewal option is exercised or extension granted, unless that term of the renewal or extension was initially included in the lease term;
- (c) There is a change in the determination of whether fulfillment is dependent on a specified asset; or
- (d) There is a substantial change to the asset.

Where a reassessment is made, lease accounting shall commence or cease from the date when the change in circumstances gave rise to the reassessment for scenarios (a), (c) or (d) above, and at the date of renewal or extension period for scenario (b).

Group as a Lessee

Leases where the lessor retains substantially all the risks and benefits of ownership of the asset are classified as operating leases. Operating lease payments are recognized as an expense in the consolidated statement of income on a straight-line basis over the lease term.

Provisions

Provisions are recognized when the Group 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. If the effect of the time value of money is material, provisions are made by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and, 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 an interest expense.

Where the Group expects some or all of a provision to be reimbursed, 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 consolidated statement of income, net of any reimbursement.

Capital Stock and Capital in Excess of Par Value

The Parent Company has issued capital stock that is classified as equity. Incremental costs directly attributable to the issue of new capital stock are shown in equity as a deduction, net of any related tax benefit, from the proceeds.

Where the Group purchases the Parent Company's capital stock (treasury shares), the consideration paid, including any directly attributable incremental costs (net of applicable taxes) is deducted from equity attributable to the Parent Company's stockholders until the shares are cancelled or reissued. Where such shares are subsequently reissued, any consideration received, net of any directly attributable incremental transaction costs and the related tax effects, is included in equity.

Amount of contribution in excess of par value is accounted for as a capital in excess of par value. Capital in excess of par value also arises from additional capital contribution from the stockholders.

Retained Earnings

Retained earnings are accumulated profits realized out of normal and continuous operations of the business after deducting therefrom distributions to stockholders and transfers to capital or other accounts. Cash and stock dividends are recognized as a liability and deducted from equity when they are approved by the Group's BOD and stockholders, respectively. Dividends for the year that are approved after the reporting date are dealt with as an event after the reporting date. Retained earnings may also include effect of changes in accounting policy as may be required by the standard's transitional provisions.

Revenue Recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Group and the revenue can be reliably measured. The Group is acting as principal in all arrangements except for its brokerage transactions. The following specific recognition criteria must also be met before revenue is recognized:

Commissions

Commissions are recognized as income upon confirmation of trade deals. These are computed based on a flat rate for every trade transaction.

Interest

Interest income is recognized as it accrues taking into account the effective yield of the asset.

Dividend

Dividend income is recognized when the right to receive payment is established, which is the date of declaration.

Expenses

Expenses are decreases in economic benefits during the accounting period in the form of outflows or decrease of assets or incurrence of liabilities that result in decreases in equity, other than those relating to distributions to equity participants. Expenses are recognized when the related revenue is earned or when the service is incurred. The majority of expenses incurred by the Group such as commissions, personnel costs, professional fees, and computer services, are overhead in nature and are recognized with regularity as the Group continues its operations.

Share-Based Payment Transactions

Certain employees (including senior executives) of the Group receive remuneration in the form of share-based payment transactions, whereby employees render services in exchange for shares or rights over shares ('equity-settled transactions').

The cost of equity-settled transactions with employees is measured by reference to the fair value at the date at which they are granted. In valuing equity-settled transactions, vesting conditions, including performance conditions, other than market conditions (conditions linked to share prices), shall not be taken into account when estimating the fair value of the shares or share options at the measurement date. Instead, vesting conditions are taken into account in estimating the number of equity instruments that will vest. The fair value is determined using an appropriate pricing model, further details of which are given in Note 16 to the consolidated notes to financial statements.

The cost of equity-settled transactions is recognized in the consolidated statement of income, together with a corresponding increase in equity, over the period in which service conditions are fulfilled, ending on the date on which relevant employees become fully entitled to the award (vesting date). The cumulative expense recognized for equity-settled transactions at each reporting date until the vesting date reflects the extent to which the vesting period has expired and the number of awards, based on the best available estimate of number of equity instruments in the opinion of the management of the Group, will ultimately vest.

No expense is recognized for awards that do not ultimately vest, except for awards where vesting is conditional upon a market condition, which are treated as vesting irrespective of whether or not the market condition is satisfied, provided that all other performance conditions are satisfied.

Where the terms of an equity-settled award are modified, as a minimum, expense is recognized as if the terms had not been modified. In addition, an expense is recognized for any increase in the value of the transaction as a result of the modification, measured at the date of modification.

Where an equity-settled award is cancelled, it is treated as if it had vested on the date of cancellation, and any expense not yet recognized for the award is recognized immediately. However, if a new award is substituted for the cancelled award, and designated as a replacement award on the date that it is granted, the cancelled and new awards are treated as if they were a modification of the original award, as described in the previous paragraph.

The Group has applied PFRS 2, only to equity-settled awards granted after November 7, 2002

that had not vested on or before January 1, 2005. Prior to January 1, 2005, the Group did not recognize any expense for share options granted but disclosed required information for such options (see Note 16).

Retirement Cost

The Parent Company has a noncontributory defined benefit retirement plan.

The retirement cost of the Parent Company is determined using the projected unit credit method. Under this method, the current service cost is the present value of retirement benefits payable in the future with respect to services rendered in the current period.

The liability recognized in the consolidated statement of financial position in respect of the defined benefit retirement plan is the present value of the defined benefit retirement obligation at the reporting date less the fair value of any plan assets, together with adjustments for unrecognized actuarial gains or losses and past service costs. The defined benefit retirement obligation is calculated annually, as necessary, by an independent actuary using the projected unit credit method. The present value of the defined benefit retirement obligation is determined by discounting the estimated future cash outflows using interest rate on government bonds that have terms to maturity approximating the terms of the related retirement liability. Actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are credited to or charged against income when the net cumulative unrecognized actuarial gains and losses at the end of the previous period exceeded ten percent (10.00%) of the higher of the defined benefit retirement obligation and the fair value of plan assets, if any, at that date. These gains or losses are recognized over the expected average remaining working lives of the employees participating in the plan.

Past service costs, if any, are recognized immediately in income, unless the changes to the retirement plan are conditional on the employees remaining in service for a specified period of time (the vesting period). In this case, the past-service costs are amortized on a straight-line basis over the vesting period.

The defined benefit asset or liability comprises the present value of the defined benefit retirement obligation less past service costs not yet recognized and less the fair value of any plan assets out of which the obligations are to be settled directly. The value of any asset is restricted to the sum of any past service cost not yet recognized and the present value of any economic benefits available in the form of refunds from the plan or reductions in the future contributions to the plan.

The retirement plan of COLHK is a defined contribution retirement plan. Under a defined contribution retirement plan, the entity's legal and constructive obligation is limited to the amount that it agrees to contribute to the fund. Thus, the amount of the post-employment benefits received by the employee is determined by the amount of contributions paid by an entity to a post-employment benefit plan, together with investment returns arising from the contributions. Consequently, actuarial risk (that benefits will be less than expected) and investment risk (that assets invested will be sufficient to meet expected benefits) fall on the employee.

The standard requires an entity to recognize short-term employee benefits when an employee has rendered service in exchange of those benefits.

Earnings Per Share (EPS)

Basic EPS is computed by dividing earnings applicable to common stock by the weighted average number of common shares outstanding, after giving retroactive effect for any stock dividends, stock splits or reverse stock splits during the year.

Diluted EPS is computed by dividing net income by the weighted average number of common shares

outstanding during the year, after giving retroactive effect for any stock dividends, stock splits or reverse stock splits during the year, and adjusted for the effect of dilutive options. Outstanding stock options will have a dilutive effect under the treasury stock method only when the average market price of the underlying common share during the period exceeds the exercise price of the option. Where the effect of the exercise of all outstanding options has anti-dilutive effect, basic and diluted EPS are stated at the same amount.

Income Taxes

Current Income Tax

Current income tax assets and liabilities for the current 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 are enacted or substantively enacted at the reporting date.

Deferred Income Tax

Deferred income 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 income tax liabilities are recognized for all taxable temporary differences, including asset revaluations. Deferred income tax assets are recognized for all deductible temporary differences to the extent that it is probable that sufficient future taxable income will be available against which the deductible temporary differences can be utilized. Deferred income tax, however, is not recognized on temporary differences that arise from the initial recognition of an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting income nor the taxable income or loss.

With respect to investments in foreign subsidiaries, deferred income tax liabilities are recognized except where the timing of the reversal of the temporary difference can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

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

Deferred income tax assets and liabilities are measured at the tax rates that are applicable 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 income tax and deferred income tax relating to items recognized directly in equity is also recognized in equity and not in the consolidated statement of income.

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

Contingencies

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

economic benefits is probable.

Segment Reporting

The Group's operating businesses are organized and managed separately according to the geographical location of its operations, with each segment representing a unit that offers stockbrokerage services and serves different markets. Financial information on geographical segments is presented in Note 24. The Group operates in one business segment, being stockbrokerage services; therefore, business segment information is no longer presented.

Events After the Reporting Date

Post-year-end events that provide additional information about the Group's position at the reporting date (adjusting events) are reflected in the consolidated financial statements.

Post-year-end events that are not adjusting events are disclosed when material.

3. Summary of Significant Accounting Judgments, Estimates and Assumptions

The preparation of the consolidated financial statements in accordance with PFRS requires the Group to make judgments and estimates that affect the reported amounts of assets, liabilities, income and expenses and disclosure of contingent assets and contingent liabilities. Future events may occur which will cause the judgments and assumptions used in arriving at the estimates to change. The effects of any change in judgments and estimates are reflected in the consolidated financial statements as they become reasonably determinable.

Judgments and estimates are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

Determining Functional Currency

Based on the economic substance of the underlying circumstances relevant to the Group, the functional currencies of the Parent Company and COLHK have been determined to be Philippine peso and Hong Kong dollar, respectively. The Philippine peso and the Hong Kong dollar are the currencies of the primary economic environments in which the Parent Company and COLHK, respectively, operate. They are the currencies that mainly influence the revenue and expenses of each of the respective entities of the Group.

Operating Lease Commitments - Group as Lessee

The Group has entered into commercial property leases on its facility and administrative office locations. The Group has determined that these are operating leases since they do not retain all the significant risks and rewards of ownership of these properties.

Classifying Financial Assets at FVPL

The Group classifies financial assets that are held for trading as financial assets at FVPL. These financial assets are held for the purpose of selling in the short term. As at March 31, 2012 and December 31, 2011 the Group has financial assets at FVPL amounting to ₱485,062 and ₱1,313,282, respectively (see Note 5).

Classifying HTM Investments

The Group follows the guidance of PAS 39 on classifying non-derivative financial assets with fixed or determinable payments and fixed maturity as HTM. This classification requires significant judgment. In making this judgment, the Group evaluates its intention and ability to hold such investments to maturity. If the Group fails to keep these investments to maturity

other than for specific circumstances explained in PAS 39, it will be required to reclassify the whole amount as AFS investments. The investments would therefore be measured at fair value, not amortized cost. If the class of HTM investment is tainted, its fair value would change with a corresponding entry in the fair value reserve in equity. As at March 31, 2012 and December 31, 2011, the Group has no HTM investment.

Deferred Income Tax Assets

The Group reviews the carrying amounts of deferred income tax assets at each reporting date and reduces deferred income tax assets to the extent that it is no longer probable that sufficient future taxable income will be available to allow all or part of the deferred income tax assets to be utilized. The Group has net deferred income tax assets amounting to ₱55,886,528 and ₱75,178,490 as at March 31, 2012 and December 31, 2011, respectively (see Note 17).

Estimating Contingencies

The Group evaluates legal and administrative proceedings to which it is involved based on analysis of potential results. Management and its legal counsels do not believe that any current proceedings will have material adverse effects on its financial position and results of operations. It is possible, however, that future results of operations could be materially affected by changes in the estimates or in the effectiveness of strategies relating to these proceedings.

Determining Useful Lives and Impairment of the Intangibles

Intangibles include exchange trading rights, which are carried at cost less any allowance for impairment loss. Exchange trading rights are reviewed for impairment annually or more frequently if events or changes in circumstances indicate that the carrying values may be impaired. The exchange trading rights are deemed to have indefinite useful lives as there is no foreseeable limit to the period over which the asset is expected to generate net cash inflows for the Group.

The management's impairment test for the Parent Company's exchange trading right is based on the available market value while COLHK's exchange trading right is based on value-in-use calculation that uses a discounted cash flow model. The cash flows are derived from the budget for the next five (5) years. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used. The key assumptions used to determine the recoverable amount for the cash generating unit are further explained in Note 9. The Group does not intend to sell the exchange trading rights in the near future. As at March 31, 2012 and December 31, 2011, the carrying values of intangibles amounted to ₱22,666,539 and ₱23,027,647, respectively (see Note 9).

Estimating Useful Lives of Property and Equipment

The Group estimates the useful lives of its property and equipment based on the period over which the assets are expected to be available for use. The Group reviews annually the estimated useful lives of property and equipment based on factors that include asset utilization, internal technical evaluation, technological changes, environmental and anticipated use of the assets tempered by related industry benchmark information. It is possible that future results of operations could be materially affected by changes in the Group's estimates brought about by changes in the factors mentioned. Depreciation and amortization amounted to ₱4,234,304 and ₱2,458,856 in March 2012 and 2011, respectively. As at March 31, 2012 and December 31, 2011, the net book values of property and equipment amounted to ₱45,020,195 and ₱41,731,847, respectively (see Note 8).

Assessing Impairment of Property and Equipment and Other Noncurrent Assets

The Group assesses impairment on property and equipment and other noncurrent assets whenever events or changes in circumstances indicate that the carrying amount of an asset may not be recoverable. The

factors that the Group considers important which could trigger an impairment review include the following:

- Significant underperformance relative to expected historical or projected future operating results;
- Significant changes in the manner of use of the acquired assets or the strategy for overall business; and
- Significant negative industry or economic trends.

An impairment loss is recognized whenever the carrying amount of an asset exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value-in-use. The fair value less costs to sell is the amount obtainable from the sale of an asset in an arm's-length transaction less the costs of disposal while value-in-use is the present value of estimated future cash flows expected to arise from the continuing use of an asset and from its disposal at the end of its useful life.

In determining the present value of estimated future cash flows expected to be generated from the continued use of the assets, the Group is required to make estimates and assumptions that can materially affect the consolidated financial statements.

Based on management's assessment, there are no indications of impairment on the Group's property and equipment as at March 31, 2012 and December 31, 2011.

As at March 31, 2012 and December 31, 2011, allowance for impairment losses on other noncurrent assets amounted to ₱13,724,200.

No impairment loss was recognized as at March 31, 2012 and December 31, 2011 for property and equipment. The net book values of property and equipment amounted to ₱45,020,195 and ₱41,731,847 as at March 31, 2012 and December 31, 2011, respectively (see Note 8).

No provision for impairment losses on other noncurrent assets was made as at March 31, 2012 and December 31, 2011. The net book values of other noncurrent assets amounted to ₱11,256,691 and ₱8,626,513, respectively (see Note 10).

Share-based Payments

The Group measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. Estimating fair value for share-based payments requires determining the most appropriate valuation model for a grant of equity instruments, which is dependent on the terms and conditions of the grant. This also requires determining the most appropriate inputs to the valuation model including the expected life of the option, volatility and dividend yield and making assumptions about them. The assumptions and models used for estimating fair value for share-based payments are disclosed in Note 16. As at March 31, 2012 and December 31, 2011, cost of share-based payment in equity amounted to ₱39,942,365 and ₱63,541,685, respectively (see Note 16).

Retirement Obligation

The cost of defined benefit retirement plans is determined using an actuarial valuation. The actuarial valuation involves making assumptions about discount rates, expected rates of return on assets, future salary increases, mortality rates and future pension increases. Due to the long-term nature of these plans,

such estimates are subject to significant uncertainty.

The assumed discount rates were determined using the market yields on Philippine government bonds with terms consistent with the expected employee benefit payout as of reporting dates. As at March 31, 2012 and December 31, 2011, the retirement obligation of the Parent Company amounted to ₱6,152,980.

Estimating Impairment of Receivables and HTM Investment

The Group reviews its receivables and HTM investment at each reporting date to assess whether provision for impairment losses should be recorded in the consolidated statement of income. In particular, judgment by management is required in the estimation of the amount and timing of future cash flows when determining the level of allowance required. The Group individually assesses receivables when the value of the collateral falls below the management-set level. When no payment is received within a specified timeframe, the outstanding balance is deemed impaired. Collective assessment is based on the age of the financial assets and historical expected losses adjusted for current conditions.

As at March 31, 2012 and December 31, 2011, the allowance for credit losses on trade and other receivables amounted to ₱14,729,571 and ₱12,830,410, respectively. The carrying value of trade and other receivables as at December 31, 2011 and 2010 amounted to ₱1,216,615,959 and ₱1,168,821,109, respectively (see Note 6).

4. **Cash on Hand and in Banks**

Cash and Cash Equivalents

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Cash on hand and in banks	₱520,655,766	₱586,526,418
Short-term cash investments	2,209,333,541	1,602,413,651
	₱2,729,989,307	₱2,188,940,069

Cash in banks earn interest at the respective bank deposit rates. Short-term cash investments are made for varying periods of up to three (3) months depending on the Group's immediate cash requirements, and earn interest at 1.8% to 4.0% per annum. Interest income of the Group amounted to ₱14,919,516 and ₱2,549,751 in March 31, 2012 and 2011, respectively. The Parent Company has U.S dollar-denominated cash in banks as of March 31, 2012 and December 31, 2011 (see Note 21).

Cash in Banks - Reserve Bank Account

In compliance with SRC Rule 49.2 covering customer protection and custody of securities, the Parent Company maintains special reserve bank accounts for the exclusive benefit of its customers amounting to ₱2,169,513,920 and ₱1,663,501,898 as at March 31, 2012 and December 31, 2011, respectively. The Parent Company's reserve requirement is determined based on the SEC's prescribed computations. As at March 31, 2012 and December 31, 2011, the Parent Company's reserve accounts are adequate to cover its reserve requirements.

COLHK maintains segregated account with a licensed bank to hold clients' monies arising from its normal course of business. The Group has classified the clients' monies under the cash and cash equivalents in the consolidated statements of financial position and recognized a corresponding payable to customers on grounds that it is liable for any loss or misappropriation of clients' monies. The Group is not allowed to use the clients' monies to settle its own obligations.

As of March 31, 2012 and December 31, 2011, cash in a segregated account for COLHK amounted to ₱86,389,723 and ₱178,180,571, respectively.

5. Financial Assets at FVPL

Financial assets at FVPL pertain to investments in shares of stocks of companies listed in the PSE and Hong Kong Exchanges. The Group recognized from fair value changes of these financial instruments a loss of ₱1,742,935 and a gain of ₱7,680,773 in March 31, 2012 and 2011, respectively.

6. Trade and Other Receivables

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Trade receivables:		
Customers	₱1,013,124,766	₱965,366,128
Clearing house	195,498,387	194,394,567
Other broker	5,764,642	4,799,765
	1,214,387,795	1,164,560,460
Less allowance for credit losses on receivable from customers	5,769,326	3,870,165
	₱1,208,618,469	₱1,160,690,295
Other receivables:		
Accrued interest	₱1,487,566	₱1,239,835
Others	18,470,169	15,851,224
	19,957,735	17,091,059
Less allowance for credit losses on other receivables	8,960,245	8,960,245
	₱10,997,490	₱8,130,814

The Parent Company has a credit line facility (involving margin accounts) for qualified customers with the outstanding balance subject to an interest rate ranging from 1.0% to 1.5% per month. Total credit line offered by the Parent Company amounted to ₱4,104,940,000 and ₱32,324,636 as of March 31, 2012 and December 31, 2011, respectively. Interest income from customers amounted to ₱32,324,636 and ₱39,982,228 in March 31, 2012 and 2011, respectively.

Other receivables as of March 31, 2012 and December 31, 2011 include the amount of ₱8,960,245 representing additional corporate income tax paid under protest by the Parent Company for the taxable year 2009. For the first, second and third quarters of the taxable year 2009, the Parent Company used the itemized method of deduction in determining its income tax payable for the same period. In its final adjusted income tax return, it opted to use the 40% optional standard deduction (OSD) to determine the final income tax payable for 2009, pursuant to Republic Act (RA) No. 9504 effective July 7, 2008, as implemented by Revenue Regulations No. (RR) 16-08 dated November 26, 2008 (see Note 17). However on March 14, 2010, RR No. 2-2010 became effective and amended Section 7 of RR No. 16-08 which now requires taxpayers to signify the election to claim either the OSD or itemized deduction during the filing of the first quarter income tax return which must be consistently applied for all succeeding quarterly returns and in the final income tax return for the taxable year. Likewise, Revenue Memorandum Circular No. 16-2010 was issued on February 26, 2010 giving retroactive application to RR No. 2-2010.

The additional income tax paid under protest is for the sole purpose of avoiding any interest or penalty which may be subsequently imposed in erroneously applying RR No. 2-2010 and RMC No. 16-2010 retroactively in violation of Section 246 of the 1997 Tax Code, as amended. Payment of the additional income tax does not constitute an admission of any deficiency tax liability for the taxable year 2009 nor shall the same be construed as a waiver of the right to apply for and secure a refund of the tax erroneously paid for the period. Pending the outcome of the payment under protest, a 100% allowance for impairment loss was set up.

The Group's receivable from customers, arising from the credit line facility, and its security valuation follows:

	March 31, 2012 (Unaudited)		December 31, 2011 (Audited)	
	Money Balance	Security Valuation	Money Balance	Security Valuation
Cash and fully secured accounts:				
More than 250%	₱380,130,676	₱3,172,652,004	₱547,166,376	₱3,548,258,577
Between 200% and 250%	294,394,527	621,956,364	259,656,597	561,782,521
Between 150% and 200%	234,062,773	436,830,777	127,339,875	240,891,741
Between 100% and 150%	46,749,886	22,567,978	2,958,701	4,011,000
Less than 100%	57,786,904	57,319,400	4,904,963	4,850,000
Unsecured accounts	–	–	23,339,616	–
	1,013,124,766	4,311,326,523	965,366,128	4,359,793,839
Less allowance for impairment losses	5,769,327	–	3,870,165	–
	₱1,007,355,439	₱4,311,326,523	₱961,495,963	₱4,359,793,839

Receivable from customers have no specific credit terms but customers are required to maintain the value of their collateral within a specific level. Once the value of the collateral falls down this level, customers may either deposit additional collateral or sell stocks to cover their account balance. The receivable balances become demandable upon failure of the customer to duly comply with these requirements. As of March 31, 2011 and December 31, 2010, ₱1,013,124,766 and ₱942,026,512, respectively, of the total receivables are fully covered by collateral.

Receivable from clearing house was fully collected in April and January 2012.

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

	March 31, 2012 (Unaudited)			December 31, 2011 (Audited)		
	Customers	Others	Total	Customers	Others	Total
Balances at beginning of period	₱3,870,165	₱8,960,245	₱12,830,410	₱3,749,170	₱8,960,245	₱12,709,415
Provisions for the period	1,899,162	–	1,899,162	120,995	–	120,995
Balances at end of period	₱5,769,327	₱8,960,245	₱14,729,572	₱3,870,165	₱8,960,245	₱12,830,410

The table below shows the aging of receivables:

March 31, 2012 (Unaudited)

	Total	6 Months and less	Over 6 months to 1 year	Over 1 year
Customers	₱1,013,124,766	₱935,448,022	₱76,433,788	₱1,242,956
Clearing house	195,498,387	195,498,387	–	–
Other broker	5,764,642	–	–	5,764,642
Accrued interest	1,487,566	1,487,566	–	–
Others	18,470,169	9,509,924	–	8,960,245
	₱1,234,345,530	₱1,141,943,899	₱76,433,788	₱15,967,843

December 31, 2011 (Audited)

	Total	6 Months and less	Over 6 months to 1 year	Over 1 year
Customers	₱965,366,128	₱901,874,548	₱59,992,601	₱3,498,979
Clearing house	194,394,567	194,394,567	–	–
Other broker	4,799,765	–	–	4,799,765
Accrued interest	1,239,835	1,239,835	–	–
Others	15,851,224	6,890,979	–	8,960,245
	₱1,181,651,519	₱1,104,399,929	₱59,992,601	₱17,258,989

7. Held-to-Maturity Investment

HTM investment represents the Parent Company's investment in a 5-year Fixed Rate Treasury Note, with face value of ₱100,000,000, purchased on October 3, 2008 at a premium of ₱5,006,606 and with coupon rate of 8.75% per annum. This was sold on March 14, 2011 at a gain of ₱3,974,316. Interest income earned from this investment amounted to ₱1,249,960 in March 31, 2011.

8. Property and Equipment

March 31, 2012 (Unaudited)

	Furniture, Fixtures and Equipment	Leasehold Improvements	Total
Cost:			
At beginning of year	₱78,889,357	₱25,820,694	₱104,710,051
Additions	7,621,846	227,957	7,849,803
Disposals	(507,054)	–	(507,054)
Translation adjustments	(294,238)	(16,202)	(310,440)
At end of year	85,709,911	26,032,449	111,742,360
Accumulated depreciation and amortization:			
At beginning of year	48,863,269	14,114,935	62,978,204
Depreciation and amortization for the year	3,063,594	1,170,710	4,234,304
Disposals	(255,473)	–	(255,473)
Translation adjustments	(218,668)	(16,202)	(234,870)
At end of year	51,452,722	15,269,443	66,722,165
Net book values	₱34,257,189	₱10,763,006	₱45,020,195

December 31, 2011(Audited)

	Furniture, Fixtures and Equipment	Leasehold Improvements	Total
Cost:			
At beginning of year	₱61,139,670	₱16,326,279	₱77,465,949
Additions	17,720,175	9,492,712	27,212,887
Translation adjustments	29,512	1,703	31,215
At end of year	78,889,357	25,820,694	104,710,051
Accumulated depreciation and amortization:			
At beginning of year	40,004,677	10,786,762	50,791,439
Depreciation and amortization for the year	8,805,619	3,326,470	12,132,089
Translation adjustments	52,973	1,703	54,676
At end of year	48,863,269	14,114,935	62,978,204
Net book values	₱30,026,088	₱11,705,759	₱41,731,847

9. **Intangibles**

Philippine Operations

On August 15, 2006, the Parent Company purchased the Trading Right of Mark Securities Corporation amounting to ₱5,000,000. On December 13, 2006, the BOD of the PSE, in its regular meeting approved the application of the Parent Company as a Corporate Trading Participant in the PSE.

Hong Kong Operations

COLHK's exchange trading right is carried at its cost of HKD3,190,000. The carrying value of the exchange trading right is reviewed annually to ensure that this does not exceed the recoverable amount, whether or not an indicator of impairment is present. The said exchange trading right is non-transferable and cannot be sold to any third party independent of the total assets and liabilities of COLHK.

The recoverable amount of exchange trading rights of COLHK has been determined based on a value in use calculation. That calculation uses cash from projections based on a financial budget approved by management covering a five-year period, and a discount rate ranging from 8.38% to 11.50%. Management believes that any reasonably possible change in the key assumptions on which the exchange trading rights' recoverable amount is based would not cause its carrying amount to exceed its recoverable amount.

Movements in exchange trading rights follow:

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Beginning balance	₱23,027,647	₱22,989,686
Translation adjustment	(361,108)	37,961
Ending balance	₱22,666,539	₱23,027,647

10. Other Noncurrent Assets

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Deposit to CTGF	₱13,724,200	₱13,724,200
Refundable deposits:		
Rental deposits	2,366,717	2,378,081
Other refundable deposits	3,158,202	2,939,697
	5,524,919	5,317,778
Deferred charges	1,730,534	-
Input VAT	4,001,238	3,308,735
	24,980,891	22,350,713
Less allowance for impairment losses on other noncurrent assets	13,724,200	13,724,200
	₱11,256,691	₱8,626,513

The Parent Company made an initial contribution on October 20, 2008 to the Clearing and Trade Guaranty Fund (CTGF) of the SCCP amounting to ₱8,200,000 as a prerequisite to its accreditation as a clearing member of SCCP. The CTGF is a risk management tool of SCCP, whose primary purpose is to protect the settlement system from any default by a clearing member. The amount of contribution was computed based on the previous six months trading data and a calculation for the ideal fund level using the Value at Risk (VAR) Model. The said amount was recalculated after six (6) months based on the effective rate of eleven per cent (11%) applied to the actual netted trade value of the clearing member. On August 20, 2009, the Parent Company made an additional contribution amounting to ₱5,524,200 to top-up the deficiency in the initial contribution.

In addition to the collection of the initial contribution and as part of the build-up plan for the CTGF, SCCP collects a monthly contribution at the rate of 1/500 of 1% of the clearing member's gross trade value less block sales and cross transactions of the same flag.

Under SCCP Rule 5.2, the cash contributions made by the clearing members to the CTGF are non-refundable. However, in consideration of the 100% increase in the CTGF contributions which took effect on August 1, 2007, the BOD of SCCP has approved the full refund of contributions to the CTGF upon cessation of the business of the clearing member and upon termination of its membership with SCCP. Such amendment has been submitted for the further approval of the SEC. Pending the approval of the SEC, the rule on non-refundability still applies. In view of this, the Parent Company made a full provision for impairment losses amounting to ₱13,724,200 in previous years.

11. Trade Payables

	March 31, 2012 (Unaudited)		December 31, 2011 (Audited)	
	Money Balance	Security Valuation-Long	Money Balance	Security Valuation-Long
Payable to customers:				
With money balances	₱2,634,322,539	₱15,392,196,760	₱2,133,442,971	₱11,062,358,289
No money balances	-	388,898,401	-	369,732,402
	2,634,322,539	15,781,095,161	2,133,442,971	11,432,090,691
Dividend payable - customer	-	-	81,972	-
	₱2,634,322,539	₱15,781,095,161	₱2,133,524,943	₱11,432,090,691

Payable to customers with money balances amounting to ₱139,495,259 and ₱179,221,974 as of March 31, 2012 and December 31, 2011, respectively, were payable to COLHK's clients in respect of the trust and segregated bank balances received and held for clients in the course of the conduct of regulated activities. These balances are payable on demand (see Note 4).

12. Other Current Liabilities

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Accrued expenses (see Note 18)	₱14,671,236	₱27,156,742
Accrued management bonus	-	26,575,192
Due to Bureau of Internal Revenue	23,031,965	17,388,880
Trading fees	7,935,859	3,862,395
Others	253,694	210,762
	₱45,892,754	₱75,193,971

Accrued expenses and accrued management bonus mainly include accruals for the officers and employees' performance bonus and other operating expenses and deposits of clients which were received after the cut-off time for the processing of collections and which were credited to the clients' trading accounts on the next business day following the end of the reporting period.

13. Equity

Capital Stock

The details and movements of the Parent Company's capital stock (figures and amounts in thousands) follow:

	March 31, 2012 (Unaudited)		December 31, 2011 (Audited)	
	Shares	Amount	Shares	Amount
Common Stock - ₱1 per share				
Authorized	1,000,000	₱1,000,000	1,000,000	₱1,000,000
Issued and Outstanding				
Balances at beginning of the period	458,550	₱458,550	442,650	₱442,650
Issuance of common shares upon exercise of stock options	8,300	8,300	15,900	15,900
Balances at end of the period	466,850	₱466,850	458,550	₱458,550

As of March 31, 2012 and December 31, 2011, the Parent Company has 32 and 38 stockholders, respectively.

Retained Earnings

In compliance with SRC Rule 49.1 B Reserve Fund, the Parent Company is required to annually appropriate ten percent (10%) of its audited net income and transfer the same to appropriated retained earnings account. On December 11, 2006, the BOD approved the annual appropriation commencing on the year 2006. Total appropriated retained earnings amounted to ₱75,458,202 and ₱45,004,197 as of March 31, 2012 and December 31, 2011, respectively while total unappropriated retained earnings

amounted to ₱527,910,087 and ₱708,985,724 as of March 31, 2012 and December 31, 2011, respectively.

During the BOD meeting on April 26, 2007, the BOD of the Parent Company approved a policy of declaring an annual regular cash dividend of twenty percent (20%) of its net earnings.

The table below shows the cash dividends declared from COL's unappropriated retained earnings for the years 2012 and 2011:

2012

Cash Dividend	Declaration Date	Ex-date	Record Date	Payment Date
<i>Regular</i>				
₱0.12 per share	March 30, 2012	April 13, 2012	April 18, 2012	May 14, 2012
<i>Special</i>				
₱0.48 per share	March 30, 2012	April 13, 2012	April 18, 2012	May 14, 2012

2011

Cash Dividend	Declaration Date	Ex-date	Record Date	Payment Date
<i>Regular</i>				
₱0.07 per share	March 31, 2011	April 11, 2011	April 14, 2011	April 29, 2011
<i>Special</i>				
₱0.33 per share	March 31, 2011	April 11, 2011	April 14, 2011	April 29, 2011

On December 11, 2008, the Hong Kong Securities and Futures Commission (SFC) approved the increase in the authorized capital stock of COLHK from 20,000,000 shares to 50,000,000 shares at HK\$1 par value. On February 19, 2009, the COLHK's BOD declared a scrip dividend corresponding to 23,000,005 shares at HK\$1 par value to its existing stockholders as of December 31, 2008.

On December 31, 2009, the Hong Kong SFC approved the increase in the authorized capital stock of COLHK from 50,000,000 shares to 150,000,000 shares at HK\$1 par value. On March 1, 2010, the COLHK's BOD declared a scrip dividend corresponding to 21,999,995 shares at HK\$1 par value to its existing stockholders as of December 31, 2010.

On February 3, 2011, COLHK's BOD approved to pay a final dividend of HK\$13,000,000 (65,000,000 shares multiplied by HK\$0.20 scrip dividend per share) to stockholders as of record date of February 3, 2011.

On February 7, 2012, COLHK's BOD has proposed to pay a final dividend of HK\$0.064 per share in scrip.

14. Interest

	March 31, 2012 (Unaudited)	March 31, 2011 (Unaudited)
Customers (Note 6)	₱32,324,636	₱39,982,228
Banks – net (Note 4)	14,919,516	2,549,751
HTM investment – net (Note 7)	–	1,249,960
Others	32	50
	₱47,244,184	₱43,781,989

15. Personnel Costs

	March 31, 2012 (Unaudited)	March 31, 2011 (Unaudited)
Salaries and wages	₱13,568,235	₱11,183,229
Other benefits	2,483,598	2,285,294
	₱16,051,833	₱13,468,523

Personnel costs were distributed as follows:

	March 31, 2012 (Unaudited)	March 31, 2011 (Unaudited)
Cost of services	₱10,392,820	₱8,846,458
Operating expenses	5,659,013	4,622,065
	₱16,051,833	₱13,468,523

16. Employee Benefits

SOP

On July 12, 2000 and July 3, 2006, the Group granted stock options in favor of directors, senior managers and officers of the Group as well as other qualified individuals determined by a Committee constituted by the BOD to administer the SOP. As of December 31, 2006, a total of 46,000,000 stock options were granted. The agreement provides for an exercise price of ₱1.00 per share. These options will be settled in equity once exercised. All options are exercisable one and a half years from July 12, 2006, the effective date of listing of the Parent Company's shares at the PSE, and will terminate ten years from the said date. There was no new SOP granted as of March 31, 2012.

There have been no cancellations or modifications to the plan in 2012 and 2011.

The following table illustrates the number of and movements in stock options:

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Outstanding at beginning of the period	17,450,000	33,350,000
Exercised during the period	(8,300,000)	(15,900,000)
Outstanding at end of the period	9,150,000	17,450,000

The options have a contractual term of 10 years. The weighted average remaining contractual life of options outstanding is 5.25 years and 5.5 years as of March 31, 2012 and December 31, 2011, respectively.

The fair value of each option is estimated on the date of grant using the Black-Scholes Merton option pricing model, taking into account the terms and conditions upon which the options were granted. The fair value of options granted on July 12, 2000 and July 3, 2006 amounted to ₱0.89 per share and ₱1.04 per share, respectively.

The assumptions used to determine the fair value of the stock options granted on July 12, 2000 were (1) share price of ₱1.07 obtained through the use of the Discounted Cash Flow model since the stock was not quoted at the time; (2) exercise price of ₱1.00; (3) expected volatility of 44%; (4) option life of 10 years; and (5) risk-free interest rate of 15.61%.

The assumptions used to determine the fair value of the stock options granted on July 3, 2006 were (1) share price of ₱1.36 as the latest valuation of stock price at the time of the initial public offering; (2) exercise price of ₱1.00; (3) expected volatility of 24%; (4) option life of 10 years; and (5) risk-free interest rate of 11.04%.

The expected volatility reflects the assumption that the historical volatility is indicative of future trends, which may not necessarily be the actual outcome. Since the stock is not quoted at the time of grant date, the Group used the historical volatility of the nearest market comparable available.

Risk-free interest rate is the equivalent 10-year zero coupon rate at the time of grant date.

Movements in the cost of share-based payment included in equity are as follows:

	March 31, 2012	December 31, 2011
	(Unaudited)	(Audited)
Balances at beginning of year	₱63,541,685	₱71,073,568
Cost of share-based payment recognized as capital in excess of par value	(2,600,000)	(9,360,000)
Stock option expense	1,313,000	5,980,000
Movement on deferred tax asset on intrinsic value of outstanding options	(22,312,320)	(4,151,883)
Movements during the year	(23,599,320)	(7,531,883)
Balances at end of year	₱39,942,365	₱63,541,685

Retirement Benefits

The Parent Company has a funded, noncontributory defined benefit retirement plan covering substantially all of its regular employees. The benefits are based on a certain percentage of the final monthly basic salary for every year of credited service of the employees. The defined retirement benefit obligation is determined using the projected unit credit method. There was no plan termination, curtailment or settlement as of March 31, 2012 and December 31, 2011.

COLHK makes monthly contribution to a fund under the mandatory provident fund schemes ordinance enacted by the Hong Kong Government. The plan is defined contribution. Under the plan COLHK should contribute 5% of the monthly relevant income of all its qualified employees. The contribution recognized as expense amounted to ₱62,851 and ₱63,038 in March 31, 2012 and 2011, respectively.

17. Income Taxes

The components of the Group's net deferred tax assets follow:

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Cost of share-based payment	P36,653,365	P58,965,685
Accumulated translation adjustment	14,049,265	11,146,092
Stock option expense	986,700	1,372,800
Accrued retirement costs	2,365,834	2,450,637
Allowance for credit and impairment losses	1,730,798	1,161,049
Unrealized loss in the valuation of FVPL	100,313	82,856
Unrealized foreign exchange (gains) loss	253	(629)
	P55,886,528	P75,178,490

Realization of the future tax benefits related to the net deferred income tax assets is dependent on many factors, including the Group's ability to generate taxable income, within the carryover period. Management has considered these factors in reaching a conclusion that not recognizing a portion of the net deferred income tax assets is necessary for financial reporting purposes.

As of March 31, 2012 and December 31, 2011, the Parent Company has temporary difference arising from allowance for probable losses on other assets amounting to P13,724,200 for which no deferred tax asset was recognized since management believes that it is probable that this temporary difference will not be realized in the future.

18. Related Party Disclosures

The summary of significant transactions and account balances with related parties are as follows:

- a. The Parent Company, in the ordinary course of business, executed done-through trading transactions of its customers through Citisecurities, Inc. (CSI), a related party through common stockholders. Total commission charged to operations amounted to P12,815 and nil in March 31, 2012 and 2011, respectively.
- b. Lancashire Management Services Limited (Lancashire), a company incorporated in Hong Kong and a related party of COLHK through a common director, provides COLHK accounting services. Total management fee charged to operations amounted to P1,894,805 and P1,920,951 in March 31, 2012 and 2011, respectively.
- c. iGet.com, Limited (iGet), a company incorporated in British Virgin Islands and a related party through common stockholders, provides COLHK financial advisory services including but not limited to research on local and overseas securities. Total financial fee charged to operations amounted to P1,664,056 and P1,687,018, in March 31, 2012 and 2011, respectively.

d. Compensation of key management personnel of the Group follows:

	March 31, 2012 (Unaudited)	March 31, 2011 (Unaudited)
Short-term employee benefits	₱7,252,257	₱6,500,842
Pension benefits	33,282	35,740
Cost of share-based payment	1,313,000	442,000
	₱8,598,539	₱6,978,582

19. Leases

The Group leases its office premises under separate operating lease agreements expiring on various dates and whose lease terms are negotiated every 1-3 years. Rental costs charged to operations amounted to ₱2,455,939 and ₱1,900,559 in March 31, 2012 and 2011, respectively.

The future minimum lease payments are as follows:

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Within one (1) year	₱8,246,798	₱12,271,336
After one (1) year but not more than five (5) years	2,975,038	5,668,997
	₱11,221,836	₱17,940,333

20. Capital Management

The primary objective of the Group's capital management is to ensure that the Group maintains healthy capital ratios in order to support its business, pay existing obligations and maximize shareholder value. The Group manages its capital structure and makes adjustments to it, in light of changes in economic conditions. No changes were made in the objectives, policies or processes during the period ended March 31, 2012 and December 31, 2011.

The Amended Implementing Rules and Regulations of the SRC effective February 28, 2004 include, among others, revisions in the terms and conditions for registration and subsequent renewal of license applicable to both exchange trading participants and non-exchange broker dealers as follows: (a) to allow a net capital of ₱2.5 million or 2.5% of aggregate indebtedness, whichever is higher, for broker dealers dealing only in proprietary shares and not holding securities, (b) to allow the SEC to set a different net capital requirement for those authorized to use the Risk-Based Capital Adequacy (RBCA) model, and (c) to require unimpaired paid-up capital of ₱100.0 million for broker dealers, which are either first time registrants or those acquiring existing broker dealer firms and will participate in a registered clearing agency; ₱10.0 million plus a surety bond for existing broker dealers not engaged in market making transactions; and ₱2.5 million for broker dealers dealing only in proprietary shares and not holding securities.

The SEC approved Memorandum Circular No. 16 dated November 11, 2004 which provides the guidelines on the adoption in the Philippines of the RBCA Framework for all registered brokers dealers in accordance with SRC. These guidelines cover the following risks: (a) position or market risk, (b) credit risks such as counterparty, settlement, large exposure, and margin financing risks, and (c) operational risk.

The Parent Company being a registered broker in securities is subject to the stringent rules of the SEC and other regulatory agencies with respect to the maintenance of specific levels of RBCA ratios. RBCA is a ratio that compares the broker or dealer's total measured risk to its liquid capital. As a rule, the Parent Company must maintain an RBCA ratio of at least 110% and a net liquid capital (NLC) of at least ₱5.0 million or five percent (5%) of its aggregate indebtedness, whichever is higher. Also, the Aggregated Indebtedness (AI) of every stockbroker should not exceed two thousand percent (2,000%) of its NLC. In the event that the minimum RBCA ratio of 110% or the minimum NLC is breached, the Parent Company shall immediately cease doing business as a broker and shall notify the PSE and SEC. As of March 31, 2012 and December 31, 2011, the Parent Company is compliant with the said requirement.

The Parent Company's capital pertains to equity per books adjusted with deferred tax assets and assets not readily convertible into cash.

The RBCA ratio of the Parent Company as of March 31, 2012 and December 31, 2011 are as follows:

	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Equity eligible for net liquid capital	₱728,292,061	₱872,980,645
Less: Ineligible Assets	205,116,989	192,910,902
NLC	₱523,175,072	₱680,069,743
Position risk	₱189,883	₱480,243
Operational risk	81,214,878	52,746,292
Total Risk Capital Requirement	₱81,404,761	₱53,226,535
AI	₱2,756,966,416	₱2,030,945,889
5% of AI	₱137,848,321	₱101,547,294
Required NLC	137,848,321	101,547,294
Net Risk-Based Capital Excess	385,326,751	578,522,449
Ratio of AI to NLC	527%	299%
RBCA ratio	643%	1,278%

The following are the definition of terms used in the above computation.

1. **Ineligible assets**
These pertain to fixed assets and assets which cannot be readily converted into cash.
2. **Operational risk requirement**
The amount required to cover a level of operational risk which is the exposure associated with commencing and remaining in business arising separately from exposures covered by other risk requirements. It is the risk of loss resulting from inadequate or failed internal processes, people and systems which include, among others, risks of fraud, operational or settlement failure and shortage of liquid resources, or from external events.
3. **Position risk requirement**
The amount necessary to accommodate a given level of position risk which is a risk to which a broker dealer is exposed to and arising from securities held by it as a principal or in its proprietary or dealer account.

4. Aggregate indebtedness

Total money liabilities of a broker dealer arising in connection with any transaction whatsoever, and includes, among other things, money borrowed, money payable against securities loaned and securities failed to receive, the market value of securities borrowed to the extent to which no equivalent value is paid or credited (other than the market value of margin securities borrowed from customers and margin securities borrowed from non-customers), customers' and non-customers' free credit balances, and credit balances in customers' and non-customers' account having short positions in securities subject to the exclusions provided in the said SEC Memorandum.

In addition, SRC Rule 49.1 (B), Reserve Fund of such circular, requires that every broker dealer shall annually appropriate a certain minimum percentage of its audited profit after tax and transfer the same to Appropriated Retained Earnings. Minimum appropriation shall be 30%, 20% and 10% of profit after tax for brokers dealers with unimpaired paid up capital of ₱10 million to ₱30 million, between ₱30 million to ₱50 million and more than ₱50 million, respectively.

The Parent Company's regulated operations have complied with all externally-imposed capital requirements as of March 31, 2012 and December 31, 2011.

COLHK monitors capital using liquid capital as provided for under Hong Kong's Securities and Futures Ordinance (Cap. 571) and Securities and Futures (Financial Resources) Rules (Cap. 571N). COLHK's policy is to keep liquid capital at the higher of the floor requirement of Hong Kong dollar (HK\$) 3,000,000 and computed variable required capital. As of March 31, 2012 and December 31, 2011, COLHK is compliant with the said requirement.

21. Financial Risk Management Objectives and Policies

The Group's principal financial instruments consist of cash and cash equivalents, financial assets at FVPL, receivables, payable to clearing house and other brokers, payable to customers, and accounts payable and accrued expenses, which arise from operations. The Group also has HTM investment acquired for purposes of investing idle funds.

The main risks arising from the Group's financial instruments are credit risk, liquidity risk, interest rate risk and foreign currency risk. The BOD reviews and agrees policies for managing each of these risks and they are summarized below:

Credit risk

Credit risk refers to the potential loss arising from any failure by counterparties to fulfill their obligations, as and when they fall due. It is inherent to the stock brokerage business as potential losses may arise due to the failure of its customers and counterparties to fulfill their trading obligations on settlement dates or the possibility that the value of collateral held to secure obligations becoming inadequate due to adverse market conditions.

The business model of the Group minimizes its exposure to credit risk. The Group's customers, except those granted by a credit line facility by the Parent Company, are required to deposit funds to their accounts and their purchases are limited to their cash deposit. In order to manage the potential credit risk associated with the Parent Company's margin lending activities, it has established policies and procedures in evaluating and approving applications for margin financing as well as the review of credit performance and limits. In addition, the Parent Company requires its margin customers a Two Peso (₱2) security cover for every One Peso (₱1) exposure. The security cover can either be in cash or a

combination of cash and marginable stocks identified by the Parent Company using a set of criteria.

Cash in banks and short-term placements are deposited to reputable banks duly approved by the BOD.

As of March 31, 2012 and December 31, 2011, ₱1,013,124,766 and ₱942,026,512 of total receivable from customers is secured by collateral comprising of cash and equity securities of listed companies with total market value of ₱4,311,326,523 and ₱4,359,793,839, respectively.

Transactions through the stock exchange are covered by the guarantee fund contributed by member brokers and maintained by the clearing house.

The Group's exposure to credit risk arising from default of the counterparty has a maximum exposure equal to the carrying amount of the particular instrument plus any irrevocable loan commitment or credit facility (see Note 6).

The table below shows the maximum exposure to credit risk for the component of the statement of financial position:

	March 31, 2012 (Unaudited)	December 31, 2010 (Audited)
Cash and cash equivalents (see Note 4)	₱2,729,969,307	₱2,188,916,901
Financial assets at FVPL (see Note 5)	485,062	1,313,282
Trade receivables (see Note 6)	1,208,618,469	1,160,690,295
Other receivables (see Note 6)	10,997,489	8,130,814
Refundable deposits (see Note 10)	5,524,919	5,317,778
	3,955,595,246	3,364,369,070
Unutilized margin trading facility	3,234,051,087	3,114,681,139
	₱7,189,646,333	₱6,479,050,209

There are no significant concentrations of credit risk within the Group.

As of March 31, 2012 and December 31, 2011, the Group has no past due but not impaired financial assets.

Liquidity Risk

Liquidity risk arises from the possibility that the Group may encounter difficulties in raising funds to meet commitments from financial instruments or that a market for derivatives may not exist in some circumstances.

The Group's objectives to manage its liquidity profile are: a) to ensure that adequate funding is available at all times; b) to meet commitments as they arise without incurring unnecessary costs; and c) to be able to access funding when needed at the least possible cost.

As of March 31, 2012 and December 31, 2011, all of the Group's financial liabilities are contractually payable on demand.

Market Risk

Market risk is the risk of loss to future earnings, to fair values or to future cash flows that may result from changes in the price of a financial instrument. The value of a financial instrument may change as a

result of changes in interest rates, foreign currency exchanges rates, commodity prices, equity prices and other market changes. The Group's market risk originates from its holdings of equity instruments and foreign currency-denominated financial instruments.

Interest Rate Risk

As of March 31, 2012 and December 31, 2011, changes in interest rates have no impact on the Group's profit and loss and equity.

Foreign currency risk

The Group's policy is to maintain foreign currency exposure within acceptable limits and within existing regulatory guidelines. The Group believes that its profile of foreign currency exposure on its assets and liabilities is within conservative limits for a financial institution engaged in the type of business in which the Group is engaged.

The Group's exposure to foreign currency exchange risk arises from its US dollar-denominated cash amounting to US\$5,869 and US\$5,859 as of March 31, 2012 and December 31, 2011, respectively.

There is no other impact on the Parent Company's equity other than those already affecting the consolidated statement of comprehensive income.

Equity Price Risk

Equity price risk is the risk to earnings or capital arising from changes in stock exchange indices relating to its quoted equity securities. The Group's exposure to equity price risk relates primarily to its financial assets at FVPL which pertains to investments in shares of stocks of companies listed in the PSE and major U.S. Stock Exchanges.

The Group's policy is to maintain the risk to an acceptable level. Movement in share price is monitored regularly to determine the impact on its financial position.

Since the carrying amount of financial assets subject to equity price risk is immaterial relative to the consolidated financial statements, management believes that disclosure of equity price risk sensitivity analysis for 2012 and 2011 is not significant.

22. Financial Instruments

Fair Values

The following methods and assumptions were used to estimate the fair value of each class of financial instruments for which it is practicable to estimate such value:

Financial Instruments Whose Carrying Amount Approximate Fair Value

The carrying amounts of cash and cash equivalents, receivables, payable to clearing house and other brokers, payable to customers and accounts payable and accrued expenses, which are all subject to normal trade credit terms and are short-term in nature, approximate their fair values.

Financial Assets at FVPL

The Group's financial assets at FVPL are carried at their fair values as of March 31, 2012 and December 31, 2011. Fair value of financial assets at FVPL is based on quoted prices of stock investments published by the PSE and major U.S. Stock Exchanges.

Categories of Financial Instruments

The carrying values and fair values of the Group's financial assets and liabilities per category are as follows:

	Carrying Amount		Fair Value	
	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)	March 31, 2012 (Unaudited)	December 31, 2011 (Audited)
Financial Assets				
Loans and receivables:				
Cash and cash equivalents	₱2,729,969,307	₱2,188,940,069	₱2,729,969,307	₱2,188,940,069
Trade receivables	1,208,618,469	1,160,690,295	1,208,618,469	1,160,690,295
Other receivables	10,997,489	8,130,814	10,997,489	8,130,814
Refundable deposits	5,524,919	5,317,778	5,524,919	5,317,778
	3,955,110,184	3,363,078,956	3,955,110,184	3,363,078,956
Financial assets at FVPL	485,062	1,313,282	485,062	1,313,282
	₱3,955,595,246	₱3,364,392,238	₱3,955,595,246	₱3,364,392,238
Financial Liabilities				
Other financial liabilities:				
Trade payables	₱2,634,322,539	₱2,133,524,943	₱2,634,322,539	₱2,133,524,943
Dividend payable	280,110,000	–	280,110,000	–
Other current liabilities	45,892,754	57,805,091	45,892,754	57,805,091
	₱2,960,325,293	₱2,191,330,034	₱2,960,325,293	₱2,191,330,034

23. Earnings Per Share (EPS) Computation

	March 31, 2012 (Unaudited)	March 31, 2011 (Unaudited)
Net income	₱129,488,368	₱82,040,348
Weighted average number of shares for basic earnings per share	462,700,000	443,100,000
Dilutive shares arising from stock options	9,150,000	32,450,000
Adjusted weighted average number of shares of common shares for diluted earnings per share	471,850,000	475,550,000
Basic earnings per share	₱0.28	₱0.19
Diluted earnings per share	₱0.27	₱0.17

24. Segment Information

The following tables present certain information regarding the Group's geographical segments:

March 31, 2012 (Unaudited)

	Philippines	Hong Kong	Elimination	Total
Revenue from external customers:				
Commission	₱130,798,525	₱25,177,525	₱–	₱155,976,050
Interest	47,244,152	32	–	47,244,184
Others	1,000,719	4,016	–	1,004,735
Inter-segment revenue	10,791,809	–	(10,791,809)	–
Segment revenue	189,835,205	25,181,573	(10,791,809)	204,224,969
Cost of Services	(38,107,004)	(5,180,536)	–	(43,287,540)
Operating expenses	(22,270,549)	(15,169,641)	10,816,373	(26,623,817)
Depreciation	(3,649,237)	(585,067)	–	(4,234,304)

	Philippines	Hong Kong	Elimination	Total
Total Expenses	(64,026,790)	(20,935,244)	10,816,373	(74,145,661)
Income before income tax	125,808,415	4,246,329	24,564	130,079,308
Provision for income tax	117,186	(708,126)	–	(590,940)
Net income	₱125,925,601	₱3,538,203	₱24,564	₱129,488,368

Segment assets	₱3,593,589,972	₱636,158,755	(₱138,392,396)	₱4,091,356,331
Segment liabilities	2,823,460,649	146,617,385	(3,599,761)	2,966,478,273
Capital expenditures:				
Tangible fixed assets	7,414,731	435,072	–	7,849,803
Cash flows arising from:				
Operating activities	624,569,934	(84,222,474)	–	540,347,460
Investing activities	(7,414,731)	(435,072)	–	(7,849,803)
Financing activities	8,300,000	–	–	8,300,000

December 31, 2011 (Audited)

	Philippines	Hong Kong	Elimination	Total
Revenue from external customers:				
Commission	₱327,237,064	₱117,437,972	₱–	₱444,675,036
Interest	187,247,882	13,892	–	187,261,774
Others	26,820,348	(100,585)	–	26,719,763
Inter-segment revenue	44,912,177	–	(44,912,177)	–
Segment revenue	586,217,471	117,351,279	(44,912,177)	658,656,573
Cost of services	(126,901,718)	(16,375,197)	–	(143,276,915)
Operating expenses	(83,991,556)	(62,423,967)	44,883,688	(101,531,835)
Depreciation and amortization	(9,916,754)	(2,215,335)	–	(12,132,089)
Income before income tax	365,407,443	36,336,780	(28,489)	401,715,734
Provision for income tax	(60,867,398)	(6,049,460)	–	(66,916,858)
Net income	₱304,540,045	₱30,287,320	(₱28,489)	₱334,798,876
Segment assets	₱2,970,734,596	₱677,592,269	(₱138,481,887)	₱3,509,844,978
Segment liabilities	2,033,721,552	184,823,683	(3,673,341)	2,214,871,894
Capital expenditures:				
Tangible fixed assets	26,538,726	674,161	–	27,212,887
Cash flows arising from:				
Operating activities	1,420,727,251	54,501,038	–	1,475,228,289
Investing activities	79,936,066	(674,161)	–	79,261,905
Financing activities	(161,760,000)	–	–	(161,760,000)

25. Reclassification

Certain accounts in 2011 consolidated financial statements were reclassified to conform with the 2011 presentation in accordance with the Broker Dealer Chart of Accounts as approved by SEC effective as at January 1, 2011.