

COVER SHEET

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S.E.C Registration No.

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B	U	S	I	N	E	S	S	U	N	D	E	R	T	H	E	N	A	M	E			
A	N	D	S	T	Y	L	E	O	F	W	I	L	C	O	N	D	E	P	O	T		
A	N	D	W	I	L	C	O	N	H	O	M	E	E	S	S	E	N	T	I	A	L	S

(Company's Full Name)

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U	G	O	N	G	N	O	R	T	E	Q	U	E	Z	O	N	C	I	T	Y		

(Principal Office)

Atty. Sheila Pasicolan - Camerino

Contact Person

(02) 8634-8387

Tel. No.

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Month

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Day

1	7	-	Q	
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FORM TYPE

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Month

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Date

(Annual Meeting)

Secondary License, (if applicable type)

MSRD

Dept. requiring this doc

N/A

Amended Articles number

Total stockholders

Domestic

Foreign

To be accomplished by SEC personnel concerned

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File Number

LCU

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STAMPS

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 September 30, 2023

2. Commission identification number CS201524712

3. BIR Tax Identification No 009-192-878

4. Exact name of issuer as specified in its charter

**WILCON DEPOT, INC. Doing Business under the Name and Style of WILCON DEPOT and
WILCON HOME ESSENTIALS**

5. Province, country or other jurisdiction of incorporation or organization

QUEZON CITY, PHILIPPINES

6. Industry Classification Code: (SEC Use Only)

7. Address of issuer's principal office Postal Code

NO. 90 E. RODRIGUEZ JR. AVENUE, UGONG NORTE, QUEZON CITY, 1110

8. Issuer's telephone number, including area code: (02) 8634 8387

9. Former name, former address and former fiscal year, if changed since last report: N/A

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
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COMMON SHARES	4,099,724,116
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11. Are any or all of the securities listed on a Stock Exchange?

Yes [] No []]

If yes, state the name of such Stock Exchange and the class/es of securities listed therein:

PHILIPPINES STOCK EXCHANGE COMMON SHARES

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 interim financial statements of Wilcon Depot, Inc. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS as at September 30, 2023 and December 31, 2022 and for the nine-month periods ended September 30, 2023 and 2022, are filed as part of this form 17-Q.

Item 2. Management's Discussion and Analysis of Results of Operation and Financial Condition.

Results of Operations for the Nine-month Periods Ended September 30, 2023 and 2022

The Company recorded net income of ₱2,726 million for the nine-month period of 2023, down by 7.9% or ₱235 million from the ₱2,960 million reported during the same period in 2022 with net margins of 10.5% and 12%, respectively. The decrease was mainly driven by the increase in operating expenses despite the increase in net sales and improvement in the gross profit and other income.

Net Sales

Net sales for the nine-month period ended September 30, 2023, amounted to ₱25,943 million, an increase of 4.9% or ₱1,220 million from the same period last year. New store sales generated 7.2% while comparable sales declined by 2.1%.

During the third quarter of 2023, the Company opened two new depots in Sta. Maria, Bulacan and Iligan City, bringing to 87 the total number of branches.

On a per format basis, sales from the depot-format stores, which comprised 96.5% of total net sales, grew by 4.1% or ₱973 million to ₱25,025 million from the ₱24,052 million net sales for the nine-month period of 2022. The increase was accounted for mainly by sales from new depots as comparable sales (same-store sales) declined by 2.8%.

The smaller format "Home Essentials" recorded net sales of ₱549 million, a 19.2% or ₱88 million increase year-on-year, traced mainly to the additional branches opened in July 2022 and April 2023. Comparable sales for the format declined by 2.2%. The format's contribution to total net sales increased to 2.1% for the nine-month period from 1.9% for the same period in 2022.

The remaining 1.4% of total net sales was accounted for by project sales or sales to major developers, amounting to ₱368 million, increasing by 75.5% or ₱159 million year-on-year.

Gross Profit

Gross profit grew by 6.6% or ₱631 million from the first three quarters of 2022 of ₱9,617 million to close at ₱10,248 million for the same period of 2023 with a gross profit margin rate of 39.5%. The increase was traced mainly to higher sales for the period and the expansion in gross profit margin rate which grew by 60 basis points year-on-year. The improvement in gross profit margin is traced mainly to higher gross profit margin rates of exclusive and in-house brands despite the decreased contribution of the exclusive and in-house brands to total net sales to 50.9% from 51.1% in the same period in 2022.

Operating Expenses

Operating expenses increased to ₱6,562 million for the period, up by 17.4% or ₱974 million from the prior year's ₱5,588 million. The increase is attributable mainly to expansion-related operating expenses such as depreciation and amortization, trucking, outsourced services, salaries, wages and benefits, taxes and licenses, utilities, repairs and maintenance, and rentals.

Interest Expense

Interest expense increased by 19.9% or ₱79 million, to total ₱473 million for the period from the prior year's nine-month period of ₱395 million, attributable to added leases for new stores. All interest expense represents non-cash interest charged on lease liability recognized for the period in relation to the adoption by the Company of PFRS 16 on leases.

Other Income (Charges)

Other income (charges) for the nine-month period ended September 30, 2023 amounted to ₱418 million up by 35.1% or ₱109 million from the ₱309 million generated in the same period in 2022.

Supplier support and other fees, delivery fees and other customer charges, and rent income totaled ₱405 million, up by 36.4% or ₱108 million year-on-year due to higher volume of business. Meanwhile, interest income amounted to ₱13 million increased by 18.4% or ₱2 million due to higher short-term investments.

Earnings Before Interest and Tax (EBIT) / Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA)

Adjusting the 2023 and 2022 depreciation and amortization to exclude right-of-use (ROU) depreciation and interest expense on lease liability and consider these as rent expense, EBITDA and EBIT are as follows:

- 1) EBITDA as of September 30, 2023 reached ₱4,579 million, or 17.7% of net sales, decreased by 3.8% from the ₱4,760 million, or 19.3% of net sales, recorded as of September 30, 2022.
- 2) EBIT for the nine-month of 2023 is ₱3,618 million or 13.9% of net sales, decreased by 8.0% from ₱3,933 million, or 15.9% of net sales, year-on-year.

The decline in both EBITDA and EBIT was driven by the increase in operating expenses partly offset by improved sales performance and expansion of gross profit and other income.

Income Tax Expense

The Company's income tax expense decreased by 8.0% or ₱79 million to end at ₱904 million in the nine-month period of 2023 from the ₱983 million incurred during the same period last year. The decrease is due mainly to lower taxable income.

Financial Condition as at September 30, 2023

Liquidity

Operating performance for the nine months ended September 30, 2023 yielded substantial operating cash flows, however, it was offset by cash flow used in capital expenditures, lease payments and payment of dividends. Current ratio slightly declined from 2.27:1.00 to 2.18 :1.00.

Cash and cash equivalents totaled ₱880 million, a 65.3% or ₱1,652 million decrease from the balance as at December 31, 2022. The decline is mainly due to maturity of short-term investments last April 11, 2023.

Capital Expenditure

For the quarter, the Company's capital expenditure totaled ₱2,006 million, the bulk of which was spent on the renovation and construction of new stores and warehouses.

Capital Resources

The Company continues to have easy access to the debt markets for both its working capital and long-term funding requirements having remained bank debt-free and with preferential lines with the Philippines' top banks.

The company's liabilities consist mostly of trade payables and lease liabilities recognized pursuant to the adoption of PFRS 16 – Leases. The company has no existing lease or other contracts with material contingent liability that will adversely affect the company's operations or the implementation of its strategic initiatives.

Key Financial Performance Indicators

Key Performance Indicators	As at September 30, 2023	As at September 30, 2022
Sales	25,942,693,299	24,722,510,868
EBIT – Adjusted / Treating Interest on Lease Liability as Rent Expense ¹	3,617,546,588	3,932,943,091
EBITDA – Adjusted / Treating ROU Depreciation and Interest on Lease Liability as Rent Expense ²	4,579,189,379	4,760,254,123
EBIT Margin - Treating Interest on Lease Liability as Rent Expense ³	13.9%	15.9%
EBITDA Margin- Treating ROU Depreciation and Interest on Lease Liability as Rent Expense ⁴	17.7%	19.3%
	As at September 30, 2023	As at December 31, 2022
Return on Equity Ratio ⁵	12.5%	18.7%
Current Ratio ⁶	2.2	2.3
Debt to Equity Ratio ⁷	0.8	0.7

1 *Income before tax add net interest expense less lease interest expense*

2 *Income before tax add net interest expense and depreciation and amortization less lease interest expense and depreciation on ROU assets*

3 *EBIT / Net Sales*

4 *EBITDA / Net Sales*

5 *Net Income / Total Equity*

6 *Current Assets / Current Liabilities*

7 *Total Liabilities / Total Equity*

MATERIAL CHANGES (+/-5%) IN THE FINANCIAL STATEMENTS

Statement of Financial Position as at September 30, 2023 and December 31, 2022

1. Aggregate cash and short-term investments decreased by ₱1,652 million or 65.3% from ₱2,532 million at the close of 2022 to ₱880 million as at September 30, 2023, traceable primarily to net cash flow used for acquisition of property and equipment, lease payments as well as payment of dividends.
2. Trade and other receivables totaled ₱412 million as at September 30, 2023, 43.0% or ₱124 million higher than the ₱288 million balance as at December 31, 2022. The increase was mainly due to trade receivables.
3. Advance payments to suppliers for merchandise ordered increased by 30.6% or ₱136 million from ₱444 million at the close of 2022 to ₱580 million as at September 30, 2023 due to goods that are expected to be received in the next quarter.
4. Merchandise Inventories increased by ₱2,062 million or 15.6% from ₱13,243 million at the close of 2022 to ₱15,304 million as at September 30, 2023 due mainly to purchases to support opening of new branches.
5. Other Current Assets increased by ₱285 million or 32.5% from ₱878 million at the close of 2022 to ₱1,163 million as at September 30, 2023 due mainly to input tax from purchases and prepayments.
6. Property and equipment – net of depreciation increased by ₱1,035 million or 11% from the ₱9,412 million at the close of the 2022 to ₱10,448 million as at September 30, 2023 due mainly to capital expenditures related to store network expansion, reduced by depreciation recognized year-to-date.
7. Right of Use Assets – net of amortization increased by ₱471 million or 6.0% from the ₱7,905 million at the close of 2022 to ₱8,376 million as at September 30, 2023 due mainly to contract renewals and new stores, reduced by amortization recognized year-to-date.
8. Net deferred tax assets increased by ₱75 million or 15.1% from ₱497 million at the close of 2022 to ₱572 million as at September 30, 2023 due to the impact of PFRS16 accounting and unearned revenue from loyalty program.
9. Other Noncurrent Assets increased by ₱23 million or 5.2% from ₱444 million at the close of 2022 to ₱467 million as at September 30, 2023 due mainly to advances related to construction and security deposits to lessors.
10. Trade and Other Payables increased by ₱608 million or 10.5% from ₱5,763 million at the close of 2022 to ₱6,371 million as at September 30, 2023 due mainly to higher purchases and expenses on credit.
11. Income tax payable increased by ₱34 million or 12.0% from ₱282 million at the close of 2022 to ₱315 million as at September 30, 2023 mainly due to year-to-date income taxes.
12. The current portion of lease liability increased by ₱104 million or 6.5% from ₱1,614 million at the close of 2022 to ₱1,718 million as at September 30, 2023 due mainly to higher number of leases near contract-end.
13. The non-current portion of lease liability increased by ₱623 million or 8.5% from ₱7,359 million at the close of 2022 to ₱7,982 million as at September 30, 2023 due mainly to contract renewals and new stores.
14. Net retirement liability decreased by ₱19 million or 22.7% from ₱82 million at the close of 2022 to ₱64 million as at September 30, 2023 due mainly to contributions made to the retirement fund.

Income Statement Items

1. Net sales for the nine-month period ended September 30, 2023 amounted to ₱25,943 million, 4.9% or ₱1,220 million higher than the ₱24,723 million generated during the same period in 2022.
2. Gross profit increased by 6.6% to ₱10,248 million for the period from the ₱9,617 million for the same period in 2022, mainly driven by the increase in sales and gross profit margin.
3. Operating expenses increased to ₱6,562 million for the period, up 17.4% or ₱974 million from the prior year's ₱5,588 million. The increase is attributable mainly to expansion-related operating expenses such as depreciation and amortization, trucking, outsourced services, salaries, wages and benefits, taxes and licenses, utilities, repairs and maintenance, and rentals.
4. Other income (charges) for the nine-month period ended September 30, 2023 amounted to ₱418 million up by 35.1% or ₱109 million from the ₱309 million generated in the same period in 2022 mainly due to increase in supplier support, delivery charges and other fees, and interest income from short-term investments.
5. The Company's income tax expense decreased by 8.0% or ₱79 million to end at ₱904 million in the nine-month period of 2023 from the ₱983 million incurred during the same period last year. The decrease is due mainly to lower taxable income.

PART II--OTHER INFORMATION

The issuer may, at its option, report under this item any information not previously reported in a report on SEC Form 17-C. If disclosure of such information is made under this Part II, it need not be repeated in a report on Form 17-C which would otherwise be required to be filed with respect to such information or in a subsequent report on Form 17-Q.

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.

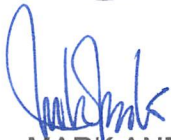
October 25, 2023

WILCON DEPOT, INC.

By:

A handwritten signature in black ink, appearing to read "Lorraine Belo-Cincochan", written over a circular stamp or seal.

LORRAINE BELO-CINCOCHAN
President - CEO

A handwritten signature in blue ink, appearing to read "Mark Andrew Belo", written in a cursive style.

MARK ANDREW BELO
Treasurer

WILCON DEPOT, INC.

**Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS**

(A Subsidiary of WILCON CORPORATION

*Doing Business under the Name and Style of
WILCON CITY CENTER)*

Unaudited Interim Financial Statements

As at September 30, 2023 and December 31, 2022 and

For the Nine-Month Periods Ended September 30, 2023 and 2022

WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION

Doing Business under the Name and Style of WILCON CITY CENTER)

UNAUDITED INTERIM STATEMENTS OF FINANCIAL POSITION
AS AT SEPTEMBER 30, 2023 AND DECEMBER 31, 2022

	Note	2023 Unaudited	2022 Audited
ASSETS			
Current Assets			
Cash and cash equivalents	4	₱879,667,571	₱1,781,338,481
Short-term investments	5	-	750,500,000
Trade and other receivables	6	412,195,944	288,334,258
Advance payments to suppliers	6	580,050,866	444,186,683
Merchandise inventories	7	15,304,444,292	13,242,857,275
Other current assets	8	1,163,030,339	877,586,353
Total Current Assets		18,339,389,012	17,384,803,050
Noncurrent Assets			
Property and equipment	9	10,447,643,622	9,412,353,119
Right-of-use assets	10	8,375,891,534	7,904,738,891
Net deferred tax assets	17	571,824,873	496,858,291
Other noncurrent assets	11	467,222,119	444,247,853
Total Noncurrent Assets		19,862,582,148	18,258,198,154
		₱38,201,971,160	₱35,643,001,204
LIABILITIES AND EQUITY			
Current Liabilities			
Trade and other payables	12	6,370,870,965	₱5,763,028,529
Income tax payable		315,446,327	281,544,342
Current portion of lease liabilities	10	1,718,379,980	1,614,033,349
Total Current Liabilities		8,404,697,272	7,658,606,220
Noncurrent Liabilities			
Lease liabilities - net of current portion	10	7,981,692,917	7,358,989,633
Net retirement liability	13	63,541,387	82,220,153
Total Noncurrent Liabilities		8,045,234,304	7,441,209,786
Total Liabilities		16,449,931,576	15,099,816,006
Equity			
Capital stock	14	4,099,724,116	4,099,724,116
Additional paid-in capital	14	5,373,738,427	5,373,738,427
Other comprehensive income		177,178,885	177,178,885
Retained earnings		12,101,398,156	10,892,543,770
Total Equity		21,752,039,584	20,543,185,198
		₱38,201,971,160	₱35,643,001,204

See accompanying Notes to Financial Statements.

WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION

Doing Business under the Name and Style of WILCON CITY CENTER)

UNAUDITED INTERIM STATEMENTS OF COMPREHENSIVE INCOME
FOR THE NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2023 AND 2022

	Note	Unaudited			
		For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
		2023	2022	2023	2022
NET SALES		₱25,942,693,299	₱24,722,510,868	₱8,791,069,510	₱8,780,426,939
COST OF SALES	7	(15,694,992,853)	(15,105,475,127)	(5,313,973,766)	(5,321,556,727)
GROSS INCOME		10,247,700,446	9,617,035,741	3,477,095,744	3,458,870,212
OPERATING EXPENSES	15	(6,562,059,927)	(5,588,044,500)	(2,195,322,099)	(1,984,814,352)
INTEREST EXPENSE	10	(473,464,857)	(394,847,052)	(163,617,397)	(148,916,110)
OTHER INCOME – Net	16	417,963,302	309,436,882	92,422,734	144,955,856
INCOME BEFORE INCOME TAX		3,630,138,964	3,943,581,071	1,210,578,982	1,470,095,606
INCOME TAX EXPENSE (BENEFIT)	17				
Current		979,353,237	1,111,150,186	330,806,435	413,434,160
Deferred		(74,966,582)	(127,914,417)	(28,206,454)	(47,495,915)
		904,386,655	983,235,769	302,599,981	365,938,245
NET INCOME		2,725,752,309	2,960,345,302	907,979,001	1,104,157,361
OTHER COMPREHENSIVE INCOME (LOSS)					
TOTAL COMPREHENSIVE INCOME		₱2,725,752,309	₱2,960,345,302	₱907,979,001	₱1,104,157,361
BASIC AND DILUTIVE EARNINGS PER SHARE	20	₱0.66	₱0.72	₱0.22	₱0.27

See accompanying Notes to Financial Statements.

WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION
Doing Business under the Name and Style of WILCON CITY CENTER)

UNAUDITED INTERIM STATEMENTS OF CHANGES IN EQUITY
FOR THE NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2023 AND 2022

	Note	Unaudited	
		2023	2022
CAPITAL STOCK	14	₱4,099,724,116	₱4,099,724,116
ADDITIONAL PAID-IN CAPITAL		5,373,738,427	5,373,738,427
OTHER COMPREHENSIVE INCOME			
Cumulative Remeasurement Gains on Retirement Liability		177,178,885	99,770,970
RETAINED EARNINGS			
Balance at beginning of period		10,892,543,770	7,905,170,532
Net income		2,725,752,309	2,960,345,302
Cash dividends	14	(1,516,897,923)	(860,942,063)
Balance at end of period		12,101,398,156	10,004,573,771
		₱21,752,039,584	₱19,577,807,284

See accompanying Notes to Financial Statements.

WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION
Doing Business under the Name and Style of WILCON CITY CENTER)

UNAUDITED INTERIM STATEMENTS OF CASH FLOWS
FOR THE NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2023 AND 2022

		Unaudited	
	Note	2023	2022
CASH FLOWS FROM OPERATING ACTIVITIES			
Income before income tax		₱3,630,138,965	₱3,943,581,071
Adjustments for:			
Depreciation and amortization	9	2,052,171,286	1,823,351,407
Interest expense	10	473,464,857	394,847,052
Retirement benefits	13	22,323,424	36,478,139
Provision for Impairment losses on receivables	6	4,443,141	1,996,916
Loss on write-off of account receivable		10,262	-
Provision for Inventory losses	7	-	133,075,814
Interest income	4	(12,592,376)	(10,637,979)
Gain on sale of property and equipment		(716,793)	(102,273)
Operating income before working capital changes		6,169,242,766	6,322,590,147
Increase (decrease) in trade and other payables		607,842,434	(1,979,054,965)
Decrease (increase) in:			
Advance payments to suppliers		(135,864,183)	1,465,454,082
Trade and other receivables		(134,633,398)	(104,713,044)
Other current assets		(322,802,574)	69,293,529
Merchandise inventories		(2,061,587,017)	(1,049,531,780)
Net cash generated from operations		4,122,198,028	4,724,037,969
Interest received from cash in banks		687,989	666,268
Retirement benefits paid		-	(1,302,897)
Contributions to retirement plan	13	(41,002,190)	(36,446,391)
Income tax paid		(913,917,590)	(896,965,809)
Net cash provided by operating activities		3,167,966,237	3,789,989,140
CASH FLOWS FROM INVESTING ACTIVITIES			
Additions to:			
Property and equipment	9	(1,969,652,531)	(1,922,659,549)
Computer software	11	(37,201,841)	(42,940,255)
Decrease (increase) in:			
Short-term investments		750,500,000	(201,030,875)
Advances to contractors		(3,895,575)	3,270,522
Other noncurrent assets		(9,666,178)	(1,600,187)
Interest received from investments		18,406,986	5,359,968
Net proceeds from sale of property and equipment		1,041,068	3,533,393
Net cash used in investing activities		(1,250,468,071)	(2,156,067,120)

(Forward)

		Unaudited	
	Note	2023	2022
CASH FLOWS FROM FINANCING ACTIVITIES			
Payments of:			
Lease liabilities	10	(₱1,302,271,153)	(₱1,185,403,129)
Cash Dividends	14	(1,516,897,923)	(819,046,278)
Cash used in financing activities		(2,819,169,076)	(2,004,449,407)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS			
		(901,670,910)	(370,527,387)
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD			
		1,781,338,481	1,542,790,565
CASH AND CASH EQUIVALENTS AT END OF PERIOD			
	4	₱879,667,571	₱1,172,263,178

See accompanying Notes to Financial Statements.

WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION
Doing Business under the Name and Style of WILCON CITY CENTER)

NOTES TO FINANCIAL STATEMENTS

1. Corporate Information

WILCON DEPOT, INC. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS (the Company) was incorporated in the Philippines and registered with the Securities and Exchange Commission (SEC) on December 17, 2015. The Company is engaged in buying and selling of all kinds of goods, commodities, wares and merchandise at wholesale and retail.

The Company is a subsidiary of WILCON CORPORATION Doing Business under the Name and Style of WILCON CITY CENTER (the Parent Company), a holding company incorporated in the Philippines. The ultimate parent company is LIAM ROS HOLDINGS INC., a holding company incorporated in the Philippines.

On March 31, 2017, the 1,393,906,200 common shares of the Company were listed in the Philippine Stock Exchange (PSE) at an offer price of ₱5.05 a share. Net proceeds from the Initial Public Offering (IPO) amounted to ₱6,749.3 million, net of offer expenses of ₱289.9 million (see Note 14).

The registered office address of the Company is at No. 90 E. Rodriguez Jr. Avenue, Brgy. Ugong Norte, Quezon City.

2. Summary of Significant Accounting Policies

Basis of Preparation and Statement of Compliance

The financial statements of the Company have been prepared in accordance with Philippine Financial Reporting Standards (PFRS). This financial reporting framework includes PFRS, Philippine Accounting Standards (PAS) and Philippine Interpretations from International Financial Reporting Interpretations Committee (IFRIC) issued by the Philippine Financial Reporting Standards Council and adopted by the SEC, including the SEC provisions.

The significant accounting policies used in the preparation of the financial statements have been consistently applied to all the years presented, unless otherwise stated.

Measurement Bases

The financial statements have been presented in Philippine Peso, which is the functional currency of the Company. All amounts are in absolute values, unless otherwise stated.

The financial statements of the Company have been prepared on the historical cost basis of accounting, except for net retirement liability which is carried at the aggregate of the present value of the defined benefit obligation and the fair value of plan assets and lease liabilities that are initially carried at the present value of minimum lease payments. Historical cost is generally based on the fair value of the consideration given in exchange for an asset and change in fair value of the consideration received in exchange for incurring a liability.

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data are available to measure fair value, maximizing the use of relevant observable inputs and minimizing the use of unobservable inputs.

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

Level 1 – Quoted (unadjusted) market prices in active market for identical assets or liabilities.

Level 2 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable.

Level 3 – Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

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

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

Further information about the assumptions made in measuring fair value is included in the following notes:

- Note 5, *Short-term Investments*
- Note 13, *Retirement Plan*
- Note 22, *Fair Value of Financial Instruments*

Adoption of Amended PFRS

The accounting policies adopted are consistent with those of the previous financial year, except for the adoption of the following amended PFRS:

- Amendment to PFRS 16, *Leases - COVID-19-Related Rent Concessions beyond June 30, 2021* – In 2020, PFRS 16 was amended to provide practical expedient to lessees from applying the requirements on lease modifications for eligible rent concessions resulting from COVID-19 pandemic. A lessee may elect not to assess whether eligible rent concessions from a lessor is a lease modification. A lessee that makes this election account for any change in lease payments resulting from the COVID-19 related rent concession the same way it would account for a change that is not a lease modification, e.g., as a variable lease payment. This amendment is effective for annual reporting periods beginning on or after June 1, 2020, with earlier application permitted, and covers eligible rent concessions until June 30, 2021.

Due to the continuing impact of the pandemic, another amendment to PFRS 16 was issued in 2021, which allowed lessees to extend the application of the practical expedient regarding COVID-19-related rent concessions to reduction in lease payments that are due on or before June 30, 2022.

- Amendments to PAS 16, *Property, Plant and Equipment - Proceeds Before Intended Use* – The amendments prohibit deducting from the cost of property, plant and equipment any proceeds from selling items produced while bringing that asset to the location and condition necessary for its intended use. Instead, the proceeds and related costs from such items shall be recognized in profit or loss. There is no transition relief for first-time adopters.
- Amendments to PAS 37, *Onerous Contracts - Cost of Fulfilling a Contract* – The amendments specify which costs shall be included when assessing whether a contract is onerous or loss-making. The ‘costs of fulfilling’ a contract comprise the ‘costs that relate directly to the contract’. These costs can either be incremental (e.g., the costs of direct labor and materials) or can be an allocation of costs directly related to fulfilling a contract (e.g., depreciation of fixed assets). At the date of initial application, the cumulative effect of applying the amendments is recognized as an opening balance adjustment to retained earnings or other component of equity, as applicable. Accordingly, the comparatives are not restated.
- Annual Improvements to PFRS 2018 to 2020 Cycle:
 - Amendment to PFRS 9, *Financial Instruments - Fees in the ‘10 per cent’ Test for Derecognition of Financial Liabilities* – The amendment clarifies which fees an entity shall include when it applies the ‘10 per cent’ test in assessing whether to derecognize a financial liability (i.e. whether the terms of a new or modified financial liability is substantially different from the terms of the original financial liability). These fees include only those paid or received between the borrower and the lender, including fees paid or received by either the borrower or the lender on the other’s behalf. The amendment applies to financial liabilities that are modified or exchanged on or after the beginning of the annual reporting period in which the entity first applied the amendment.
 - Amendment to PFRS 16, *Leases - Lease Incentives* – The amendment removed from Illustrative Example 13 the illustration of the reimbursement of leasehold improvements by the lessor. The objective of the amendment is to avoid any potential confusion regarding the treatment of lease incentives because of how the requirements for lease incentives are illustrated.

The adoption of the amended PFRS did not materially affect the financial statements of the Company. Additional disclosures were included in the financial statements, as applicable

Amended PFRS Issued But Not Yet Effective

Relevant amended PFRS, which are not yet effective as at September 30, 2023 and have not been applied in preparing the financial statements, are summarized below.

Effective for annual periods beginning on or after January 1, 2024:

- Amendments to PFRS 16, *Leases - Lease Liability in a Sale and Leaseback* – The amendments clarify that the liability that arises from a sale and leaseback transaction, that satisfies the requirements in PFRS 15, *Revenue from Contracts with Customers*, to be accounted for as a sale, is a lease liability to which PFRS 16 applies and give rise to a right-of-use asset.

For the subsequent measurement, the seller-lessee shall determine 'lease payments' or 'revised lease payments' in a way that the seller-lessee would not recognize any amount of the gain or loss that relates to the right of use retained by the seller-lessee. Applying this subsequent measurement does not prevent the seller-lessee from recognizing any gain or loss relating to the partial or full termination of a lease. Any gain or loss relating to the partial or full termination of the lease does not relate to the right of use retained but to the right of use terminated. The amendments must be applied retrospectively. Earlier application is permitted.

- Amendments to PAS 1, *Presentation of Financial Statements - Classification of Liabilities as Current or Noncurrent* – The amendments clarify the requirements for an entity to have the right to defer settlement of the liability for at least 12 months after the reporting period. The amendments also specify and clarify the following: (i) an entity's right to defer settlement must exist at the end of the reporting period, (ii) the classification is unaffected by management's intentions or expectations about whether the entity will exercise its right to defer settlement, (iii) how lending conditions affect classification, and (iv) requirements for classifying liabilities where an entity will or may settle by issuing its own equity instruments. The amendments must be applied retrospectively. Earlier application is permitted. If applied in earlier period, the Company shall also apply Amendments to PAS 1 - *Noncurrent Liabilities with Covenants* for that period.

Under prevailing circumstances, the adoption of the foregoing amended PFRS is not expected to have any material effect on the financial statements of the Company. Additional disclosures will be included in the financial statements, as applicable.

Current versus Noncurrent Classification

The Company presents assets and liabilities in the statements of financial position based on current and noncurrent classification. An asset is current when it is: (a) expected to be realized or intended to be sold or consumed in the normal operating cycle; (b) held primarily for the purpose of trading; (c) expected to be realized within 12 months after the reporting year; or (d) cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least 12 months after the reporting year.

A liability is current when it is: (a) expected to be settled in the normal operating cycle; (b) held primarily for trading; (c) due to be settled within 12 months after the reporting year; or (d) there is no unconditional right to defer the settlement of the liability for at least 12 months after the reporting year.

The Company classifies all other assets and liabilities as noncurrent. Deferred tax assets and liabilities are classified as noncurrent.

Financial Instruments

Date of Recognition. The Company recognizes a financial asset or liability in the statement of financial position when the Company becomes a party to the contractual provisions of a financial instrument.

Initial Recognition and Measurement. Financial instruments are recognized initially at fair value of the consideration given (in the case of an asset) or received (in the case of a liability). The initial measurement of all financial instruments, except for financial instruments classified as fair value through profit or loss (FVPL), includes transaction cost.

“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 observable from the market, the Company recognizes the difference between the transaction price and fair value (a “Day 1” difference) in profit or loss unless it qualifies for recognition as some other type of asset. In cases where there is no observable data on inception, the Company deems the transaction price as the best estimate of fair value and recognizes “Day 1” difference in profit or loss when inputs become observable or when instrument is derecognized. For each transaction, the Company determines the appropriate method of recognizing a “Day 1” difference amount.

Financial Assets

In the case of regular way purchase or sale of financial assets, recognition and derecognition, as applicable, is done using settlement date accounting.

Classification. The Company classifies its financial assets at initial recognition under the following categories: (a) financial assets at amortized cost, (b) financial assets at FVPL and (c) financial assets at fair value through other comprehensive income (FVOCI). The classification of financial asset largely depends on the Company’s business model and its contractual cash flow characteristics.

As at September 30, 2023 and December 31, 2022, the Company does not have financial assets measured at FVPL and FVOCI.

Financial Assets at Amortized Cost. A financial asset should be measured at amortized cost if both of the following conditions are met:

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

After initial recognition, financial assets at amortized cost are subsequently measured at amortized cost using the effective interest method, less any allowance for impairment. Amortized cost is calculated by taking into account any discount or premium on acquisition and fees that are an integral part of the effective interest rate. Gains and losses are recognized in profit or loss when the financial assets are derecognized and through amortization process.

Financial assets at amortized cost are included under current assets if realizability or collectability is within 12 months after the reporting year. Otherwise, these are classified as noncurrent assets.

As at September 30, 2023 and December 31, 2022, the cash and cash equivalents, short-term investments, trade and other receivables (excluding advances to officers and employees), container deposits (presented as part of “Other current assets”), security and electricity deposits and refundable cash bonds (presented as part of “Other noncurrent assets”) are included under this category.

Cash and cash equivalents include cash on hand, cash in banks and money market placements. Money market placements are highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

Impairment. The Company recognizes an allowance for expected credit loss (ECL) for all debt instruments not measured at FVPL and financial assets at amortized cost. Expected credit loss is based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Company expects to receive. The difference is then discounted at an approximation to the asset's original effective interest rate.

For trade receivables, the Company has applied the simplified approach in measuring ECL. Simplified approach requires that ECL should always be based on the lifetime expected credit losses.

The Company has established a provision matrix that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment and an assessment of both the current as well as the forecast direction of conditions at the reporting date, including time value of money, where appropriate.

For other financial instruments measured at amortized cost, the ECL is based on the 12-month expected credit loss, which pertains to the portion of lifetime ECL that result from default events on a financial instrument that are possible within 12 months after the reporting date. However, when there has been a significant increase in credit risk since initial recognition, the allowance will be based on the lifetime ECL.

When determining whether the credit risk of a financial asset has increased significantly since initial recognition, the Company compares the risk of a default occurring on the financial instrument as at the reporting date with the risk of a default occurring on the financial instrument as at the date of initial recognition and consider reasonable and supportable information, that is available without undue cost or effort, that is indicative of significant increases in credit risk since initial recognition.

Reclassification. The Company reclassifies its financial assets when, and only when, it changes its business model for managing those financial assets. The reclassification is applied prospectively from the first day of the first reporting year following the change in business model (reclassification date).

For a financial asset reclassified out of the financial assets at amortized cost category to financial assets at FVPL, any gain or loss arising from the difference between the previous amortized cost of the financial asset and fair value is recognized in profit or loss.

For a financial asset reclassified out of the financial assets at amortized cost category to financial assets at FVOCI, any gain or loss arising from a difference between the previous amortized cost of the financial asset and fair value is recognized in other comprehensive income.

If the financial asset is subsequently impaired, any gain or loss that has been recognized in other comprehensive income is reclassified from equity to profit or loss.

In the case of a financial asset that does not have a fixed maturity, the gain or loss should be recognized in profit or loss when the financial asset is sold or disposed. If the financial asset is subsequently impaired, any previous gain or loss that has been recognized in other comprehensive income is reclassified from equity to profit or loss.

Derecognition. 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 right to receive cash flows from the asset has expired;
- the Company retains the right to receive cash flows from the financial 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 Company has transferred its right to receive cash flows from the financial asset and either (a) has transferred substantially all the risks and rewards of the 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 Company has transferred its right to receive cash flows from a financial asset or has entered into a pass-through arrangement, and has neither transferred nor retained substantially all the risks and rewards of ownership of the financial asset nor transferred control of the financial asset, the financial asset is recognized to the extent of the Company’s continuing involvement in the financial asset. Continuing involvement that takes the form of a guarantee over the transferred financial asset is measured at the lower of the original carrying amount of the financial asset and the maximum amount of consideration that the Company could be required to repay.

Financial Liabilities

Classification. The Company classifies its financial liabilities at initial recognition under the following categories: (a) financial liabilities at amortized cost and (b) financial liabilities at FVPL.

As at September 30, 2023 and December 31, 2022, the Company does not have financial liabilities measured at FVPL.

Financial Liabilities at Amortized Cost. Financial liabilities are categorized as financial liabilities at amortized cost when the substance of the contractual arrangement results in the Company having an obligation either to deliver cash or another financial asset to the holder, or to settle the obligation other than by the exchange of a fixed amount of cash or another financial asset for a fixed number of its own equity instruments.

These financial liabilities are initially recognized at fair value less any directly attributable transaction costs. After initial recognition, these financial liabilities are subsequently measured at amortized cost using the effective interest 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 effective interest rate. Gains and losses are recognized in profit or loss when the liabilities are derecognized or impaired or through the amortization process.

As at September 30, 2023 and December 31, 2022, the trade and other payables (excluding statutory payables and unearned revenue) and lease liabilities are included in this category.

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

A modification is considered substantial if the present value of the cash flows under the new terms, including net fees paid or received and discounted using the original effective interest rate, is different by at least 10% from the discounted present value of remaining cash flows of the original liability.

The fair value of the modified financial liability is determined based on its expected cash flows, discounted using the interest rate at which the Company could raise debt with similar terms and conditions in the market. The difference between the carrying amount of the original liability and fair value of the new liability is recognized in profit or loss.

On the other hand, if the difference does not meet the 10% threshold, the original debt is not extinguished but merely modified. In such case, the carrying amount is adjusted by the costs or fees paid or received in the restructuring.

Classification of Financial Instrument between Liability and Equity

A financial instrument is classified as liability if it provides for a contractual obligation to:

- deliver cash or another financial asset to another entity;
- exchange financial assets or financial liabilities with another entity under conditions that are potentially unfavorable to the Company; or
- 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.

If the Company does not have an unconditional right to avoid delivering cash or another financial asset to settle its contractual obligation, the obligation meets the definition of a financial liability.

Offsetting of Financial Instruments

Financial assets and liabilities are offset and the net amount is reported in the statement of financial position if, and only if, there is a currently enforceable legal right to offset the recognized amounts and there is an intention to settle on a net basis, or to realize the asset and settle the liability simultaneously.

Merchandise Inventories

Merchandise inventories are valued at the lower of cost and net realizable value (NRV). Cost, which includes all costs directly attributable to acquisition such as purchase price and freight-in, is determined using the moving average method. NRV is the estimated selling price in the ordinary course of business, less estimated costs necessary to complete the sale.

When inventories are sold, the carrying amount of those inventories is recognized to profit or loss in the year when the related revenue is recognized.

When the NRV of inventories is lower than the cost, a write-down is charged to cost of sales at the year in which it occurred. The amount due to any reversals of write-down of inventories arising from an increase in net realizable value is recognized as reduction in the amount of inventories recognized as expense in the year in which the reversal occurs.

Other Current Assets

Other current assets mainly consist of deferred input value-added tax (VAT), input VAT, materials and supplies, prepaid expenses, and container deposits.

Deferred Input VAT. Under section 4.110-3 (c) of the Revenue regulation 13-2018, the amortization of the input VAT shall only be allowed until December 31, 2021, after which taxpayers with unutilized input VAT on capital goods purchased or imported shall be allowed to apply the same as schedules until fully utilized.

The input VAT on the purchases or imports of capital goods exceeding ₱1.0 million subsequent to December 31, 2021 may be claimed outright.

VAT. Revenue, expenses and assets are recognized, net of the amount of VAT, except:

- where VAT incurred on a purchase of assets or services is not recoverable from the taxation authority; or
- receivables and payables that are stated with the amount of tax included.

The net amount of VAT recoverable from the taxation authority is included as part of “Other current assets” account in the statements of financial position.

Materials and Supplies. Materials and supplies are carried at cost and are recognized as expense upon consummation. Materials and supplies that are expected to be consumed for no more than 12 months after the financial reporting date are classified as current assets. Otherwise, these are classified as noncurrent assets.

Prepaid Expenses. Prepaid expenses are expenses paid in advance and recorded as asset before these are utilized. Prepaid expenses are apportioned over the period covered by the payment and charged to appropriate expense accounts in profit or loss when incurred. Prepaid expenses that are expected to be realized for no more than 12 months after the financial reporting date are classified as current assets. Otherwise, these are classified as noncurrent assets.

Container Deposits. Container deposits qualify as financial assets and are disclosed under financial instruments. These are measured at cost less any impairment in value. Container deposits are refunded upon return of the empty containers to the shipping companies.

Property and Equipment

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

The initial cost of property and equipment comprises of its purchase price, including import duties, taxes and any directly attributable costs in bringing the asset to its working condition and location for its intended use.

Expenditures incurred after the asset has been put into operations, such as repairs and maintenance, are normally recognized as expense in the year the costs are incurred. In situations where it can be clearly demonstrated that the expenditures have improved the condition of the asset beyond the originally assessed standard of performance, the expenditures are capitalized as additional costs of property and equipment.

Construction in progress represents structures under construction and is stated at cost. Cost includes costs of construction, labor and other direct costs. Borrowing costs that are directly attributable to the construction of property and equipment are capitalized during the construction period. Construction in progress is not depreciated until such time that the relevant assets are ready for use.

Depreciation and amortization are computed using the straight-line basis over the estimated useful lives of the assets as follows:

<u>Asset Type</u>	<u>Number of Years</u>
Buildings and improvements	15 to 20 or term of lease, whichever is shorter
Furniture and equipment	5
Leasehold improvements	5 or term of lease, whichever is shorter
Transportation equipment	5

The estimated useful life of solar panels recognized as part of “Building and Leasehold improvements” installed in the leased and owned buildings is 15 years.

The estimated useful lives and depreciation and amortization are reviewed and adjusted, if appropriate, at each reporting date to ensure that such years and method of depreciation and amortization are consistent with the expected pattern of economic benefits from the items of property and equipment.

Fully depreciated assets are retained in the accounts until these are no longer being used and no further depreciation and amortization are credited or charged to profit or loss.

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

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected to arise from the continued use of the asset. Any gain or loss arising from derecognition of the asset (measured as the difference between the net disposal proceeds and the carrying amount of the asset) is included in profit or loss in the year the item is derecognized.

Other Noncurrent Assets

Other noncurrent assets comprise of security deposits, computer software, electricity deposits, advances to contractors and refundable cash bonds. Other noncurrent assets, except computer software, qualify as financial assets and are disclosed under financial instruments.

Security Deposits. Security deposits represents deposits made in relation to lease agreements entered into by the Company and are carried at cost less any impairment in value. These will be returned at the end of the lease term.

Computer Software. Computer software acquired is measured on initial recognition at cost. Subsequent to initial recognition, computer software is carried at cost less accumulated amortization and any impairment losses. Internally generated computer software, excluding development costs, is not capitalized and expenditure is charged against profit or loss in the year in which the expenditure is incurred.

Computer software is amortized over the economic useful life of eight years and assessed for impairment whenever there is an indication that the computer software may be impaired. The amortization period and method for computer software are reviewed annually. Changes in the expected useful life or the expected pattern of consumption of future economic benefits embodied in the asset is accounted for by changing the amortization period or method, as appropriate, and treated as changes in accounting estimates.

Gains or losses arising from disposition of computer software measured as the difference between the net disposal proceeds and the carrying amount of the asset are recognized in profit or loss in the period when the asset is derecognized.

Electricity Deposits. Electricity deposits are carried at cost less any impairment in value, and will be refunded upon termination of the contract

Advances to Contractors. Advances to contractors represent advance payments made in relation to purchase of materials and services for the construction of stores and are carried at cost less any impairment in value. These will be applied against future billings.

Impairment of Nonfinancial Assets

At each reporting date, nonfinancial assets are reviewed to determine whether there is any indication that those assets may be impaired. If there is an indication of possible impairment, the recoverable amount of any asset (or group of related assets) is estimated and compared with its carrying amount.

An asset's (or group of assets') recoverable amount is the higher of an asset's fair value less cost to sell and its value in use, and is determined for an individual asset unless the asset does not generate cash inflows that are largely independent of those from other assets or group of assets. If estimated recoverable amount is lower, the carrying amount is reduced to its estimated recoverable amount, and impairment loss is recognized immediately in profit or loss.

If an impairment loss subsequently reverses, the carrying amount of the asset (or group of related assets) is increased to the revised estimate of its recoverable amount, but not in excess of the amount that would have been determined had no impairment loss been recognized for the asset (or group of related assets) in prior year. A reversal of an impairment loss is recognized immediately in profit or loss.

Equity

Capital Stock and Additional Paid-in Capital. Capital stock is measured at par value for all shares issued. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction from proceeds, net of tax. The excess of proceeds from the issuance of shares over the par value of shares is credited to additional paid-in capital.

Other Comprehensive Income (Loss). Other comprehensive income (loss) comprises items of income and expenses (including items previously presented under the statement of changes in equity) that are not recognized in profit or loss for the year in accordance with PFRS. Other comprehensive income (loss) pertains to cumulative remeasurement gains (losses) on retirement liability.

Retained Earnings. Retained earnings represent the cumulative balance of net income or loss, dividend distributions, correction of prior year errors, effects of changes in accounting policy and other capital adjustments.

Dividend Distribution. Dividend distribution to the Company's stockholders is recognized as a liability and deducted from equity in the year in which the dividends are declared as approved by the Company's BOD. Dividends that are approved after the reporting year are dealt with as an event after the reporting year.

Revenue Recognition

Revenue from contract with customers is recognized when the performance obligation in the contract has been satisfied, either at a point in time or over time. Revenue is recognized over time if one of the following criteria is met: (a) the customer simultaneously receives and consumes the benefits as the Company performs its obligations; (b) the Company's performance creates or enhances an asset that the customer controls as the asset is created or enhanced; or (c) the Company's performance does not create an asset with an alternative use to the Company and the Company has an enforceable right to payment for performance completed to date. Otherwise, revenue is recognized at a point in time.

The Company assesses the revenue arrangements to determine if it is acting as a principal or as an agent. The Company assessed that it acts as principal in all of its revenue sources.

Revenue within the scope of PFRS 15, *Revenue from Contracts with Customers* is recognized as follows:

Net Sales. Revenue is recognized when the control of the goods is transferred to the buyer, which is normally upon delivery or pick up of goods, and measured at the fair value of the consideration received or receivable, net of returns, trade discounts and unearned revenue from loyalty program.

The award credits from the loyalty program are identifiable component of sale transactions in which these are granted. The fair value of the consideration received or receivable in respect to the sale is allocated between the award credits and the other components of the sale. The Company recognizes the consideration received allocated to award credits as sale when award credits are redeemed and it fulfills its obligations to supply the award credits.

The amount of revenue recognized is based on the number of award credits that have been redeemed in exchange for awards, relative to the total number that are expected to be redeemed. Any unredeemed award credits as at reporting date are recognized as unearned revenue included under "Trade and other payables" account in the statement of financial position.

Other Income. Revenue is recognized when there is an incidental economic benefit, other than the usual business operations, that will flow to the Company through an increase in asset or reduction in liability and that can be measured reliably.

Revenue outside scope of PFRS 15 is recognized as follows:

Interest Income. Revenue is recognized as the interest accrues, taking into account the effective yield of the asset, net of final tax.

Rent Income. Revenue arising from rent of property is recognized on a straight-line basis over the lease term.

Cost and Expense Recognition

Costs and expenses are recognized in profit or loss when the related goods are sold, utilization of services or at the date the costs and expenses are incurred.

Operating Expenses. Operating expenses constitute cost of administering the business and cost incurred to sell and market the goods. These include advertising and freight and handling, among others. Operating expenses are expensed as incurred.

Interest Expense. Expense is recognized as the interest accrues, taking into account the effective yield of the asset.

Employee Benefits

Short-term Employee Benefits. The Company recognizes a liability net of amounts already paid and an expense for services rendered by employees during the year. A liability is also recognized for the amount expected to be paid under short-term cash bonus if the Company has a present legal or constructive obligation to pay this amount as a result of past service provided by the employee, and the obligation can be estimated reliably.

Short-term employee benefit liabilities are measured on an undiscounted basis and are expensed as the related service is provided.

Retirement Benefits. Retirement benefit costs are actuarially determined using the projected unit credit method, which reflects services rendered by employees to the date of valuation and incorporates assumptions concerning employees' projected salaries.

The Company recognizes service costs, comprising of current service costs, past service costs, gains and losses on curtailments and non-routine settlements and net interest expense or income in profit or loss. Net interest is calculated by applying the discount rate to the net retirement liability or asset.

Past service costs are recognized in profit or loss on the earlier of the date of the plan amendment or curtailment and the date that the Company recognizes restructuring-related costs.

Remeasurements comprising actuarial gains and losses, return on plan assets and any change in the effect of the asset ceiling (excluding net interest on defined benefit obligation) are recognized immediately in other comprehensive income in the year in which these arise. Remeasurements are not reclassified to profit or loss in subsequent year.

The net retirement liability is the aggregate of the present value of the defined benefit obligation and the fair value of plan assets out of which the obligations are to be settled directly.

The present value of the retirement liability 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 valuations are made with sufficient regularity so that the amounts recognized in the financial statements do not differ materially from the amounts that would be determined at the reporting date.

Leases

The Company as a Lessee

Right-of-use (ROU) assets. ROU assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liabilities;
- any lease payments made at or before the commencement date less any lease incentives received;
- any initial direct costs; and
- restoration costs.

The ROU assets are measured subsequently at cost less amortization and any impairment losses. Additionally, the cost is subsequently adjusted for any remeasurement of the lease liabilities resulting from reassessments or lease modifications.

Lease Liabilities. Lease liabilities are measured at the present value of the following lease payments:

- fixed payments (including in-substance fixed payments), less any lease incentives receivable;
- variable lease payment that are based on an index or a rate;
- amounts expected to be payable by the lessee under residual value guarantees; and
- the exercise price of a purchase option if the lessee is reasonably certain to exercise that option
- payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

After the initial recognition, the measurement of a lease liability is affected by:

- accruing interest on the lease liability;
- lease payments made; and
- remeasurements reflecting any reassessment or lease modifications.

The lease payments are discounted using the interest rate implicit in the lease. If that rate cannot be determined, the lessee's incremental borrowing rate is used, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

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

Payments associated with short-term leases and leases of low-value assets are recognized on a straight-line basis of accounting as rent expense in profit or loss. Short-term leases are leases with a lease term of 12 months or less.

The Company as a Lessor

Leases where a significant portion of the risks and rewards of ownership over the asset are retained by the lessor, are classified as operating leases. Payments made under operating leases are recognized in profit or loss on a straight-line basis of accounting over the period of the lease.

Income Taxes

Current Tax. Current tax assets and liabilities are measured at the amount expected to be recovered from or paid to the taxation authorities. The tax rate and tax laws used to compute the amount are those that have been enacted or substantively enacted at end of the reporting year.

Deferred Tax. Deferred tax is provided on all temporary differences at the reporting date between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. Deferred tax liabilities are recognized for all taxable temporary differences. Deferred tax assets are recognized for all deductible temporary differences, to the extent that it is probable that taxable profit will be available against which the deductible temporary differences.

Deferred tax, however, is not recognized when it arises 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 profit nor taxable profit or loss.

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

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

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

Deferred tax relating to items recognized outside profit or loss is recognized outside profit or loss. Deferred tax items are recognized in relation to the underlying transaction either in other comprehensive income or directly in equity.

Earnings per Share

The Company presents basic and diluted earnings per share. Basic earnings per share are calculated by dividing the net income by the weighted average number of common shares outstanding during the year. Diluted earnings per share are calculated in the same manner, adjusted for the effects of all dilutive potential common shares.

The Company has no dilutive potential common shares.

Related Party Relationship and Transactions

Related party transactions consist of transfers of resources, services or obligations between the Company and its related parties.

Parties are related if one party has the ability to control the other party or exercise significant influence over the other party in making financial and operating decisions. This includes: (a) individuals who, by owning directly or indirectly through one or more intermediaries, control or are controlled by, or under common control with the Company; (b) associates; and, (c) individuals owning, directly or indirectly, an interest in the voting power of the Company that gives them significant influence over the Company and close members of the family of any such individual.

In considering each possible related party relationship, attention is directed to the substance of the relationship and not merely on legal form.

Segment Reporting

Operating segments are components of the Company: (a) that engage in business activities from which this may earn revenue and incur expenses, including revenue and expenses relating to transactions with other components of the Company; (b) whose operating results are regularly reviewed by the Company's senior management, its chief operating decision maker, to make decisions about resources to be allocated to the segment and assess its performance; and (c) for which discrete financial information is available.

For purposes of management reporting, the Company has only one reportable operating segment, which is the trading business. The Company has only one geographical segment as all of its assets are located in the Philippines. The Company operates and derives all its revenue from domestic operations.

Provisions

Provisions are recognized when the Company has a present legal or constructive obligation as a result of past events, it is probable that a transfer of economic benefits will be required to settle the obligation, and the amount can be reliably estimated.

Provisions are measured at the present value of the amount expected to be required to settle the obligation using a pre-tax rate that reflects market assessments of the time value of money and the risks specific to the obligation. The increase in the provision due to the passage of time is recognized as interest expense.

Contingencies

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

Events after the Reporting Date

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

3. Significant Accounting Judgments, Estimates and Assumptions

The preparation of the financial statements requires the Company to exercise judgment, make estimates and use assumptions that affect the amounts reported in the financial statements and accompanying notes. The judgments and estimates are based on management's evaluation of relevant facts and circumstances as of the date of the comparative financial statements. Actual results could differ from these estimates, and as such estimates will be adjusted accordingly when the effects become determinable.

Judgments

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

Determining Ability to Continue as a Going Concern. Management has made an assessment of the Company's ability to continue as a going concern and is satisfied that the Company has the resources to continue in business for the foreseeable future. Furthermore, the Company is not aware of any material uncertainties that may cast significant doubts upon the Company's ability to continue as a going concern. Therefore, the financial statements continue to be prepared on a going concern basis.

Determining the Operating Segments. Determination of operating segments is based on the information about components of the Company that management uses to make decisions about the operating matters. Operating segments use internal reports that are regularly reviewed by the

Company's chief operating decision maker, which is defined to be the Company's BOD, in order to allocate resources to the segment and assess its performance. The Company reports separate information about an operating segment that meets any of the following quantitative thresholds: (a) its reported revenue, including both sales to external customers and intersegment sales or transfers, is 10% or more of the combined revenue, internal and external, of all operating segments; (b) the absolute amount of its reported profit or loss is 10% or more of the greater, in absolute amount, of (i) the combined reported profit of all operating segments that did not report a loss and (ii) the combined reported loss of all operating segments that reported a loss; and (c) the assets of the segment are 10% or more of the combined assets of all operating segments.

The Company has only one reportable operating segment which is the trading business and one geographical segment as all of the assets are located in the Philippines. The Company operates and derives all its revenue from domestic operations. Thus, no further disclosures of operating and geographical segments are necessary.

Determining the Classification of Financial Assets. Classification of financial assets depends on the results of the business model test and sole payment of principal and interest (SPPI) test performed by the Company.

The Company exercises judgment in determining the business model to be used in managing its financial instruments to achieve its business objectives. Below are the key factors considered by the Company in its business model assessment:

- Specific business objectives in holding the financial assets,
- Policies in managing the risks of the financial assets,
- Expected frequency, value and timing of sales, and
- Key performance indicators of the financial assets.

The Company also determines whether the contractual terms of debt instruments classified and measured as financial assets at amortized cost give rise to specified dates to cash flows that are solely payments for principal and interest, with interest representing time value of money and credit risk associated with the outstanding principal amount. Any other contractual term that changes the timing or amount of cash flows does not meet the SPPI test.

Determining the Classification of Lease Arrangements and Appropriate Lease Term and Discount Rates. The Company, as a lessee, has various lease agreements with related parties and third parties for land, buildings, retail and office units, and computer software.

The Company has exercised significant judgment in determining the lease term as the non-cancellable term of the lease, together with any periods covered by an option to extend the lease if it is reasonably certain to be exercised, or in any periods covered by an option to terminate the lease, if it is reasonably certain not to be exercised.

All the existing Company leases, except for short-term lease on transportation equipment and leases on land and buildings with less than 12 months term qualify as leases under PFRS 16.

Lease liabilities and ROU assets were recognized for the remaining lease agreements. Payments of lease liabilities are allocated over the principal liability and finance costs. The finance cost is charged to profit or loss over the lease period so as to produce a constant periodic rate of interest on the remaining balance of liability for each year. The ROU assets are amortized over the lease term on a straight-line basis.

The leases on land, buildings, retail and office units and computer software are renewable upon mutual agreement by both parties (as amended for certain lease agreements) to be covered by a separate and new lease agreement. Accordingly, the renewal option was not considered in the lease term for purposes of the recognition of ROU assets and lease liabilities.

Significant management judgment was likewise exercised by the Company in determining the discount rate, whether implicit rate, if readily available or incremental rate, to be used in calculating the present value of ROU assets and lease liabilities. The discount rate ranges from 4.21% to 8.56% which are the incremental borrowing rates as obtained from the banks.

Reassessments are made on a continuing basis whether changes should be reflected on the amount of lease liabilities due to circumstances affecting lease payments.

Interest expense on lease liabilities amounted to ₱473.5 million and ₱394.8 million for the nine-month periods ended September 30, 2023 and 2022, respectively and ₱163.6 million and ₱148.9 million for the three-month periods ended September 30, 2023 and 2022, respectively (see Note 10).

Amortization on ROU assets amounted to ₱1,090.5 million and ₱996.0 million for the nine-month periods ended September 30, 2023 and 2022, respectively and ₱371.9 million and ₱350.7 million for the three-month periods ended September 30, 2023 and 2022, respectively (see Note 10).

Rent expense on short-term lease on transportation equipment and leases on land and buildings with less than 12 months term amounted to ₱130.6 million and ₱71.5 million for the nine-month periods ended September 30, 2023 and 2022, respectively and ₱44.4 million and ₱23.4 million for the three-month periods ended September 30, 2023 and 2022, respectively (see Note 10).

As at September 30, 2023 and December 31, 2022, ROU assets amounted to ₱8,375.9 million and ₱7,904.7 million, respectively (see Note 10).

As at September 30, 2023 and December 31, 2022, lease liabilities amounted to ₱9,700.1 million and ₱8,973.0 million, respectively (see Note 10).

The Company, as a lessor, has existing lease agreements on commercial spaces, gondola lightings, facade billboards, window displays and street banners. The Company has determined that the significant risks and benefits of ownership over the leased properties remain with the Company. Accordingly, the Company accounts for the lease agreements as operating leases.

Rent income amounted to ₱55.2 million and ₱39.8 million for the nine-month periods ended September 30, 2023 and 2022, respectively and ₱19.3 million and ₱13.8 million for the three-month periods ended September 30, 2023 and 2022, respectively (see Note 10).

Evaluating Contingencies. The Company is a party to certain lawsuits or claims arising from the ordinary course of business. However, the Company's management and legal counsel believe that the eventual liabilities or claims under these lawsuits will not have a material effect on the financial statements.

Estimates and Assumptions

The key estimates and assumptions used in the financial statements are based upon management's evaluation of relevant facts and circumstances of the financial statements. Actual results could differ from those estimates. Presented below are the relevant significant estimates performed by management in preparing the financial statements.

Assessing the Impairment of Trade and Other Receivables. The Company is using the simplified approach in measuring ECL based on lifetime and 12-month expected credit losses on its trade and other receivables, respectively. The Company has established a provision matrix that uses historical credit loss experience adjusted for forward-looking factors, as appropriate.

Net provision (reversal) for impairment losses recognized as at September 30, 2023 and 2022 amounted to ₱4.4 million and ₱2.0 million, respectively and (₱3.2) million and ₱3.5 million for the three-month periods ending September 30, 2023 and 2022, respectively (see Note 6).

Based on management assessment, the allowance for impairment losses of trade and other receivables as at September 30, 2023 and December 31, 2022 is adequate to cover for possible losses.

The carrying amount of trade and other receivables (excluding advances to officers and employees) amounted to ₱377.8 million and ₱268.6 million as at September 30, 2023 and December 31, 2022, respectively (see Note 6). Allowance for impairment losses amounted to ₱68.5 million and ₱64.1 million as at September 30, 2023 and December 31, 2022, respectively (see Note 6).

Assessing the Impairment Losses on Other Financial Assets at Amortized Cost. In assessing ECL for other financial asset at amortized cost, the Company uses historical credit loss experience adjusted for forward-looking factors, as appropriate. The Company, except for refundable cash bonds, has no history of actual losses.

No provision for impairment losses on other financial assets at amortized cost were recognized as at September 30, 2023 and December 31, 2022.

The carrying amounts of other financial assets at amortized cost follows:

	Note	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Cash in banks	4	₱857,976,783	₱1,770,080,120
Security deposits	11	180,342,297	167,595,254
Electricity deposits	11	76,586,240	70,672,239
Container deposits	8	11,061,385	12,860,614
Short-term investments	5	—	750,500,000
		₱1,125,966,705	₱2,771,708,227

Other financial assets at amortized cost also include refundable cash bonds, amounting to ₱83.4 million, which the Company assessed to be unrecoverable. Accordingly, refundable cash bonds were fully provided with allowance for impairment losses since 2016 (see Note 11).

Determining the NRV of Merchandise Inventories. The Company recognizes inventory write down and losses whenever NRV becomes lower than cost due to damage, physical deterioration, obsolescence, changes in price levels or other causes.

Estimates of NRV are based on the most reliable evidence available at the time the estimates are made of the amount the inventories that are expected to be realized. These estimates take into consideration fluctuations of price or cost directly relating to events occurring after reporting date to the extent that such events confirm conditions existing at reporting date. The adequacy of allowance for inventory write-down and losses is reviewed periodically to reflect the accurate valuation in the financial statements.

The carrying amount of merchandise inventories amounted to ₱15,304.4 million and ₱13,242.9 million as at September 30, 2023 and December 31, 2022, respectively (see Note 7). Allowance for inventory write-down and losses amounted to ₱262.2 million as at September 30, 2023 and December 31, 2022, respectively (see Note 7).

Estimating the Useful Lives of Property and Equipment and Computer Software. The Company estimates the useful lives of property and equipment and computer software based on the years over which the assets are expected to be available for use. The estimated useful lives of property and equipment and computer software are reviewed periodically and are updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limits on the use of the assets. As at September 30, 2023 and December 31, 2022, there is no change in the estimated useful lives of property and equipment and computer software.

The carrying amount of depreciable property and equipment and computer software are as follows:

	Note	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Property and equipment*	9	₱9,342,907,056	₱8,814,045,919
Computer software	11	181,935,314	172,522,802
		₱9,524,842,370	₱8,986,568,721

*Excluding construction in progress amounting to ₱1,104.7 million and ₱598.3 million as at September 30, 2023 and December 31, 2022, respectively.

Assessing the Impairment of Nonfinancial Assets. The Company assesses any impairment on its nonfinancial assets whenever events or changes in circumstances indicate that the carrying amount of assets or group of assets may not be recoverable. Factors that the Company considered in deciding when to perform impairment review includes the following among others:

- significant under-performance of a business in relation to expectations;
- significant negative industry or economic trends; and
- significant changes or planned changes in the use of the assets.

An impairment loss is recognized whenever the carrying amount of an asset exceeds its recoverable amount. The estimated recoverable amount is the higher of an asset's net selling price and value in use. The net selling price is the amount obtainable from the sale of an asset in an arm's-length transaction. Recoverable amount represents the value in use, determined as the present value of estimated future cash flow expected to be generated from the continued use of the assets.

The estimated cash flow is projected using growth rates based on historical experience and business plans and are discounted using pretax discount rates that reflect the current assessment of the time value of money and the risks specific to the asset. Recoverable amounts are estimated for individual assets, or if it is not possible, for the cash generating unit to which the assets belong.

There were no indications that the carrying amount of nonfinancial assets may be impaired. Accordingly, no impairment loss was recognized in 2023 and 2022.

The carrying amount of nonfinancial assets assessed for possible impairment are presented below:

	Note	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Property and equipment	9	₱10,447,643,622	₱9,412,353,119
ROU assets	10	8,375,891,534	7,904,738,891
Advance payments to suppliers	6	580,050,866	444,186,683
Input VAT (including deferred)	8, 11	506,924,375	377,120,013
Materials and supplies	8	493,157,641	384,617,925
Computer software	11	181,935,314	172,522,802
		₱20,585,603,352	₱18,695,539,433

Determining the Retirement Liability. The determination of the obligation and cost of retirement benefits is dependent on the assumptions determined by management and used by the actuary in calculating such amounts. These assumptions are described in Note 13 to the financial statements and include, among others, discount rate and salary increase rate. Actual results that differ from the Company's assumptions are accumulated and recognized in other comprehensive income, therefore, generally affect the recognized expense and recorded obligation in such future periods.

Retirement expense amounted to ₱22.3 million and ₱36.5 million for the nine-month periods ended September 30, 2023 and 2022, respectively and ₱7.4 million and ₱10.7 million for the three-month periods ended September 30, 2023 and 2022, respectively (see Note 13).

Net retirement liability amounted to ₱63.5 million and ₱82.2 million as at September 30, 2023 and December 31, 2022, respectively (see Note 13).

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

Net deferred tax assets amounted to ₱571.8 million and ₱496.9 million as at September 30, 2023 and December 31, 2022, respectively (see Note 17).

4. Cash and Cash equivalents

Details of this account are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Cash on hand	₱21,690,788	₱11,258,361
Cash in banks	857,976,783	1,770,080,120
	₱879,667,571	₱1,781,338,481

Cash in banks earn interest at prevailing bank deposit rates.

Details of interest income are as follows:

	Unaudited				
	Note	For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
		2023	2022	2023	2022
Short-term investments	5	₱11,659,387	₱5,201,409	₱-	₱4,595,771
Cash in banks and cash equivalents		932,989	5,436,570	179,062	1,746,857
	16	₱12,592,376	₱10,637,979	₱179,062	₱6,342,628

5. Short-term Investments

Short-term investments amounting to nil and ₱750.5 million as at September 30, 2023 and December 31, 2022, respectively, represent money market placements, which bears interest from 2.9% to 5.6%.

Interest income from these investments amounted to ₱11.7 million and ₱5.2 million for the nine-month periods ended September 30, 2023 and 2022 respectively, and nil and ₱4.6 million for the three-month periods ended September 30, 2023 and 2022 respectively (see Note 4).

6. Trade and Other Receivables and Advance Payments to Suppliers

Details of this trade and other receivables are as follows:

	Note	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Trade:			
Third parties		₱345,591,184	₱224,384,462
Related parties		5,065,895	1,120,250
Suppliers support and other fees		70,095,541	90,480,124
Advances to officers and employees		34,381,992	19,700,316
Rent receivables	10	7,392,890	4,549,029
Delivery fees and other customer charges		6,382,195	2,502,544
Accrued interest		-	6,502,599
Others		11,786,354	3,151,900
		480,696,051	352,391,224
Allowance for impairment losses		(68,500,107)	(64,056,966)
		₱412,195,944	₱288,334,258

Trade receivables are unsecured, noninterest-bearing and have credit terms of 30 to 60 days.

Supplier support and other fees pertains to incentives and other fees received from supplier which have terms of 30 to 60 days.

Advances to officers and employees are noninterest-bearing advances and are normally settled through salary deduction. This account also includes cash advances to employees and officers for store operations which are for liquidation.

Rent receivables, which are collectible within one year, include receivables from the lease of gondola lightings, facade billboards, window displays and street banners.

Accrued interest pertains to interest receivable on the Company's cash, cash equivalents and short-term investments.

Others mainly pertain to taxes withheld by customers with no certificates received yet.

<i>Amounts in Millions</i>	As at September 30, 2023 (Unaudited)				
	Total	Neither Past Due Nor Impaired	Less Than One Year	One Year to Less Than Three Years	More Than Three Years
Trade:					
Third parties	₱345.6	₱54.7	₱228.8	₱21.9	₱40.2
Related parties	5.0	2.2	2.8	–	–
	350.6	56.9	231.6	21.9	40.2
Suppliers support and other fees	70.1	29.2	27.1	13.7	0.1
Advances to officers and employees	34.4	7.6	26.8	–	–
Rent receivables	7.4	0.2	6.9	0.3	–
Delivery fees and other customer charges	6.4	5.6	0.4	0.5	(0.1)
Others	11.8	8.2	2.6	–	1.0
	480.7	107.7	295.4	36.4	41.2
Allowance for impairment losses	(68.5)	–	(6.8)	(19.3)	(42.4)
	₱412.2	₱107.7	₱288.6	₱17.1	₱(1.2)

<i>Amounts in Millions</i>	As at December 31, 2022 (Audited)				
	Total	Neither Past Due Nor Impaired	Less Than One Year	One Year to Less Than Three Years	More Than Three Years
Trade:					
Third parties	₱224.4	₱61.7	₱110.5	₱8.1	₱44.1
Related parties	1.1	0.6	0.5	–	–
	225.5	62.3	111.0	8.1	44.1
Suppliers support and other fees	90.5	46.0	44.5	–	–
Advances to officers and employees	19.7	3.1	16.6	–	–
Accrued interest	6.5	6.5	–	–	–
Rent receivables	4.5	0.1	4.3	0.1	–
Delivery fees and other customer charges	2.5	1.3	1.1	0.1	–
Others	3.2	–	2.5	0.3	0.4
	352.4	119.3	180.0	8.6	44.5
Allowance for impairment losses	(64.1)	–	(14.5)	(5.1)	(44.5)
	₱288.3	₱119.3	₱165.5	₱3.5	₱–

Movements of allowance for impairment losses on receivables are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Balance at beginning of period	₱64,056,966	₱56,481,950
Provision	4,443,141	7,575,016
Balance at end of period	₱68,500,107	₱64,056,966

Based on management assessment, the allowance for impairment losses on receivables as at September 30, 2023 and December 31, 2022 is adequate to cover for possible losses.

Advance Payments to Suppliers

Advance payments to suppliers which pertain to advance payments on purchases of merchandise inventories and other goods and services amounted to ₱580.1 million and ₱444.2 million as at September 30, 2023 and December 31, 2022, respectively.

7. Merchandise Inventories

Merchandise inventories are stated at cost and NRV. Details are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
At cost	₱15,231,357,266	₱13,206,312,899
At NRV	73,087,026	36,544,376
	₱15,304,444,292	₱13,242,857,275

Merchandise inventories pertain to goods being traded under the normal course of business, which include construction supplies, bathroom and kitchen supplies and equipment and furniture among others, sold on wholesale and retail basis.

The cost of merchandise inventories stated at NRV amounted to ₱319.4 million and ₱298.7 million at September 30, 2023 and December 31, 2022, respectively.

Movements of allowance for inventory write-down and losses are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Beginning of period	₱262,179,853	₱126,302,274
Provision	-	135,877,579
Balance at end of period	₱262,179,853	₱262,179,853

Based on management assessment, the allowance for inventory write-down and losses is adequate to cover for possible losses.

Inventories charged to cost of sales amounted to ₱15,695.0 million and ₱15,105.5 million for the nine-month periods ended September 30, 2023 and 2022, respectively and ₱5,314.0 million and ₱5,321.6 million for the three-month periods as at September 30, 2023 and 2022, respectively, including any reversal of allowance and provision for inventory write-down and losses.

8. Other Current Assets

Details of this account are as follows:

	September 30, 2023	December 31, 2022
	(Unaudited)	(Audited)
Materials and supplies	₱493,157,641	₱384,617,925
Current deferred input VAT	453,640,519	291,385,266
Prepaid expenses	161,499,888	121,595,616
Input VAT	43,670,906	67,126,932
Container deposits	11,061,385	12,860,614
	₱1,163,030,339	₱877,586,353

Deferred input VAT pertains to unamortized portion of input VAT on property and equipment, and consigned goods already sold.

Materials and supplies pertain to consumable construction materials, office supplies and uniforms.

Prepaid expenses pertain to payment of insurance, advertising, membership dues, rent and taxes by the Company which are being amortized over a year.

Container deposits pertain to monetary deposits for containers used for imported goods. Container deposits will be refunded upon return of the empty containers to the shipping companies.

9. Property and Equipment

Details and movements of this account are as follows:

	September 30, 2023 (Unaudited)					
	Buildings and Improvements	Furniture and Equipment	Leasehold Improvements	Transportation Equipment	Construction in Progress	Total
Cost						
Balance at beginning of period	₱8,458,185,265	₱2,321,107,967	₱1,455,827,094	₱45,946,377	₱598,307,200	₱12,879,373,903
Additions	–	403,488,462	–	10,449,480	1,555,714,589	1,969,652,531
Reclassifications	936,156,122	–	113,129,101	–	(1,049,285,223)	–
Disposal	–	–	–	(4,034,238)	–	(4,034,238)
Balance at end of period	9,394,341,387	2,724,596,429	1,568,956,195	52,361,619	1,104,736,566	14,844,992,196
Accumulated Depreciation and Amortization						
Balance at beginning of period	1,301,861,152	1,217,274,369	911,109,287	36,775,976	–	3,467,020,784
Depreciation and amortization	441,326,481	290,923,460	197,818,391	3,785,130	–	933,853,462
Disposal	–	–	–	(3,525,672)	–	(3,525,672)
Balance at end of period	1,743,187,633	1,508,197,829	1,108,927,678	37,035,434	–	4,397,348,574
Carrying Amount	₱7,651,153,754	₱1,216,398,600	₱460,028,517	₱15,326,185	₱1,104,736,566	₱10,447,643,622
	December 31, 2022 (Audited)					
	Buildings and Improvements	Furniture and Equipment	Leasehold Improvements	Transportation Equipment	Construction in Progress	Total
Cost						
Balance at beginning of year	₱6,570,512,037	₱1,659,656,813	₱1,287,149,018	₱46,586,339	₱723,657,732	₱10,287,561,939
Additions	–	661,500,086	–	4,718,168	1,931,000,772	2,597,219,026
Reclassifications	1,887,673,228	–	168,678,076	–	(2,056,351,304)	–
Disposal	–	(48,932)	–	(5,358,130)	–	(5,407,062)
Balance at end of year	8,458,185,265	2,321,107,967	1,455,827,094	45,946,377	598,307,200	12,879,373,903
Accumulated Depreciation and Amortization						
Balance at beginning of year	826,025,963	906,709,947	579,935,500	32,584,632	–	2,345,256,042
Depreciation and amortization	475,835,189	310,588,886	331,173,787	5,927,442	–	1,123,525,304
Disposal	–	(24,464)	–	(1,736,098)	–	(1,760,562)
Balance at end of year	1,301,861,152	1,217,274,369	911,109,287	36,775,976	–	3,467,020,784
Carrying Amount	₱7,156,324,113	₱1,103,833,598	₱544,717,807	₱9,170,401	₱598,307,200	₱9,412,353,119

Construction in progress pertains to costs incurred for constructing new stores in various strategic locations within the Philippines and are expected to be completed in 2023.

As at September 30, 2023 and December 31, 2022, the amount of contractual commitment related to the construction in progress amounted to ₱1,077.0 million and ₱443.8 million, respectively.

Depreciation and amortization are summarized below:

	Note	Unaudited			
		For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
		2023	2022	2023	2022
ROU assets	10	₱1,090,528,495	₱996,040,376	₱371,914,149	₱350,651,459
Property and equipment		933,853,462	811,551,486	323,995,179	281,623,015
Computer software	11	27,789,329	15,759,545	9,519,655	8,227,551
	15	₱2,052,171,286	₱1,823,351,407	₱705,428,983	₱640,502,025

The acquisition costs of fully depreciated assets still in use are summarized below:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Property and equipment	₱1,292,290,855	₱988,773,860
ROU assets	406,536,863	513,977,050
	₱1,698,827,718	₱1,502,750,910

10. Lease Commitments

The Company as a Lessee

The Company has various lease agreements with related parties and third parties for the use of land, buildings, retail and office units, transportation equipment and computer software for a period of one to 15 years. The leases are renewable upon mutual agreement by both parties to be covered by a separate and new lease agreement upon renewal. The annual rent of most contracts of lease is subject to escalation of 5.00%.

Security deposits amounted to ₱180.3 million and ₱167.6 million as at September 30, 2023 and December 31, 2022, respectively (see Note 11).

Amounts recognized in profit and loss:

	Note	Unaudited			
		For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
		2023	2022	2023	2022
Amortization on ROU assets	9	₱1,090,528,495	₱996,040,376	₱371,914,149	₱350,651,459
Interest on lease liabilities		473,464,857	394,847,052	163,617,397	148,916,110
Rent expense	15	130,648,943	71,513,748	44,366,416	23,399,401
		₱1,694,642,295	₱1,462,401,176	₱579,897,962	₱522,966,970

Rent expense in 2023 and 2022 pertains to variable lease payments pertaining to real property taxes on leased properties from related parties and short-term leases.

Movements in the ROU assets are presented below:

September 30, 2023 (Unaudited)						
Note	Land	Land and Buildings	Buildings	Retail and Office Units	Computer Software	Total
Cost						
Balance at beginning of period	₱7,201,485,049	₱4,329,754,306	₱569,726,687	₱164,467,112	₱38,914,064	₱12,304,347,218
Additions	1,069,370,273	359,563,310	15,872,041	116,875,514	–	1,561,681,138
Balance as at end of period	8,270,855,322	4,689,317,616	585,598,728	281,342,626	38,914,064	13,866,028,356
Amortization						
Balance at beginning of period	1,377,489,039	2,495,410,122	346,157,870	141,637,232	38,914,064	4,399,608,327
Amortization	9 418,614,798	566,127,223	79,127,750	26,658,724	–	1,090,528,495
Balances as at end of period	1,796,103,837	3,061,537,345	425,285,620	168,295,956	38,914,064	5,490,136,822
Carrying Amount	₱6,474,751,485	₱1,627,780,271	₱160,313,108	₱113,046,670	₱–	8,375,891,534
December 31, 2022 (Audited)						
	Land	Land and Buildings	Buildings	Retail and Office Units	Computer Software	Total
Cost						
Balance at beginning of year	₱6,033,141,813	₱2,878,166,558	₱361,379,636	₱162,704,797	₱38,914,064	₱9,474,306,868
Additions	1,168,343,236	1,451,587,748	208,347,051	1,762,315	–	2,830,040,350
Balance as at end of year	7,201,485,049	4,329,754,306	569,726,687	164,467,112	38,914,064	12,304,347,218
Amortization						
Balance at beginning of year	909,861,974	1,742,582,802	246,749,619	108,341,354	38,914,064	3,046,449,813
Amortization	467,627,065	752,827,320	99,408,251	33,295,878	–	1,353,158,514
Balances as at end of the year	1,377,489,039	2,495,410,122	346,157,870	141,637,232	38,914,064	4,399,608,327
Carrying Amount	₱5,823,996,010	₱1,834,344,184	₱223,568,817	₱22,829,880	₱–	₱7,904,738,891

Movements in the lease liabilities are presented below:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Balance at beginning of period	₱8,973,022,982	₱7,180,988,167
Additions	1,518,709,182	2,744,928,754
Payments	(1,265,124,124)	(1,497,360,701)
Interest expense	473,464,857	544,466,762
Balance at end of period	9,700,072,897	8,973,022,982
Current portion	1,718,379,980	1,614,033,349
Noncurrent portion	₱7,981,692,917	₱7,358,989,633

As at September 30, 2023 and December 31, 2022, the future minimum lease payments are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Less than one year	₱1,645,928,426	₱1,428,828,377
Between one and five years	4,633,014,755	4,306,158,541
More than five years	7,779,505,402	7,193,942,407
	₱14,058,448,583	₱12,928,929,325

The interest expense on lease liabilities amounted to ₱473.5 million and ₱394.8 million for the nine-month periods ended September 30, 2023 and 2022, respectively and ₱163.6 million and ₱148.9 million for the three-month periods ended September 30, 2023 and 2022, respectively.

The Company as a Lessor

The Company has existing lease agreements on commercial spaces, gondola lightings, facade billboards, window displays and street banners with lease terms of less than a year. The leases are renewable upon mutual agreement by the parties.

Rent income amounted to ₱55.2 million and ₱39.8 million for the nine-month periods ended September 30, 2023 and 2022, respectively and ₱19.3 million and ₱13.8 million for the three-month periods ended September 30, 2023 and 2022, respectively, (see Note 16). Rent receivables amounted to ₱7.4 million and ₱4.5 million as at September 30, 2023 and December 31, 2022, respectively (see Note 6)

11. Other Noncurrent Assets

Details of this account are as follows:

	Note	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Computer software		₱181,935,314	₱172,522,802
Security deposits	10	180,342,297	167,595,254
Electricity deposits		76,586,240	70,672,239
Advances to contractors		18,745,318	14,849,743
Noncurrent deferred input VAT		9,612,950	18,607,815
		₱467,222,119	₱444,247,853

Movements of computer software are as follows:

	Note	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Cost			
Balance at beginning of period		₱236,634,232	₱185,548,068
Additions		37,201,841	51,086,164
Balance at end of period		273,836,073	236,634,232
Accumulated Amortization			
Balance at beginning of period		64,111,430	39,488,400
Amortization	9	27,789,329	24,623,030
Balance at end of period		91,900,759	64,111,430
Carrying Amount		₱181,935,314	₱172,522,802

Electricity deposits pertain to noninterest-bearing refundable deposits to various electric companies. These are to be refunded upon termination of the contract.

Advances to contractors pertain to payments for purchase of materials and services for the constructions of assets to be classified as property and equipment. The advances will be applied against the future billings of the contractors.

The Company has refundable cash bonds amounting to ₱83.4 million. These refer to payments made to the Bureau of Customs (BOC) for the release of imported goods purchased by the Parent Company with no established and published values covering importations as required in Republic Act No. 8181, *Transaction Value Act*. The amount of cash bonds to be paid by the Parent Company is determined by the BOC. The amount is refundable once the correct dutiable value or values for the importation have been established. As at September 30, 2023 and December 31, 2022 the refund of cash bonds is still pending with the BOC. Accordingly, this has been fully provided with allowance since 2016.

12. Trade and Other Payables

Details of this account are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Trade:		
Third parties	₱4,589,927,126	₱4,264,512,317
Related parties	11,305	3,032
Accrued expenses:		
Construction costs	335,962,245	149,797,496
Salaries and wages	128,063,800	222,490,187
Utilities	76,234,208	44,639,908
Outside services	–	34,644,204
Advertising expenses	–	29,714,075
Others	59,856,699	28,305,161
Nontrade:		
Third parties	541,923,528	397,991,835
Related parties	27,094,240	361,020
Advances from customers	443,496,036	421,919,790

(Forward)

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Unearned revenue	89,141,353	78,685,664
Statutory payables	79,160,425	89,963,840
	₱6,370,870,965	₱5,763,028,529

Trade payables and accrued expenses are generally settled in varying periods depending on arrangement with suppliers, normally within 30 to 90 days.

Nontrade payables pertain to unpaid advertising and promotions, rent, utilities, construction and transportation and travel, which are payable in the succeeding month.

Advances from customers pertain to payments and deposits made by the customers, which are to be applied against future purchases.

Unearned revenues pertain to unearned revenue on loyalty program and unredeemed gift certificates.

Statutory payables pertain to withholding taxes and obligatory contributions as mandated by the government. These are paid within 12 months.

13. Retirement Plan

The Company is a participant of the Wilcon Depot Multiemployer Retirement Plan together with the Parent Company and another related party. The plan is non-contributory and provides a retirement benefit equal to 100% of Plan Salary for every year of credited service.

The plan is exposed to interest rate risks and changes in the life expectancy of qualified employees but is not exposed to significant concentrations of risk on the plan assets.

Actuarial valuations are made periodically to update the retirement benefit liabilities and the amount of contributions. The latest actuarial valuation report was dated as at December 31, 2022.

Details of retirement benefits recognized in profit or loss are as follows:

	Unaudited			
	For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
	2023	2022	2023	2022
Current service cost	₱17,760,206	₱26,735,119	₱5,920,069	₱ 7,017,807
Interest expense	20,996,695	21,776,635	6,998,899	8,269,616
Interest income	(16,433,477)	(12,033,615)	(5,477,826)	(4,569,731)
	₱22,323,424	₱36,478,139	₱7,441,142	₱10,717,692

The amounts of net retirement liability recognized in the statements of financial position are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Present value of defined benefit obligation	₱417,075,747	₱378,318,846
Fair value of plan assets	(353,534,360)	(296,098,693)
	₱63,541,387	₱82,220,153

The present value of the retirement liability was 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. The discount rate assumption is based on market yields as of December 31, 2022.

The changes in the present value of the defined benefit obligation are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Balance at beginning of period	₱378,318,846	₱446,915,632
Remeasurement loss (gain):		
Changes in financial assumptions	-	(118,041,467)
Experience	-	3,726,046
Changes in demographic assumptions	-	-
Current service cost	17,760,206	30,503,804
Interest expense	20,996,695	23,463,071
Benefits paid from plan assets	-	(7,393,976)
Benefits shouldered by the Company	-	(854,264)
Balance at end of period	₱417,075,747	₱378,318,846

The changes in the fair value of plan assets are presented below:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Balance at beginning of period	₱296,098,693	₱246,962,423
Contributions to plan assets	41,002,190	54,669,586
Contributions for benefits shouldered by the Company	-	854,264
Interest income	16,433,477	12,965,527
Remeasurement loss	-	(11,104,867)
Benefits paid from plan assets	-	(7,393,976)
Benefits shouldered by the Company	-	(854,264)
Balance at end of period	₱353,534,360	₱296,098,693

Details of plan assets are as follows:

	Rates
Cash & cash equivalents	4.63%
Debt instruments	56.07%
Equity instruments	15.43%
Loans	0.08%
Mutual funds	0.27%
Unit Investment Trust Funds	10.37%
Others	13.15%
	100.00%

The principal actuarial assumptions used to determine the retirement liability are as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Discount rate	7.40%	7.40%
Annual salary increase rate	4.00%	4.00%

Sensitivity analysis on retirement liabilities is as follows:

	Basis Points	Amount
Discount rate	+100	(P41,031,511)
	-100	49,098,669
Salary rate	+100	47,766,735
	-100	(40,544,472)

As at September 30, 2023, the expected future benefits payments are as follows:

Year	Amount
1 year	P69,931,439
2 years	7,575,057
3 years	12,180,532
4 years	13,307,749
5 years	7,468,345
6 – 10 years	112,299,666
	P222,762,788

The weighted average duration of the defined benefit obligation at the end of the reporting period is 15 years.

14. Equity

Details of capital stock as at September 30, 2023 and December 31, 2022 are as follows:

	Number of Shares	Amount
Authorized - at ₱1 a share	5,000,000,000	₱5,000,000,000
Issued and outstanding	4,099,724,116	₱4,099,724,116

On March 31, 2017, the 1,393,906,200 common shares of the Company were listed in the PSE at an offer price of ₱5.05 a share. Net proceeds from the IPO amounted to ₱6,749.3 million, net of offer expenses of ₱289.9 million (see Note 1). Net additional paid-in capital amounted to ₱5,373.7 million.

As at September 30, 2023 and December 31, 2022, the Company has 4,099,724,116 listed shares.

Cash Dividends

The BOD of the Company approved the declaration and payment of the following cash dividends to stockholders as follows:

<u>Date of Declaration</u>	<u>Date of Record</u>	<u>Date of Payment</u>	<u>Dividend per share</u>	<u>Total Cash dividends</u>
February 23, 2023	March 22, 2023	April 18, 2023	₱0.37	₱1,516,897,923
February 23, 2022	March 18, 2022	April 12, 2022	₱0.21	₱860,942,063
February 24, 2021	March 19, 2021	April 16, 2021	0.12	491,966,894

15. Operating Expenses

Details of this account are as follows:

	Note	Unaudited			
		For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
		2023	2022	2023	2022
Depreciation and amortization	9	₱2,052,171,286	₱1,823,351,407	₱705,428,983	₱640,502,025
Salaries, wages and employee benefits		1,075,519,165	957,577,696	365,805,862	336,058,524
Outsourced services		945,744,843	822,943,781	307,180,622	292,933,919
Trucking services		663,459,152	527,233,891	223,153,174	175,411,938
Utilities		589,806,250	513,822,798	204,265,774	211,937,473
Taxes and licenses		367,226,171	268,241,205	119,491,599	88,040,721
Credit card charges		205,586,330	190,328,276	69,317,865	68,695,257
Repairs and maintenance		149,737,944	82,497,631	60,431,150	22,339,872
Rent	10	130,648,943	71,513,748	44,366,416	23,399,401
Advertising and promotions		78,564,707	89,809,935	4,402,933	32,545,547
Supplies		98,344,973	90,234,894	31,242,093	34,027,669
Postage, telephone and telegraph		34,412,547	35,919,631	10,508,246	12,552,548
Transportation and travel		26,830,526	18,338,709	8,875,668	8,149,731
Professional fees		13,957,969	10,377,960	3,706,011	3,305,504
Donations and contributions		4,823,257	5,210,590	(1,719,486)	3,125,529
Others		125,225,864	80,642,348	38,865,189	31,788,694
		₱6,562,059,927	₱5,588,044,500	₱2,195,322,099	₱1,984,814,352

Other expenses include fuel and oil, insurance expense, net provision for impairment losses, director's fees and other operating costs.

16. Other Income

Details of this account are as follows:

	Note	Unaudited			
		For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
		2023	2022	2023	2022
Supplier support and other fees		₱273,289,458	₱189,558,894	₱48,695,456	₱99,052,105
Rent income	10	55,211,474	39,759,261	19,265,078	13,797,029
Delivery fees and other customer charges		76,122,060	67,252,381	24,109,213	25,278,187
Interest income	4	12,592,376	10,637,979	179,062	6,342,628
Net realized foreign exchange gain		747,934	2,228,367	173,925	485,907
		₱417,963,302	₱309,436,882	₱92,422,734	₱144,955,856

Supplier support and other fees pertains to incentives and other fees received from supplier.

Rent income pertains to lease of gondola lightings, facade billboards, window displays and street banners.

Delivery fees and other customer charges pertains to fees received from customers for the delivery and other services rendered.

17. Income Tax

The current income tax expense represents regular corporate income tax (RCIT).

The reconciliation between income tax expense at statutory tax rate and as presented in the statements of comprehensive income is as follows:

	Unaudited			
	For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
	2023	2022	2023	2022
Income tax expense at statutory rate	₱907,534,749	₱985,895,266	₱302,644,747	₱367,523,902
Income tax effects of:				
Interest income already subjected to final tax	(3,148,094)	(2,659,497)	(44,766)	(1,585,657)
	₱904,386,655	₱983,235,769	₱302,599,981	₱365,938,245

Net deferred tax assets relate to the tax effect of the temporary differences as follows:

	September 30, 2023	December 31, 2022
	(Unaudited)	(Audited)
Deferred tax assets:		
Lease liabilities, net of ROU assets	₱424,424,050	₱347,463,187
Allowance for inventory write-down and losses	65,544,964	65,544,964
Retirement liability	24,426,728	30,050,933
Allowance for impairment of refundable cash bonds	20,852,483	20,852,483
Unearned revenue from loyalty program	19,455,961	16,799,516
Allowance for impairment losses on receivables	17,125,027	16,014,242
Unrealized foreign exchange loss		132,966
Deferred tax liability:		
Unrealized foreign exchange gain	(4,340)	-
	₱571,824,873	₱496,858,291

Deferred income expense (benefit) is recognized as follows:

		September 30, 2023	December 31, 2022
	Note	(Unaudited)	(Audited)
Through profit or loss		₱630,884,502	₱555,917,920
Through other comprehensive income	13	(59,059,629)	(59,059,629)
		₱571,824,873	₱496,858,291

18. Commitments and Contingencies

Agreements with Importing Suppliers

Purchases from certain importing suppliers are subject to rebates based on an agreed percentage of sales from goods purchased.

Contingencies

The Company is a party to certain lawsuits or claims in the normal course of business. The Company and its legal counsel believe that any eventual liabilities under these lawsuits or claims will not have a material effect on the financial statements.

Accordingly, no provision for probable losses arising from legal contingencies was recognized in the financial statements as at September 30, 2023 and December 31, 2022.

19. Related Party Transactions and Balances

The Company has an approval policy on material related party transactions (RPT) wherein all individual material RPT shall be approved by at least two-thirds (2/3) vote of the BOD, with at least a majority of the independent directors voting to approve the material RPT.

In case that a majority of the independent director's vote is not secured, the material RPT may be ratified by the vote of the stockholders representing at least two thirds (2/3) of the outstanding capital stock.

The Company, in the normal course of business, has various transactions and balances with its related parties, as described below.

Related Party	Year	For the Nine-Month Periods Ended September 30 (Unaudited)		As at September 30, 2023 (Unaudited) And December 31, 2022 (Audited)	
		Revenue from Related Parties	Purchases from Related Parties	Amounts Owed by Related Parties	Amounts Owed to Related Parties
Parent Company	2023	₱2,205,709	₱675,776,605	₱251,576,969	₱25,182,708
	2022	1,816,280	579,085,273	243,371,343	–
Entities under Common Control	2023	13,105,858	938,505,868	221,498,379	2,648,097
	2022	5,804,481	786,214,639	197,293,426	1,040,654
Stockholders	2023	1,103,379	27,820,059	11,285,489	936
	2022	1,802,904	30,769,092	11,538,123	–
	2023	₱16,414,946	₱1,642,102,532	₱484,360,837	₱27,831,741
	2022	₱9,423,665	₱1,396,069,004	₱452,202,892	₱1,040,654

Amounts owed by related parties consist mainly of trade and other receivables amounting to ₱5.3 million and ₱1.2 million as at September 30, 2023 and December 31, 2022, respectively and security deposits and advance rent (included as part of “Other current assets” or “Other noncurrent assets”) aggregating ₱479.0 million and ₱451.0 million as at September 30, 2023 and December 31, 2022, respectively. No impairment loss was recognized on trade and other receivables and security deposits in 2023 and 2022.

Amounts owed to related parties consist of trade and other payables aggregating ₱27.8 million and ₱1.0 million as at September 30, 2023 and December 31, 2022, respectively.

The following are the significant related party transactions of the Company:

- a. Lease agreements with the Parent Company and related parties for the use of land, buildings, computer software for a period of 1 to 15 years (see Note 10).

Interest expense on lease liabilities to related parties amounted to ₱454.9 million and ₱375.3 million while amortization of ROU assets amounted to ₱1,022.1 million and ₱926.7 million for the nine-month periods ended September 30, 2023 and 2022, respectively.

Total lease payments, including payments on lease liabilities, amounted to ₱1,317.3 million and ₱1,073.2 million for the nine-month periods ended September 30, 2023 and 2022, respectively.

Rent expense from related parties amounted to ₱111.3 million and ₱54.0 million for the nine-month periods ended September 30, 2023 and 2022, respectively.

- b. Purchases and sales of goods and services with Parent Company and entities under common control.

Purchases of goods and services from related parties aggregated ₱42,882 and ₱33,856 for the nine-month periods ended September 30, 2023 and 2022, respectively.

Sale of goods and services to related parties aggregated ₱16.4 million and ₱9.4 million for the nine-month periods ended September 30, 2023 and 2022, respectively.

Reimbursement of certain expenses mainly pertain to taxes, power and electricity, water, postage, telephone and telegraph. Reimbursement of certain expenses from related parties amounted to

₱53.8 million and ₱40.0 million for the nine-month periods ended September 30, 2023 and 2022, respectively.

Balances are unsecured and are normally settled in cash. Lease payments are due within the first 10 days of the month. Reimbursement of expenses and purchases and sales of goods and services normally have a repayment term of 30 days.

No guarantees have been provided or received for these balances. Impairment review is undertaken each financial year. No impairment loss on amounts owed by related parties was recognized as at September 30, 2023 and December 31, 2022.

Compensation of key management personnel by benefit type, are as follows:

	Unaudited			
	For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
	2023	2022	2023	2022
Short-term employee benefits	₱166,903,547	₱100,538,795	₱34,100,159	₱30,439,560
Retirement benefits	4,557,377	4,998,003	863,462	1,196,099
	₱171,460,924	₱105,536,798	₱34,963,621	₱31,635,659

20. Earnings per Share

Basic and dilutive earnings per share were computed as follows:

	Unaudited			
	For the Nine-Month Periods Ended September 30		For the Three-Month Periods Ended September 30	
	2023	2022	2023	2022
Net income	₱2,725,752,309	₱2,960,345,302	₱907,979,001	₱1,104,157,361
Divided by the weighted average number of outstanding shares	4,099,724,116	4,099,724,116	4,099,724,116	4,099,724,116
	₱0.66	₱0.72	₱0.22	₱0.27

21. Financial Risk Management Objectives and Policies

The Company's financial instruments consist of cash and cash equivalents, short-term investments, trade and other receivables (excluding advances to officers and employees), security, electricity and container deposits, refundable cash bonds, trade and other payables (excluding statutory payables and unearned revenue) and lease liabilities. The main purpose of these financial instruments is to fund the Company's operations.

The Company is exposed to a variety of financial risks which result from both its operating and investing activities. The Company's risk management is coordinated with the BOD, and focuses on actively securing the Company's short to medium-term cash flows by minimizing the exposure to financial market.

The main financial risks arising from the financial instruments are credit risk, liquidity risk and interest rate risk. The BOD regularly reviews and approves the appropriate policies for managing these financial risks, as summarized below.

Credit Risk. Credit risk is the risk that the Company will incur a loss when counterparties fail to discharge their contractual obligations. Receivables are monitored on an ongoing basis with the result that the Company's exposure to possible losses is not significant.

Liquidity Risk. Liquidity risk is the risk that the Company will not be able to settle its obligations when these fall due. The Company monitors and maintains a level of cash deemed adequate by the management to finance the Company's operations and mitigate the effects of fluctuations in cash flows.

Interest Rate Risk. Interest rate risk pertains to the fluctuations in interest of cash in banks and cash equivalent, and short-term investments. The interest rates on these assets are disclosed in Notes 4 and 5. The Company regularly monitors interest rate movements and on the basis of current and projected economic and monetary data, decides on the best alternative to take.

The primary measure of the Company's interest rate risk is the duration of its financial assets. It quantifies the effect of changes in interest rates in the value of fixed income securities. The longer the duration, the more sensitive it should be to changes in interest rates.

Capital Management

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

The debt-to-equity ratio is as follows:

	September 30, 2023 (Unaudited)	December 31, 2022 (Audited)
Total debt	₱16,449,931,576	₱15,099,816,006
Total equity	21,752,039,584	20,543,185,198
Debt-to-equity ratio	0.76:1	0.74:1

Equity includes capital stock, additional paid-in capital, other comprehensive income and retained earnings.

22. Fair Value of Financial Instruments

The following methods and assumptions are used to estimate the fair value of each class of financial instruments:

Cash and Cash Equivalents, Short-term Investments, Trade and Other Receivables, Container Deposits, Refundable Cash Bonds, and Trade and Other Payables. The carrying amounts of cash and cash equivalents, short-term investments, trade and other receivables, container deposits, refundable cash bonds, and trade and other payables approximate their fair values primarily due to the relatively short-term maturity of these financial instruments. Container deposits are under Level 2 of the fair value measurements hierarchy for financial instruments.

Security Deposits. Fair values of security deposits are based on the present value of the expected future cash flows. These are categorized under Level 2 of the fair value measurements hierarchy for financial instruments.

Electricity Deposits. Management estimates that the carrying amount of the electricity deposits approximate their fair values. These are categorized under Level 2 of the fair value measurements hierarchy for financial instruments.

Lease Liabilities. The carrying amount of lease liabilities approximate its fair value because the initial recognition of lease liability is based on the discounted value of lease rentals and expected payments at the end of the lease.

In 2023 and 2022, there were no transfers among Level 1, Level 2 and Level 3 fair value measurements.

WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT AND WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION
Doing Business under the Name and Style of WILCON CITY CENTER)

SUPPLEMENTARY SCHEDULE OF RETAINED EARNINGS
AVAILABLE FOR DIVIDEND DECLARATION
FOR THE PERIOD ENDED SEPTEMBER 30, 2023

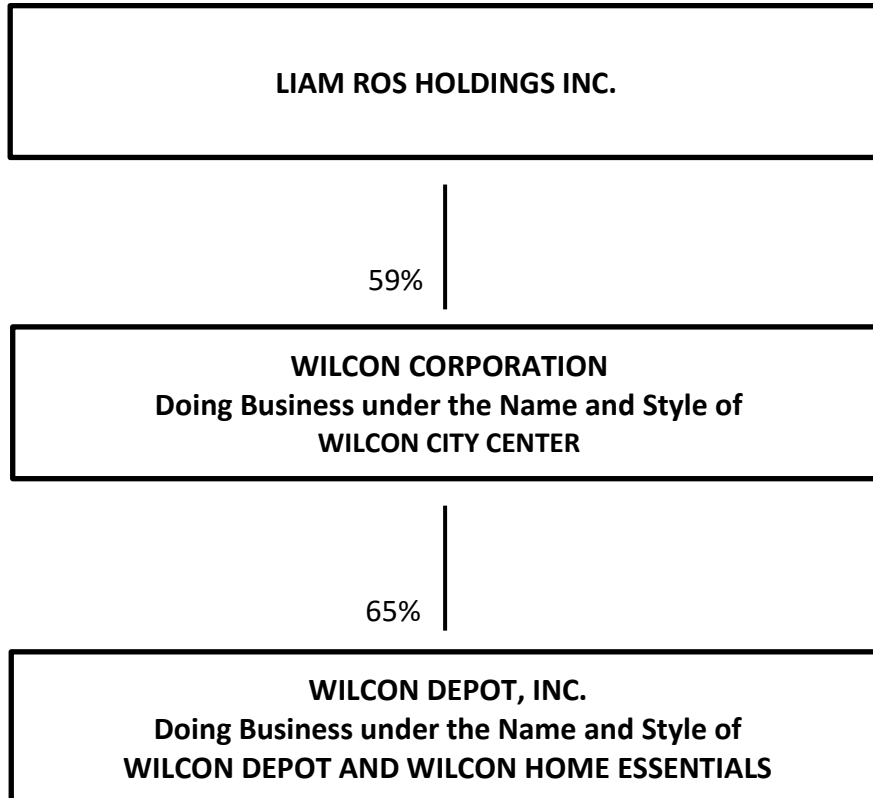
Retained earnings at beginning of period as shown in the financial statements	₱10,892,543,770
Net income during the period closed to retained earnings	2,725,752,309
Dividends declared during the period	(1,516,897,923)
Net deferred tax assets as at September 30, 2023	(571,824,873)
<hr/>	
Retained earnings as at end of period available for dividend declaration	₱11,529,573,283
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Reconciliation

Retained earnings at end of period as shown in the financial statements	₱12,101,398,156
Net deferred tax assets as at September 30, 2023	(571,824,873)
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Retained earnings as at end of period available for dividend declaration	₱11,529,573,283
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WILCON DEPOT, INC.
Doing Business under the Name and Style of
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CORPORATE STRUCTURE
AS AT SEPTEMBER 30, 2023



WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT AND WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION
Doing Business under the Name and Style of WILCON CITY CENTER)

SCHEDULE OF FINANCIAL SOUNDNESS INDICATORS
AS AT AND FOR THE PERIODS ENDED SEPTEMBER 30, 2023 AND 2022
AS AT AND FOR THE YEAR ENDED DECEMBER 31, 2022

Formula	September 30, 2023 (Unaudited)	September 30, 2022 (Unaudited)	December 31, 2022 (Audited)	
Liquidity ratio				
Current ratio	Total Current Assets Divide by: Total Current Liabilities Current ratio	₱18,339,389,012 8,404,697,272 <u>2.18</u>	2.18 : 1 2.25 : 1	2.27 : 1
Acid test ratio	Total Current Assets Less: Merchandise Inventories Other Current Assets Quick Assets Divide by: Total Current Liabilities Acid test ratio	₱18,339,389,012 15,304,444,292 1,163,030,339 1,871,914,381 8,404,697,272 <u>0.22</u>	0.22 : 1 0.39 : 1	0.43 : 1
Solvency ratio				
Debt to equity ratio	Total Liabilities Divide by: Total Equity Debt to equity ratio	₱ 16,449,931,576 21,752,039,584 <u>0.76</u>	0.76 : 1 0.77 : 1	0.74 : 1
Asset to equity ratio	Total Assets Divided by: Total Equity Asset to equity ratio	₱ 38,201,971,160 21,752,039,584 <u>1.76</u>	1.76 1.77	1.74
Profitability ratio				
Return on assets	Net Income Divided by: Total Assets Return on assets	₱2,725,752,309 38,201,971,160 <u>7.14%</u>	7.14% 8.56%	10.80%
Return on equity	Net Income Divide by: Total Equity Return on equity	₱2,725,752,309 21,752,039,584 <u>12.53%</u>	12.53% 15.98%	18.73%
Book value per share	Total Equity Divide by: Number of outstanding Shares	₱21,752,039,584 4,099,724,116 <u>₱5.31</u>	₱5.31 ₱4.78	₱5.01

	Formula		September 30, 2023 (Unaudited)	September 30, 2022 (Unaudited)	December 31, 2022 (Audited)
Gross income	Gross income	₱ 10,247,700,446	39.5%	38.90%	39.10%
	Divide by: Net Sales	<u>25,942,693,299</u>			
	Gross income	<u>39.5%</u>			
EBITDA margin	Income before Income Tax	₱ 3,630,138,964	23.68%	24.88%	24.29%
	Add: Depreciation and Amortization	2,052,171,286			
	Net Interest Expense	<u>460,872,481</u>			
	Earnings Before Interest, Tax, Depreciation, and Amortization	6,143,182,731			
	Divided by: Net Sales	<u>25,942,693,299</u>			
	EBITDA margin	<u>23.68%</u>			
Net income margin	Net Income	₱ 2,725,752,309	10.51%	11.97%	11.46%
	Divide by: Net Sales	<u>25,942,693,299</u>			
	Net income margin	<u>10.51%</u>			