

COVER SHEET

C	S	2	0	1	5	2	4	7	1	2
---	---	---	---	---	---	---	---	---	---	---

S.E.C Registration No.

W	I	L	C	O	N	D	E	P	O	T	I	N	C	.	D	O	I	N	G			
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)

9	0	E.	R	O	D	R	I	G	U	E	Z	J	R.	A	V	E.			
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.

DEFINITIVE INFORMATION STATEMENT

--	--

--	--

2	0	-	I	S
---	---	---	---	---

--	--

FORM TYPE

--

Secondary License, (if applicable type)

M	S	R	D
---	---	---	---

Dept. requiring this doc

N/A

Amended Articles number

--

Total stockholders

--	--

Domestic

Foreign

To be accomplished by SEC personnel concerned

--	--	--	--	--	--	--	--	--	--

File Number

LCU

--	--	--	--	--	--	--	--	--	--

Document I.D.

Cashier

STAMPS

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 20-IS

**INFORMATION STATEMENT PURSUANT TO SECTION 20
OF THE SECURITIES REGULATION CODE**

1. Check the appropriate box:
[] Preliminary Information Statement
[✓] Definitive Information Statement
2. Name of Registrant as specified in its charter:
WILCON DEPOT, INC.
3. Province, country or other jurisdiction of incorporation or organization
QUEZON CITY, PHILIPPINES
4. SEC Identification Number
CS201524712
5. BIR Tax Identification Code
009-192-878
6. Address of principal office: 90 E. RODRIGUEZ JR. AVENUE, UGONG NORTE,
QUEZON CITY
Postal Code: 1110
7. Registrant's telephone number, including area code: (02) 8634 8387
8. Date, time and place of the meeting of security holders
21 June 2021, 9:00 AM, principal office via Remote Communication
9. Approximate date on which the Information Statement is first to be sent or given to security holders:
26 May 2021
11. Securities registered pursuant to Sections 8 and 12 of the Code or Sections 4 and 8 of the RSA (information on number of shares and amount of debt is applicable only to corporate registrants):
- | Title of Each Class | Number of Shares of Common Stock
Outstanding or Amount of Debt Outstanding |
|---------------------|---|
| COMMON SHARES | 4,099,724,116 |
12. Are any or all of registrant's securities listed in a Stock Exchange?
Yes ✓ No ___

If yes, disclose the name of such Stock Exchange: PHILIPPINE STOCK EXCHANGE

The class of securities listed therein: COMMON SHARES

NOTICE OF ANNUAL MEETING OF STOCKHOLDERS

21 June 2021

Notice is hereby given that the Annual Meeting of the Stockholders of WILCON DEPOT, INC. (the "Company") will be held on 21 June 2021 at 9:00 am via remote communication.

The agenda of the meeting are as follows:

1. Call to Order
2. Certification of Notice and Determination of Quorum
3. Approval of the Minutes of the Annual Meeting of the Stockholders held on 21 September 2020
4. Presentation and Approval of Annual Report and Financial Statements as of 31 December 2020
5. Ratification of all Acts and Resolutions of the Board of Directors and Management during the Preceding Year
6. Election of Board of Directors
7. Appointment of External Auditor
8. Consideration of such other matters as may properly come before the meeting.
9. Adjournment

A brief explanation of each agenda item which requires stockholder's approval is provided herein. Please refer to Appendix 1.

In order to ensure the safety and welfare of the stockholders, directors and officers of the Company during this pandemic, the Board on 24 February 2021 and pursuant to SEC rules approved the 2021 Annual Stockholders' Meeting of the Company to be conducted via online and voting to be in absentia.

Only stockholders of record as at the close of business on 27 May 2021 are entitled to notice, participate and vote at the meeting. The Stock and Transfer Books of the Company will be closed from 28 May 2021 to 21 June 2021.

Stockholders who wish to participate in the meeting must register from 8 am of 1 June 2021 until 5 pm of 11 June 2021 through <https://investor.wilcon.com.ph/asm/>. During the registration, stockholders will be required to provide personal data for verification and validation purposes. The personal data collected, processed and retained by the Company shall be used for purposes of stockholders' participation in the Annual Stockholders' Meeting. The Privacy Notice of the Company is available on <https://investor.wilcon.com.ph/asm/>.

Stockholders who have successfully registered will receive an email confirmation. Validation of the information submitted shall be made within three (3) business days from registration. Once validated, stockholders will receive an email directing them to the voting in absentia platform. Stockholders must cast their votes until 5 pm of 16 June 2021. Instructions on how to join the online meeting shall also be sent to the registered email of the stockholders. Detailed instructions and procedures for registration, voting and participation as well as the Definitive Information Statement of the Company are uploaded on <https://investor.wilcon.com.ph/asm/>.

Stockholders may also opt to submit their proxies. A sample of proxy form can be downloaded at <https://investor.wilcon.com.ph/asm/>. For a corporation, its proxy form must be accompanied by a corporate secretary's sworn certification setting the corporate officer's authority to represent the corporation in the meeting. Proxy forms need not be notarized. Deadline for the submission of proxies will be until 5 pm of 16 June 2021 and should be emailed to wilcon_asm@wilcon.com.ph or submitted to the Office of the Asst. Corporate Secretary at 90 E. Rodriguez Jr. Avenue, Ugong Norte, Quezon City. Proxy forms will be validated on 17 June 2021 at 5 pm.

For any questions or concerns please email wilcon_asm@wilcon.com.ph. The proceedings of the meeting will be recorded.

By Authority of the Chairman


Arthur R. Ponsaran
Corporate Secretary

We are not soliciting your proxy. However, if you would be unable to attend the online meeting, you may accomplish the enclosed proxy form and email the same to wilcon_asm@wilcon.com.ph or submit to the Office of the Asst. Corporate Secretary at 90 E. Rodriguez Jr. Avenue, Ugong Norte, Quezon City, Metro Manila, Philippines on or before 16 June 2021 at 5 pm. Thank you.

BRIEF DISCUSSION OF THE AGENDA FOR STOCKHOLDERS’ APPROVAL

Approval of the Minutes of the Annual Meeting of the Stockholders held on 21 September 2020.

The minutes of the annual stockholders’ meeting held on 21 September 2020 is available on <https://investor.wilcon.com.ph/asm/>.

Remarks: A resolution on this agenda item must be approved with the majority of the votes of the stockholders present and eligible to vote.

Presentation and Approval of 2020 Annual Report and Audited Financial Statements

The audited financial statements as of 31 December 2020 (AFS) will be presented for approval by the stockholders. Prior thereto, the President-CEO, Ms. Lorraine Belo-Cincochan, will deliver a report to the stockholders on the performance of the company in 2020 and the outlook for 2021.

The AFS will be embodied in the Information Statement and will be made available on <https://investor.wilcon.com.ph/asm/>.

Remarks: A resolution on this agenda item must be approved with the majority of the votes of the stockholders present and eligible to vote.

Ratification of All Acts of the Board and Management during the Preceding Year

Ratification by the stockholders will be sought for all the acts and the resolutions of the Board of Directors and Management taken or adopted since the Annual Stockholders’ Meeting on 21 September 2020 to date. The acts and resolutions of the Board and the Management include the approval of contracts, agreements, and transaction entered during the same period, projects and investments, treasury matters and acts and resolutions covered by disclosures to the Securities and Exchange Commission and the Philippine Stock Exchange and are uploaded on <https://investor.wilcon.com.ph/asm/>.

Remarks: A resolution on this agenda item must be approved with the majority of the votes of the stockholders present and eligible to vote.

Election of Board of Directors

In accordance with the by-laws, the Revised Corporate Governance Manual, and pertinent SEC rules, any stockholder, including minority stockholders, may submit to the Nomination Committee nominations to the Board by 7 June 2021. The Nomination Committee will determine whether the nominees for directors, including the nominees for independent directors, have all the qualifications and none of the disqualifications to serve as members of the Board before submitting the nominees for election by the stockholders. The profiles of the nominees to the Board will be provided in the Information Statement and in the company website for examination by the stockholders.

Remarks: Directors shall be elected by plurality of vote at the Annual Meeting of the Stockholders for the year at which quorum is present. At each election for directors, every stock holder shall have the right to vote, in absentia or by proxy, the number of shares owned by him for as many persons as there are directors to be elected, or to cumulate his votes by giving one candidate as many votes as the number is shares shall equal, or by distributing such votes as the same principle among any number of candidates.

Appointment of External Auditor

The appointment of the external auditor, Reyes Tacandong & Co, for the ensuing year will be endorsed to the stockholders. The profile of the external auditor will be provided in the Information Statement and in the company website for examination by the stockholders.

Remarks: A resolution on this agenda item must be approved with the majority of the votes of the stockholders present and eligible to vote.

Other Matters

The Chairman will inquire whether there are other relevant matters and concerns to be discussed.

Adjournment

Upon determination that there are no relevant matters to be discussed, the meeting will be adjourned on motion duly made and seconded.

PROXY

KNOW ALL MEN BY THESE PRESENTS:

The undersigned, stockholder of **WILCON DEPOT, INC.** do hereby constitute and appoint _____ as my attorney-in-fact and proxy, to attend and represent me at the Annual Stockholders' Meeting of **WILCON DEPOT, INC.** on **21 June 2021**, and thereat to vote upon all shares of stock owned by me on the following agenda items as I have indicated below and any and all business that may come before said meeting. If I fail to indicate my vote on the items specified below, my proxy shall vote in accordance with the recommendation of the Management. Management recommends a "FOR ALL" vote for proposal 4, and a "FOR" vote for proposals 1 to 3 as well as for proposal 5.

ITEM NO.	SUBJECT MATTER	ACTION		
		For	Against	Abstain
1	<ul style="list-style-type: none"> Approval of Minutes of Previous Meeting 			
2	<ul style="list-style-type: none"> Approval of 2020 Annual Report and AFS 			
3	<ul style="list-style-type: none"> Ratification of all Acts and Resolutions of the Board of Directors and Management during the Preceding Year 			
4	<ul style="list-style-type: none"> Election of Directors 	FOR ALL*	WITHHOLD FOR ALL*	EXCEPTION
	<p>*All nominees listed below</p> <ol style="list-style-type: none"> Bertram B. Lim (Independent) Ricardo S. Pascua (Independent) Rolando S. Narciso (Independent) Delfin L. Warren (Independent) Lorraine Belo-Cincochan Mark Andrew Y. Belo Careen Y. Belo <p><i>Note:</i></p> <p><i>To withhold authority to vote for any individual nominee(s) of Management, please mark Exception box and list the name(s) under.</i></p>			
		For	Against	Abstain
5	<ul style="list-style-type: none"> Appointment of Reyes Tacandong & Co. as external auditor 			

In the absence of my proxy, this authority is hereby conferred upon the Chairman of the meeting, provided that this proxy shall stand suspended where I am personally present thereat.

This proxy revokes and supersedes all previous proxies executed by me, and the power and authority herein granted shall be valid for said Stockholders' Meeting and Adjournments thereof, unless earlier withdrawn by me with written notice filed with the Corporate Secretary of Wilcon Depot, Inc.

IN WITNESS WHEREOF, the undersigned has executed this PROXY this _____ of _____ 2021 in _____.

Name and Signature of Stockholder/Authorized Signatory

Witnessed by: _____

PART I.

INFORMATION REQUIRED IN INFORMATION STATEMENT

A. GENERAL INFORMATION

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

The Annual Stockholders' Meeting of Wilcon Depot, Inc. for the year 2021, has the following details:

Date: 21 June 2021

Time: 9:00 am

Place: 90 E. Rodriguez Jr. Avenue
Ugong Norte, Quezon City

via Remote Communication

The approximate date on which this Information Statement and accompanying Proxy Forms shall be first sent or given to the stockholders is on 26 May 2021 in accordance with the by-laws of the Company and the Securities and Regulation Code.

The complete mailing address of the principal office of the Company is at:

90 E. Rodriguez Jr. Avenue
Ugong Norte, Quezon City

Should a stockholder wish to receive a printed copy of the Company's annual report (SEC Form 17-A) and Definitive Information Statement (SEC 20-IS), free of charge, please contact:

Atty. Shella P. Pasicolan-Camerino
Asst. Corporate Secretary
90 E. Rodriguez Jr. Avenue, Ugong Norte
Quezon City
Tel. No. (02) 8634-8387
Email: sheila_pasicolan.legal@wilcon.com.ph

Information Statement is also uploaded and can be viewed at <https://investor.wilcon.com.ph/asm/>.

Item 2. Dissenters' Right of Appraisal

Any stockholder of the Corporation may exercise his appraisal right against the proposed actions which qualify as instances giving rise to the exercise of this right pursuant to and subject to the compliance with the requirements and procedure set forth under Title X of the Revised Corporation Code of the Philippines

There is no matter to be voted upon during the Annual Stockholders' Meeting that will trigger the exercise by a stockholder of his/her appraisal rights provided under the Revised Corporation Code of the Philippines

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

There is no matter to be acted upon in which any of the current and executive officers and those who will be nominated as directors during the meeting is involved or had a direct, indirect or substantial interest, other than election to office. Likewise, no director has informed the Company in writing of his/her opposition to any matter be acted upon.

Item 4. Voting Securities and Principal Holders Thereof

- (a) The Corporation has 4,099,724,116 outstanding shares as of 30 April 2021.
- (b) All stockholders of record as of 27 May 2021 are entitled to notice and to vote at Corporation's Annual Stockholders' Meeting on 21 June 2021.
- (c) Section 2.8, Article II of the By-Laws of the Corporation states that, for the purpose of determining the stockholders entitled to notice of, or to vote at, any meeting of stockholders or any adjournment thereof, or to receive payment of any dividend, or of making a determination of stockholders for any other purpose, the Board of Directors may provide that the stock and transfer books be closed for a stated period, but not to exceed, in any case, twenty-five (25) days. If the stock and transfer books be closed for the purpose of determining stockholders entitled to notice of, or to vote at, a meeting of stockholders, such books shall be closed for at least ten (10) working days immediately preceding such meeting. In lieu of closing and transfer books, the Board of Directors may fix in advance a date as the record date for any such determination of stockholders. Such date shall in no case be more than twenty-five days prior to the date on which the particular action requiring such determination of stockholders is to be taken, except in instances where applicable rules and regulations provide otherwise.

Election of Directors

Section 2.7, Article II of the By-Laws of the Corporation states that at all meetings of stockholders, a stockholder may vote in person or by proxy executed in writing by the stockholders or his duly authorized attorney-in -fact through remote communication or in absentia in accordance with the procedures prescribed by the Corporation and relevant laws and regulations. Unless otherwise provided in the proxy, it shall be valid only for the meeting at which it has been presented to the Secretary.

Directors shall be elected by plurality of vote at the Annual Meeting of the Stockholders for the year at which quorum is present. At each election for directors, every stock holder shall have the right to vote in absentia or by proxy, the number of shares owned by him for as many persons as there are directors to be elected, or to cumulate his votes by giving one candidate as many votes as the number is shares shall equal, or by distributing such votes as the same principle among any number of candidates.

All proxies must be in the hands of the secretary not later than five (5) days before the time set for the meeting. Such proxies filed with the Secretary may be revoked by the stockholders either in an instrument in writing duly presented and recorded with the Secretary at least one (1) day prior to a scheduled meeting or by their presence at the meeting. The decision of the secretary on the validity of proxies shall be final and binding until set aside by a court of competent jurisdiction.

Moreover, Section 3.2, Article III of the By-Laws of the Corporation states that the Board of Directors shall be elected during the regular meeting of stockholders and shall hold office for one (1) year and until their successor are elected and qualified.

Security Ownership of Certain Record and Beneficial Owners and Management

Security Ownership of Certain Record and Beneficial Owners of more than 5% of the Corporation's voting securities as of 30 April 2021 as follows:

Title of Class	Name and addresses of record owners and relationship with the Corporation	Name of beneficial owner and relationship with record owner	Citizenship	Number of shares held	% to Total Outstanding
Common	Wilcon Corporation 90 E. Rodriguez Jr. Ave., Ugong Norte, Quezon City Stockholder of Record	William T. Belo Chairman Mark Andrew Y. Belo President-CEO Lorraine Belo-Cincochan Treasurer-CFO Careen Y. Belo Stockholder Rosy C. Belo Stockholder Alfredo P. Javellana II Stockholder Roberto T. Borromeo Stockholder Octacube, Inc. Stockholder Lentus Lenis, Inc. Stockholder Multus Lucrum, Inc. Stockholder Liam Ros Holdings, Inc. Stockholder Loquor Locutus, Inc., Stockholder	Filipino	2,680,317,916	65.378%
Common	PCD Nominee Corporation Stockholder of Record	PDTC Participants and their clients	Non Filipino	809,005,715	19.733%
Common	PCD Nominee Corporation Stockholder of Record	PDTC Participants and their clients	Filipino	605,505,535	14.769%

The President – CEO of Wilcon Corporation will vote for and on behalf of the Company.

Security ownership of directors and executive officers as of 30 April 2021 is as follows:

Directors

Title of Class	Beneficial Owner	Position	Citizenship	Amount & nature of beneficial ownership	Direct (D) or Indirect (I)	% to Total Outstanding
Common	Bertram B. Lim	Chairman/ Independent Director	Filipino	1	D	0.00%
Common	Lorraine Belo-Cincochan	Director	Filipino	5,100,000	D	0.12%

Common	Mark Andrew Y. Belo	Director	Filipino	5,100,000	D	0.12%
Common	Careen Y. Belo	Director	Filipino	5,100,000	D	0.12%
Common	Ricardo S. Pascua	Independent Director	Filipino	1	D	0.00%
Common	Rolando S. Narciso	Independent Director	Filipino	1	D	0.00%
Common	Delfin L. Warren	Independent Director	Filipino	1	D	0.00%

Executive Officers

Title Class	of Beneficial Owner	Position	Citizenship	Amount & nature of beneficial ownership	Direct (D) or Indirect (I)	% to Total Outstanding
Common	William T. Belo	Chairman Emeritus	Filipino	5,099,995	D	0.12%
Common	Arthur R. Ponsaran	Corporate Secretary	Filipino	10,000	(I)	0.00%
Common	Sheila P. Pasicolan - Camerino	Asst. Corporate Secretary	Filipino	19,900	D	0.00%
Common	Rosemarie B. Ong	SEVP-COO	Filipino	1,069,401	D	0.03%
Common	Eden M. Godino	VP-Product Development	Filipino	267,500	D	0.00%
Common	Grace A. Tiong	VP-Human Resources	Filipino	148,700	D	0.00%
Common	Michael D. Tiong	VP-Global Sourcing	Filipino	148,700	D	0.00%
N/A	Mary Jean G. Alger	VP – Investor Relations	Filipino	0	N/A	0
N/A	Lauro D.G Francisco	Chief Audit Executive	Filipino	0	N/A	0
N/A	Keith S. Chan	VP – IT	Filipino	0	N/A	0

Voting trust holders of 5% or more

There is no person or group of persons holding more than 5% of the common shares by virtue of a voting trust or similar agreement.

Changes in control

There have been no arrangements that have been resulted in a change of control of the Company during the period covered by this information statement.

Foreign ownership as of 30 April 2021

Total number of foreign ownership as of 30 April 2021 is 809, 655,725 common shares or 19.7490%.

Item 5. Directors and Executive Officers

The following are the incumbent directors of the Company:

Name	Age	Nationality	Position	Date of First Election	No. of Years as Director
Bertram B. Lim	83	Filipino	Chairman of the Board/Independent Director	22 May 2017	4
Lorraine Belo-Cincochan	42	Filipino	Director, President and Chief Executive Officer	30 March 2016	5
Mark Andrew Y. Belo	39	Filipino	Director and Treasurer	30 March 2016	5
Careen Y. Belo	37	Filipino	Director, Chief Product Officer, CIO and CRO	30 March 2016	5
Rolando Narciso	75	Filipino	Independent Director	13 September 2016	5
Ricardo Pascua	72	Filipino	Independent Director	13 September 2016	5
Delfin Warren	71	Filipino	Independent Director	22 May 2017	4

The Board of Directors shall hold office for one (1) year and until their successors are elected and qualified.

As of this date, the following have been endorsed for election as directors at the Annual Stockholders' Meeting:

- ❖ Lorraine Belo-Cincochan
- ❖ Mark Andrew Y. Belo
- ❖ Careen Y. Belo

Below are the profiles of the nominees for election as Directors of the Company at the Annual Stockholders' Meeting as of the date of this report.

Lorraine Belo-Cincochan is a Director, President and the Chief Executive Officer of Wilcon Depot, Inc. She has held various positions in the Wilcon business starting out as a trainee under her father who was then president of Wilcon. In 2000, she headed the company's IT department that resulted in the digital transformation of Wilcon's key processes. From 2003 to 2005, she was assigned to manage the daily operations of the first ever large format Wilcon Depot branch as a Manager-trainee where she gained real world experience in retail operations. She was then appointed as Executive Vice President for Operations in 2005 and in 2006 became the Company's Executive Financial Officer, holding the position until March, 2016. In 2018, she was recognized as one of the 2018 Forbes Asia Emergent Women Honorees. Ms. Belo-Cincochan graduated from the University of the Philippines, Diliman in 1999 with a Bachelor's degree in Creative Writing. She also took an intensive Mandarin language course in Beijing.

She takes an active role in the Philippine chapter of the Entrepreneur's Organization where she co-chairs the Mentorship Program. Her advocacy is in developing and growing leadership through mentoring where entrepreneurs can rise up and make an impact in their companies and ultimately, their communities.

Mark Andrew Y. Belo is a Director and Treasurer of the Company and the President and Chief Executive Officer of Wilcon Corporation (WC) from March 2016 to the present. He served as the Chief Financial Officer of the Company from 2016 to March 2019. Under WC, he was Assistant Vice-President for Business Development from 2015 to March 2016 and Executive Project Management Head from January 2013 to March 2015. He was also assigned in various positions under Wilcon Builders Supply, Inc. from July 2004 to August 2007. He graduated from the University of Asia & the Pacific in 2004 with a bachelor's degree in Industrial Economics.

Careen Y. Belo is a Director, Chief Product Officer, Chief Risk Officer and Chief Information Officer of the Company. She is concurrently a Director of WC, the Executive Vice President for Sales and Product Development of Coral-Agri Venture Farm Inc., Executive Officer of Crocodylus Porosus Phil Inc. and President of The Meatplace Inc. She held various positions in the business having been a Business Development Manager from 2004 to 2007 of WC, Marketing and Sales Assistant from 2007 to 2014 and Executive Financial Audit Manager from 2014 to March, 2016. Ms. Belo obtained her Bachelor of Science in Management from the University of Asia & the Pacific in 2005.

Nomination and Election of Independent Directors:

As of this date, the following list of candidates for Independent Directors are as follows:

- ❖ Bertram B. Lim
- ❖ Rolando S. Narciso
- ❖ Ricardo S. Pascua
- ❖ Delfin L. Warren

Independent Directors

Bertram B. Lim, is the Chairman of the Company and an Independent Director since May 2017. He is also the Chairman of the United Neon Advertising, Inc., the largest outdoor advertising company in the Philippines and the Chairman of the Center for Community Transformation, a Christian non-government organization, ministering to the poor, with half a million beneficiaries. He is the Board Treasurer of the Trinity University/St. Luke's Health Sciences Consortium and a Bestselling Author.

Ricardo S. Pascua is an Independent Director of the Company since September 2016. He was Vice Chairman of the Board and President and CEO of Metro Pacific Corporation from January 2000 until his retirement in December 2001, a position he held also from January 1993 to July 1995. In between, he was Vice Chairman and CEO of Fort Bonifacio Development Corporation. He was concurrently an Executive Director of First Pacific Company Ltd. from 1982 to 2001 and as such served in the boards of companies such as Smart Communications, Inc., United Commercial Bank in San Francisco, California, First Pacific Bank in Hong Kong and 1st eBank in Manila. Mr. Pascua started his career in Bancor Development Corporation as Asst. Vice President in 1972 and was assigned in Bancor International Ltd. in Hong Kong as Senior Manager in 1975. Currently, Mr. Pascua serves as an independent director in various corporations and foundations. He is likewise involved in several businesses as Chairman of the Board of Caelum Developers Inc., Facilities & Property Management Technologies, Inc., a Director in Boulevard Holdings, Inc., Central Luzon Doctor's Hospital, Costa de Madera Corp. and Quicksilver Satcom Ventures, Inc. and President of Bancor II Consultants, Inc. Mr. Pascua has a Master of Business Management from Asian Institute of Management obtained in 1971 and he finished his bachelor's degree major in Economics (Cum Laude) from the Ateneo de Manila University in 1969.

Rolando S. Narciso is an Independent Director of the Company since September 2016. He was formerly a Director and Officer of New Kanlaon Construction, Inc. from 2004 to 2014. He was President and Chief Operating Officer of Steel Corporation of the Philippines from 1998 to 2004 and President and Chief Executive Officer of Royal Asia Multi-Properties, Inc. from 1996 to 1997. Before the National Steel Corporation was privatized, Mr. Narciso was its President and Chief Operating Officer from 1989 to 1995 and concurrently from 1989 was a Director of Refractories Corp. of the Phils. And Semirara Coal Corp. up to 1994; and Integrated Air Corp. up to 1993. From 1974 to 1988, he held various positions in National Steel and other subsidiaries of the National Development Company. He also held various positions in the Esso (now Exxon) Group of Companies from 1967 to 1974. He is a member of professional organizations such as the Financial Executives, Inc. and the Management Association of the Philippines. He obtained his Master in Business Management and Bachelor of Science in Business Administration degrees from the Ateneo de Manila University in 1967 and 1965, respectively.

Delfin “Jing” L. Warren, is an Independent Director of the Company since May 2017. He is the founder, main principal, and current Chairman of the 1ISA Group, a leading loyalty management company in the country. He was the former CEO of PT Darya-Varia Laboratoria, a major publicly listed pharmaceutical company in Indonesia under the First Pacific Group. He also held various senior positions in prestigious companies such as First Pacific Commodities Holdings, Ltd., The Hibernia Bank of San Francisco, PT Indo Ayala Leasing (Indonesia), and Bancom Philippine Holdings, Inc. He is a licensed Chemical Engineer and he obtained his Bachelor of Science in Chemical Engineering degree at De La Salle College, Manila in 1971. He was a consistent dean's lister and a recipient of Jose Rizal Scholarship.

As of April 30, 2021, the following are the executive officers of the Company:

Name	Age	Nationality	Position
William T. Belo	75	Filipino	Chairman Emeritus
Arthur R. Ponsaran	78	Filipino	Corporate Secretary
Sheila Pasicolan- Camerino	34	Filipino	Asst. Corporate Secretary/AVP-Corporate Lawyer
Rosemarie B. Ong	62	Filipino	SEVP-COO
Eden M. Godino	44	Filipino	Vice President - Product Development
Grace A. Tiong	47	Filipino	Vice President - Human Resources
Michael D. Tiong	47	Filipino	Vice President – Global Sourcing
Mary Jean G. Alger	50	Filipino	Vice President – Investor Relations
Lauro D.G Francisco	56	Filipino	Chief Audit Executive
Keith S. Chan	60	Filipino	VP - IT

William T. Belo is the Chairman Emeritus of the Company. He is the founder of the Wilcon business and brand. He was Chairman and/or President of all Wilcon companies established and/or acquired from 1977 to 2016 including the parent, WC. Currently, he is involved in other business undertakings and serves as Director of Markeenlo Realty Inc., Lomarkeen Realty Inc.; the President of Coral-Agri Venture Farm Inc., Coral Farms, WAJ Realty Development Inc.; and Treasurer of Crocodylus Porosus Philippines Inc. He also serves as the Chairman of Wilcon Builders Foundation Inc. He won the 2013 MVP Bossing Award, a distinction given to outstanding entrepreneurs of the country. In 2018, he was recognized as an Outstanding Thomasian Engineer, awarded as one of the People of the Year by People Asia and Patriarch of Home Building Retail by the Philippine Retailers Association. In 2019, he received the UST Engineering Alumni Association Inc. Presidential Award and The Manila Times Man of the Year of the Asia Leaders Award. Mr. Belo graduated from the University of Sto. Tomas in 1968 with a Bachelor of Science degree in Electronics and Communications Engineering.

Arthur R. Ponsaran, is the Corporate Secretary of the Company and of WC. He is a CPA-Lawyer with over 25 years' experience in corporate law, taxation, finance and related fields. He is the

Managing Partner of Corporate Counsels, Philippines - Law Office and Director/Corporate Secretary of various corporate clients. He obtained his LLB from the University of the Philippines, BSBA from the University of the East and completed the MDP Program at the AIM. He is a member of the Philippine Institute of Certified Public Accountants, Integrated Bar of the Philippines, Philippine Bar Association and the New York (USA) Bar.

Sheila P. Pasicolan-Camerino is the Assistant Vice President - Corporate Lawyer of the Company and the Assistant Corporate Secretary of the Company and WC. In September 2020, she was appointed as Compliance Officer of the Company. She joined the Company in January 2016 after serving as a Senior Associate in Sycip Gorres Velayo and Co. from November 2014 to December 2015. Prior to her admission to the Philippine Bar in 2015, she served as a legal intern at the Office of the Solicitor General in 2013 and a technical assistant in the Office of the Presidential Assistant for Education of the Office of the President of the Philippines from 2009 to 2010. She completed Bachelor of Arts in History from University of the Philippines – Diliman (Cum Laude) and took up a Master's Degree in Philippine Studies in the same university. Ms. Pasicolan-Camerino completed her Bachelor of Laws at San Beda University – Mendiola in 2014.

Rosemarie Bosch-Ong is the Senior Executive Vice President and Chief Operating Officer of the Company. She held this position since 2007 initially under WC, immediately prior, she was Executive Vice President for Sales and Marketing, which she held from 1988 to 2007. She started out in the business as a Purchasing Manager under WBSI from 1983 to 1988. She is also the President of the Wilcon Builders Foundation Inc., which she has headed since 2008. She is the President of Philippine Retailers Association, a former Treasurer of the Philippine Association of National Advertisers (PANA) Foundation and a former Director of the Philippine Constructors Association. Ms. Bosch-Ong has a Master's degree in Business Administration from De La Salle University obtained in 2010 and she graduated from the University of the East in 1986 with a Bachelor's Degree in Economics.

Eden M. Godino is the Vice President of Product Development. She joined the department in 2007, initially as the Asst. Vice President and was appointed in her present position in 2011. Ms. Godino joined Wilcon in 1997 and was assigned in Accounting, Purchasing and later went on to become a Depot Manager in 2004, a position she held for three years prior to her promotion to AVP in Product Development in 2007. She graduated with a Bachelor of Science degree in Accountancy from the University of the Assumption in 1997 and obtained a short course diploma program from the De La Salle College of St. Benilde on Supply Chain Management major in Purchasing and Logistics Operations in 2015.

Grace A. Tiong is the Vice President for Human Resources. She has been the head of Human Resources as VP since 2008. She joined Wilcon in 1995 and was assigned in Accounting. She was promoted to various positions within the branch and eventually became a Branch Manager in 2005. She joined the Human Resources department as an Asst. HR Manager after her stint in Operations in 2005. Ms. Tiong graduated from New Era University in 1994 with a bachelor's degree in Accountancy and obtained diploma courses in Human Capital Management and Organizational Development from the School of Professional and Continuing Education of the De La Salle College of St. Benilde from 2014 to 2016.

Michael D. Tiong is the Vice President for Global Sourcing. Prior to his appointment as Vice President in July 2016, he handled Sales and Operations as an Asst. Vice President since January 2011. Mr. Tiong joined Wilcon as a Salesman in 2000 and became Depot Manager in 2007 until 2009, when he was promoted to Asst. Vice President for Operations. Mr. Tiong took up Bachelor of Science in Architecture at the Far Eastern University in 1993.

Mary Jean G. Alger is the Vice President for Investor Relations. Prior to officially joining Wilcon, she was part of the advisory team for the public listing of the Company. She started her career with Petron Corporation in 1991 as a Credit Analyst. Concurrent to her various positions in different companies and on a consultancy basis, she was involved in project structuring, financial packaging, advisory and issue management for public offerings and corporate rehabilitations, among others. She served various positions in publicly listed mining and energy development companies. She was the Asst.

Vice President on Corporate Planning and Budget/Deputy to the CFO on Corporate Finance from January 2013 to August 2016 in Benguet Corporation and Asst. Vice President for Corporate Planning in Basic Energy Corporation from July 2007 to January 2013. After her stint with Benguet, she was appointed Vice President for Project Development and Planning in Marcventures Mining Development Corporation. Ms. Alger graduated from the University of the Philippines – Diliman with a Bachelor Degree in Business Economics and a Master in Business Administration Candidate (academic requirements completed in 2007) at De La Salle University – Taft.

Lauro D.G. Francisco, is the Chief Audit Executive. He has an extensive experience as an internal audit executive. He built his internal audit professional career with the Manila Electric Company (MERALCO), previously managing the audit of the company's subsidiaries and affiliates and simultaneously delegated as the Internal Audit Head/ Assistant Vice-President for Internal Audit of subsidiary Meralco Industrial Engineering Services Corporation (MIESCOR). He also had an internal audit management tenure with GT Capital Holdings Incorporated. He is a Certified Public Accountant, Certified Internal Auditor, and with Certification in Risk Management Assurance. Mr. Francisco graduated from the University of the East with a degree in Business Administration major in Accounting (Cum Laude). He obtained his Master in Business Administration degree from the Ateneo Graduate School of Business (Gold Medal Honors). He is actively affiliated with the Institute of Internal Auditors - Philippines and previously held various officership positions in the organization, foremost of which as Vice-Chairman of its Board of Trustees.

Keith S. Chan, is the Vice President for IT. He is concurrently a Director of the Business Continuity Association of the Philippines (BCMAP) from 2016 to present and a certified Associate Business Continuity Professional (ABCP) from the Disaster Recovery Institute, International (DRII). He was First Vice President for Information Technology, IT Head and Vice Chairman of the IT Steering Committee at the Philippine Business Bank from January 2003 until his retirement in July 2015. He was also involved in an advisory capacity for the Zesto Group of Companies in the airline, hotel and convenience store IT operations. In May 2000 he managed a US internet service provider franchise start up, Quik Internet, in the Philippines as the Chief Operating Officer of Q Communications Corporation. From 1991 to 1996, he was the Assistant Vice President for Management Information System of Guoco Holdings Phils., Inc., a member of the Hong Leong Group of Malaysia. In 1986, he joined a computer service start-up company, Dataworld Computer Corporation, as Vice President for Application Development and became Executive Vice President. As a business management degree holder, he started his career as a banker in Equitable Banking Corporation in 1982 and held finance positions in Seaoil Petroleum Corporation in 1997. He graduated with a Masters of Business Management from the Asian Institute of Management in 1986 and had further studies in a Master's program in Computer Science from the Ateneo de Manila University. He finished his bachelor's degree in Business Management from the Ateneo de Manila University in 1982.

Significant Employees

The Company does not believe that its business is dependent on the services of any particular employee.

Family Relationship

The Company's President - CEO, Lorraine Belo-Cincochan, Directors Mark Andrew Y. Belo and Caren Y. Belo are the children of William T. Belo, Chairman Emeritus of the Company.

Mr. Michael D. Tiong is the husband of Ms. Grace A. Tiong.

Involvement in Legal Proceedings

As of date, to the best of Company's knowledge, there are no legal proceedings against the directors and executive officers of the Company within the categories described in SRC Rule 12, Part IV paragraph (A) (4).

Certain Relationship and Related Party Transactions

The Company, in the ordinary course of business, engages in various transactions with related parties, particularly with its parent company, entities under common control and stockholders. These transactions are mainly leasing, purchase and sale of goods and reimbursement of certain expenses. The leased assets are land, buildings and software that are used in the normal course of business.

Transaction prices were mutually agreed upon and made at prevailing market rates. The Company has an approval process and governed by its Policy on Material Related Party Transactions when entering a material related party transaction to ensure that the transactions are arm's length.

The Company has unexpired rental agreements and continuous purchase and sale of goods as part of its normal course of business.

No directors were engaged in any self – dealing transactions with the Company.

For a detailed discussion of the material related party transactions of the Company, please see note 21 - Related Party Transactions and Balances of the attached Audited Financial Statements of the Company.

Board Performance Assessment

The Company believes that the best measure of the Board's effectiveness is through an assessment process. Accordingly, on 24 February 2021, the members of the Board conducted an annual self-performance assessment. The objectives of the assessment are to evaluate and obtain inputs about the performance of the Board, its members and committees during the last twelve months – January 1, 2020 to December 31, 2020.

The directors were asked to rank and evaluate his or her performance as a member of the Board and committee where he or she is a member, the performance of the entire Board members and committee members as: 1 = needs significant improvement, 2 = needs improvement, 3 = consistently good and 4 = outstanding.

Resignation of Directors

No director has resigned from his office or declined to stand for re-election to the Board since the last meeting of the stockholders due to any dispute or disagreement in relation to the operations, procedures and policies of the Company.

Item 6. Compensation of Directors and Executive Officers

Executive Compensation

Below is the total annual compensation of the top 5 officers and other officers of the company for the year 2019, 2020 and projected compensation for 2021.

Key Management Officers	Year	Compensation	Bonuses
Top 5 Officers William T. Belo Lorraine C. Belo-Cincochan Mark Andrew Y. Belo Careen Y. Belo Rosemarie Bosch-Ong	2019	₱40.5M	₱44.5M
Other officers as a group	2019	₱60.3M	₱17.4M

Key Management Officers	Year	Compensation	Bonuses
Top 5 Officers William T. Belo Lorraine C. Belo-Cincochan Mark Andrew Y. Belo Careen Y. Belo Rosemarie Bosch-Ong	2020	₱44M	₱21M
Other officers as a group	2020	₱75M	₱5M

Projected for 2021

Key Management Officers	Year	Compensation	Bonuses
Top 5 Officers William T. Belo Lorraine C. Belo-Cincochan Mark Andrew Y. Belo Careen Y. Belo Rosemarie Bosch-Ong	2021	₱46M	₱76M
Other officers as a group	2021	₱79M	₱6M

Compensation of Director

Standard Arrangements

All directors attending physically or virtually in a committee meeting receive a per diem of Twenty Thousand Pesos (₱20,000.00), per meeting and Forty Thousand Pesos (₱40,000.00) per Board meeting.

Other arrangements

There are no other arrangements pursuant to which the directors are compensated directly or indirectly, for any service provided as a director.

Employment Contracts and Termination of Employment and Change in Control Arrangements

The Executive Officers of the Company have employment contracts with the Company. They are subject to the policies of the Company and labor laws and govern by the Corporate Governance Manual of the Company. They are also entitled to receive retirement benefits in accordance with the retirement plan of the Company.

There are no special employment contracts or arrangements with any executive officers to receive any compensation or benefit in case of change-in-control of the Company.

Warrants and Options

There are no outstanding warrants or options held by the President – CEO, executive officers, directors and all officers and directors as a group.

Item 7. Independent Public Accountants

The External Auditor of the Company is Reyes Tacandong & Co (RTC Co). There have been no disagreements on any accounting and financial disclosures. The Company is compliant with SRC

Rule 68, (3), (b), (iv), requiring the rotation of external auditors or engagement partners for a period of five (5) consecutive years.

The same accounting firm will be nominated for reappointment for current fiscal year at the Annual Stockholders' Meeting. Representatives of RTCo. will be present at the Annual Stockholders' Meeting and they will have the opportunity to make statements if they desire to do so and are expected to be available to respond to appropriate questions.

Audit Fee

Name of auditor	Audit Fee
Reyes Tacandong & Co.	₱2,000,000.00 (2019)
Reyes Tacandong & Co.	₱2,000,000.00 (2020)

The aggregate fees billed by Reyes Tacandong & Co, for the audit of the financial statements of the Company and other services in connection with the statutory and regulatory filings (quarterly reports) for 2019 was ₱2,000,000.00 and also ₱2,000,000.00 for 2020.

The Company did not engage Reyes Tacandong & Co. in any non-audit services. Further, based on the Audit Committee Charter of the Company, the quarterly reports and financial statements are reviewed and endorsed by the Audit Committee and approved by the Board prior to its release and submission to the SEC and PSE.

Item 8. Compensation Plans

There is no other type of compensation plan as of this date and for the Annual Stockholders' Meeting on 21 June 2021 there will be no compensation plan that will be taken up.

C. ISSUANCE AND EXCHANGE OF SECURITIES

Item 9. Authorization or Issuance of Securities Other than for Exchange

There are no matters or actions to be taken up with respect to authorization or issuance of securities.

Item 10. Modification or Exchange of Securities

There are no matters or actions to be taken up with respect to the modification or exchange of securities.

Item 11. Financial and Other Information

The Company incorporated by reference the following:

1. 17-A (Annual Report), attached as Annex "A"
2. 2020 Audited Financial Statements, attached as Annex "B"
3. Certification of Independent Directors and Corporate Secretary, attached as Annex "C"
4. 2020 Sustainability Report, attached as Annex "D"
5. Q1 2021 Financial Statements, attached as Annex "E"

Item 12. Mergers, Consolidations, Acquisitions and Similar Matters

There are no matters or actions to be taken up with respect to merger, consolidations, acquisitions and similar matters.

Item 13. Acquisition or Disposition of Property

There are no matters or actions to be taken up with respect to the acquisition or disposition of property.

Item 14. Restatement of Accounts

There are no matters or actions to be taken up with respect to the restatement of accounts.

D. OTHER MATTERS

Item 15. Action with Respect to Reports

The following matters will be submitted to the stockholders for their approval:

1. Approval of the Minutes of the Annual Meeting of the Stockholders held on 21 September 2020
2. Presentation and Approval of Annual Report and Financial Statements as of 31 December 2020.
3. Ratification of all Acts and Resolutions of the Board of Directors and Management during the Preceding Year.
4. Election of Board of Directors
5. Appointment of External Auditor

Item 16. Matters Not Required to be Submitted

No action is to be taken with respect to any matter, which is not required to be submitted to a vote of security holders.

Item 17. Amendment of Charter, By-laws or Other Documents

There are no matters or actions to be taken up in relation to the amendment of charters, bylaws or other documents.

Item 18. Other Proposed Action

Other than those matters mentioned above, there are no other proposed actions to be taken up during the Annual Stockholders' Meeting.

Item 19. Voting Procedures

A stockholder may vote in person or by proxy executed in writing by the stockholder or his duly authorized attorney-in-fact through remote communication or in absentia in accordance with the procedures prescribed by the Corporation and relevant laws and regulations. All matters subject to vote in accordance with the law shall be decided by the majority vote of the stockholders present or by proxy and are entitled to vote thereat and provided a quorum is present.

Directors shall be elected by plurality of vote at the Annual Meeting of the Stockholders for the year at which quorum is present. At each election for directors, every stock holder shall have the right to vote, in through remote communication or in absentia, the number of shares owned by him for as many persons as there are directors to be elected, or to cumulate his votes by giving one candidate as many votes as the number is shares shall equal, or by distributing such votes as the same principle among any number of candidates.

PART II.

INFORMATION REQUIRED IN A PROXY FORM

(This form shall be prepared in accordance with paragraph (5) of SRC Rule 20)

Item 1. Instructions

Proxy forms must be properly signed, dated and returned by the stockholder on or before 16 June 2021. It is not required to be notarized. Proxy forms shall be emailed to wilcon_asm@wilcon.com.ph or delivered to the Office of the Asst. Corporate Secretary at 90 E. Rodriguez Jr. Avenue, Ugong Norte, Quezon City and must be accompanied by a corresponding secretary's certificate confirming the authority of the person executing the proxy and for proxies of beneficial owners or of those shares lodged with the Philippine Depository & Trust Corp, a certification from their respective brokers must be submitted. Proxy forms shall be validated on 17 June 2021 at 5 pm. Validated proxies will be voted at the meeting in accordance with the instructions of the stockholders.

Item 2. Revocability of Proxy

Proxies filed may be revoked by the stockholders either in an instrument in writing duly presented and recorded with the Secretary at least one (1) day prior to the Annual Stockholders' Meeting or by their presence at the meeting.

PART III.

SIGNATURE PAGE

After reasonable inquiry and to the best of my knowledge and belief, I certify that the information set forth in this report is true, complete and correct. This report is signed in Quezon City on 21 May 2021.

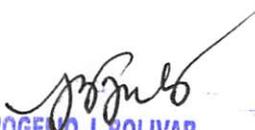
WILCON DEPOT, INC.

By:


ARTHUR R. PONSARAN
Corporate Secretary

SUBSCRIBED AND SWORN TO before me in QUEZON CITY this 21 day of MAY 2021 at
QUEZON CITY, Affiant exhibited to me his Passport No. _____ issued by _____
on _____ valid until _____

Doc. No. 154
Page No. 32
Book No. XVII
Series of 2021.


ATTY. ROGELIO J. BOLIVAR
NOTARY PUBLIC IN QUEZON CITY
AM Adm. Not. Com. No. NP-124 1-12-19 until 12-31-2020
Commission Extended until June 30, 2021
as per SC ENBANC B.M No. 3795 12/1/2020
IBP O.R. No. 132134 MD 2021 & IBP O.R. No. 133076 MD 2022
PTR O.R. No. 0695112 D 1/4/21 / Roll No. 33832 / TIN# 129-371-009
MCLE VI-0029583 valid from 12/16/19 Valid until 04/14/22 Quezon City
Address: 31-F Harvard St., Cubao, Q.C.

MANAGEMENT REPORT

Business and General Information

Wilcon Depot, Inc., doing business under the name and style of Wilcon Depot and Wilcon Home Essentials (the Company/WDI/Wilcon Depot) was incorporated on December 17, 2015 as a subsidiary of Wilcon Corporation, doing business under the name and style of Wilcon City Center (WC), formerly known as Wilcon Builder's Depot Inc. (WBDI), to operate its home improvement retail businesses. It officially started operations on April 1, 2016 when the retail operations including all of the retail assets and liabilities were transferred from WC, thereby increasing WC's ownership in the Company to 99.06%.

The Company's retailing business, which it acquired and inherited from WC, has been in existence for over 38 years. The business, founded by Mr. William T. Belo, opened its first store in 1977, carrying a variety of local brands of tiles and flooring, plumbing and sanitary wares, electrical and lighting products, and hardware and tools. Mr. Belo gradually expanded the pioneer Wilcon branch as business picked up. He opened three more branches with an average area of 2,400 sqm from 1989 to 1995. In 2002, the first store outside of Metro Manila was established in Davao City.

The first depot format store was opened in 2003, in Las Piñas. At 10,000 sqm, the Depot format was larger than their previous 5 stores, which had an average size of 4,223 sqm. Its product selection was more comprehensive and included more international brands and new product lines and categories such as furniture, furnishings and houseware, paints, and building materials, among others. Over the next 13 years, operations rapidly expanded with the opening of 27 more Depot format stores around the country.

The smaller format mall-based or community-based stores were formally organized in 2009 and operated under the brand name "Wilcon Home Essentials". This concept was adopted by a few of the old stores and subsequently applied to 3 more new stores from 2009 to 2013.

Corporate Restructuring

The following transactions occurred on April 1, 2016 in relation to the spin-off of the retail operations of WC into the Company:

- The net assets comprising the retail business were transferred to the Company. The land, intellectual property, and investment properties remained with WC, the Parent.
- The Company entered into lease agreements with its Parent for the lease of land assets used by its stores.

The spin off resulted in a 99.06% ownership of WC in the Company.

On March 31, 2017, the Company went public through an initial public offering with the Philippine Stock Exchange. The Company floated thirty four percent (34.00%) or 1,393,906,200 of its capital stocks, increasing its issued and outstanding capital stock to 4,099,724,116 and diluting WC's equity interest in the Company to 65.38%.

Bankruptcy, Receivership or Similar Proceedings

The Company and its parent, WC, have not been subject to: (i) any bankruptcy, receivership or similar proceedings or (ii) any material reclassification, merger (other than as a surviving entity) consolidation of purchase or sale of significant amount of assets.

Products / Business Lines

The Company caters to the fast-growing segment of middle to high-income homeowners whose needs range from new home construction, renovation, repair and maintenance to home improvement, furnishing and design. The Company's complete spectrum of product offerings includes local and international brands of tiles and flooring, plumbing and sanitary wares, electrical and lighting products,

hardware and tools, furniture, furnishings and houseware, paints, appliances and building materials, among others.

Product Categories

The Company offers a broad range of products grouped into major product categories namely plumbing and sanitary hardware and tools, tiles and flooring, electrical and lighting, furniture, furnishing and houseware, paints, appliances, and building materials. As a matter of competitiveness, the Company continues to develop new products and services for its customers as seen in the launching of several in-house and exclusive products in the past.

The table below enumerates the list of major product categories and its products.

Product Category	Description
Plumbing and Sanitary wares	Over 1,100 products that include bath and shower mixers, bath fillers, faucets, shower, water systems, bath tubs, bidet, bowl, lavatory, pedestal, shower enclosure, urinal, water closet and other accessories.
Hardware and Tools Products	Products such as door essentials, hand tools and hardware accessories, pipes, sundries, power tools and hand tools are found in this category.
Tiles / Flooring	Consists of locally made tiles and tiles from different countries such as China, Indonesia, Italy and Spain. Tiles are available in different sizes and different types such as ceramic, glass block, porcelain, and vinyl.
Electrical and Lighting	Includes electrical accessories and supplies, lamps, wiring devices, LED and lights.
Furniture, Furnishings and Houseware	Furniture products include those found in the bedroom, dining, kitchen, living room, office, and outdoor. Products include decorative items, organizers, wall hang decors, curtains, and blinds.
Paints	Provides a wide range of paints for different surface types.
Appliances	Products include air cooler, air conditioner, electric fan, entertainment appliances such as television, CD/DVD player, amplifier, kitchen appliances, washing machine, and vacuum cleaner.
Building Materials	Products include building decors and supplies, ceiling and wall, floor and roofing.

Among the major product categories, tiles and flooring products and plumbing and sanitary wares historically have the highest contribution to sales.

The Company carries over 2,000 brands across the different product categories translating to 48,000 stock keeping units (SKUs) as at December 31, 2020. The Company further classifies these brands as: (i) in-house brands owned by the Company and exclusive international brands that are solely distributed by the Company, and (ii) other locally procured local and international brands that are not exclusively distributed by the Company.

Store Formats

The Company operates 63 stores nationwide, as of December 31, 2020, and offers its products via two retail formats, namely the Depot store format and Home Essentials store format.

- **Depots.** The Company conducts its operations primarily through a format under the name "Wilcon Depot". As of December 31, 2020, the depot format accounted for 97% or ₱21,941 Million of the Company's net sales. Each Depot format store carries 90,000 to 200,000 SKUs and offers a broad variety of large-scale home and construction supply products. The net selling space of the Company's depot stores ranges from 2,800 sqm to 16,100 sqm, with an average gross floor area of 9,250 sqm. As of December 31, 2020, the Company has 56 depots located in all the major cities across the Philippines. Project sales or sales to major

property developers, on the other hand, accounted for 0.8% or ₱178 Million of total net sales of the Company.

- *Home Essentials.* The Company also operates a smaller format known as “Wilcon Home Essentials”. The Home Essentials format was launched in 2009 as a community store-type outlet aimed at customers who require easy access to a basic range of tools and materials for simple housing repair and maintenance. Home Essentials stores range in size from 740 sqm to 2,800 sqm with an average gross floor area of 1,445 sqm. As of December 31, 2020, the Company has 3 mall-based Home Essentials stores and 4 stand-alone branches for a total of 7 Home Essentials stores. Net sales generated by Home Essentials accounted for 2.2% or ₱510M of total net sales.

The Company has designed its stores to provide a comfortable atmosphere that will enhance the customers' shopping experience. The Company's stores offer facilities such as free parking, ample ventilation and air-conditioning, well-lit shopping areas, and a similar easy-to-navigate store layout in all its stores. For its depot-format stores the Company offers more shopping convenience like a coffee shop or a snack bar, lounges for customers and their contractors or architects and engineers, design hubs and a play area for kids. The Company continues to ensure the completeness of these features in all of its depots to keep customers satisfied.

Owing to the significantly higher store count and total selling area of depots versus home essentials, majority of the Company's revenues or 97% comprised of net sales generated from the depot-format stores, 0.8% for the project sales while the remaining 2.2% was contributed by the home essential format store.

Distribution Methods of Products

The Company as mentioned in the preceding paragraphs, operate two store formats, the Depot and the Home Essentials. The home essential stores are confined within Metro Manila while the depots are located in different parts of the Philippines.

Below is the breakdown of the number of the Company's stores per location and format:

Store format	Region	Number of stores
Depot	Metro Manila	11
	Luzon	32
	Visayas	6
	Mindanao	7
Total Depot		56
Home Essentials	Metro Manila	6
	Visayas	1
Total Home Essentials		7

The Company outsources various logistics and distribution functions to third parties, which the Company believes allows it to expand its store network rapidly while lowering its operating costs.

Replenishment of the Company's inventory is provided through direct store deliveries from suppliers for urgent requirements or deliveries to the Company's warehouses for regular restocking.

Legal Proceedings

The Company and its management are not involved in any governmental, legal or arbitration proceedings that may have a material effect on the Company's business, financial position or profitability.

None of the members of the Board of Directors and executive officers of the Company is involved in any material criminal, bankruptcy or insolvency investigations or proceedings.

Operational and Financial Information

Wilcon Depot, Inc.'s common shares have been trading in the Philippine Stock Exchange (PSE) starting March 31, 2017. The high and low market prices of the Company's shares for each quarter of 2018, 2019 and 2020 as reported by the PSE are shown below:

2018	High	Low
4 th quarter	12.64	10.30
3 rd quarter	12.26	9.94
2 nd quarter	12.30	10.50
1 st Quarter	11.80	8.16

2019	High	Low
4 th quarter	19.00	16.00
3 rd quarter	17.28	15.02
2 nd quarter	17.50	15.18
1 st Quarter	16.08	12.66

2020	High	Low
4 th quarter	18.22	14.26
3 rd quarter	16.66	14.52
2 nd quarter	16.74	12.48
1 st Quarter	19.00	10.50

The market capitalization of the Company's common shares at the end of 2020 based on the closing market price of ₱16.90 per share totaled to ₱69.285 billion.

Stockholders

The total number of issued and outstanding common shares of the Company as of 30 April 2021 is 4,099,724,116 and total number of stockholders as of 30 April 2021 is 158 (composed of PCD Nominees and accounts with the Stock Transfer Agent).

List of Top 20 Stockholders as of 30 April 2021 from Stock Transfer Agent

	STOCKHOLDER'S NAME	HOLDINGS	PERCENTAGE
1	WILCON CORPORATION	2,680,317,916	65.378 %
2	PCD NOMINEE CORPORATION (NON-FILIPINO)	809,005,715	19.733 %

3	PCD NOMINEE CORPORATION (FILIPINO)	605,505,535	14.769 %
4	BERCK Y. CHENG OR ALVIN Y. CHENG OR DIANA Y. CHENG OR CHERYL Y. CHENG	1,980,000	0.048 %
5	TRINIDAD M. ALBARRACIN OR MARIO M. ALBARRACIN	1,030,000	0.025 %
6	NIKHIEL R. GENOMAL OR ANJU C. GENOMAL	1,000,000	0.024 %
7	TIMOTHY JAMES VORBACH	650,000	0.016 %
8	ELLIS C. MAGUAN &/OR MINGMING C. MAGUAN	150,000	0.004 %
9	MING Wilson C. MAGUAN OR ELLIS C. MAGUAN	20,000	0.000 %
10	JOEL M. BANACO	15,000	0.000 %
11	RAMCOR5 PROPERTIES, INC.	10,000	0.000 %
12	MARY JOY MENDOZA GALAMAY	6,000	0.000 %
13	ALMA BELLA PIL ALBERASTINE	5,000	0.000 %
14	CHRISTINE F. HERRERA	5,000	0.000 %
15	VERONICA AGUILAR PEDRASA	5,000	0.000 %
16	DOREEN FATIMA SANOSA PENILLA	4,000	0.000 %
17	DIVINE JESSET RAMOS SANTOS	4,000	0.000 %
18	MYRA P. VILLANUEVA	4,000	0.000 %
19	ADORA BRIGETTE N. CANLAS	2,800	0.000 %
20	OFELIA R. BLANCO	2,000	0.000 %

Dividends

The Company has the following dividend history:

Date Approved	Record Date	Payment Date	Amount
March 6, 2019	March 22, 2019	April 16, 2019	PhP0.11 regular PhP0.05 special PhP0.16 total
February 24, 2020	March 20, 2020	April 16, 2020	PhP0.12 regular PhP0.06 special PhP0.18 total
February 24, 2021	March 19, 2021	April 16, 2021	PhP0.10 regular PhP0.02 special PhP0.12 total

The Company has approved a dividend policy of maintaining an annual cash and/or share dividend pay-out of up to 25% of its net profit after tax from the preceding year, subject to the requirements of applicable laws and regulations, the terms and conditions of its outstanding bonds and loan facilities, and the absence of circumstances that may restrict the payment of such dividends, such as where the Company undertakes major projects and developments. Dividends must be approved by the Board (and shareholders in case of a share dividend declaration) and may be declared only from the unrestricted retained earnings of the Company. The Company's Board of Directors may, at any time, modify the Company's dividend policy, depending upon the Company's capital expenditure plans and/or any terms of financing facilities entered into to fund its current and future operations and projects. The Company can give no assurance that it will pay any dividends in the future.

Securities Sold

There were no recent sales of unregistered or exempt securities, including issuance of securities constituting an exempt transaction.

Discussion on Compliance with Leading Practice on Corporate Governance

On 22 May 2017, the Board of Directors approved the adoption of the Revised Manual on Corporate Governance in accordance with the SEC Memorandum Circular No. 19 Series of 2016.

The Company understands that it is paramount to set the kind of corporate governance needed in the attainment of the Company's corporate goals.

The Revised Manual on Corporate Governance was designed to define the framework of rules, systems and processes that governs the performance of the Board of Directors (the Board) and Management. It establishes the structure by which the Company executes and carries out its Corporate Governance. This serves as reference by all the members of the Board as well as its Management in the conduct of their duties and responsibilities.

The Board of Directors and Management, employees and shareholders, believe that good governance is a necessary component of what constitutes sound strategic business management and will therefore undertake every effort necessary to create awareness thereof within the organization.

With the aid of its committees, the Board of Directors shall be primarily responsible for the governance of the Corporation and shall, hence, ensure compliance with the principles of good corporate governance.

To strictly observe and implement the provisions of this Manual, corresponding penalties shall be imposed, after notice and hearing, on the Corporation's directors, officers, staff, subsidiaries, and affiliates and their respective directors, officers, and staff in case of violation of any of the provisions of the Manual.

On 7 August 2019, in compliance with SEC Memorandum Circular No. 10 Series of 2019, Rules on Material Related Party Transactions for Publicly Listed Companies, the Board approved its Material Related Party Transactions Policy and accordingly revised its Related Party Transactions Committee Charter.

On May 6, 2020, the Board of Directors of the Corporation approved the amendments to its Corporate Governance Manual in compliance with the Revised Corporation Code and related issuances. The Board also approved the amendments to the By-laws of the Corporation in compliance with the Revised Corporation Code and related issuances, as follows:

1. Allowing the attendance, participation and voting in the meetings of the stockholders through remote communication or in absentia in accordance with the procedures prescribed by the Corporation and relevant laws and regulation
2. Composition of the Board and Creation of an Emergency Board
3. Election of a Compliance Officer and;
4. Delegating to the Board the power to amend the by-laws for purposes of complying with best practices, subsequent requirements of law/and or regulatory bodies.

The amendments to the By-laws were ratified by the stockholders during the annual stockholders' meeting held on September 21, 2020.

Further, on October 28, 2020, the members of the Board as well as officers of the Company attended the corporate governance seminar via Zoom Webinar, entitled *"2020 Annual Corporate Governance Seminar: Stay Updated in the New Normal"* conducted by the Center for Training and Development, Inc. This is in compliance with SEC Memorandum Circulars No. 20-2013 and 2-2015 of the Securities and Exchange Commission.

The Company will submit its Integrated Annual Corporate Governance Report (I-ACGR) for the year ended December 31, 2020 on or before May 30, 2021, in compliance with SEC Memorandum Circular No.15, Series of 2017.

MANAGEMENT'S DISCUSSION AND ANALYSIS

Results of Operations for the Three-Month Periods Ended March 31, 2021 and March 31, 2020

The Company recorded net income of ₱604 million for the first quarter of 2021, up by 84% or ₱276 million from the ₱328 million reported during the same period in 2020 with net margins of 9.1% and 5.9%, respectively. The increase was mainly driven by the hike in net sales and the expansion in the gross profit margin partly offset by the increase in operating expenses and drop in net other income.

Net Sales

Net sales for the three-month period ended March 31, 2021, amounted to ₱6,676 million, an increase of 19.4% or ₱1,085 million from the same period last year. The increase was contributed by comparable sales which grew by 9.8% and sales from new stores. The growth in comparable sales was attributed mainly to the increase in the number of transactions particularly in branches located in Luzon. These Luzon branches were temporarily shut down from March 17 to May 15, 2020 in compliance with the quarantine rules imposed by the Philippine government to control the spread of the Covid-19 disease.

The Company opened two new depots in January, 2021, the net sales from which together with the net sales from the five (5) out of six (6) depots opened in 2020 accounted for 49.5% of the total net sales increase year-on-year.

On a per format basis, sales from the depot-format stores, which comprised 97.2% of total net sales, grew by 20.7% or ₱1,113 million to ₱6,488 million from the ₱5,375 million net sales for the three-month period of 2020. Comparable sales growth (same store sales growth) reached 10.7%, contributing 51.7% of the total net sales increase of the format. Meanwhile, sales from new depots, including the two opened in January, 2021 comprised 48.3% of the format's net sales growth.

The smaller format "Home Essentials", recording net sales of ₱140 million accounting for 2.1% of total net sales, likewise reported a growth of 2.1% or ₱3 million as at March 31, 2021 from the prior year's ₱137 million. All Home Essentials have been operating for more than a year.

The remaining 0.7% of total net sales was accounted for by project sales or sales to major developers, amounting to ₱48 million, decreasing by 39.6% or ₱31 million year-on-year.

Gross Profit

Gross profit grew by 28.1% or ₱531 million from the 2020 first quarter level of ₱1,891 million to close at ₱2,421 million for the period for a gross profit margin of 36.3%. The increase was traced mainly to higher sales for the period and the expansion in gross profit margin which grew by 250 basis points year-on-year. The improvement in gross profit margin is traced mainly to changes in product mix within the exclusive and in-house brands classification, which resulted in a higher overall margin for the class, partly offset by the drop in their contribution to total net sales to 49.5% from 50.9% in the same period in 2020.

Operating Expenses

Operating expenses increased to ₱1,552 million for the period, up 8.3% or ₱119 million from the prior year's ₱1,433 million. The increase is attributable mainly to expansion-related expenses particularly in depreciation and amortization partially offset by the decrease in donations, outsourced services, transportation and travel and advertising expense. Non-PFRS 16 related rent expense increased by 179.1% or ₱29 million to ₱46 million.

Interest Expense

Interest expense increased by 13.9% or ₱14 million, to total ₱116 million for the period from the prior year's three-month period of ₱102 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 three-month period ended March 31, 2021 amounted to ₱69 million, down by 32.5% or ₱33 million from the ₱102 million generated in the same period in 2020 mainly due to the decrease in interest income and net other income partly offset by the increase in rent income. Other income consists of:

- 1) Interest income of ₱8 million, which decreased from the prior period balance of ₱27 million as investible funds particularly from IPO proceeds continued to be deployed for store network expansion. The IPO proceeds were fully utilized as at March 31, 2021.
- 2) Rent income of ₱15 million, rose by 134.5% or ₱9 million year-on-year, attributed to increased collection due to new contracts.
- 3) Net other income from trade and other suppliers amounting to ₱45 million, down by 34.0% or ₱23 million from the same period in 2020, due mainly to the decrease in reimbursable expenses in 2020 and delivery fees income. Net other income is comprised of share of various operational and promotional/marketing expenses of suppliers and other non-merchandise sales related income.

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

Adjusting the 2021 and 2020 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 March 31, 2021 reached ₱1,031 million, or 15.4% of net sales, rising by 75.6% from the ₱587 million, or 10.5% of net sales, recorded as of March 31, 2020.
- 2) EBIT for the three-month of 2021 is ₱814 million or 12.2% of net sales, growing by 88.8% from ₱431 million, or 7.7% of net sales, year-on-year.

The growth in both EBITDA and EBIT was driven by the improved sales performance and expansion in gross profit margin partly offset by the increase in operating expenses.

Income Tax Expense

The Company's income tax expense increased by 68.4% or ₱88 million to end at ₱218 million in the first quarter of 2021 from the ₱129 million incurred during the same period last year. The increase is attributed to:

- 1) Higher taxable income in the first quarter of 2021 partly offset by the lower income tax rate of 25% from the previous 30%;
- 2) A one-time recognition of a net tax expense as a result of the downward adjustment in the deferred tax asset balance as of December 31, 2020 to reflect the decrease in the corporate income tax rate from 30% to 25% approved in March 2021 but retroactive from July 1, 2020.

Financial Condition as at March 31, 2021

Liquidity

Improved operating performance for the quarter yielded substantial operating cash flows, which provided additional liquidity for the Company to be able to pursue its store network expansion and other planned capital expenditure even as the IPO proceeds were fully deployed in January, 2021.

Cash and cash equivalents and short-term investments totaled ₱4,455 million, a slight 3.4% or ₱156 million drop from the balance as at December 31, 2020 as the Company continued to open new branches and warehouses. Current ratio likewise slid from 1.89:1.00 to 1.85:1.00.

Capital Expenditure

For the quarter, the Company's capital expenditure totaled ₱595 million, the bulk of which was spent on the construction of new stores and warehouses. The Company expects capital expenditure to reach ₱3,200 million for the year but this may be scaled down depending on market conditions as the Covid-19 pandemic is still ongoing.

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

Please change table

Key Performance Indicators	As at Mar 31, 2021	As at Mar 31, 2020
Sales	6,675,771,804	5,590,901,540
EBIT – Adjusted / Treating Interest on Lease Liability as Rent Expense ¹	813,919,893	431,136,301
EBITDA – Adjusted / Treating ROU Depreciation and Interest on Lease Liability as Rent Expense ²	1,030,628,891	586,901,725
EBIT Margin - Treating Interest on Lease Liability as Rent Expense ³	12.2%	7.7%
EBITDA Margin- Treating ROU Depreciation and Interest on Lease Liability as Rent Expense ⁴	15.4%	10.5%
	As at Mar 31, 2021	As at Dec 31, 2020
Return on Equity Ratio ⁵	3.9%	9.46%
Current Ratio ⁶	1.85	1.89
Debt to Equity Ratio ⁷	0.86	0.84

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 March 31, 2021 and December 31, 2020

1. Trade and other receivables totaled ₱505 million as at March 31, 2021, 21.3% or ₱88 million higher than the ₱416 million balance as at December 31, 2020. The increase was mainly due to advances made to suppliers partially offset by decrease in trade receivables.
2. Other Current Assets increased by ₱94 million or 14.0% from ₱671 million at the close of 2020 to ₱764 million as at March 31, 2021 due mainly to prepayments and increase in supplies partially offset by the utilization of input tax.

3. Property and equipment increased by ₱368 million or 5.4% from ₱6,757 million at the close of 2020 to ₱7,125 million as at March 31, 2021 due mainly to capital expenditures related to store network expansion.
4. Net deferred tax assets decreased by ₱52 million or 12.6% from ₱414 million at the close of 2020 to ₱362 million as at March 31, 2021 due mainly to the tax effect of the application of CREATE Law with new tax rate of 25%.
5. Other noncurrent assets increased by ₱19 million or 5.1% from ₱376 million at the close of 2020 to ₱395 million as at March 31, 2021 due mainly to increase in advances to contractors and procurement of IT software.

Income Statement Items

1. Net sales for the three-month period ended March 31, 2021 amounted to ₱6,676 million, 19.4% or ₱1,085 million higher than the ₱5,591 million generated during the same period in 2020.
2. Gross profit increased by 28.1% to ₱2,421 million for the period from the ₱1,891 million level for the same period in 2020, mainly driven by the increase in sales and gross profit margin.
3. Operating expenses increased to ₱1,552 million for the period, up 8.3% or ₱119 million from the prior period's ₱1,433 million. The increase is attributable mainly to expansion-related expenses, depreciation and amortization of new stores partially offset by the decrease in donations, outsourced services, transportation and travel and advertising expense. Non-PFRS 16 related rent expense increased by 179.1% or ₱29 million to ₱46 million.
4. Interest expense increased to ₱116 million for the period from the prior year's first three-month period of ₱102 million, representing non-cash interest charged on lease liability recognized for the period in relation to the adoption by the Company of PFRS 16 on leases.
5. Other income (charges) for the three months ended March 31, 2021 totaled ₱69 million, down by 32.5% or ₱33 million from the ₱102 million recorded in the same period of 2020 mainly due to the decrease in interest income, rent income and net other income.
6. The Company's income tax expense increased by 68.4% or ₱88 million to end at ₱218 million, versus the ₱129 million incurred during the same period last year. The increase is due mainly to higher taxable income partly offset by the lower income tax rate. The retroactive application of the new corporate income tax rate also resulted in the recognition of a one-time tax expense to account for the revaluation of the deferred tax asset account.

Results of Operations for the year ended December 31, 2020 compared with year ended December 31, 2019

The Philippine government on March 16, 2020, to curb the spread of the corona virus, placed the whole island of Luzon on enhanced community quarantine (ECQ), which required businesses and offices to close except for hospitals and other medical services, supermarkets and food deliveries, and logistics support for medical and food supplies. The company had to close all of its 44 branches in Luzon out of 58 total WDI branches at that time. These branches contributed 84.0% of the Company's total net sales pre-ECQ.

The ECQ was lifted on May 16, 2020 and WDI re-opened all of its Luzon stores. The branches outside of Luzon, meanwhile, were voluntarily closed by the Company for a two-week period from March 30-31 to April 13-15, 2020 to re-orient and prepare the store operations for the new health and safety protocols. Up to the end of 2020, various regions were placed under different levels of quarantine depending on the trend of COVID-19 positive cases. Metro Manila with nearby provinces, for two weeks in August, 2020 was placed back in the second strictest level (MECQ) and while it has been placed under general community quarantine (GCQ) after, it has never graduated to the least strict, moderate GCQ (MGCQ).

The pandemic and the consequent quarantine measures have greatly impacted the Company's operations in 2020 with net sales decreasing by 7.5% or ₱1,847 million to ₱22,629 million, net income declined by 31.8% or ₱676 million to ₱1,449 million for the year ended December 31, 2020, from the ₱2,125 million reported in 2019.

Net Sales

The Company generated net sales of ₱22,629 million for the year ended December 31, 2020, 7.5% or ₱1,847 million lower than the ₱24,476 million reported in 2019. Comparable sales performance dropped to negative 13.6% mainly as a result of the temporary closure of stores in Luzon and some stores in Visayas and Mindanao in the first half and the general impact of the pandemic and the continuing quarantine measures. Wilcon stores in Luzon, 44 branches out of 58, accounted for 84.0% of revenues in 2020 pre-ECQ. As of December 31, 2020, the Company had grown to 63 branches, 49 stores are located in Luzon and of the 57 stores aged one year or older, 43 branches are in Luzon.

Its flagship format, the depot, accounted for 97.0% or ₱21,941 million of the total net sales. The format's net sales decreased by 6.5% or ₱1,528 million from the ₱23,469 million net sales in 2019, with a negative same store sales growth of 12.9% for the year.

Net sales generated by the smaller format, "Home Essentials" (HE) stores, comprising the 2.2% or ₱510 million of total net sales, likewise reported a downswing of 22.4% or ₱148 million for the year from ₱658 million in 2019 since six out of the seven Home Essentials are located in Metro Manila. All HEs are in operation for more than a year.

The remaining 0.8% was accounted for by the project sales or sales to major developers, amounting to ₱178 million, decreasing by 49.2% or ₱172 million in 2020 owing to the suspension of and delays in the completion of ongoing projects of our institutional accounts.

During the year, the Company opened six new depots, all located in Luzon bringing the total number of stores to 63 (56 depots and seven home essentials) by the end of 2020. Three stores each were opened in Southern Luzon and Northern Luzon.

Gross Profit

Gross profit closed at ₱7,782 million, resulting in a gross profit margin of 34.4% for the year ended December 31, 2020. For the year ended December 31, 2019, gross profit was reported at ₱8,176 million for a gross profit margin of 33.4%. Gross Profit decreased by ₱394 million or 4.8% due to the decrease in sales despite the increase in Gross Profit rate to 34.4%. The hike in Gross Profit rate was brought about by the increasing margin and expanding contribution of in-house and exclusive products to total net sales. Sales of exclusive and in-house products accounted for 50.9% of total net sales for the period versus 49.5% in 2019.

Operating Expenses

Operating expenses increased to ₱5,738 million for the period, up 6.3% or ₱342 million from the prior period's ₱5,396 million. The increase is traced mainly to expansion-related and pandemic-related expenses particularly in depreciation and amortization and donations and contributions, respectively. These upswings were offset by the decrease primarily in utilities, trucking and advertising expense during the quarantine period. Depreciation and amortization recorded the highest increase at 60.7% or ₱687 million as a result of the continuous addition of the company-owned store buildings and the full year impact of the adoption of the new accounting standard for leases, *PFRS 16 – Leases*. Non-PFRS 16 related rent expense dropped 64.8% or ₱215 million.

Rent concessions obtained by the company from its lessors were reflected under Other Income.

Interest Expense

Interest expense for the years ended December 31, 2020 and 2019 amounted to ₱429 million and ₱300 million, respectively. The ₱129 million increase represents non-cash interest charged on leased 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 period ended December 31, 2020 amounted to ₱435 million, down by 5.9% or ₱27 million from the ₱463 million generated in 2019 mainly due to the decrease in interest income partially offset by the increase in rent income and net other income. Other income consists of:

- 1) Rent concession in 2020 from lessors related to leases of land and buildings resulted in the reduction in lease liabilities that was recognized in profit or loss amounting to ₱101 million upon applying the practical expedient of PFRS 16;
- 2) Rent income from suppliers for the lease of billboards, end caps, etc. totaling ₱43 million, up 40.7% or ₱12 million year-on-year.
- 3) Net other income from trade and other suppliers amounting to ₱236 million, down by 15.8% or ₱44 million from 2019 representing net charges for their share of various operational and promotional/marketing expenses and other non-merchandise sales related income; and
- 4) Interest income of ₱55 million decreased from the prior period balance of ₱151 million as the IPO proceeds continue to be deployed for expansion purposes.

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

In 2019, the re-classification of lease expenses qualified under *PFRS 16 - Leases* from rent expense to depreciation and amortization and interest expense resulted in a 68.2% jump in EBITDA and 31.7% in EBIT year-on-year. Adjusting the 2020 and 2019 depreciation and amortization to exclude right-of-use (ROU) depreciation and interest expense to exclude interest on lease liability and consider these as rent expense, EBITDA and EBIT are as follows:

- 1) EBITDA for the year ended December 31, 2020 totaled ₱2,694 million, or 11.9% of net sales, declining by 15.9% or ₱509 million from the 2019 balance of ₱3,203 million, or 13.1% of net sales.
- 2) EBIT for the year 2020 is ₱1,995 million or 8.8% of net sales, sliding by 28.5% or ₱796 million year-on-year from the prior year's level of ₱2,791 million, or 11.4% of net sales

The downswing in both EBITDA and EBIT are largely due to the impact of the pandemic and quarantine measures.

Income Tax Expense (Benefit)

The Company's income tax expense decreased by 26.5% or ₱217 million to end at ₱601 million in 2020, versus ₱818 million incurred during 2019 in view of lower taxable income.

Results of Operations for the quarter ended December 31, 2020 compared with quarter ended December 31, 2019

WDI generated net income of ₱563 million, down 3.0% or ₱18 million year-on-year traced mainly to the drop in interest income. Excluding interest income, earnings will be slightly up by 1.1% or ₱6 million from ₱549 to ₱555 million year-on-year.

Net Sales

The Company recorded net sales of ₱6,840 million for the three-month period ended December 31, 2020, 6.2% or ₱399 million higher than the ₱6,441 million for the same period in 2019. The increase is mainly due to opening of six new stores. Comparable sales performance dropped only to negative 0.5%, which is almost flat despite the impact of the pandemic and continued implementation of quarantine measures.

Sales from the depot-format stores contributed the majority of total net sales comprising 97.1% or ₱6,641 million for the fourth quarter of 2020, up by 7.4% or ₱456 million from the ₱6,185 million net sales for the fourth quarter of 2019. The depot's same store sales growth is almost flat at 0.4%.

The smaller format "Home Essentials", recording net sales of ₱151 million accounting for 2.2% of net sales, reported a decline of 9.2% or ₱15 million during the fourth quarter of 2020 from prior year's same period level of ₱166 million.

The remaining 0.7% was accounted for by project sales or sales to major developers, amounting to ₱48 million, decreasing by 46.0% or ₱41 million from prior year's same period level of 2019 of ₱90 million.

The Company has opened two new depots in the last quarter of 2020 which are both located in Luzon (Olongapo and San Juan, Taytay).

Gross Profit

Gross profit closed at ₱2,346 million, resulting in a gross profit margin of 34.3% for the fourth quarter of 2020 from the ₱2,264 million level during the same period in 2019. Sales of exclusive and in-house products accounted for 49.8% of total net sales for the period versus 50.4% in the same period in 2019.

Operating Expenses

Operating expenses increased to ₱1,625 million during the fourth quarter of 2020, up 9.4% or ₱139 million from the ₱1,486 million during the same period in 2019. The increase is mainly expansion-related particularly in depreciation and amortization. Depreciation and amortization recorded the highest increase at 36.1% or ₱134 million as a result of the continuous addition of the company-owned store buildings and the full year impact of the adoption of the new accounting standard for leases, *PFRS 16 – Leases*.

Rent concessions obtained by the company from its lessors were reflected under Other Income.

Interest Expense

Interest expense during the fourth quarter of 2020 and 2019 amounted to ₱112 million and ₱92 million, respectively. The ₱20 million increase represents non-cash interest charged on leased liability recognized for the period in relation to the adoption by the Company of *PFRS 16 on leases*.

Other Income (Charges)

Other income (charges) during the fourth quarter of 2020 amounted to ₱193 million, up by 45.4% or ₱60 million from the ₱133 million generated in 2019 due to the recognition of the rent concession obtained from lessors related to leases of land and buildings, which resulted in the reduction in lease liabilities amounting to ₱101 million, and the increase in rent income. The hike was partly offset by the decrease in net other income and interest income.

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

Adjusting the 2020 and 2019 depreciation and amortization to exclude right-of-use (ROU) depreciation and interest expense to exclude interest on lease liability and consider these as rent expense, EBITDA and EBIT are as follows:

- 1) EBITDA for the quarter ended December 31, 2020 totaled ₱989 million, or 14.5% of net sales, up by 8.4% or ₱77 million from the 2019 balance of ₱912 million, or 14.2% of net sales.
- 2) EBIT for the fourth quarter of 2020 is ₱792 million or 11.6% of net sales, almost flat at 0.8% or ₱6 million higher from the prior year's same period level of ₱786 million, or 12.2% of net sales.

Income Tax Expense (Benefit)

The Company's income tax expense is almost flat at 0.1% or ₱0.2 million to end at ₱237.7 million in 2020, versus ₱237.5 million incurred during 2019.

Capital Expenditure

Capital expenditure for 2020 totaled ₱2,503 million. The bulk (68.0%) was spent on new stores, while the remainder was spent on warehouses, extensions and renovations (24.4%), and Furniture, Equipment, and IT Software (7.6%).

Financial Position as at December 31, 2020 and December 31, 2019

WDI's financial position remained solid as at December 31, 2020 notwithstanding the effect of the pandemic and quarantine measures on its operations. Its healthy financial condition will still enable it to pursue its expansion plans.

Cash and cash equivalents and short-term investments totaled ₱4,611 million by the end of 2020, higher by 6.4% or ₱279 million than the total of cash and cash equivalents, short term investments and investment in retail treasury bond (matured in April 2020) balance of ₱4,332 million as at December 31, 2019. This resulted in a current ratio of 1.89:1.00 in 2020, lower than the 2.08:1.00 in view of the lower inventory level partly offset by the lower accounts payable balance.

The company's liabilities consist mostly of trade payables and lease liabilities recognized pursuant to the adoption of PFRS 16 – Leases. WDI has remained practically bank debt-free, with a debt-to-equity ratio of 0.84:1.00.

Below are its key performance indicators.

Key Financial Performance Indicators

Key Performance Indicators	2020	2019
Sales	22,628,883,188	24,476,094,604
EBIT – Adjusted / Treating Interest on Lease Liability as Rent Expense ¹	1,994,872,196	2,791,096,336
EBITDA – Adjusted / Treating ROU Depreciation and Interest on Lease Liability as Rent Expense ²	2,694,079,493	3,202,940,317
EBIT Margin - Treating Interest on Lease Liability as Rent Expense ³	8.82%	11.40%
Return on Equity Ratio ⁴	9.46%	14.49%
Current Ratio ⁵	1.89	2.08
Debt to Equity Ratio ⁶	0.84	0.79
Dividend Payout ⁷	34.73%	35.74%

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 *Net Income / Total Equity*

5 *Current Assets / Current Liabilities*

6 *Total Liabilities / Total Equity*

7 *Current year dividend paid / prior year Net Income*

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

Statement of Financial Position as at December 31, 2020 versus December 31, 2019

1. Aggregate cash and short-term investments increased by ₱2,532 million or 121.8% from ₱2,079 million at the close of 2019 to ₱4,611 million as at December 31, 2020, traceable primarily to the maturity of the retail treasury bonds holdings of the Company, partially offset by payment of dividends, lease, trade and other payables and income tax.
2. Trade and other receivables totaled ₱416 million as at December 31, 2020, 5.4% or ₱24 million lower than the ₱440 million balance as at December 31, 2019. The decrease was mainly due to decrease in trade receivables partially offset with the increase in advances made to suppliers.
3. Merchandise Inventories decreased by ₱825 million or 8.7% from ₱9,518 million at the close of 2019 to ₱8,692 million as at December 31, 2020 due mainly to lower purchases.
4. Other Current Assets decreased by ₱62 million or 8.5% from ₱733 million at the close of 2019 to ₱671 million as at December 31, 2020 due mainly of utilization of input tax and application of prepayments.
5. Property and equipment increased by ₱1,776 million or 35.7% from ₱4,981 million at the close of 2019 to ₱6,757 million as at December 31, 2020 due mainly to capital expenditures related to store network expansion.
6. Net deferred tax assets increased by ₱80 million or 24.1% from ₱334 million at the close of 2019 to ₱414 million as at December 31, 2020 due mainly to the tax effect of temporary differences on net lease rental payments.
7. Other noncurrent assets decreased by ₱263 million or 41.2% from ₱639 million at the close of 2019 to ₱376 million as at December 31, 2020 due mainly to decrease in advances to contractors partially offset by procurement of IT Software.
8. Lease liability including non-current portion increased by ₱1,300 million or 23.7% from ₱5,486 million at the close of 2019 to ₱6,787 as at December 31, 2020 due to lease liabilities in relation to PFRS 16 for new leases.
9. Net retirement liability increased by ₱62 million or 22.4% from ₱276 million at the close of 2019 to ₱337 million as at December 31, 2020 due mainly to increase in liabilities as a result of prevailing discount rates in 2020.
10. Other comprehensive income decreased by ₱63 million or 99.1 % from ₱63 million at the close of 2019 to ₱0.6 million as at December 31, 2020 due to remeasurement loss on retirement liability and reversal of unrealized gain upon maturity of investment in retail treasury bond.

Income Statement for the year ended December 31, 2020 compared with year ended December 31, 2019

1. Net sales for the year 2020 amounted to ₱22,629 million, 7.5% or ₱1,847 million lower than the ₱24,476 million generated during the same period in 2019 mainly due to comparable sales performance drop to negative 13.6% as a result of the temporary closure of stores in Luzon and some stores in Visayas and Mindanao from March 17 to May 15, 2020 during the quarantine period.
2. Gross profit decreased by 4.8% to ₱7,782 million for the year from the ₱8,176 million level for the same period in 2019, corresponding to the decrease in sales in existing stores during the ECQ period.

3. Operating expenses increased to ₱5,738 million for the year, up 6.3% or ₱342 million from the prior period's ₱5,396 million. The increase is attributable mainly to expansion-related expenses, depreciation and amortization of new stores and the adoption of Philippine Financial Reporting Standard (PFRS) 16, Leases of new lease contracts subsequent to September 30, 2019 offset by the decrease in utilities, trucking, outsourced services and advertising expense during the quarantine period. Depreciation and amortization recorded the highest increase at 60.7% or ₱687 million as a result of the continuous addition of the company-owned store buildings and the re-classification of part of rent expense to depreciation. Non-PFRS 16 related rent expense dropped by 64.8% or ₱215 million to ₱117 million.
4. Interest expense increased to ₱429 million for the year from the prior year's ₱300 million, representing non-cash interest charged on lease liability recognized for the period in relation to the adoption by the Company of PFRS 16 on leases.
5. Other income (charges) for the year totaled ₱435 million, down by 5.9% or ₱27 million from the ₱463 million recorded in the same period of 2019 mainly due to the decrease in interest income and net other income partially offset by rent concession.
6. The Company's income tax expense decreased by 26.5% or ₱217 million to end at ₱601 million from the ₱818 million incurred in the prior year in view of lower taxable income.
7. In view mainly of the temporary closure of the majority of the stores of the Company from March 17 to May 15, 2020 resulting in a decrease in net sales, net income declined by 31.8% or ₱676 million to ₱1,449 million for the year 2020 from the ₱2,125 million reported in 2019.

Income Statement for the quarter ended December 31, 2020 compared with quarter ended December 31, 2019

1. Net sales for the fourth quarter ended December 31, 2020 amounted to ₱6,840 million, 6.2% or ₱399 million higher than the ₱6,441 million generated during the same period in 2019 mainly due to six new stores opened in 2020.
2. Gross profit increased by 3.6% to ₱2,346 million for the period from the ₱2,264 million level for the same period in 2019, mainly driven by the increase in sales due to six new stores in 2020.
3. Operating expenses increased to ₱1,625 million for the period, up 9.4% or ₱139 million from the prior period's ₱1,486 million. The increase is attributable mainly to expansion-related expenses, depreciation and amortization of new stores. Depreciation and amortization recorded the highest increase at 36.1% or ₱134 million as a result of the continuous addition of the company-owned store buildings and the re-classification of part of rent expense to depreciation.
4. Interest expense increased to ₱112 million for the period, up by 21.6% or ₱20 million from the prior year's ₱92 million, representing non-cash interest charged on lease liability recognized for the period in relation to the adoption by the Company of PFRS 16 on leases.
5. Other income (charges) for the period totaled ₱193 million, up by 45.4% or ₱60 million from the ₱133 million recorded in the same period of 2019 mainly due to rent concession partially offset by the decrease in interest income and net other income.

Results of Operations for the Years Ended December 31, 2019 and December 31, 2018

Wilcon Depot, Inc. (WDI or the Company) generated net income of ₱2,125 million for the year ended December 31, 2019, higher by 15.8% or ₱289 million from the ₱1,835 million reported in 2018 with net income margins of 8.7% both for 2019 and 2018. The improvement was driven by the 16.3% increase in net sales and the improved gross profit margin as a result mainly of margin-enhancing product mix strategy. The increase was partly offset by rising operating and non-cash financing expenses brought about by the adoption of the new accounting standard for recognizing operating

leases and other expenses necessary to support the store network expansion strategy of the Company.

Net Sales

The Company recorded net sales of ₱24,476 million for the year ended December 31, 2019, 16.3% or ₱3,435 million higher than the ₱21,041 million reported in 2018. The growth was driven by the ₱2,331 million contribution from new stores accounting for 67.9% of the total increase and the comparable sales growth of 5.2% for the period.

Its flagship format, the depot, accounted for 95.9% or ₱23,469 million of the total. The format grew by 16.5% or ₱3,318 million from the ₱20,150 million net sales in 2018, driven by the continuous roll out and ramp up of new stores and same store sales growth of 5.0%.

Net sales generated by the smaller format, "home essentials", stores comprised the 2.7% or ₱658 million of total net sales in 2019 and improved by 6.2% or ₱39 million from the ₱619 million in 2018 with a 4.0% same store sales growth. The remaining 1.4% was accounted for by the project sales amounting to ₱349 million, increasing by 28.6% or ₱78 million in 2019.

In 2019, the Company opened six new depots bringing the total number of stores to 57 (50 depots and seven home essentials) by the end of 2019. The Company opened three branches in Luzon, one in the Visayas and two in Mindanao.

Gross Profit

Gross profit closed at ₱8,176 million, resulting in a gross profit margin of 33.4% for the year ended December 31, 2019. For the year ended December 31, 2018, gross profit is reported at ₱6,603 million for a gross profit margin of 31.4%. The hike was brought about by the expanding contribution of the higher margin in-house and exclusive products to total net sales. Sales of exclusive and in-house products accounted for 49.5% of total net sales in 2019 versus 46.9% in 2018. Continued sales growth of non-exclusive products also earned for the company volume discounts in addition to cash discount opportunities successfully pursued by the company, both of which partly contributed to the improved blended gross profit margin.

Operating Expenses

Operating expenses increased to ₱5,396 million in 2019, up 22.1% or ₱975 million from ₱4,421 million in 2018. The increase is traced mainly to expansion-related expenses, salary rate adjustments and the adoption of Philippine Financial Reporting Standard (PFRS) 16, *Leases*. Depreciation and amortization recorded the highest increase as a result of the continuous addition of the company-owned store buildings and the re-classification of part of rent expense to depreciation. Consequently, rent expense dropped by 63.9% or ₱588 million.

The company adopted the new accounting standard for leases, PFRS 16 starting January 1, 2019, which involved the recognition of the company's qualified operating leases as lease assets with the corresponding lease liability in the balance sheet. As a result, qualified lease-related expenses previously classified as rent expense are reflected in the income statement as depreciation/amortization of the lease asset and interest expense on the lease liability.

Interest Expense

Interest expense for the years ended December 31, 2019 and 2018 amounted to ₱300 million and ₱2 million, respectively. The ₱298 million increase represents interest charged on lease liability recognized for the period in relation to the adoption of PFRS 16 by the Company, starting January 1, 2019.

Other income (Charges)

Other income (charges) for the year ended December 31, 2019 totaled ₱463 million, up 28.7% or ₱103 million from the ₱359 million recorded in 2018. Other income consists of: 1) Rent and net other

income from trade and other suppliers amounting to ₱311 million, up 88.7% or ₱146 million from 2018 representing net charges for the lease of bill boards, gondola lights, end caps, etc. and their share of various operational and promotional/marketing expenses and other non-merchandise sales related income; 2) Interest income of ₱151 million which decreased from the balance of ₱195 million in 2018 as the IPO proceeds continue to be deployed for expansion purposes.

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

EBITDA for the year ended December 31, 2019 reached ₱4,225 million, or 17.3% of net sales. EBITDA for the year ended December 31, 2018 is reported at ₱2,512 million, or 11.9% of net sales.

EBIT for the year 2019 is ₱3,091 million or 12.6% of net sales, while for the year 2018 amounted to ₱2,347 million, or 11.2% of net sales, respectively.

The significant hike in EBITDA, particularly is due mainly to the change in accounting standards. It should be noted that ₱721 million of the depreciation and amortization expense and the total interest expense of ₱300 million as at December 31, 2019 are re-classified rent related expense due to the adoption of PFRS 16 for the treatment of operating leases by the Company.

Income Tax Expense

The Company's income tax expense increase by 16.1% or ₱114 million to end at ₱818 million, versus ₱704 million incurred during 2018 in view of higher taxable income.

Financial Position as at December 31, 2019 and December 31, 2018

Assets

WDI's total assets grew by 49.9% or ₱8,735 million from ₱17,502 million balance as at December 31, 2018 to close at ₱26,237 million as at December 31, 2019. The increase was due mainly to the recognition of right of use assets (PFRS 16), additional inventories and capital expenditures related to store network expansion.

Current Assets

Aggregate cash and cash equivalents including short-term investments decreased by ₱764 million or 26.9% from ₱2,842 million at the close of 2018 to ₱2,079 million by end of 2019, traceable primarily due to payment of inventories and construction liabilities.

Trade and other receivables totaled ₱440 million as at December 31, 2019, 43.5% or ₱133 million higher than the ₱307 million balance as at December 31, 2018. The increase was mainly due to increase in credit sales.

Merchandise inventories totaling ₱9,518 million make up the bulk of current assets, accounting for 63.4% of total current assets as at December 31, 2019. This represents a 29.8% or ₱2,186 million jump over the ending 2018 balance of ₱7,331 million to support the requirements of the new store openings and increased contribution of in-house and exclusive products.

Noncurrent assets

The Company's noncurrent assets reached ₱11,215 million, 75.8% or ₱4,836 million higher than the ₱6,379 million balance as at December 31, 2018 in view mainly of the adoption of PFRS 16, which requires lessees to recognize right of use assets and lease liabilities and the continued construction of new company-owned store buildings partly offset by the re-classification of financial assets at FVOCI to current assets.

Liabilities

Current liabilities amounted to ₱7,236 million as at year end 2019, up 73.5% or ₱3,065 million from the ₱4,171 million balance as at December 31, 2018. The increase was due mainly to the recognition of the current portion of lease liabilities and increased trade and other payables.

Non-current liabilities totaled ₱4,339 million, significantly higher by ₱4,221 million from the December 31, 2018 balance of ₱118 million. The increase was mainly due to the adoption of PFRS 16 which requires lessees to recognize right of use assets and lease liabilities and increase in retirement liability driven mainly by remeasurement loss partially offset by contributions to the plan assets in 2019.

Total liabilities amounted to ₱11,576 million as at December 31, 2019, ₱7,286 million or 169.8% higher than the balance of ₱4,290 million at the end of 2018.

Equity

Total equity amounted to ₱14,662 million, comprised of capital stock of ₱4,100 million, additional paid-in capital of ₱5,374 million, retained earnings of ₱5,125 million, and other comprehensive income (loss) of ₱63 million as at December 31, 2019. Total equity as at December 31, 2018, meanwhile totaled ₱13,212 million. The 11.0% rise in the equity balance is primarily due to net income earned for the period of ₱2,125 million partly offset by the payment of dividends.

Key Financial Performance Indicators

Key Performance Indicators	2019	2018
Sales	24,476,094,604	21,041,433,928
EBIT ¹	3,091,466,921	2,347,488,128
EBITDA ²	4,224,642,081	2,512,340,109
EBIT Margin ³	12.63%	11.16%
Current Ratio ⁴	2.08	2.67
Debt to Equity Ratio ⁵	0.79	0.32
Interest Coverage Ratio ⁶	10.29	1,000.93

1. *Income before tax add interest expense*
2. *Income before tax add interest expense and depreciation and amortization*
3. *EBIT / Net Sales*
4. *Current Assets / Current Liabilities*
5. *Total Liabilities / Total Equity*
6. *EBIT/ Interest Expense*

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

Statement of Financial Position as at December 31, 2019 and December 31, 2018

1. WDI's total assets grew by 49.9% or ₱8,735 million from ₱17,502 million balance as at December 31, 2018 to close at ₱26,237 million as at December 31, 2019. The increase was due mainly to the recognition of right of use assets (PFRS 16), additional inventories and capital expenditures related to store network expansion.
2. Aggregate cash and cash equivalents including short-term investments decreased by ₱764 million or 26.9% from ₱2,842 million at the close of 2018 to ₱2,079 million by end of 2019, traceable primarily due to payment of inventories and construction liabilities.
3. Trade and other receivables totaled ₱440 million as at December 31, 2019, 43.5% or ₱133 million higher than the ₱307 million balance as at December 31, 2018. The increase was mainly due to increase in credit sales.

4. Merchandise inventories totaling ₱9,518 million make up the bulk of current assets, accounting for 63.4% of total current assets as at December 31, 2019. This represents a 29.8% or ₱2,186 million jump over the ending 2018 balance of ₱7,331 million to support the requirements of the new store openings and increased contribution of in-house and exclusive products.
5. Other current assets increased by ₱89 million or 13.9% from ₱644 million as at December 31, 2018 to ₱733 million as at December 31, 2019 due to increase in current deferred input VAT on property and equipment and consigned goods already sold and increase in consumable materials partially offset by decrease in input VAT.
6. The Company's noncurrent assets reached ₱11,215 million, 75.8% or ₱4,836 million higher than the ₱6,379 million balance as at December 31, 2018 in view mainly of the adoption of PFRS 16, which requires lessees to recognize right of use assets and lease liabilities and the continued construction of new company-owned store buildings partly offset by the re-classification of financial assets at FVOCI to current assets.
7. Net deferred tax assets also increased by ₱196 million or 142.7% from ₱138 million as at December 31, 2018 to ₱334 million as at December 31, 2019 due mainly to the tax effect of temporary differences on net lease rental payments and retirement liability.
8. Furthermore, other noncurrent assets increased by ₱72 million or 12.6% from ₱567 million as at December 31, 2018 to ₱639 million as at December 31, 2019 due mainly to increase in advances to contractors and security deposits partially offset by the prepaid rent reclassified to right-of-use assets.
9. Current liabilities amounted to ₱7,236 million as at year end 2019, up 73.5% or ₱3,065 million from the ₱4,171 million balance as at December 31, 2018. The increase was due mainly to the recognition of the current portion of lease liabilities and increased trade and other payables.
10. Non-current liabilities totaled ₱4,339 million, significantly higher by 3,563.3% or ₱4,221 million from the December 31, 2018 balance of ₱118 million. The increase was mainly due to the adoption of PFRS 16 which requires lessees to recognize right of use assets and lease liabilities and increase in retirement liability driven mainly by remeasurement loss partially offset by contributions to the plan assets in 2019.
11. Total equity amounted to ₱14,662 million as at December 31, 2019 growing by 11.0% from the December 31, 2018 balance of ₱13,212 million, primarily due to net income earned for the period of ₱2,125 million partly offset by the payment of dividends.

Income Statement Items

1. Net income of ₱2,125 million earned in 2019, higher by 15.8% or ₱289 million from the ₱1,835 million reported in 2018. The improvement was driven by the 16.3% increase in net sales and the improved gross profit margin as a result mainly of margin-enhancing product mix strategy.
2. The Company recorded net sales of ₱24,476 million for the year ended December 31, 2019, 16.3% or ₱3,435 million higher than the ₱21,041 million reported in 2018 in view mainly of the contribution of new stores and partly by the 5.2% growth in comparable sales.
3. Gross profit closed at ₱8,176 million, up 23.8% from the ₱6,603 million recorded in 2018 due to the expanding contribution of the higher margin in-house and exclusive products to total net sales.
4. Operating expenses increased to ₱5,396 million in 2019, up 22.1% or ₱975 million from ₱4,421 million in 2018, traced mainly to expansion-related expenses and the adoption of Philippine Financial Reporting Standard (PFRS) 16, *Leases*. Depreciation and amortization

recorded the highest increase as a result of the continuous addition of the company-owned store buildings and the re-classification of part of rent expense to depreciation. Consequently, rent expense dropped by 63.9% or ₱588 million.

5. Interest expense for the years ended December 31, 2019 and 2018 amounted to ₱300 million and ₱2 million, respectively. The ₱298 million increase represents interest charged on lease liability recognized for the period in relation to the adoption of PFRS 16 by the Company, starting January 1, 2019.
6. Other income (charges) for the year ended December 31, 2019 totaled ₱463 million, up 28.7% or ₱103 million from the ₱359 million recorded in 2018 traced to the increases in rent and net other income from trade and other suppliers amounting to ₱311 million, up 88.7% partly offset by the drop in interest income of ₱151 million which decreased from the balance of ₱195 million in 2018 as the IPO proceeds continue to be deployed for expansion purposes.
7. The Company's income tax expense increase by 16.1% or ₱114 million to end at ₱818 million, versus ₱704 million incurred during 2018 in view of higher taxable income.

Results of Operations for the Years Ended December 31, 2018 and December 31, 2017

Wilcon Depot, Inc. (WDI or the Company) generated net income of ₱1,835 million for the year ended December 31, 2018, up by 32.5% or ₱450 million from the ₱1,385 million reported for the full year 2017 with net margin likewise improving from 7.8% in 2017 to 8.7% in 2018. The improvement was driven by a robust comparable sales growth of 8.0% and margin-enhancing product mix strategy.

Net Sales

WDI's net sales for 2018 amounted to ₱21,041 million, 18.6% or ₱3,294 million higher than the ₱17,748 million generated in 2017. The growth was driven by a solid comparable sales performance of 8.0% in 2018 and a healthy contribution from new stores opened in 2018 and 2017. Eleven new branches, nine depot-format and two smaller-format "Home Essentials" stores were opened in 2018 but one depot was closed temporarily as the old store building will be rebuilt into a multi-story building by the property owner. The Company closed the year with 51 stores, 43 of which are depots and eight are Home Essentials.

The depots contributed the majority of total net sales comprising 95.8% or ₱20,150 million, growing by 20.6% or ₱3,443 million year-on-year with a same store sales growth of 9.5%. The new depots, meanwhile, accounted for 53.8% of the total growth, contributing ₱1,853 million in 2018. Project sales or sales to majority property developers, on the other hand, dropped by 44.5% year-on-year totaling ₱272 million in 2018, accounting for 1.3% of total net sales.

The Home Essentials branches recorded total net sales of ₱619 million, accounting for 2.9% of total net sales. The format grew 12.6% with a same store sales growth of 9.7%. Two Home Essentials were opened in 2018 while there was none opened in 2017.

Fourth quarter 2018 net sales grew 20.4% to tally at ₱5,682 million with a same store sales growth of 7.4%. Net sales from depots contributed 96.2% or ₱5,469 million, growing by 22.9% year-on-year. Net sales from Home Essentials totaled ₱157 million accounting for 2.8% or ₱157 million, up 11.7% from the 2017 fourth quarter level. Project sales dropped by 56.9% year-on-year to total ₱57 million for the quarter.

Gross Profit

Gross profit in 2018 amounted to ₱6,603 million up 25.4% or ₱1,337 million year-on-year resulting in a growth in the blended gross profit margin (GPM) to 31.4% from the 29.7% 2017 GPM. The improvement is traceable mainly to the expanding contribution of the higher margin in-house and exclusive products

to total net sales, which accounted for 46.9% in 2018 versus 44.6% in 2017 and partly to improved margins from non-exclusive products.

Operating Expenses

Operating expenses increased to ₱4,421 million in 2018, increasing by 22.9% or ₱825 million from ₱3,596 million in 2017. The hike is brought about mainly by the increased volume of business both from new and existing stores compounded by inflation effects on expense accounts notably on trucking and salaries.

Interest Expense

The Company repaid its bank loans resulting in an 89.2% or ₱19 million drop in interest expense to ₱2 million in 2018.

Other income (Charges)

Net other income in 2018 reached ₱359 million, up 94.0% or ₱174 million from the ₱185 million generated in 2017. The jump is attributable mainly to:

- 1) higher interest income earned from placements of the balance of the proceeds from the initial public offering and cash generated from operations, increasing by 68.0% or ₱79 million year-on-year to close at ₱194 million;
- 2) higher other revenues net of charges of ₱165 million in 2018 from ₱70 million in 2017, consisting of rent income for the lease of billboards, gondola lights, etc. by merchandise suppliers and their share of various operational and promotional/marketing costs and other non-merchandise sales related income.

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

EBIT as a result increased to ₱2,347 million in 2018 for an EBIT margin of 11.2% while EBITDA amounted to ₱2,512 million for a margin of 11.9%, increasing from EBIT of ₱1,856 million in 2017 with 10.5% margin and EBITDA of ₱1,960 million with 11.0% margin, respectively.

Income Tax Expense

Income tax expense increased by 57.1% or ₱256 million to settle at ₱704 million in view of the higher taxable income in 2018 and a one-off tax benefit in 2017 arising from the increase in capital stock resulting from the public listing of the Company's common shares.

Financial Position as at December 31, 2018 and December 31, 2017

Assets

Total assets as of December 31, 2018 totaled ₱17,502 million, up by 9.2% or ₱1,478 million from December 31, 2017 balance of ₱16,024 million accounted for mainly by the income generated partly offset by the repayment of bank loans and distribution of dividends in 2018.

Current Assets

Current assets declined by 3.2% or ₱380 million attributed mainly to the utilization of cash and maturing short-term investments to fund the construction of new stores. Merchandise inventories which account for 64.5% of total current assets, hiked by 5.2% or ₱363 million to close at ₱7,331 million by the end of the year to support the requirements of new store openings.

Noncurrent assets

Noncurrent assets climbed 43.4% or ₱1,858 million to total ₱6,134 million as at December 31, 2018 from the December 31, 2017 level of ₱4,276 million. The hike is traceable mainly to the jump in property and equipment which totaled ₱2,767 million as at December 31, 2018, up 221.7% or ₱1,907 million from ₱860 million as at December 31, 2017 in view of the construction of new stores. Property and equipment accounted for 45.1% of total non-current assets.

Liabilities

Total liabilities as at December 31, 2018 totaled ₱4,290 million, inching up by 4.5% or ₱184 million from the December 31, 2017 balance of ₱4,106 million accounted for mainly by the increase in trade and other payables partly offset by the payment of bank loans.

Current liabilities totaled ₱4,171 million as at December 31, 2018, increasing by 12.0% or ₱446 million from the balance of ₱3,725 million as at December 31, 2017, primarily due to the rise in trade and other payables which includes payables to suppliers and contractors for the construction of store buildings,

increase in tax payable in view of higher taxable income in 2018 and a one-off tax benefit in 2017 arising from the increase in capital stock resulting from the public listing of the Company's common shares partly offset by reduction to nil of current portion of long-term debt due to repayment of bank loans.

Non-current liabilities totaled ₱118 million as at December 31, 2018, down by 68.9% or ₱263 million from the December 31, 2017 level of ₱381 million due to repayment of bank loans.

Equity

Total equity reached ₱13,212 million as at December 31, 2018, up by 10.9% or ₱1,294 million from the ₱11,918 million balance as at December 31, 2017 accounted for by the net income earned during 2018 and partly offset by the payment of dividends.

Key Financial Performance Indicators

Key Performance Indicators	2018	2017
Sales	21,041,433,928	17,747,580,107
EBIT ¹	2,347,488,128	1,855,569,319
EBITDA ²	2,512,340,109	1,959,894,624
EBIT Margin ³	11.16%	10.46%
Current Ratio ⁴	2.67	3.15
Debt to Equity Ratio ⁵	0.32	0.34
Interest Coverage Ratio ⁶	1,000.93	85.14

1 *Income before tax add interest expense*

2 *Income before tax add interest expense and depreciation and amortization*

3 *EBIT / Net Sales*

4 *Current Assets / Current Liabilities*

5 *Total Liabilities / Total Equity*

6 *EBIT/ Interest Expense*

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

Statement of Financial Position as at December 31, 2018 and December 31, 2017

1. Aggregate cash and cash equivalents including short-term investments decreased by ₱775 million or 21.4% from ₱3,617 million at the close of 2017 to ₱2,842 million by end of 2018, traceable primarily due to repayment of bank loans and distribution of dividends in 2018 partially offset by the income generated.
2. Merchandise inventories which account for 64.5% of total current assets, hiked by 5.2% or ₱363 million to close at ₱7,331 million by the end of the year to support the requirements of new store openings.
3. Other current assets increased by ₱33 million or 5.5% from ₱610 million as at December 31, 2017 to ₱644 million as at December 31, 2018 due to increase in prepaid expenses, materials and supplies, partially offset by decrease in input VAT.

4. Noncurrent assets climbed 43.4% or ₱1,858 million to total ₱6,134 million as at December 31, 2018 from the December 31, 2017 level of ₱4,276 million. The hike is traceable mainly to the jump in property and equipment which totaled ₱2,767 million as at December 31, 2018, up 221.7% or ₱1,907 million from ₱860 million as at December 31, 2017 in view of the construction of new stores. Property and equipment accounted for 45.1% of total non-current assets.
5. Net deferred tax assets also increased by ₱22 million or 18.8% from ₱116 million as at December 31, 2017 to ₱138 million as at December 31, 2018 due mainly to the tax effect of temporary differences on accrued rent, allowance for impairment losses on receivables, and unearned revenue from loyalty program.
6. Furthermore, other noncurrent assets increased by ₱19 million or 6.3% from ₱304 million as at December 31, 2017 to ₱323 million as at December 31, 2018 due mainly to increase in computer software and non-current deferred input VAT partly offset by decrease in advance rent.
7. Current liabilities totaled ₱4,171 million as at December 31, 2018, increasing by 12.0% or ₱446 million from the balance of ₱3,725 million as at December 31, 2017, primarily due to the rise in trade and other payables which includes payables to suppliers and contractors for the construction of store buildings, increase in tax payable in view of higher taxable income in 2018 and a one-off tax benefit in 2017 arising from the increase in capital stock resulting from the public listing of the Company's common shares partly offset by reduction to nil of current portion of long-term debt due to repayment of bank loans.
8. Non-current liabilities totaled ₱118 million as at December 31, 2018, down by 68.9% or ₱263 million from the December 31, 2017 level of ₱381 million mainly due to repayment of bank loans.
9. Retirement liability also decreased by ₱14 million or 10.6% from ₱133 million as at December 31, 2017 to ₱118 million as at December 31, 2018 due mainly to contributions to the plan assets partly offset by current service cost and interest expense on the defined benefit obligation.
10. Total equity reached ₱13,212 million as at December 31, 2018, up by 10.9% or ₱1,294 million from the ₱11,918 million balance as at December 31, 2017 accounted for by the net income earned during 2018 and partly offset by the payment of dividends.

Income Statement Items

1. Net income of ₱1,835 million for the year ended December 31, 2018, was up by 32.5% or ₱450 million from the ₱1,385 million reported for the full year 2017, driven by a robust comparable sales growth of 8.0% and margin-enhancing product mix strategy.
2. Net sales increased to ₱21,041 million in 2018, 18.6% or ₱3,294 million higher than the ₱17,748 million generated in 2017. The growth was driven by comparable sales performance of 8.0% in 2018 and a healthy contribution from new stores opened in 2018 and 2017.
3. Gross profit in 2018 amounted to ₱6,603 million up 25.4% or ₱1,337 million year-on-year resulting in a growth in the blended gross profit margin (GPM) to 31.4% from the 29.7% 2017 GPM traceable mainly to the expanding contribution of the higher margin in-house and exclusive products to total net sales.
4. Operating expenses increased to ₱4,421 million in 2018, increasing by 22.9% or ₱825 million from ₱3,596 million in 2017. The hike is brought about mainly by the increased volume of business both from new and existing stores compounded by inflation effects on expense accounts notably on trucking and salaries.
5. The Company repaid its bank loans resulting in an 89.2% or ₱19 million drop in interest expense to ₱2 million in 2018.

6. Net other income in 2018 reached ₱359 million, up 94.0% or ₱174 million from the ₱185 million generated in 2017. The jump is attributable mainly to higher interest income earned from placements and from placements.
7. Income tax increased by 57.1% or ₱256 million to settle at ₱704 million in view of the higher taxable income in 2018 and a one-off tax benefit in 2017 arising from the increase in capital stock resulting from the public listing of the Company's common shares.

Any known trends, events, or uncertainties (material impact on liquidity)

There are no known trends or events that will trigger any direct or contingent financial obligation that is material to the Company, including any default or acceleration of an obligation.

There are also no material off-balance sheet transactions, arrangements, obligations (including contingent obligations), and other relationships of the Company with unconsolidated entities or other persons that was created during the reporting period.

Description of any material commitments for capital expenditures, general purpose of such commitments for capital expenditure, expected sources for such expenditures.

There are no known regulatory or material contractual commitments of the Company for 2020.

The Company, pursuant to its expansion plans has allocated approximately ₱2.8B for additional stores/branches, warehouses, acquisition of vehicles and equipment, and renovations of select stores.

Any known trends, events, or uncertainties that will have material impact on sales and continuing operations

The continuing economic growth, not only of highly developed and urbanized regions of the Philippines but of emerging cities and provinces outside the national capital and its immediate surrounding regions has presented a vast potential for growth for the Company. Thus, the Company's growth plan is to expand in these locations, in which most Wilcon Depot has scarce to no presence yet.

In these emerging cities and provinces, the home improvement space more particularly the construction finishing materials niche is still dominated by traditional trade. As the economy of these areas develops and the purchasing power of the market strengthens, demand for more convenient and improved shopping experience, variety especially of higher quality products and overall better customer service are expected to continually grow. Entry and success of current and upcoming Wilcon stores in these growing areas coupled with the aforesaid continuous economic growth of these markets, it is expected that more modern trade channels for the home improvement space will gradually flourish, shifting the balance and the competitive landscape.

Seasonal Aspect that has material effect on the financial statements.

There is no seasonal aspect that has material effect on the financial statements.

ANNEX A

COVER SHEET

C	S	2	0	1	5	2	4	7	1	2
---	---	---	---	---	---	---	---	---	---	---

S.E.C Registration No.

W	I	L	C	O	N	D	E	P	O	T	I	N	C	.	D	O	I	N	G			
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)

9	0	E.	R	O	D	R	I	G	U	E	Z	J	R.	A	V	E.			
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.

1 2
Month
Date

3 1
Day

1 7 - A
FORM TYPE

0 9 **2 1**
Month

(Annual Meeting)

For the year ended
31 December 2020

Secondary License, (if applicable type)

MSRD
Dept. requiring this doc

N/A
Amended Articles number

156
Total stockholders

Domestic	Foreign
----------	---------

To be accomplished by SEC personnel concerned

File Number	LCU
-------------	-----

Document I.D.	Cashier
---------------	---------

STAMPS

SEC Number: CS 201524712

WILCON DEPOT, INC.
Doing business under the name and style of Wilcon Depot
and Wilcon Home Essentials
(Company's Full Name)

90 E. Rodriguez Jr. Avenue, Ugong Norte, Quezon City
(Company's Address)

(02) 8634 8387
(Telephone Number)

2020 December 31
(Fiscal Year Ending, month and day)

SEC FORM 17-A Annual Report
(Form Type)

Amendment Delegation

December 31, 2020
Period Ended Date

(Secondary License Type and File)

SECURITIES AND EXCHANGE COMMISSION
SEC FORM 17-A, AS AMENDED

ANNUAL REPORT PURSUANT TO SECTION 17
OF THE SECURITIES REGULATION CODE AND SECTION 141
OF THE CORPORATION CODE OF THE PHILIPPINES

1. For the fiscal year ended December 31, 2020
2. SEC 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. Quezon City, Philippines..... 6. (SEC Use Only)
Province, Country or other jurisdiction of Industry Classification Code:
incorporation or organization
7. 90 E. Rodriguez Jr. Ave., Ugong Norte, Quezon City..... 1110.....
Address of principal office Postal Code
8. (02) 8634-8387.....
Issuer's telephone number, including area code
9. Not Applicable
.....
Former name, former address, and former fiscal year, if changed since last report.

10. Securities registered pursuant to Sections 8 and 12 of the SRC, or Sec. 4 and 8 of the RSA

Title of Each Class	Number of Shares of Common Stock Outstanding and Amount of Debt Outstanding
COMMON SHARES	4,099,724,116

11. Are any or all of these securities listed on a Stock Exchange.

Yes [] No []

If yes, state the name of such stock exchange and the classes of securities listed therein:

PHILIPPINE STOCK EXCHANGE – COMMON SHARES

12. Check whether the issuer:

(a) has filed all reports required to be filed by Section 17 of the SRC and SRC Rule 17.1 thereunder or Section 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 that 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 []

13. State the aggregate market value of the voting stock held by non-affiliates of the registrant. The aggregate market value shall be computed by reference to the price at which the stock was sold, or the average bid and asked prices of such stock, as of a specified date within sixty (60) days prior to the date of filing. If a determination as to whether a particular person or entity is an affiliate cannot be made without involving unreasonable effort and expense, the aggregate market value of the common stock held by non-affiliates may be calculated on the basis of assumptions reasonable under the circumstances, provided the assumptions are set forth in this Form. (See definition of "affiliate" in "Annex B").

The aggregate market value of the 1,392,242,000 voting stocks held by non-affiliates (public shares) as of December 31, 2020, computed based on the closing share price of ₱16.90 on the last trading day December 29, 2020 is ₱23,528,889,800.00.

**APPLICABLE ONLY TO ISSUERS INVOLVED IN
INSOLVENCY/SUSPENSION OF PAYMENTS PROCEEDINGS
DURING THE PRECEDING FIVE YEARS:**

14. Check whether the issuer has filed all documents and reports required to be filed by Section 17 of the Code subsequent to the distribution of securities under a plan confirmed by a court or the Commission.

NOT APPLICABLE

Yes []

No []

DOCUMENTS INCORPORATED BY REFERENCE

15. If any of the following documents are incorporated by reference, briefly describe them and identify the part of SEC Form 17-A into which the document is incorporated:

(a) Audited Financial Statements as at and for the years ended December 31, 2020, 2019 and 2018 - Exhibit 1

(b) Statement of Management's Responsibility for Financial Statements as at and for the years ended December 31, 2020, 2019 and 2018, part of Exhibit 1.

(c) SEC Form 17-C – Exhibit 2

(d) 2020 Sustainability Report – Exhibit 3

TABLE OF CONTENTS

	Page No.
PART I. BUSINESS AND GENERAL INFORMATION	
Item 1. Business	4
Item 2. Properties	12
Item 3. Legal Proceedings	12
Item 4. Submission of Matters to a Vote of Security Holders	12
PART II. OPERATIONAL AND FINANCIAL INFORMATION	
Item 5. Market for Issuer's Common Equity and Related Stockholder Matters	13
Item 6. Management's Discussion and Analysis of Plan of Operations	13
Item 7. Financial Statements See Exhibit 1	22
Item 8. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure	23
PART III. CONTROL AND COMPENSATION INFORMATION	
Item 9. Directors and Executive Officers of Registrant	23
Item 10. Executive Compensation	28
Item 11. Security Ownership of Certain Record and Beneficial Owners and Management	29
Item 12. Certain Relationships and Related Transactions	32
PART IV. CORPORATE GOVERNANCE	
Item 13. Corporate Governance	32
PART V. EXHIBITS AND SCHEDULES	
Item 14. Exhibits and Reports on SEC Form 17-C and 2020 Sustainability Report	32
SIGNATURE PAGE	

PART I. BUSINESS AND GENERAL INFORMATION

Item 1. Business

Background

Wilcon Depot, Inc., doing business under the name and style of Wilcon Depot and Wilcon Home Essentials (the Company/WDI/Wilcon Depot) was incorporated on December 17, 2015 as a subsidiary of Wilcon Corporation, doing business under the name and style of Wilcon City Center (WC), formerly known as Wilcon Builder's Depot Inc. (WBDI), to operate its home improvement retail businesses. It officially started operations on April 1, 2016 when the retail operations including all of the retail assets and liabilities were transferred from WC, thereby increasing WC's ownership in the Company to 99.06%.

The Company's retailing business, which it acquired and inherited from WC, has been in existence for over 38 years. The business, founded by Mr. William T. Belo, opened its first store in 1977, carrying a variety of local brands of tiles and flooring, plumbing and sanitary wares, electrical and lighting products, and hardware and tools. Mr. Belo gradually expanded the pioneer Wilcon branch as business picked up. He opened three more branches with an average area of 2,400 sqm from 1989 to 1995. In 2002, the first store outside of Metro Manila was established in Davao City.

The first depot format store was opened in 2003, in Las Piñas. At 10,000 sqm, the Depot format was larger than their previous 5 stores, which had an average size of 4,223 sqm. Its product selection was more comprehensive and included more international brands and new product lines and categories such as furniture, furnishings and houseware, paints, and building materials, among others. Over the next 13 years, operations rapidly expanded with the opening of 27 more Depot format stores around the country.

The smaller format mall-based or community-based stores were formally organized in 2009 and operated under the brand name "Wilcon Home Essentials". This concept was adopted by a few of the old stores and subsequently applied to 3 more new stores from 2009 to 2013.

Corporate Restructuring

The following transactions occurred on April 1, 2016 in relation to the spin-off of the retail operations of WC into the Company:

- The net assets comprising the retail business were transferred to the Company. The land, intellectual property, and investment properties remained with WC, the Parent.
- The Company entered into lease agreements with its Parent for the lease of land assets used by its stores.

The spin off resulted in a 99.06% ownership of WC in the Company.

On March 31, 2017, the Company went public through an initial public offering with the Philippine Stock Exchange. The Company floated thirty four percent (34.00%) or 1,393,906,200 of its capital stock, increasing its issued and outstanding capital stock to 4,099,724,116 and diluting WC's equity interest in the Company to 65.38%.

Bankruptcy, Receivership or Similar Proceedings

The Company and its parent, WC, have not been subject to: (i) any bankruptcy, receivership or similar proceedings or (ii) any material reclassification, merger (other than as a surviving entity) consolidation of purchase or sale of significant amount of assets.

Products / Business Lines

The Company caters to the fast-growing segment of middle to high-income homeowners whose needs range from new home construction, renovation, repair and maintenance to home improvement, furnishing and design. The Company's complete spectrum of product offerings includes local and

international brands of tiles and flooring, plumbing and sanitary wares, electrical and lighting products, hardware and tools, furniture, furnishings and houseware, paints, appliances and building materials, among others.

Product Categories

The Company offers a broad range of products grouped into major product categories namely plumbing and sanitary hardware and tools, tiles and flooring, electrical and lighting, furniture, furnishing and houseware, paints, appliances, and building materials. As a matter of competitiveness, the Company continues to develop new products and services for its customers as seen in the launching of several in-house and exclusive products in the past.

The table below enumerates the list of major product categories and its products.

Product Category	Description
Plumbing and Sanitary wares	Over 1,100 products that include bath and shower mixers, bath fillers, faucets, shower, water systems, bath tubs, bidet, bowl, lavatory, pedestal, shower enclosure, urinal, water closet and other accessories.
Hardware and Tools Products	Products such as door essentials, hand tools and hardware accessories, pipes, sundries, power tools and hand tools are found in this category.
Tiles / Flooring	Consists of locally made tiles and tiles from different countries such as China, Indonesia, Italy and Spain. Tiles are available in different sizes and different types such as ceramic, glass block, porcelain, and vinyl.
Electrical and Lighting	Includes electrical accessories and supplies, lamps, wiring devices, LED and lights.
Furniture, Furnishings and Houseware	Furniture products include those found in the bedroom, dining, kitchen, living room, office, and outdoor. Products include decorative items, organizers, wall hang decors, curtains, and blinds.
Paints	Provides a wide range of paints for different surface types.
Appliances	Products include air cooler, air conditioner, electric fan, entertainment appliances such as television, CD/DVD player, amplifier, kitchen appliances, washing machine, and vacuum cleaner.
Building Materials	Products include building decors and supplies, ceiling and wall, floor and roofing.

Among the major product categories, tiles and flooring products and plumbing and sanitary wares historically have the highest contribution to sales.

The Company carries over 2,000 brands across the different product categories translating to 48,000 stock keeping units (SKUs) as at December 31, 2020. The Company further classifies these brands as: (i) in-house brands owned by the Company and exclusive international brands that are solely distributed by the Company, and (ii) other locally procured local and international brands that are not exclusively distributed by the Company.

Store Formats

The Company operates 63 stores nationwide, as of December 31, 2020, and offers its products via two retail formats, namely the Depot store format and Home Essentials store format.

- **Depots.** The Company conducts its operations primarily through a format under the name "Wilcon Depot". As of December 31, 2020, the depot format accounted for 97% or ₱21,941 Million of the Company's net sales. Each Depot format store carries 90,000 to 200,000 SKUs and offers a broad variety of large-scale home and construction supply products. The net selling space of the Company's depot stores ranges from 2,800 sqm to 16,100 sqm, with an average gross floor area of 9,250 sqm. As of December 31, 2020, the Company has 56

depots located in all the major cities across the Philippines. Project sales or sales to major property developers, on the other hand, accounted for 0.8% or ₱178 Million of total net sales of the Company.

- **Home Essentials.** The Company also operates a smaller format known as “Wilcon Home Essentials”. The Home Essentials format was launched in 2009 as a community store-type outlet aimed at customers who require easy access to a basic range of tools and materials for simple housing repair and maintenance. Home Essentials stores range in size from 740 sqm to 2,800 sqm with an average gross floor area of 1,445 sqm. As of December 31, 2020, the Company has 3 mall-based Home Essentials stores and 4 stand-alone branches for a total of 7 Home Essentials stores. Net sales generated by Home Essentials accounted for 2.2% or ₱510M of total net sales.

The Company has designed its stores to provide a comfortable atmosphere that will enhance the customers’ shopping experience. The Company’s stores offer facilities such as free parking, ample ventilation and air-conditioning, well-lit shopping areas, and a similar easy-to-navigate store layout in all its stores. For its depot-format stores the Company offers more shopping convenience like a coffee shop or a snack bar, lounges for customers and their contractors or architects and engineers, design hubs and a play area for kids. The Company continues to ensure the completeness of these features in all of its depots to keep customers satisfied.

Owing to the significantly higher store count and total selling area of depots versus home essentials, majority of the Company’s revenues or 97% comprised of net sales generated from the depot-format stores, 0.8% for the project sales while the remaining 2.2% was contributed by the home essential format store.

Distribution Methods of Products

The Company as mentioned in the preceding paragraphs, operate two store formats, the Depot and the Home Essentials. The home essential stores are confined within Metro Manila while the depots are located in different parts of the Philippines.

Below is the breakdown of the number of the Company’s stores per location and format:

Store format	Region	Number of stores
Depot	Metro Manila	11
	Luzon	32
	Visayas	6
	Mindanao	7
Total Depot		56
Home Essentials	Metro Manila	6
	Visayas	1
Total Home Essentials		7

The Company outsources various logistics and distribution functions to third parties, which the Company believes allows it to expand its store network rapidly while lowering its operating costs.

Replenishment of the Company’s inventory is provided through direct store deliveries from suppliers for urgent requirements or deliveries to the Company’s warehouses for regular restocking.

Competition

The Company is operating in the construction and home improvement supply industry in the Philippines. The Company’s direct competitors are retailers, wholesalers and distributors of constructions and home improvement supply. The Company competes with these entities primarily in terms of the range and quality of products and services offered, pricing, target market, and sales network coverage.

Suppliers

The Company has over 425 local and multinational suppliers. Its major suppliers include Mariwasa Siam Ceramics, Inc., Hocheng Philippines Corp., Lixil Philippines Ltd. and Pacific Paint (Boysen) Philippines, Inc. all of which are local.

The Company purchases goods on a per order basis through purchase orders issued to suppliers. These purchase orders become the binding contracts between and among the Company and its suppliers. A purchase order provides the supplier details, terms of payment up to 60 days, discounts, entry date of order, delivery date and cancellation date, if any, SKU and description of products.

The Company is not dependent on any one or few suppliers given its extensive product offerings.

Consignors

Consignors operate within the selling area of Wilcon Depot and Wilcon Home Essentials stores and as of December 31, 2020, consignment sales accounted for 34.1% of the total sales. The Company charges a pre-determined mark-up on a consignor's cost on its products as its margins.

Customers

Target Customers

Wilcon Depot's customers comprise of homeowners from middle to high-income households, whose buying patterns are driven by new home construction, renovation, repair, maintenance, and other types of home improvement needs. Wilcon Depot also caters to independent contractors and project developers who require construction and building materials.

Customer Segments

The Company divides its customers into two categories:

- *Retail consumers* – Consisting of homeowners and small and independent contractors. Majority of the Company's revenues are generated from its retail consumers.
- *Institutional accounts* – Consisting of big property developers. The Company generates a small portion of its revenue from institutional accounts.

There is no single customer that accounts for more than twenty percent (20%) of the Company's revenues.

Loyalty and Rewards Program – Wilcon Loyalty Card

Wilcon Depot launched its Wilcon Loyalty Card program in 2011. It is a loyalty and rewards program offered by Wilcon Depot to all its customers free of charge. Registered members can accumulate points based on the amount and quantity of their purchases from any Wilcon Depot branch. The accumulated points can be converted into its equivalent monetary value based on the program and can be used by to purchase items at any Wilcon Depot store. From a membership of 89,118 in end-2011, it has now grown to 779,698 registered members as of December 31, 2020.

Transactions with and/or Dependence on Related Parties

The Company, being a spun-off operation of WC, relies on the parent company and other related parties for the acquisition of majority of the current and all of the identified future store sites. Of the 63 branches as of December 31, 2020, only eight (8) sites are leased from third parties.

For a detailed discussion of the material related party transactions of the Company, please see note 21 - Related Party Transactions and Balances of the attached Audited Financial Statements of the Company.

Intellectual Property

The Company owns all trademarks being used in connection with its home improvement and retail business.

Selected in-house brands of the Company are as follows:

Brand	Product Category
	Plumbing and Sanitary Wares
	Plumbing and Sanitary Wares
	Plumbing and Sanitary Wares
	Tiles and Flooring
	Tiles and Flooring
	Tiles and Flooring

	Tiles and Flooring
	Electrical and Lighting
	Furniture, Furnishing and Houseware
	Hardware and Tools

Government Approvals / Regulations

The Company is covered by various laws and regulations as a retail operation. As part of its normal course of doing business, it secures various government permits and licenses for leasing and operating store buildings.

Effect of Existing and Probable Government Regulations

The Company is not aware of any and foresees no impending change in government regulations that may have a material and adverse effect on the operations of the Company.

Research and Development

The Company has no expenditure on research and development for the year.

Costs and Effects of Compliance with Environmental Laws

The Company is compliant and incurs expenses for the purposes of complying with environmental laws such as the Environmental Clearance Certificate for total store areas of over 10,000 sqm. For stores with areas of 10,000 sqm and below, a Certificate of Non-Coverage may be obtained. Fees for procuring these clearances and permits are standard in the industry.

Employees

As of December 31, 2020, the Company has 2,727 direct hired employees. The following table sets out the breakdown of the Company's employees by rank and status.

Rank	Number of Employees
Key Management, Manager & Supervisor	934
Rank and File	1,793
Total	2,727

Employment Status	Number of Employees
Regular	2,546
Probationary	181
Total	2,727

The Company aims to foster a strong sense of responsibility in a motivating environment to enhance its employees' incentives and loyalty. The Company conducts various trainings for different levels of staff, including trainings tailored to specific job duty, such as trainings on product knowledge for sales personnel, a Leadership Enhancement and Development (LEAD) Program and Strategic Thinking and Decision Making for middle management and also a Career Management Program (CMP) in order to ensure the continuous supply of competent key officers within the organization.

The rank and file employees of the Company are subject of a collective bargaining agreement effective until May 10, 2025. At present, no employees are on strike or have been on strike in the past year or are threatening to strike.

The Company anticipates that it will have approximately 2,887 employees within the next 12 months to include new hires for the planned store openings in 2021.

Risks

1. The Company's expected revenue and net income growth is highly dependent on the expansion of its store network and it may be adversely affected by the following factors:
 - identifying, hiring and training qualified employees for each site;
 - *punctual commencement and completion of construction activities;*
 - engaging qualified independent contractors;
 - managing construction and development costs of new stores, particularly in competitive markets;
 - securing required governmental approvals, permits and licenses (including construction and business permits) in a timely manner and responding effectively to any changes in applicable laws and regulations that adversely affect the Company's costs or ability to open new stores;
 - unforeseen engineering or environmental problems with leased premises; and,
 - avoiding the impact of inclement weather, natural disasters and other calamities.

The Company has properly planned its expansion program and has worked cooperatively with the parent company to put in place contingency and corrective measures where issues especially in the construction of new stores occurred that would delay said expansion. There is no guarantee, however, that these corrective measures would totally eliminate the risk of delays in the implementation of the expansion plans.

2. The Company may encounter significant competition in key provincial cities outside Metro Manila. A significant portion of the Company's medium-term expansion strategy is to open new stores in the various regions of the Philippines, particularly in areas outside of Metro Manila. The retail market in these areas is dominated by independent local operations. Expansion into these areas exposes the Company to operational, logistical and other risks of doing business in new territories. The Company has studied the demographics and the competitive environment in the areas it has planned to enter to overcome challenges of entering new markets. There is no

guarantee that the strategies the Company will employ will result in the immediate and sustainable profitability of the branches to be opened in these new areas.

3. New stores will place additional burden on Company's existing resources, which may adversely affect its business. The Company's plans for expansion will place additional burden on its existing operational, managerial, financial and administrative resources. There is a risk that the Company's existing resources could fail to accommodate the increased number of stores, which in turn could compromise the operations of existing stores through deteriorating quality of its customer service, lack of product selection, poor management of inventory, among others. Although the Company has an effective recruitment and training program in place to always have a pool of available competent personnel that can be deployed anytime and has kept a healthy financial condition to have ready access to debt and equity financing, these are not guarantees that the accelerated expansion plan will not strain existing resources.
4. The success of the Company's business is reliant on the Company's continuing capability to source and sell the appropriate mix of products that meet customer preferences. The Company's success is dependent on its ability to source and sell products that meet quality standards and at the same time satisfy customers' preferences. The Company has a team of employees primarily responsible for sourcing the right portfolio of products, studying and anticipating trends in customer behavior, and appropriately responding to these trends. Its ability to source and market such products, or to accurately forecast or quickly adapt to changing customer preferences, will affect the level of customer transactions in the Company's stores, which could have an effect on the Company's business.
5. The Company may not be able to maintain and develop good relationships with its current and future suppliers, and failure to do so may adversely affect its business. The Company's success is reliant on its relationships with current and future suppliers. The Company has had long-standing relationships with multiple local and foreign suppliers. The ability of the Company to build relationships with new suppliers and to maintain or further strengthen existing relationships with suppliers is important in enabling the Company to source its desired portfolio of products at the preferred price.
6. The Company currently relies on distributors and service providers for its logistics requirements. The Company relies on distributors and third party service providers for transportation and deliveries of products to its stores. Any deterioration in its relationships with these distributors or service providers or other changes relating to these parties, including changes in supply and distribution chains, could have a material adverse effect on the Company's business, financial condition and results of operations. The Company has been able to establish and continues to improve its solid long-standing relationships with its service providers throughout the years. There can be no assurance, however, that these efforts will be successful.
7. The Company is a party to a large number of related party transactions. Certain companies controlled by the Belo Family have significant commercial transactions with the Company. The Company's related party transactions include leases and purchases. The Company expects that it will continue to enter into transactions with companies directly or indirectly controlled by or associated with the Belo Family. These transactions may involve potential conflicts of interest which could be detrimental to the Company and/or its shareholders. Conflicts of interest may also arise between the Belo Family and the Company in a number of other areas relating to its businesses, including:
 - major business combinations involving the Company and its subsidiaries;
 - transfers of affiliated companies into the Company;
 - plans to develop the respective businesses of the Company; and,
 - business opportunities that may be attractive to both the Belo Family and the Company.

A continued high level of related party transactions may have a material adverse effect on the Company's business or results of operations.

The terms of these related party transactions however, are pursuant to rates determined by an independent third-party appraiser that was engaged by the Company to ensure the fairness of these transactions.

8. The Company may fail to fulfill the terms of licenses, permits and other authorizations, or fail to renew them on expiration. The Company is required to maintain licenses, permits and other authorizations, including licenses and certain construction activities. The Company is also required to obtain and renew various permits, including business permits and permits concerning, for example, health and safety, environmental standards and distribution standards. If the Company fails to meet the terms of any of its licenses, permits or other authorizations necessary for operations, these may be suspended or terminated, leading to temporary or potentially permanent closing of stores, suspension of construction activities or other adverse consequences.

In view of the foregoing, the Company in the conduct of its business has always closely monitored all its establishments to determine strict compliance with the local and national laws including amendments thereto as well as the terms and conditions of its permits and licenses. However, there can be no assurance that these efforts will be successful.

9. Changes in the retail and real estate market environment in the Philippines could affect the Company's business. The Company's home improvement business is dependent on the favorable growth and performance of the retail and real estate markets. The largest retail market of the Company is Metro Manila. The Company's stores in Metro Manila account for more than half of its total sales. Demand for the Company's products is driven by new and existing real estate projects in the market including, but not limited to, residential houses, condominiums, offices and commercial buildings.

Any changes in these markets, including further consolidation among the Company's competitors, change of consumer preferences, decline in the Company's brand recognition, adverse regulatory developments or adverse developments in consumer disposable income in Metro Manila, slow roll-out of housing and other real estate projects, in particular, could have an adverse effect on the Company's business. The Company however, as it has done throughout the years, monitors and analyzes these markets in order for it to successfully anticipate changes and sufficiently respond to any development and continue to provide more and various choices to its customers.

Item 2. Properties

The Company does not own lands. It entered into lease agreements with WC, related parties and other third parties, to lease the land and/or buildings where its stores and warehouses are situated. The Company plans to enter into new leases in the next 12 months. The Company intends to continue to lease appropriate real estate properties that meet the Company's standards and requirements.

Part of the Company's use of IPO proceeds is for store network expansion. As of December 31, 2020, the Company has used part of the IPO proceeds to construct its own buildings.

Item 3. Legal Proceedings

The Company and its management are not involved in any governmental, legal or arbitration proceedings that may have a material effect on the Company's business, financial position or profitability.

None of the members of the Board of Directors and executive officers of the Company is involved in any material criminal, bankruptcy or insolvency investigations or proceedings.

Item 4. Submission of Matters to a Vote of Security Holders

The following items were submitted to a vote of security holders for the year:

1. Approval of the Minutes of the Annual Stockholders' Meeting held on 17 June 2019.

2. Approval of Annual Report and Financial Statements as of 31 December 2019.
3. Ratification of All Acts and Resolutions of the Board of Directors and Management during the preceding year.
4. Amendments to the By-laws.
5. Election of Directors.
6. Appointment of External Auditors.

PART II. OPERATIONAL AND FINANCIAL INFORMATION

Item 5. Market for Issuer's Common Equity and Related Stockholder Matters

Wilcon Depot, Inc.'s common shares have been trading in the Philippine Stock Exchange (PSE) starting March 31, 2017. The high and low market prices of the Company's shares for each quarter of 2020 and month of January 2021, as reported by the PSE are shown below:

2021	High	Low
January	18.52	16.88

2020	High	Low
4th quarter	18.22	14.26
3rd quarter	16.66	14.52
2nd quarter	16.74	12.48
1st Quarter	19.00	10.50

The market capitalization of the Company's common shares at the end of 2020 based on the closing market price of ₱16.90 per share totaled to ₱69.285 billion.

Item 6. Management's Discussion and Analysis

Results of Operations for the year ended December 31, 2020 compared with year ended December 31, 2019

The Philippine government on March 16, 2020, to curb the spread of the corona virus, placed the whole island of Luzon on enhanced community quarantine (ECQ), which required businesses and offices to close except for hospitals and other medical services, supermarkets and food deliveries, and logistics support for medical and food supplies. The company had to close all of its 44 branches in Luzon out of 58 total WDI branches at that time. These branches contributed 84.0% of the Company's total net sales pre-ECQ.

The ECQ was lifted on May 16, 2020 and WDI re-opened all of its Luzon stores. The branches outside of Luzon, meanwhile, were voluntarily closed by the Company for a two-week period from March 30-31 to April 13-15, 2020 to re-orient and prepare the store operations for the new health and safety protocols. Up to the end of 2020, various regions were placed under different levels of quarantine depending on the trend of COVID-19 positive cases. Metro Manila with nearby provinces, for two weeks in August, 2020 was placed back in the second strictest level (MECQ) and while it has

been placed under general community quarantine (GCQ) after, it has never graduated to the least strict, moderate GCQ (MGCQ).

The pandemic and the consequent quarantine measures have greatly impacted the Company's operations in 2020 with net sales decreasing by 7.5% or ₱1,847 million to ₱22,629 million, net income declined by 31.8% or ₱676 million to ₱1,449 million for the year ended December 31, 2020, from the ₱2,125 million reported in 2019.

Net Sales

The Company generated net sales of ₱22,629 million for the year ended December 31, 2020, 7.5% or ₱1,847 million lower than the ₱24,476 million reported in 2019. Comparable sales performance dropped to negative 13.6% mainly as a result of the temporary closure of stores in Luzon and some stores in Visayas and Mindanao in the first half and the general impact of the pandemic and the continuing quarantine measures. Wilcon stores in Luzon, 44 branches out of 58, accounted for 84.0% of revenues in 2020 pre-ECQ. As of December 31, 2020, the Company had grown to 63 branches, 49 stores are located in Luzon and of the 57 stores aged one year or older, 43 branches are in Luzon.

Its flagship format, the depot, accounted for 97.0% or ₱21,941 million of the total net sales. The format's net sales decreased by 6.5% or ₱1,528 million from the ₱23,469 million net sales in 2019, with a negative same store sales growth of 12.9% for the year.

Net sales generated by the smaller format, "Home Essentials" (HE) stores, comprising the 2.2% or ₱510 million of total net sales, likewise reported a downswing of 22.4% or ₱148 million for the year from ₱658 million in 2019 since six out of the seven Home Essentials are located in Metro Manila. All HEs are in operation for more than a year.

The remaining 0.8% was accounted for by the project sales or sales to major developers, amounting to ₱178 million, decreasing by 49.2% or ₱172 million in 2020 owing to the suspension of and delays in the completion of ongoing projects of our institutional accounts.

During the year, the Company opened six new depots, all located in Luzon bringing the total number of stores to 63 (56 depots and seven home essentials) by the end of 2020. Three stores each were opened in Southern Luzon and Northern Luzon.

Gross Profit

Gross profit closed at ₱7,782 million, resulting in a gross profit margin of 34.4% for the year ended December 31, 2020. For the year ended December 31, 2019, gross profit was reported at ₱8,176 million for a gross profit margin of 33.4%. Gross Profit decreased by ₱394 million or 4.8% due to the decrease in sales despite the increase in Gross Profit rate to 34.4%. The hike in Gross Profit rate was brought about by the increasing margin and expanding contribution of in-house and exclusive products to total net sales. Sales of exclusive and in-house products accounted for 50.9% of total net sales for the period versus 49.5% in 2019.

Operating Expenses

Operating expenses increased to ₱5,738 million for the period, up 6.3% or ₱342 million from the prior period's ₱5,396 million. The increase is traced mainly to expansion-related and pandemic-related expenses particularly in depreciation and amortization and donations and contributions, respectively. These upswings were offset by the decrease primarily in utilities, trucking and advertising expense during the quarantine period. Depreciation and amortization recorded the highest increase at 60.7% or ₱687 million as a result of the continuous addition of the company-owned store buildings and the full year impact of the adoption of the new accounting standard for leases, *PFRS 16 – Leases*. Non-PFRS 16 related rent expense dropped 64.8% or ₱215 million.

Rent concessions obtained by the company from its lessors were reflected under Other Income.

Interest Expense

Interest expense for the years ended December 31, 2020 and 2019 amounted to ₱429 million and ₱300 million, respectively. The ₱129 million increase represents non-cash interest charged on leased 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 period ended December 31, 2020 amounted to ₱435 million, down by 5.9% or ₱27 million from the ₱463 million generated in 2019 mainly due to the decrease in interest income partially offset by the increase in rent income and net other income. Other income consists of:

- 1) Rent concession in 2020 from lessors related to leases of land and buildings resulted in the reduction in lease liabilities that was recognized in profit or loss amounting to ₱101 million upon applying the practical expedient of PFRS 16;
- 2) Rent income from suppliers for the lease of billboards, end caps, etc. totaling ₱43 million, up 40.7% or ₱12 million year-on-year.
- 3) Net other income from trade and other suppliers amounting to ₱236 million, down by 15.8% or ₱44 million from 2019 representing net charges for their share of various operational and promotional/marketing expenses and other non-merchandise sales related income; and
- 4) Interest income of ₱55 million decreased from the prior period balance of ₱151 million as the IPO proceeds continue to be deployed for expansion purposes.

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

In 2019, the re-classification of lease expenses qualified under *PFRS 16 - Leases* from rent expense to depreciation and amortization and interest expense resulted in a 68.2% jump in EBITDA and 31.7% in EBIT year-on-year. Adjusting the 2020 and 2019 depreciation and amortization to exclude right-of-use (ROU) depreciation and interest expense to exclude interest on lease liability and consider these as rent expense, EBITDA and EBIT are as follows:

- 1) EBITDA for the year ended December 31, 2020 totaled ₱2,694 million, or 11.9% of net sales, declining by 15.9% or ₱509 million from the 2019 balance of ₱3,203 million, or 13.1% of net sales.
- 2) EBIT for the year 2020 is ₱1,995 million or 8.8% of net sales, sliding by 28.5% or ₱796 million year-on-year from the prior year's level of ₱2,791 million, or 11.4% of net sales

The downswing in both EBITDA and EBIT are largely due to the impact of the pandemic and quarantine measures.

Income Tax Expense (Benefit)

The Company's income tax expense decreased by 26.5% or ₱217 million to end at ₱601 million in 2020, versus ₱818 million incurred during 2019 in view of lower taxable income.

Results of Operations for the quarter ended December 31, 2020 compared with quarter ended December 31, 2019

WDI generated net income of ₱563 million, down 3.0% or ₱18 million year-on-year traced mainly to the drop in interest income. Excluding interest income, earnings will be slightly up by 1.1% or ₱6 million from ₱549 to ₱555 million year-on-year.

Net Sales

The Company recorded net sales of ₱6,840 million for the three-month period ended December 31, 2020, 6.2% or ₱399 million higher than the ₱6,441 million for the same period in 2019. The increase is mainly due to opening of six new stores. Comparable sales performance dropped only to negative 0.5%, which is almost flat despite the impact of the pandemic and continued implementation of quarantine measures.

Sales from the depot-format stores contributed the majority of total net sales comprising 97.1% or ₱6,641 million for the fourth quarter of 2020, up by 7.4% or ₱456 million from the ₱6,185 million net sales for the fourth quarter of 2019. The depot's same store sales growth is almost flat at 0.4%.

The smaller format "Home Essentials", recording net sales of ₱151 million accounting for 2.2% of net sales, reported a decline of 9.2% or ₱15 million during the fourth quarter of 2020 from prior year's same period level of ₱166 million.

The remaining 0.7% was accounted for by project sales or sales to major developers, amounting to ₱48 million, decreasing by 46.0% or ₱41 million from prior year's same period level of 2019 of ₱90 million.

The Company has opened two new depots in the last quarter of 2020 which are both located in Luzon (Olongapo and San Juan, Taytay).

Gross Profit

Gross profit closed at ₱2,346 million, resulting in a gross profit margin of 34.3% for the fourth quarter of 2020 from the ₱2,264 million level during the same period in 2019. Sales of exclusive and in-house products accounted for 49.8% of total net sales for the period versus 50.4% in the same period in 2019.

Operating Expenses

Operating expenses increased to ₱1,625 million during the fourth quarter of 2020, up 9.4% or ₱139 million from the ₱1,486 million during the same period in 2019. The increase is mainly expansion-related particularly in depreciation and amortization. Depreciation and amortization recorded the highest increase at 36.1% or ₱134 million as a result of the continuous addition of the company-owned store buildings and the full year impact of the adoption of the new accounting standard for leases, *PFRS 16 – Leases*.

Rent concessions obtained by the company from its lessors were reflected under Other Income.

Interest Expense

Interest expense during the fourth quarter of 2020 and 2019 amounted to ₱112 million and ₱92 million, respectively. The ₱20 million increase represents non-cash interest charged on leased liability recognized for the period in relation to the adoption by the Company of *PFRS 16 on leases*.

Other Income (Charges)

Other income (charges) during the fourth quarter of 2020 amounted to ₱193 million, up by 45.4% or ₱60 million from the ₱133 million generated in 2019 due to the recognition of the rent concession obtained from lessors related to leases of land and buildings, which resulted in the reduction in lease liabilities amounting to ₱101 million, and the increase in rent income. The hike was partly offset by the decrease in net other income and interest income.

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

Adjusting the 2020 and 2019 depreciation and amortization to exclude right-of-use (ROU) depreciation and interest expense to exclude interest on lease liability and consider these as rent expense, EBITDA and EBIT are as follows:

- 1) EBITDA for the quarter ended December 31, 2020 totaled ₱989 million, or 14.5% of net sales, up by 8.4% or ₱77 million from the 2019 balance of ₱912 million, or 14.2% of net sales.

- 2) EBIT for the fourth quarter of 2020 is ₱792 million or 11.6% of net sales, almost flat at 0.8% or ₱6 million higher from the prior year's same period level of ₱786 million, or 12.2% of net sales.

Income Tax Expense (Benefit)

The Company's income tax expense is almost flat at 0.1% or ₱0.2 million to end at ₱237.7 million in 2020, versus ₱237.5 million incurred during 2019.

Capital Expenditure

Capital expenditure for 2020 totaled ₱2,503 million. The bulk (68.0%) was spent on new stores, while the remainder was spent on warehouses, extensions and renovations (24.4%), and Furniture, Equipment, and IT Software (7.6%).

Financial Position as at December 31, 2020 and December 31, 2019

WDI's financial position remained solid as at December 31, 2020 notwithstanding the effect of the pandemic and quarantine measures on its operations. Its healthy financial condition will still enable it to pursue its expansion plans.

Cash and cash equivalents and short-term investments totaled ₱4,611 million by the end of 2020, higher by 6.4% or ₱279 million than the total of cash and cash equivalents, short term investments and investment in retail treasury bond (matured in April 2020) balance of ₱4,332 million as at December 31, 2019. This resulted in a current ratio of 1.89:1.00 in 2020, lower than the 2.08:1.00 in view of the lower inventory level partly offset by the lower accounts payable balance.

The company's liabilities consist mostly of trade payables and lease liabilities recognized pursuant to the adoption of PFRS 16 – Leases. WDI has remained practically bank debt-free, with a debt-to-equity ratio of 0.84:1.00.

Below are its key performance indicators.

Key Financial Performance Indicators

Key Performance Indicators	2020	2019
Sales	22,628,883,188	24,476,094,604
EBIT – Adjusted / Treating Interest on Lease Liability as Rent Expense ¹	1,994,872,196	2,791,096,336
EBITDA – Adjusted / Treating ROU Depreciation and Interest on Lease Liability as Rent Expense ²	2,694,079,493	3,202,940,317
EBIT Margin - Treating Interest on Lease Liability as Rent Expense ³	8.82%	11.40%
Return on Equity Ratio ⁴	9.46%	14.49%
Current Ratio ⁵	1.89	2.08
Debt to Equity Ratio ⁶	0.84	0.79
Dividend Payout ⁷	34.73%	35.74%

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 *Net Income / Total Equity*

5 *Current Assets / Current Liabilities*

6 *Total Liabilities / Total Equity*

7 *Current year dividend paid / prior year Net Income*

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

Statement of Financial Position as at December 31, 2020 versus December 31, 2019

1. Aggregate cash and short-term investments increased by ₱2,532 million or 121.8% from ₱2,079 million at the close of 2019 to ₱4,611 million as at December 31, 2020, traceable primarily to the maturity of the retail treasury bonds holdings of the Company, partially offset by payment of dividends, lease, trade and other payables and income tax.
2. Trade and other receivables totaled ₱416 million as at December 31, 2020, 5.4% or ₱24 million lower than the ₱440 million balance as at December 31, 2019. The decrease was mainly due to decrease in trade receivables partially offset with the increase in advances made to suppliers.
3. Merchandise Inventories decreased by ₱825 million or 8.7% from ₱9,518 million at the close of 2019 to ₱8,692 million as at December 31, 2020 due mainly to lower purchases.
4. Other Current Assets decreased by ₱62 million or 8.5% from ₱733 million at the close of 2019 to ₱671 million as at December 31, 2020 due mainly of utilization of input tax and application of prepayments.
5. Property and equipment increased by ₱1,776 million or 35.7% from ₱4,981 million at the close of 2019 to ₱6,757 million as at December 31, 2020 due mainly to capital expenditures related to store network expansion.
6. Net deferred tax assets increased by ₱80 million or 24.1% from ₱334 million at the close of 2019 to ₱414 million as at December 31, 2020 due mainly to the tax effect of temporary differences on net lease rental payments.
7. Other noncurrent assets decreased by ₱263 million or 41.2% from ₱639 million at the close of 2019 to ₱376 million as at December 31, 2020 due mainly to decrease in advances to contractors partially offset by procurement of IT Software.
8. Lease liability including non-current portion increased by ₱1,300 million or 23.7% from ₱5,486 million at the close of 2019 to ₱6,787 as at December 31, 2020 due to lease liabilities in relation to PFRS 16 for new leases.
9. Net retirement liability increased by ₱62 million or 22.4% from ₱276 million at the close of 2019 to ₱337 million as at December 31, 2020 due mainly to increase in liabilities as a result of prevailing discount rates in 2020.
10. Other comprehensive income decreased by ₱63 million or 99.1 % from ₱63 million at the close of 2019 to ₱0.6 million as at December 31, 2020 due to remeasurement loss on retirement liability and reversal of unrealized gain upon maturity of investment in retail treasury bond.

Income Statement for the year ended December 31, 2020 compared with year ended December 31, 2019

1. Net sales for the year 2020 amounted to ₱22,629 million, 7.5% or ₱1,847 million lower than the ₱24,476 million generated during the same period in 2019 mainly due to comparable sales performance drop to negative 13.6% as a result of the temporary closure of stores in Luzon and some stores in Visayas and Mindanao from March 17 to May 15, 2020 during the quarantine period.
2. Gross profit decreased by 4.8% to ₱7,782 million for the year from the ₱8,176 million level for the same period in 2019, corresponding to the decrease in sales in existing stores during the ECQ period.

3. Operating expenses increased to ₱5,738 million for the year, up 6.3% or ₱342 million from the prior period's ₱5,396 million. The increase is attributable mainly to expansion-related expenses, depreciation and amortization of new stores and the adoption of Philippine Financial Reporting Standard (PFRS) 16, Leases of new lease contracts subsequent to September 30, 2019 offset by the decrease in utilities, trucking, outsourced services and advertising expense during the quarantine period. Depreciation and amortization recorded the highest increase at 60.7% or ₱687 million as a result of the continuous addition of the company-owned store buildings and the re-classification of part of rent expense to depreciation. Non-PFRS 16 related rent expense dropped by 64.8% or ₱215 million to ₱117 million.
4. Interest expense increased to ₱429 million for the year from the prior year's ₱300 million, representing non-cash interest charged on lease liability recognized for the period in relation to the adoption by the Company of PFRS 16 on leases.
5. Other income (charges) for the year totaled ₱435 million, down by 5.9% or ₱27 million from the ₱463 million recorded in the same period of 2019 mainly due to the decrease in interest income and net other income partially offset by rent concession.
6. The Company's income tax expense decreased by 26.5% or ₱217 million to end at ₱601 million from the ₱818 million incurred in the prior year in view of lower taxable income.
7. In view mainly of the temporary closure of the majority of the stores of the Company from March 17 to May 15, 2020 resulting in a decrease in net sales, net income declined by 31.8% or ₱676 million to ₱1,449 million for the year 2020 from the ₱2,125 million reported in 2019.

Income Statement for the quarter ended December 31, 2020 compared with quarter ended December 31, 2019

1. Net sales for the fourth quarter ended December 31, 2020 amounted to ₱6,840 million, 6.2% or ₱399 million higher than the ₱6,441 million generated during the same period in 2019 mainly due to six new stores opened in 2020.
2. Gross profit increased by 3.6% to ₱2,346 million for the period from the ₱2,264 million level for the same period in 2019, mainly driven by the increase in sales due to six new stores in 2020.
3. Operating expenses increased to ₱1,625 million for the period, up 9.4% or ₱139 million from the prior period's ₱1,486 million. The increase is attributable mainly to expansion-related expenses, depreciation and amortization of new stores. Depreciation and amortization recorded the highest increase at 36.1% or ₱134 million as a result of the continuous addition of the company-owned store buildings and the re-classification of part of rent expense to depreciation.
4. Interest expense increased to ₱112 million for the period, up by 21.6% or ₱20 million from the prior year's ₱92 million, representing non-cash interest charged on lease liability recognized for the period in relation to the adoption by the Company of PFRS 16 on leases.
5. Other income (charges) for the period totaled ₱193 million, up by 45.4% or ₱60 million from the ₱133 million recorded in the same period of 2019 mainly due to rent concession partially offset by the decrease in interest income and net other income.

Any known trends, events, or uncertainties (material impact on liquidity)

There are no known trends or events that will trigger any direct or contingent financial obligation that is material to the Company, including any default or acceleration of an obligation.

There are also no material off-balance sheet transactions, arrangements, obligations (including contingent obligations), and other relationships of the Company with unconsolidated entries or other persons that was created during the reporting period.

Description of any material commitments for capital expenditures, general purpose of such commitments for capital expenditure, expected sources for such expenditures.

There are no known regulatory or material contractual commitments of the Company for 2020.

The Company, pursuant to its expansion plans has allocated approximately ₱2.8B for additional stores/branches, warehouses, acquisition of vehicles and equipment, and renovations of select stores.

Any known trends, events, or uncertainties that will have material impact on sales and continuing operations

The continuing economic growth, not only of highly developed and urbanized regions of the Philippines but of emerging cities and provinces outside the national capital and its immediate surrounding regions has presented a vast potential for growth for the Company. Thus, the Company's growth plan is to expand in these locations, in which most Wilcon Depot has scarce to no presence yet.

In these emerging cities and provinces, the home improvement space more particularly the construction finishing materials niche is still dominated by traditional trade. As the economy of these areas develops and the purchasing power of the market strengthens, demand for more convenient and improved shopping experience, variety especially of higher quality products and overall better customer service are expected to continually grow. Entry and success of current and upcoming Wilcon stores in these growing areas coupled with the aforesaid continuous economic growth of these markets, it is expected that more modern trade channels for the home improvement space will gradually flourish, shifting the balance and the competitive landscape.

Seasonal Aspect that has material effect on the financial statements.

There is no seasonal aspect that has material effect on the financial statements.

Certification on Internal Controls

The reliability of the Company's financial statements as at and for the period ending December 31, 2020.

The Company made a representation through its filing of SEC Form 17A (Annual Report) which contains the audited financial statements, of its responsibility for the preparation and fair presentation of such financial statements in accordance with the Philippine Financial Reporting Standards. Management also assumes responsibility for internal control as it determines necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. The Company's external auditor, Reyes Tacandong & Co. provided an opinion that the Company's financial statements are presented fairly, in all material respect.

Company's compliance with financial and corporate governance regulatory requirements and reporting.

The Company, through its Compliance Officer made representation of the absence of significant breach of laws and regulations or involvement in any governmental, legal or

arbitration proceedings that may have a material effect on the Company's business, financial position or profitability.

The Treasurer attested to the submission of all financial and reportorial requirements to pertinent institutions and agencies of government.

Sound internal control and compliance system are in place in the Company.

The Company had not noted or reported any significant control gaps or weaknesses that would imperil or materially affect the achievement of its goals and objectives.

The Company's Chief Audit Executive reported to the Audit Committee the results of its audits in 2020, including control and risk matters that are of financial, operational, and compliance in nature together with the corresponding actions implemented by the Company.

Dividend Policy

The Company is authorized under Philippine law to declare dividends, subject to certain requirements. The payment of dividends, either in the form of cash or shares, will depend upon the Company's earnings, cash flow and financial condition, among other factors. The Company may declare dividends only out of its unrestricted retained earnings. These represent the net accumulated earnings of the Company with its unimpaired capital, which are not appropriated for any other purpose. The Company may pay dividends in cash, by the distribution of property, or by the issue of shares. Dividends paid in cash or property are subject to the approval by the Board of Directors. Dividends paid in the form of additional shares are subject to approval by both the Board of Directors and at least two-thirds of the outstanding share capital of the shareholders at a shareholders' meeting called for such purpose.

The Company has approved a dividend policy of maintaining an annual cash and/or share dividend pay-out of up to 25% of its net profit after tax from the preceding year, subject to the requirements of applicable laws and regulations, the terms and conditions of its outstanding bonds and loan facilities, and the absence of circumstances that may restrict the payment of such dividends, such as where the Company undertakes major projects and developments. Dividends must be approved by the Board (and shareholders in case of a share dividend declaration) and may be declared only from the unrestricted retained earnings of the Company. The Company's Board of Directors may, at any time, modify the Company's dividend policy, depending upon the Company's capital expenditure plans and/or any terms of financing facilities entered into to fund its current and future operations and projects. The Company can give no assurance that it will pay any dividends in the future.

The Company has the following dividend history:

Date Approved	Record Date	Payment Date	Amount
May 9, 2018	May 24, 2018	June 8, 2018	PhP0.08 regular PhP0.03 special PhP0.11 total
March 6, 2019	March 22, 2019	April 16, 2019	PhP0.11 regular PhP0.05 special PhP0.16 total
February 24, 2020	March 20, 2020	April 16, 2020	PhP0.12 regular PhP0.06 special PhP0.18 total

Discussion on Compliance with Leading Practice on Corporate Governance

On 22 May 2017, the Board of Directors approved the adoption of the Revised Manual on Corporate Governance in accordance with the SEC Memorandum Circular No. 19 Series of 2016.

The Company understands that it is paramount to set the kind of corporate governance needed in the attainment of the Company's corporate goals.

The Revised Manual on Corporate Governance was designed to define the framework of rules, systems and processes that governs the performance of the Board of Directors (the Board) and Management. It establishes the structure by which the Company executes and carries out its Corporate Governance. This serves as reference by all the members of the Board as well as its Management in the conduct of their duties and responsibilities.

The Board of Directors and Management, employees and shareholders, believe that good governance is a necessary component of what constitutes sound strategic business management and will therefore undertake every effort necessary to create awareness thereof within the organization.

With the aid of its committees, the Board of Directors shall be primarily responsible for the governance of the Corporation and shall, hence, ensure compliance with the principles of good corporate governance.

To strictly observe and implement the provisions of this Manual, corresponding penalties shall be imposed, after notice and hearing, on the Corporation's directors, officers, staff, subsidiaries, and affiliates and their respective directors, officers, and staff in case of violation of any of the provisions of the Manual.

On 7 August 2019, in compliance with SEC Memorandum Circular No. 10 Series of 2019, Rules on Material Related Party Transactions for Publicly Listed Companies, the Board approved its Material Related Party Transactions Policy and accordingly revised its Related Party Transactions Committee Charter.

On May 6, 2020, the Board of Directors of the Corporation approved the amendments to its Corporate Governance Manual in compliance with the Revised Corporation Code and related issuances. The Board also approved the amendments to the By-laws of the Corporation in compliance with the Revised Corporation Code and related issuances, as follows:

1. Allowing the attendance, participation and voting in the meetings of the stockholders through remote communication or in absentia in accordance with the procedures prescribed by the Corporation and relevant laws and regulation
2. Composition of the Board and Creation of an Emergency Board
3. Election of a Compliance Officer and;
4. Delegating to the Board the power to amend the by-laws for purposes of complying with best practices, subsequent requirements of law/and or regulatory bodies.

The amendments to the By-laws were ratified by the stockholders during the annual stockholders' meeting held on September 21, 2020.

Item 7. Financial Statements

The financial statements are incorporated in this report as Exhibit 1.

External Audit Fees

The aggregate fees billed by Reyes Tacandong & Co., ("RT&Co.") for the audit of the financial statements of the Company and other services in connection with the statutory and regulatory filings for 2020 is ₱2,000,000.00.

Audit Committee's Approval Policies and Procedures

The nomination of the Company's external auditor was endorsed to the stockholders based on the recommendation of the Audit Committee as well as the approval of the Board of Directors. Further, the quarterly reports and financial statements are reviewed and endorsed by the Audit Committee and approved by the Board of Directors prior to its release and submission to the SEC and PSE.

Item 8. Changes in and Disagreements with Accountants on Accounting and Financial Disclosure

The Company has engaged the services of RT&Co. as its external auditors since its incorporation. There had not been any material disagreements on accounting and financial disclosures with RT&Co. for the years ended December 31, 2020 and 2019.

PART III. CONTROL AND COMPENSATION INFORMATION

Item 9. Directors and Executive Officers of Registrant

The following are the Directors and Officers of the Company for the year 2020:

Name	Age	Nationality	Position
William T. Belo	75	Filipino	Chairman Emeritus
Bertram B. Lim	83	Filipino	Chairman
Lorraine Belo-Cincochan	41	Filipino	Director, President and Chief Executive Officer
Mark Andrew Y. Belo	38	Filipino	Director and EVP - Treasurer
Careen Y. Belo	37	Filipino	Director, EVP - Chief Product Officer, CIO and CRO
Rolando S. Narciso	72	Filipino	Independent Director
Ricardo S. Pascua	74	Filipino	Independent Director
Delfin L. Warren	70	Filipino	Independent Director
Arthur R. Ponsaran	77	Filipino	Corporate Secretary
Sheila Pasicolan-Camerino	34	Filipino	Asst. Corporate Secretary and Compliance Officer
Rosemarie Bosch-Ong	62	Filipino	Senior Executive Vice President – Chief Operating Officer
Eden M. Godino	44	Filipino	Vice President - Product Development
Grace A. Tiong	47	Filipino	Vice President - Human Resources
Michael D. Tiong	47	Filipino	Vice President – Global Sourcing
Mary Jean G. Alger	50	Filipino	Vice President – Investor Relations
Lauro D.G Francisco	55	Filipino	Chief Audit Executive
Keith S. Chan	59	Filipino	Vice President – Information Technology

William T. Belo is the Chairman Emeritus of the Company. He is the founder of the Wilcon business and brand. He was Chairman and/or President of all Wilcon companies established and/or acquired

from 1977 to 2016 including the parent, WC. Currently, he is involved in other business undertakings and serves as Director of Markeenlo Realty Inc., Lomarkeen Realty Inc.; the President of Coral-Agri Venture Farm Inc., Coral Farms, WAJ Realty Development Inc.; and Treasurer of Crocodylus Porosus Philippines Inc. He also serves as the Chairman of Wilcon Builders Foundation Inc. He won the 2013 MVP Bossing Award, a distinction given to outstanding entrepreneurs of the country. In 2018, he was recognized as an Outstanding Thomasian Engineer, awarded as one of the People of the Year by People Asia and Patriarch of Home Building Retail by the Philippine Retailers Association. Mr. Belo graduated from the University of Sto. Tomas in 1968 with a Bachelor of Science degree in Electronics and Communications Engineering.

Bertram B. Lim is the Chairman of the Company. He is also the Chairman of the United Neon Advertising, Inc., the largest outdoor advertising company in the Philippines and the Chairman of the Center for Community Transformation, a Christian non-government organization, ministering to the poor, with half a million beneficiaries. He is the Board Treasurer of the Trinity University/St. Luke's Health Sciences Consortium and a Bestselling Author.

Lorraine Belo-Cincochan is a Director, President and the Chief Executive Officer of Wilcon Depot, Inc. She has held various positions in the Wilcon business starting out as a trainee under her father who was then president of Wilcon. In 2000, she headed the company's IT department that resulted in the digital transformation of Wilcon's key processes. From 2003 to 2005, she was assigned to manage the daily operations of the first ever large format Wilcon Depot branch as a Manager-trainee where she gained real world experience in retail operations. She was then appointed as Executive Vice President for Operations in 2005 and in 2006 became the Company's Executive Financial Officer, holding the position until March, 2016. In 2018, she was recognized as one of the 2018 Forbes Asia Emergent Women Honorees. Ms. Belo-Cincochan graduated from the University of the Philippines, Diliman in 1999 with a Bachelor's degree in Creative Writing. She also took an intensive Mandarin language course in Beijing.

She takes an active role in the Philippine chapter of the Entrepreneur's Organization where she co-chairs the Mentorship Program. Her advocacy is in developing and growing leadership through mentoring where entrepreneurs can rise up and make an impact in their companies and ultimately, their communities.

Mark Andrew Y. Belo is a Director and Treasurer of the Company and the President and Chief Executive Officer of WC from March 2016 to the present. He served as the Chief Financial Officer of the Company from 2016 to March 2019. Under WC, he was Assistant Vice-President for Business Development from 2015 to March 2016 and Executive Project Management Head from January 2013 to March 2015. He was also assigned in various positions under Wilcon Builders Supply, Inc. from July 2004 to August 2007. He graduated from the University of Asia & the Pacific in 2004 with a bachelor's degree in Industrial Economics.

Careen Y. Belo is a Director and Chief Product Officer of the Company. She is concurrently a Director of WC, the Executive Vice President for Sales and Product Development of Coral-Agri Venture Farm Inc., Executive Officer of Crocodylus Porosus Phil Inc. and President of The Meatplace Inc. She held various positions in the business having been a Business Development Manager from 2004 to 2007 of WC, Marketing and Sales Assistant from 2007 to 2014 and Executive Financial Audit Manager from 2014 to March, 2016. Ms. Belo obtained her Bachelor of Science in Management from the University of Asia & the Pacific in 2005.

Ricardo S. Pascua is an Independent Director of the Company since September 2016. He was Vice Chairman of the Board and President and CEO of Metro Pacific Corporation from January 2000 until his retirement in December 2001, a position he held also from January 1993 to July 1995. In between, he was Vice Chairman and CEO of Fort Bonifacio Development Corporation. He was concurrently an Executive Director of First Pacific Company Ltd. from 1982 to 2001 and as such

served in the boards of companies such as Smart Communications, Inc., United Commercial Bank in San Francisco, California, First Pacific Bank in Hong Kong and 1st eBank in Manila. Mr. Pascua started his career in Bancom Development Corporation as Asst. Vice President in 1972 and was assigned in Bancom International Ltd. in Hong Kong as Senior Manager in 1975. Currently, Mr. Pascua serves as an independent director in various corporations and foundations. He is likewise involved in several businesses as Chairman of the Board of Caelum Developers Inc., Facilities & Property Management Technologies, Inc., Ascension Phildevelopers, Inc.; Chairman of the Executive Committee of Phoenix Land Inc. and a Director in Boulevard Holdings, Inc., Central Luzon Doctor's Hospital, Costa de Madera Corp. and Quicksilver Satcom Ventures, Inc.; and the President of Bancom II Consultants, Inc. Mr. Pascua has a Master of Business Management from Asian Institute of Management obtained in 1971 and he finished his bachelor's degree majoring in Economics (Cum Laude) from the Ateneo de Manila University in 1969.

Rolando S. Narciso is an Independent Director of the Company since September 2016. He was formerly a Director and Officer of New Karlaon Construction, Inc. from 2004 to 2014. He was President and Chief Operating Officer of Steel Corporation of the Philippines from 1998 to 2004 and President and Chief Executive Officer of Royal Asia Multi-Properties, Inc. from 1996 to 1997. Before the National Steel Corporation was privatized, Mr. Narciso was its President and Chief Operating Officer from 1989 to 1995 and concurrently from 1989 was a Director of Refractories Corp. of the Phils. And Semirara Coal Corp. up to 1994; and Integrated Air Corp. up to 1993. From 1974 to 1988, he held various positions in National Steel and other subsidiaries of the National Development Company. He also held various positions in the Esso Group of Companies from 1967 to 1974. He is a member of professional organizations such as the Financial Executives, Inc. and the Management Association of the Philippines. He obtained his Master in Business Management and Bachelor of Science in Business Administration degrees from the Ateneo de Manila University in 1967 and 1965, respectively.

Delfin "Jing" L. Warren, is an Independent Director of the Company. He is the founder, principal and current Chairman of One Incentive Systems Advocates (1ISA) Group and the Warren and Nolasco Realty Corp. He also held various positions in prestigious companies such as First Pacific Commodities Holdings, Ltd., The Hibernia Bank of San Francisco, PT Indo Ayala Leasing Corp., Indonesia and Bancom Philippine Holdings, Inc. He is a licensed Chemical Engineer and he obtained his Bachelor of Science in Chemical Engineering at De La Salle College, Manila in 1971. He was also a consistent dean's lister and a recipient of Jose Rizal Scholarship.

Arthur R. Ponsaran, is the Corporate Secretary of the Company and of WC. He is a CPA-Lawyer with over 25 years' experience in corporate law, taxation, finance and related fields. He is the Managing Partner of Corporate Counsels, Philippines - Law Office and Director/Corporate Secretary of various corporate clients. He obtained his LLB from the University of the Philippines, BSBA from the University of the East and completed the MDP Program at the AIM. He is a member of the Philippine Institute of Certified Public Accountants, Integrated Bar of the Philippines, Philippine Bar Association and the New York (USA) Bar.

Sheila P. Pasicolan-Camerino is the Assistant Vice President - Corporate Lawyer of the Company and the Assistant Corporate Secretary of the Company and WC. In 2020, she was appointed the Compliance Officer of the Company. She joined the Company in January 2016 after serving as a Senior Associate in Sycip Gorres Velayo and Co. from November 2014 to December 2015. Prior to her admission to the Philippine Bar in 2015, she served as a legal intern at the Office of the Solicitor General in 2013 and a technical assistant in the Office of the Presidential Assistant for Education of the Office of the President of the Philippines from 2009 to 2010. She completed Bachelor of Arts in History from University of the Philippines – Diliman (Cum Laude) and took up a Master's Degree in Philippine Studies in the same university. Atty. Pasicolan-Camerino completed her Bachelor of Laws at San Beda University – Mendiola in 2014.

Rosemarie Bosch-Ong is the Senior Executive Vice President and Chief Operating Officer of the Company. She held this position since 2007 initially under WC, immediately prior, she was Executive Vice President for Sales and Marketing, which she held from 1988 to 2007. She started out in the business as a Purchasing Manager under WBSI from 1983 to 1988. She is also the President of the Wilcon Builders Foundation Inc., which she has headed since 2008. She is a Director of the Philippine Contractors Association, President of Philippine Retailers Association and a former Treasurer of the Philippine Association of National Advertisers (PANA) Foundation. Ms. Bosch-Ong has a Master's degree in Business Administration from De La Salle University obtained in 2010 and she graduated from the University of the East in 1986 with a Bachelor's Degree in Economics.

Eden M. Godino is the Vice President of Product Development. She joined the department in 2007, initially as the Asst. Vice President and was appointed in her present position in 2011. Ms. Godino joined Wilcon in 1997 and was assigned in Accounting, Purchasing and later went on to become a Depot Manager in 2004, a position she held for three years prior to her promotion to AVP in Product Development in 2007. She graduated with a Bachelor of Science degree in Accountancy from the University of the Assumption in 1997 and obtained a short course diploma program from the De La Salle College of St. Benilde on Supply Chain Management major in Purchasing and Logistics Operations in 2015.

Grace A. Tiong is the Vice President for Human Resources. She has been the head of Human Resources as VP since 2008. She joined Wilcon in 1995 and was assigned in Accounting. She was promoted to various positions within the branch and eventually became a Branch Manager in 2005. She joined the Human Resources department as an Asst. HR Manager after her stint in Operations in 2005. Ms. Tiong graduated from New Era University in 1994 with a bachelor's degree in Accountancy and obtained diploma courses in Human Capital Management and Organizational Development from the School of Professional and Continuing Education of the De La Salle College of St. Benilde from 2014 to 2016.

Michael D. Tiong is the Vice President for Global Sourcing. Prior to his appointment as Vice President in July, 2016, he handled Sales and Operations as an Asst. Vice President since January 2011. Mr. Tiong joined Wilcon as a Salesman in 2000 and became Depot Manager in 2007 until 2009, when he was promoted to Asst. Vice President for Operations. Mr. Tiong took up Bachelor of Science in Architecture at the Far Eastern University in 1993.

Mary Jean G. Alger is the Vice President for Investor Relations. Prior to officially joining Wilcon, she was part of the advisory team for the public listing of the Company. She started her career with Petron Corporation in 1991 as a Credit Analyst. Concurrent to her various positions in different companies and on a consultancy basis, she was involved in project structuring, financial packaging, advisory and issue management for public offerings and corporate rehabilitations, among others. She served various positions in publicly listed mining and energy development companies. She was the Asst. Vice President on Corporate Planning and Budget/Deputy to the CFO on Corporate Finance from January 2013 to August 2016 in Benguet Corporation and Asst. Vice President for Corporate Planning in Basic Energy Corporation from July 2007 to January 2013. After her stint with Benguet, she was appointed Vice President for Project Development and Planning in Marcventures Mining Development Corporation. Ms. Alger graduated from the University of the Philippines – Diliman with a Bachelor Degree in Business Economics and a Master in Business Administration Candidate (academic requirements completed in 2007) at De La Salle University – Taft.

Lauro D.G. Francisco, is the Chief Audit Executive. He has an extensive experience as an internal audit executive. He built his internal audit professional career with the Manila Electric Company (MERALCO), previously managing the audit of the company's subsidiaries and affiliates and simultaneously delegated as the Internal Audit Head/ Assistant Vice-President for Internal Audit of subsidiary Meralco Industrial Engineering Services Corporation (MIESCOR). He also had an internal audit management tenure with GT Capital Holdings Incorporated. He is a Certified Public Accountant,

Certified Internal Auditor, and with Certification in Risk Management Assurance. Mr. Francisco graduated from the University of the East with a degree in Business Administration major in Accounting (Cum Laude). He obtained his Master in Business Administration degree from the Ateneo Graduate School of Business (Gold Medal Honors). He is actively affiliated with the Institute of Internal Auditors - Philippines and previously held various officership positions in the organization, foremost of which as Vice-Chairman of its Board of Trustees.

Keith S. Chan, is the Vice President for IT. He is concurrently a Director of the Business Continuity Association of the Philippines (BCMAP) from 2016 to present and a certified Associate Business Continuity Professional (ABCP) from the Disaster Recovery Institute, International (DRII). He was First Vice President for Information Technology, IT Head and Vice Chairman of the IT Steering Committee at the Philippine Business Bank from January 2003 until his retirement in July 2015. He was also involved in an advisory capacity for the Zesto Group of Companies in the airline, hotel and convenience store IT operations. In May 2000 he managed a US internet service provider franchise start up, Quik Internet, in the Philippines as the Chief Operating Officer of Q Communications Corporation. From 1991 to 1996, he was the Assistant Vice President for Management Information System of Guoco Holdings Phils., Inc., a member of the Hong Leong Group of Malaysia. In 1986, he joined a computer service start-up company, Dataworld Computer Corporation, as Vice President for Application Development and became Executive Vice President. As a business management degree holder, he started his career as a banker in Equitable Banking Corporation in 1982 and held finance positions in Seaoil Petroleum Corporation in 1997. He graduated with a Masters of Business Management from the Asian Institute of Management in 1986 and had further studies in a Master's program in Computer Science from the Ateneo de Manila University. He finished his bachelor's degree in Business Management from the Ateneo de Manila University in 1982.

Attendance of Directors in 2020 Board Meetings

Board	Name	Date of Election	No. of Meetings Held During the Year 2020	No. of Meetings Attended	%
Chairman	Bertram B. Lim	May 22, 2017	27	27	100%
Independent Director	Rolando S. Narciso	September 13, 2016	27	27	100%
Independent Director	Ricardo S. Pascua	September 13, 2016	27	27	100%
Independent Director	Delfin L. Warren	May 22, 2017	27	27	100%
Member	Lorraine Belo - Cincochan	March 30, 2016	27	27	100%
Member	Mark Andrew Y. Belo	March 30, 2016	27	26	96%
Member	Careen Y. Belo	March 30, 2016	27	27	100%

Directors' Compensation

All directors attending physically in a committee meeting receive a per diem of Twelve Thousand Five Hundred Pesos (₱12,500.00), per meeting and Twenty-Five Thousand Pesos (₱25,000.00) per physical Board meeting.

Total compensation received by the members of the Board in 2020 amounted to ₱2.6M.

Significant Employees

The Company does not believe that its business is dependent on the services of any particular employee.

Family Relationships

As of December 31, 2020, family relationships (by consanguinity or affinity within the fourth civil degree) between Directors and Officers of the Company are as follows:

Ms. Lorraine Belo-Cincochan, Mr. Mark Andrew Y. Belo and Ms. Careen Y. Belo are children of Mr. William T. Belo and Ms. Rosy Chua Belo.

Mr. Michael D. Tiong is the husband of Ms. Grace A. Tiong.

Involvement in Certain Legal Proceedings of Directors and Executive Officers

None of the Company's directors, nominees for election as director, or executive officers have in the five-year period prior to the date of this report: (1) had any petition filed by or against any business of which such person was a general partner or executive officer either at the time of the bankruptcy or within a two-year period of that time, (2) have been convicted by final judgment in a criminal proceeding, domestic or foreign, or have been subjected to a pending judicial proceeding of a criminal nature, domestic or foreign, excluding traffic violations and other minor offenses, (3) have been the subject of any order, judgment, or decree, not subsequently reversed, suspended or vacated, of any court of competent jurisdiction, domestic or foreign, permanently or temporarily enjoining, barring, suspending or otherwise limiting their involvement in any type of business, securities, commodities or banking activities, or (4) have been found by a domestic or foreign court of competent jurisdiction (in a civil action), the SEC or comparable foreign body, or a domestic or foreign exchange or other organized trading market or self-regulatory organization, to have violated a securities or commodities law or regulation, such judgment having not been reversed, suspended, or vacated.

Item 10. Executive Compensation

Summary of Compensation Table

The following table sets out the summary of compensation of the top 5 officers including the Chairman Emeritus.

Name	Position
William T. Belo	Chairman Emeritus
Lorraine Belo-Cincochan	Director and Chief Executive Officer
Rosemarie Bosch-Ong	SEVP - Chief Operating Officer
Mark Andrew Y. Belo	Director and Chief Financial Officer
Careen Y. Belo	Director and Chief Product Officer

Below is the aggregate compensation of executive officers and directors of the Company for the year 2020 and projected for the year 2021:

Actual

Key Management Officers	Year	Compensation	Bonuses
Top 5 Officers	2020	P44M	P21M
Other officers as a group	2020	P75M	P5M

Projected for 2020

Key Management Officers	Year	Compensation	Bonuses
--------------------------------	-------------	---------------------	----------------

Top 5 Officers	2021	P46M	P76M
Other officers as a group	2021	P79M	P6M

Standard Arrangements

Other than payment of reasonable per diem as may be determined by the Board for every meeting, there are no standard arrangements pursuant to which directors of the Company are compensated, or were compensated, directly or indirectly, for any services provided as a director and for their committee participation or special assignments.

Other Arrangements

There are no other arrangements pursuant to which any director of the Company was compensated, or to be compensated, directly or indirectly for any service provided as a director.

Employment Contracts and Termination of Employment and Change-in-Control Arrangements

The Company has no special employment contracts with the named executive officers.

Warrants and Options

There are no outstanding warrants or options held by the President - CEO, executive officers, directors and all officers and directors as a group.

Item 11. Security Ownership of Certain Record and Beneficial Owners and Management

All shareholders of record are likewise the beneficial owners of the shares they hold.

Title of Class	Name, Address of Record Owner and Relationship with Issuer	Name of Beneficial Owner	Citizenship	Number of Shares Held	% of Total Outstanding Shares
Common	William T. Belo 90 E. Rodriguez, Jr. Avenue, Ugong Norte, Quezon City Chairman Emeritus	William T. Belo	Filipino	5,099,995	0.12%
Common	Rosy Chua Belo 90 E. Rodriguez, Jr. Avenue, Ugong Norte, Quezon City Stockholder	Rosy Chua Belo	Filipino	5,100,000	0.12%
Common	Bertram B. Lim 60 Sen. Gil Puyat Ave., Makati City Director	Bertram B. Lim	Filipino	1	0.00%
Common	Lorraine Belo-Cincochan 90 E. Rodriguez, Jr. Avenue, Ugong Norte, Quezon City Director	Lorraine Belo-Cincochan	Filipino	5,100,000	0.12%
Common	Mark Andrew Y. Belo 90 E. Rodriguez, Jr. Avenue, Ugong Norte, Quezon City Director	Mark Andrew Y. Belo	Filipino	5,100,000	0.12%

Common	Careen Y. Belo 90 E. Rodriguez, Jr. Avenue, Ugong Norte, Quezon City Director	Careen Y. Belo	Filipino	5,100,000	0.12%
Common	Rolando S. Narciso Lexington Garden Village, San Joaquin, Pasig City Independent Director	Rolando S. Narciso	Filipino	1	0.00%
Common	Ricardo S. Pascua 3 Pebblewood cor. Fairwood McKinley Hill Village, Taguig City Independent Director	Ricardo S. Pascua	Filipino	1	0.00%
Common	Delfin L. Warren 2 Sineguelas St., Valle Verde 1, Pasig City Independent Director	Delfin L. Warren	Filipino	1	0.00%
Common	Arthur R. Ponsaran 5 Aurelio St., BFRV, Las Piñas City Corporate Secretary	Arthur R. Ponsaran	Filipino	10,000	0.00%
Common	Sheila P. Pasicolan- Camerino 90 E. Rodriguez, Jr. Avenue, Ugong Norte, Quezon City Asst. Corporate Secretary	Sheila P. Pasicolan- Camerino	Filipino	19,900	0.00%
Common	Rosemarie B. Ong 90 E. Rodriguez, Jr. Avenue, Ugong Norte, Quezon City SEVP-COO	Rosemarie B. Ong	Filipino	1,069,401	0.03%
Common	Eden M. Godino 90 E. Rodriguez, Jr. Avenue, Libis, Quezon City VP- Product Development	Eden M. Godino	Filipino	267,500	0.00%
Common	Grace A. Tiong 90 E. Rodriguez, Jr. Avenue, Libis, Quezon City	Grace A. Tiong	Filipino	148,700	0.00%
Common	Michael D. Tiong 90 E. Rodriguez, Jr. Avenue, Libis, Quezon City	Michael D. Tiong	Filipino	148,700	0.00%
Common	Wilcon Corporation	Wilcon Corporation	Filipino	2,680,317,916	65.38%

None of the shareholders of record hold any share for and on behalf of another, or beneficial owner. Neither is any shareholder acting on behalf of a beneficial owner who is non-Filipino. The table below sets forth the security ownership of certain record and beneficial owners of more than 5% of the Company's voting securities as of December 31, 2020:

Name and Address of Record Owners	Name of Beneficial Owner and Relationship with Record Owner	Citizenship	No. of Common Shares Held	% of Total Outstanding Shares
Wilcon Corporation	Record Owner	Filipino	2,680,317,916	65.38%

SECURITY OWNERSHIP OF DIRECTORS AND MANAGEMENT

The following table sets forth the ownership of Directors and Management of the Company's common shares as of December 31, 2020.

Title of Class	Name of Beneficial Owner	Amount and Nature of Beneficial Ownership	Citizenship	% of Total Outstanding Shares
Common	William T. Belo	₱5,099,995.00(Direct)	Filipino	0.12%
Common	Bertram B. Lim	₱1.00 (Direct)	Filipino	0.00%
Common	Lorraine Belo-Cincochan	₱5,100,000.00 (Direct)	Filipino	0.12%
Common	Mark Andrew Y. Belo	₱5,100,000.00(Direct)	Filipino	0.12%
Common	Careen Y. Belo	₱5,100,000.00(Direct)	Filipino	0.12%
Common	Rosy C. Belo	₱5,100,000.00(Direct)	Filipino	0.12%
Common	Rosemarie B. Ong	₱1,069,401.00 (Direct)	Filipino	0.03%
Common	Rolando S. Narciso	₱1.00 (Direct)	Filipino	0.00%
Common	Ricardo S. Pascua	₱1.00 (Direct)	Filipino	0.00%
Common	Delfin L. Warren	₱1.00 (Direct)	Filipino	0.00%
Common	Arthur R. Ponsaran	₱10,000.00 (Indirect)	Filipino	0.00%
Common	Sheila P. Pasicolan-Camerino	₱19,900.00 (Direct)	Filipino	0.00%
Common	Grace A. Tiong	₱148,700.00 (Direct)	Filipino	0.00%
Common	Michael D. Tiong	₱148,700.00 (Direct)	Filipino	0.00%
Common	Eden M. Godino	₱267,500.00 (Direct)	Filipino	0.00%

The following table sets forth ownership of directors and executive officers as a group:

Title of Class	Beneficial Owner	Amount and Nature of Beneficial Ownership	Citizenship	% of Total Outstanding Shares
Common	Directors and Executive Officers	₱27,164,200.00 (Direct and Indirect)	Filipino	0.63%

Voting Trust Holders of 5% or more

There were no persons holding more than 5% of a class of shares of the Company under a voting trust or similar agreement as of December 31, 2020.

Change in Control

There are no arrangements which may result in a change in control of the Company as of December 31, 2020.

Item 12. Certain Relationships and Related Transactions

The Company in the ordinary course of business, engages in various transactions with related parties, particularly with its parent company, WC.

For a detailed discussion of the material related party transactions of the Company, please see note 21 - Related Party Transactions and Balances of the attached Audited Financial Statements of the Company.

PART IV. CORPORATE GOVERNANCE

Item 13. Corporate Governance

The Company understands that it is paramount to set the kind of corporate governance needed in the attainment of the Company's corporate goals and ensures compliance with the leading practices in corporate governance. Consequently, the Company has revised its Corporate Governance Manual which was approved by the Board on May 22, 2017. The Manual was designed to define the framework of rules, systems and processes that governs the performance of the Board and Management. It establishes the structure by which the Company executes and carries out its Corporate Governance. This serves as reference by all the members of the Board as well as its Management in the conduct of their duties and responsibilities.

The Board and Management, employees and shareholders, believe that good governance is a necessary component of what constitutes sound strategic business management and will therefore undertake every effort necessary to create awareness thereof within the organization.

On May 6, 2020, the Board of Directors of the Corporation approved the amendments to the Corporate Governance Manual in compliance with the Revised Corporation Code and related issuances.

Further, on October 28, 2020, the members of the Board as well as officers of the Company attended the corporate governance seminar via Zoom Webinar, entitled "2020 Annual Corporate Governance Seminar: Stay Updated in the New Normal" conducted by the Center for Training and Development, Inc. This is in compliance with SEC Memorandum Circulars No. 20-2013 and 2-2015 of the Securities and Exchange Commission.

The Company will submit its Integrated Annual Corporate Governance Report (I-ACGR) for the year ended December 31, 2020 on or before May 30, 2021, in compliance with SEC Memorandum Circular No. 15, Series of 2017.

PART V. EXHIBITS AND SCHEDULES

Item 14. Exhibits and Reports on SEC Form 17-C

SEC FORM 17 – C

Date of Filing	Reports
July 29, 2020	Amended Notice of Annual Meeting of the Stockholders of the Corporation to be held on 21 September 2020
September 21, 2020	Results of Annual Stockholders' Meeting held on 21 September 2020
September 21, 2020	Results of Organizational Meeting of the Board held on 21 September 2020

SIGNATURES

Pursuant to the requirements of Section 17 of the Code and Section 141 of the Corporation Code, this report is signed on behalf of the Issuer by the undersigned, thereunto duly authorized, in the City of Quezon City on 24 FEB 2021

By:

Bertram B. Lim
Chairman

Mark Andrew Y. Belo
Treasurer

Lorraine Belo-Cincochan
President-CEO

Atty. Arthur R. Ponsaran
Corporate Secretary

Atty. Sheila Pasicolan-Camerino
Compliance Officer

SUBSCRIBED AND SWORN to before me this 24 FEB 2021 in Quezon City affiants exhibiting to me their Passport, as follows:

NAMES	PASSPORT NO.	DATE OF ISSUE	PLACE OF ISSUE
Wilcon Depot, Inc.			
Bertram B. Lim			
Lorraine Belo-Cincochan			
Mark Andrew Y. Belo			
Arthur R. Ponsaran			
Sheila Pasicolan – Camerino			

Doc. No. 208
Page No. 43
Book No. 18
Series of 2021.

ATTY. ROGELIO S. BOLIVAR
NOTARY PUBLIC IN QUEZON CITY
AM Adm. Not. Com. No. NP-124 1-12-19 until 12-31-2020
Commission Extended until June 30, 2021
as per SC ENBANC B.M No. 3795 12/1/2020
IBP O.R. No. 132134 MD 2021 & IBP O.R. No. 133076 MC 2022
PTR O.R. No. 0695112 D 1/4/21 / Roll No. 33832 / TIN# 129-871-009
MCLE VI-0029583 valid from 12/16/19 Valid until 04/14/22 Quezon City
Address: 31-F Harvard St., Cubao, Q.C.

ANNEX B

COVER SHEET

for
AUDITED FINANCIAL STATEMENTS

SEC Registration Number

C	S	2	0	1	5	2	4	7	1	2
---	---	---	---	---	---	---	---	---	---	---

COMPANY NAME

W	I	L	C	O	N		D	E	P	O	T	,		I	N	C	.		D	O	I	N	G		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		(A		S	U	B	S	I	D	I	A	R	Y		o	f		
W	I	L	C	O	N		C	O	R	P	O	R	A	T	I	O	N		D	O	I	N	G		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		C	I	T	Y								
C	E	N	T	E	R)																																		

PRINCIPAL OFFICE (No./Street/Barangay/City/Town/Province)

N	O	.		9	0		E	.		R	O	D	R	I	G	U	E	Z		J	R	.		A	V	E	N	U	E	,										
B	R	G	Y	.		U	G	O	N		N	O	R	T	E	,		Q	U	E	Z	O	N		C	I	T	Y												

Form Type

A	A	F	S
---	---	---	---

Department requiring the report

C	R	M	D
---	---	---	---

Secondary License Type, if Applicable

N	/	A
---	---	---

COMPANY INFORMATION

Company's Email Address

wilcon2@wilcon.com.ph
compliance_wdi@wilcon.com.ph

Company's Telephone Number/s

(02) 8 634-8387

Mobile Number

(+63 919) 077 1878
(+63 917) 877 6612

No. of Stockholders

156

Annual Meeting (Month / Day)

September 21

Fiscal Year (Month / Day)

December 31

CONTACT PERSON INFORMATION

The designated contact person ***MUST*** be an Officer of the Corporation

Name of Contact Person

Mark Andrew Y. Belo

Email Address

wilcon2@wilcon.com.ph
compliance_wdi@wilcon.com.ph

Telephone Number/s

(02) 8 634-8387

Mobile Number

(+63 919) 077 1878
(+63 917) 877 6612

CONTACT PERSON'S ADDRESS

No. 90 E. Rodriguez Jr. Avenue, Brgy. Ugong Norte, Quezon City

NOTE 1: In case of death, resignation or cessation of office of the officer designated as contact person, such incident shall be reported to the Commission within thirty (30) calendar days from the occurrence thereof with information and complete contact details of the new contact person designated.

2: All Boxes must be properly and completely filled-up. Failure to do so shall cause the delay in updating the corporation's records with the Commission and/or non-receipt of Notice of Deficiencies. Further, non-receipt shall not excuse the corporation from liability for its deficiencies.

**“STATEMENT OF MANAGEMENT’S RESPONSIBILITY
FOR ANNUAL INCOME TAX RETURN”**

The management of WILCON DEPOT, INC. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS (the Company), a subsidiary of WILCON CORPORATION Doing Business under the Name and Style of WILCON CITY CENTER, is responsible for all information and representations contained in the Annual Income Tax Return as at and for the year ended December 31, 2020. Management is likewise responsible for all information and representations contained in the financial statements accompanying the Annual Income Tax Return covering the same reporting period. Furthermore, the management is responsible for all information and representations contained in all the other tax returns filed for the reporting period, including, but not limited, to the value added tax and/or percentage tax returns, withholding tax returns, documentary stamp tax returns, and any and all other tax returns.

In this regard, the management affirms that the attached audited financial statements as at and for the year ended December 31, 2020 and the accompanying Annual Income Tax Return are in accordance with the books and records of the Company, complete and correct in all material respects. Management likewise affirms that:

- (a) the Annual Income Tax Return has been prepared in accordance with the provisions of the National Internal Revenue Code, as amended, and pertinent tax regulations and other issuances of the Department of Finance and the Bureau of Internal Revenue;
- (b) any disparity of figures in the submitted reports arising from the preparation of financial statements pursuant to Philippine Financial Reporting Standards and the preparation of the income tax return pursuant to tax accounting rules has been reported as reconciling items and maintained in the Company’s books and records in accordance with the requirements of Revenue Regulations No. 8-2007 and other relevant issuances;
- (c) the Company has filed all applicable tax returns, reports and statements required to be filed under Philippine tax laws for the reporting period, and all taxes and other impositions shown thereon to be due and payable have been paid for the reporting period, except those contested in good faith.

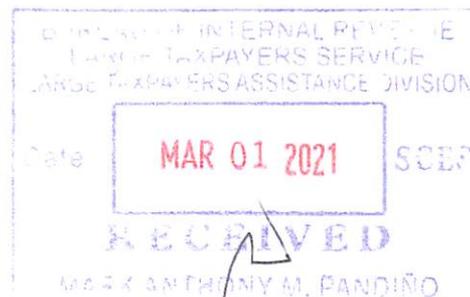
Signature: _____

Bertram B. Lim
Chairman

Signature: _____

Lorraine Belo-Cincochan
President-CEO

Signature: _____

Mark Andrew Y. Belo
Treasurer

WILCON

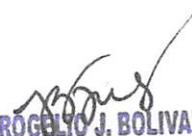
90 E. Rodriguez Jr. Ave., Ugong Norte Libis, Quezon City
Tels: 8634-8387 (connecting all departments)
Fax: 8636-2950, 8636-1837
Website: www.wilcon.com.ph

24 FEB 2021

SUBSCRIBED AND SWORN to before me this ____ day of _____ 20__ affiant(s)
exhibiting to me their Passport, as follows:

NAMES	PASSPORT NO.	DATE OF ISSUE	PLACE OF ISSUE
Bertram B. Lim			
Lorraine Belo-Cincochan			
Mark Andrew Y. Belo			

Doc. No. 207
Page No. 43;
Book No. 18;
Series No. 2021.


ATTY. ROGELIO J. BOLIVAR
NOTARY PUBLIC IN QUEZON CITY
AM Adm. Not. Com. No. NP-124 1-12-19 until 12-31-2020
Commission Extended until June 30, 2021
as per SC ENBANC B.M No. 3795 12/1/2020
IBP O.R. No. 132134 MD 2021 & IBP O.R. No. 133076 MD 2022
PTR O.R. No. 0695112 D 1/4/21 / Roll No. 33832 / TIN# 129-871-009
MCLE VI-0029583 valid from 12/16/19 Valid until 04/14/22 Quezon City
Address: 31-F Harvard St., Cubao, Q.C.

**STATEMENT OF MANAGEMENT'S RESPONSIBILITY
FOR FINANCIAL STATEMENTS**

The management of WILCON DEPOT, INC. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS (the Company), a subsidiary of WILCON CORPORATION Doing Business under the Name and Style of WILCON CITY CENTER is responsible for the preparation and fair presentation of the financial statements for the years ended December 31, 2020, 2019 and 2018, in accordance with the prescribed financial reporting framework indicated therein. This responsibility includes designing and implementing internal controls relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error, selecting and applying appropriate accounting policies, and making accounting estimates that are reasonable in the circumstances.

The Board of Directors or Trustees reviews and approves the financial statements and submit the same to the stockholders or members.

Reyes Tacandong & Co., the independent auditors, appointed by the stockholders has examined the financial statements of the company in accordance with Philippine Standards on Auditing, and in its report to the stockholders or members, has expressed its opinion on the fairness of presentation upon completion of such examination.

Signature _____

Bertram B. Lim
Chairman

Signature _____

Lorraine Belo-Cincochan
President-CEO

Signature _____

Mark Andrew Y. Belo
TreasurerSigned this 24th day of February 2021

SUBSCRIBED AND SWORN to before me this 24 FEB 2021 day of 20 affiant(s) exhibiting to me their Passport, as follows:

NAMES	PASSPORT NO.	DATE OF ISSUE	PLACE OF ISSUE
Bertram B. Lim			
Lorraine Belo-Cincochan			
Mark Andrew Y. Belo			

Doc. No. 207;
Page No. 42;
Book No. 18;
Series No. 2021.


ATTY. ROGELIO BOLIVAR
NOTARY PUBLIC IN QUEZON CITY
AM Adm. Not. Com. No. NP-124 1-12-19 until 12-31-2020
Commission Extended until June 30, 2021
as per SC ENBANC B.M No. 3795 12/1/2020
IBP O.R. No. 132134 MD 2021 & IBP O.R. No. 133076 MC 2022
PTR O.R. No. 0695112 D 1/4/21 / Roll No. 33832 / TIN# 129-871-009
MCLE VI-0029583 valid from 12/16/19 Valid until 04/14/22 Quezon City
Address: 31-F Harvard St., Cubao, Q.C.



**REPORT OF INDEPENDENT AUDITORS
TO ACCOMPANY FINANCIAL STATEMENTS FOR FILING WITH THE
BUREAU OF INTERNAL REVENUE**

The Stockholders and the Board of Directors
WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
No. 90 E. Rodriguez Jr. Avenue
Brgy. Ugong Norte, Quezon City

We have audited the accompanying financial statements of WILCON DEPOT, INC. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS (the Company), a subsidiary of WILCON CORPORATION Doing Business under the Name and Style of WILCON CITY CENTER, as at December 31, 2020 and 2019 and for the years ended December 31, 2020, 2019 and 2018, on which we have rendered our report dated February 24, 2021.

In compliance with Revenue Regulations V-20, we are stating that no partner of our Firm is related by consanguinity or affinity to the president, manager or principal stockholders of the Company.

REYES TACANDONG & Co.

Haydee M. Reyes

HAYDEE M. REYES

Partner

CPA Certificate No. 83522

Tax Identification No. 102-095-265-000

BOA Accreditation No. 4782; Valid until August 15, 2021

SEC Accreditation No. 83522-SEC Group A

Issued March 10, 2020

Valid for Financial Periods 2019 to 2023

BIR Accreditation No. 08-005144-006-2019

Valid until October 20, 2022

PTR No. 8534276

Issued January 5, 2021, Makati City



February 24, 2021
Makati City, Metro Manila

INDEPENDENT AUDITORS' REPORT

The Stockholders and the Board of Directors
WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
No. 90 E. Rodriguez Jr. Avenue
Brgy. Ugong Norte, Quezon City

Opinion

We have audited the accompanying financial statements of WILCON DEPOT, INC. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS (the Company), a subsidiary of WILCON CORPORATION Doing Business under the Name and Style of WILCON CITY CENTER, which comprise the statements of financial position as at December 31, 2020 and 2019, and the statements of comprehensive income, statements of changes in equity and statements of cash flows for the years ended December 31, 2020, 2019 and 2018, and notes to financial statements, including a summary of significant accounting policies.

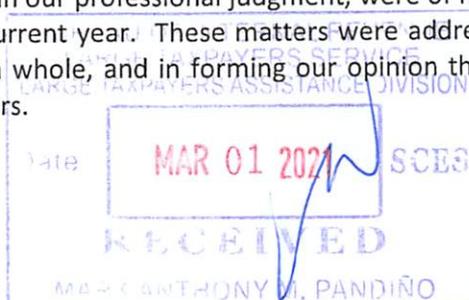
In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as at December 31, 2020 and 2019, and its financial performance and its cash flows for the years ended December 31, 2020, 2019 and 2018, in accordance with Philippine Financial Reporting Standards (PFRS).

Basis for Opinion

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

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current year. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.





Accounting for the Complete Recording and Valuation of Merchandise Inventories

Merchandise inventories, net of allowance for inventory write down and losses, amounted to ₱8,692.1 million as at December 31, 2020. The accounting for the complete recording and valuation of merchandise inventories are significant to our audit because merchandise inventories represent 31% of the total assets. Moreover, the Company also maintains around 48,000 stock keeping units (SKU) as at December 31, 2020. Due to the significant number of SKU, establishing the existence and completeness and determining the proper valuation of merchandise inventories requires an extensive monitoring and high degree of judgment and estimation.

Our procedures included, among others, review of design and implementation of key controls on inventory management, the observation of the conduct of the inventory count, test of inventory summarization, review of intervening transactions from date of inventory count to financial reporting date, review and test of inventory costing and the determination of the lower of cost or net realizable value of merchandise inventories.

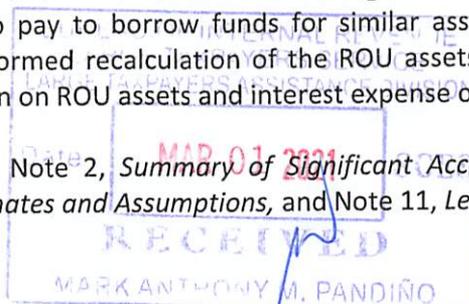
Necessary disclosures are included in Note 3, *Significant Accounting Judgments, Estimates and Assumptions*, and Note 8, *Merchandise Inventories*.

Accounting for Recognition and Measurement of Right-of-Use Assets and Lease Liabilities

Right-of-use (ROU) assets and lease liabilities amounted to ₱6,280.2 million and ₱6,786.9 million as at December 31, 2020, respectively. The accounting for the recognition and measurement of ROU assets and lease liabilities are significant to our audit because ROU assets and lease liabilities represent 22% of total assets and 53% of total liabilities, respectively. There were also significant additions amounting to ₱2,141.0 million and ₱2,114.8 million for ROU assets and lease liabilities, respectively, and resulting from the Company's store network expansion. In addition, the recognition and measurement of ROU assets and lease liabilities involves the exercise of significant management judgment and estimate that include, among others, (a) assessing whether a contract contains a lease; (b) determining the lease term; and (c) determining the appropriate discount rate.

Our procedures include, among others, review of design and implementation of key controls pertaining to leases, review of newly executed lease agreements to assess whether the arrangement contains a lease to be recognized as additional ROU assets and lease liabilities, and assessing the compliance of the Company with the required disclosures in the financial statements. We performed an assessment of the significant management judgment and estimates used in determining the ROU assets and lease liabilities through review of the significant provisions of the lease agreements. We assessed the reliability of the data used in the computation of the ROU assets and lease liabilities through inspection of the source document. We assessed the reasonableness of incremental borrowing rates used if it approximates the rate that the Company would have to pay to borrow funds for similar asset with similar term and security. On a test basis, we also performed recalculation of the ROU assets and lease liabilities and assessed reasonableness of amortization on ROU assets and interest expense on lease liabilities.

Necessary disclosures are included in Note 2, *Summary of Significant Accounting Policies*, Note 3, *Significant Accounting Judgments, Estimates and Assumptions*, and Note 11, *Lease Commitments*.





Other Information

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

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

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

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

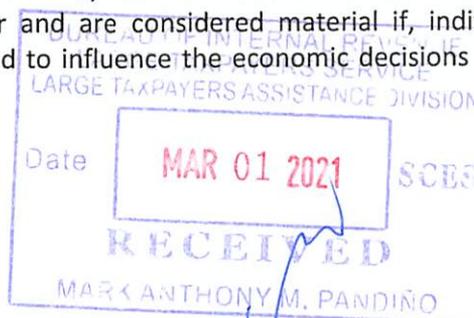
Management is responsible for the preparation and fair presentation of these financial statements in accordance with PFRS, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud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

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

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

Auditors' Responsibilities for the Audit of Financial Statements

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



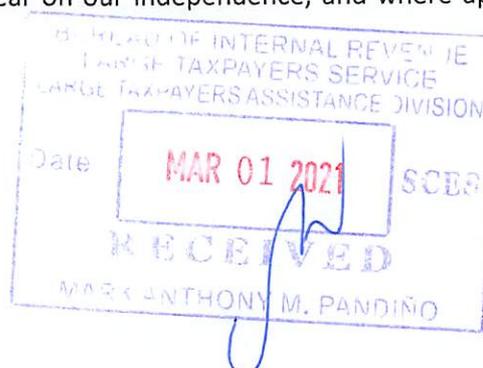


As part of an audit in accordance with PSA, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

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

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





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

REYES TACANDONG & Co.

HAYDEE M. REYES

Partner

CPA Certificate No. 83522

Tax Identification No. 102-095-265-000

BOA Accreditation No. 4782; Valid until August 15, 2021

SEC Accreditation No. 83522-SEC Group A

Issued March 10, 2020

Valid for Financial Periods 2019 to 2023

BIR Accreditation No. 08-005144-006-2019

Valid until October 20, 2022

PTR No. 8534276

Issued January 5, 2021, Makati City

February 24, 2021

Makati City, Metro Manila

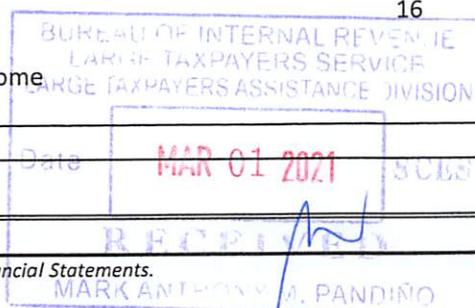


WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION
Doing Business under the Name and Style of WILCON CITY CENTER)

STATEMENTS OF FINANCIAL POSITION

		December 31	
	Note	2020	2019
ASSETS			
Current Assets			
Cash and cash equivalents	5	P1,854,893,411	P1,462,042,311
Short-term investments	6	2,755,969,767	616,490,311
Trade and other receivables	7	416,198,536	439,901,662
Merchandise inventories	8	8,692,127,615	9,517,537,128
Investment in retail treasury bond	6	-	2,253,523,133
Other current assets	9	670,615,142	732,935,532
Total Current Assets		14,389,804,471	15,022,430,077
Noncurrent Assets			
Property and equipment	10	6,757,351,004	4,981,367,129
Right-of-use assets	11	6,280,165,526	5,260,470,198
Net deferred tax assets	19	414,219,401	333,740,211
Other noncurrent assets	12	376,075,576	639,043,835
Total Noncurrent Assets		13,827,811,507	11,214,621,373
		P28,217,615,978	P26,237,051,450
LIABILITIES AND EQUITY			
Current Liabilities			
Trade and other payables	13	P5,578,277,870	P5,530,142,228
Income tax payable		205,319,302	283,254,451
Current portion of lease liabilities	11	1,837,560,851	1,423,074,043
Current portion of long-term debt	14	20,000	-
Total Current Liabilities		7,621,178,023	7,236,470,722
Noncurrent Liabilities			
Lease liabilities - net of current portion	11	4,949,331,695	4,063,408,162
Net retirement liability	15	337,412,956	275,650,904
Long-term debt	14	-	20,000
Total Noncurrent Liabilities		5,286,744,651	4,339,079,066
Total Liabilities		12,907,922,674	11,575,549,788
Equity			
Capital stock	16	4,099,724,116	4,099,724,116
Additional paid-in capital		5,373,738,427	5,373,738,427
Other comprehensive income		573,542	63,275,338
Retained earnings		5,835,657,219	5,124,763,781
Total Equity		15,309,693,304	14,661,501,662
		P28,217,615,978	P26,237,051,450

See accompanying Notes to Financial Statements.

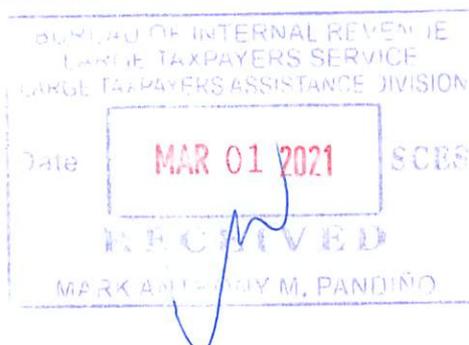


WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION
Doing Business under the Name and Style of WILCON CITY CENTER)

STATEMENTS OF COMPREHENSIVE INCOME

	Note	Years Ended December 31		
		2020	2019	2018
NET SALES		P22,628,883,188	P24,476,094,604	P21,041,433,928
COST OF SALES	8	(14,847,160,308)	(16,300,223,396)	(14,438,334,301)
GROSS INCOME		7,781,722,880	8,175,871,208	6,603,099,627
OPERATING EXPENSES	17	(5,738,019,171)	(5,395,669,570)	(4,420,552,891)
INTEREST EXPENSE	14	(429,019,510)	(300,371,698)	(2,345,308)
OTHER INCOME - Net	18	435,322,255	462,750,174	359,472,440
INCOME BEFORE INCOME TAX		2,050,006,454	2,942,580,114	2,539,673,868
INCOME TAX EXPENSE (BENEFIT)	19			
Current		656,279,581	964,287,588	725,998,406
Deferred		(55,116,906)	(146,322,479)	(21,736,924)
		601,162,675	817,965,109	704,261,482
NET INCOME		1,448,843,779	2,124,615,005	1,835,412,386
OTHER COMPREHENSIVE INCOME (LOSS)				
<i>Item not to be reclassified to profit or loss -</i>				
Remeasurement loss on retirement liability, net of deferred income tax	15	(59,178,663)	(116,428,759)	(3,333)
<i>Item to be reclassified to profit or loss -</i>				
Unrealized gain (loss) on fair value changes of investment in retail treasury bond	6	(3,523,133)	96,802,027	(90,225,514)
		(62,701,796)	(19,626,732)	(90,228,847)
TOTAL COMPREHENSIVE INCOME		P1,386,141,983	P2,104,988,273	P1,745,183,539
BASIC AND DILUTIVE EARNINGS PER SHARE	22	P0.35	P0.52	P0.45

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)

STATEMENTS OF CHANGES IN EQUITY

	Note	Years Ended December 31		
		2020	2019	2018
CAPITAL STOCK	16	P4,099,724,116	P4,099,724,116	P4,099,724,116
ADDITIONAL PAID-IN CAPITAL		5,373,738,427	5,373,738,427	5,373,738,427
OTHER COMPREHENSIVE INCOME				
Cumulative Remeasurement Gains on Retirement Liability				
	15			
Balance at beginning of year		59,752,205	176,180,964	176,184,297
Remeasurement loss, net of deferred income tax		(59,178,663)	(116,428,759)	(3,333)
Balance at end of year		573,542	59,752,205	176,180,964
Cumulative Unrealized Gain (Loss) on Fair Value Changes of Investment in Retail Treasury Bond				
Balance at beginning of year		3,523,133	(93,278,894)	(3,053,380)
Unrealized gain (loss)	6	(3,523,133)	96,802,027	(90,225,514)
Balance at end of year		-	3,523,133	(93,278,894)
		573,542	63,275,338	82,902,070
RETAINED EARNINGS				
Balance at beginning of year		5,124,763,781	3,656,104,636	2,271,661,903
Net income		1,448,843,779	2,124,615,005	1,835,412,386
Cash dividends	16	(737,950,341)	(655,955,860)	(450,969,653)
Balance at end of year		5,835,657,219	5,124,763,781	3,656,104,636
		P15,309,693,304	P14,661,501,662	P13,212,469,249

See accompanying Notes to Financial Statements.

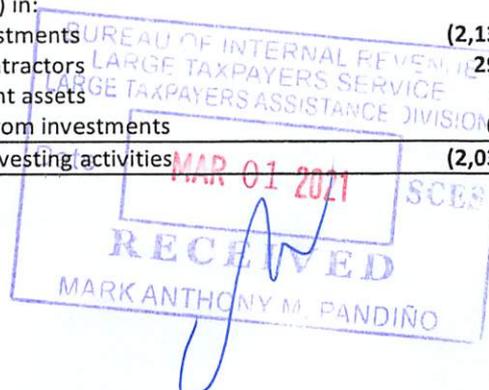


WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT and WILCON HOME ESSENTIALS
(A Subsidiary of WILCON CORPORATION
Doing Business under the Name and Style of WILCON CITY CENTER)

STATEMENTS OF CASH FLOWS

	Note	Years Ended December 31		
		2020	2019	2018
CASH FLOWS FROM OPERATING ACTIVITIES				
Income before income tax		P2,050,006,454	P2,942,580,114	P2,539,673,868
Adjustments for:				
Depreciation and amortization	10	1,820,548,832	1,133,175,160	164,851,981
Interest expense	14	429,019,510	300,371,698	2,345,308
Rent concession	11	(100,926,407)	-	-
Interest income	5	(55,135,122)	(151,484,892)	(194,531,047)
Retirement benefits	15	44,909,067	23,088,535	23,521,289
Provision (reversal of allowance) for impairment losses on receivables	7	15,718,838	11,768,506	26,254,535
Gain on sale of:				
Property and equipment		(54,911)	-	-
Investment in retail treasury bond	6	-	(1,611,403)	-
Reversal of allowance for inventory write-down and losses	8	-	(33,337,395)	-
Direct write-off of receivables		-	-	50,149
Operating income before working capital changes		4,204,086,261	4,224,550,323	2,562,166,083
Decrease (increase) in:				
Trade and other receivables		(8,066,633)	(150,757,101)	(30,882,622)
Merchandise inventories		825,409,513	(2,153,143,193)	(362,912,433)
Other current assets		(9,921,590)	(202,453,628)	(86,408,752)
Increase in trade and other payables		48,135,690	1,677,224,400	510,014,364
Net cash generated from operations		5,059,643,241	3,395,420,801	2,591,976,640
Income tax paid		(688,174,095)	(802,776,612)	(581,608,431)
Contributions to retirement plan	15	(67,687,961)	(32,192,264)	(37,633,926)
Interest received from cash in banks		1,678,673	1,365,854	1,426,985
Retirement benefits paid	15	-	(1,584,356)	(1,753,646)
Net cash provided by operating activities		4,305,459,858	2,560,233,423	1,972,407,622
CASH FLOWS FROM INVESTING ACTIVITIES				
Additions to:				
Property and equipment	10	(2,465,873,741)	(2,618,466,105)	(2,065,776,777)
Computer software	12	(37,118,258)	(30,334,944)	(31,904,348)
Net proceeds from:				
Maturity and disposal of investment in retail treasury bond	4	2,250,000,000	751,611,403	-
Disposal of property and equipment		200,000	-	-
Decrease (increase) in:				
Short-term investments		(2,139,479,457)	(616,490,311)	600,580,715
Advances to contractors		295,155,343	(63,242,424)	(99,519,131)
Other noncurrent assets		(4,531,346)	(40,558,137)	106,217,615
Interest received from investments		69,507,372	157,391,546	200,238,033
Net cash used in investing activities		(2,032,140,087)	(2,460,088,972)	(1,290,163,893)

(Forward)



		Years Ended December 31		
	Note	2020	2019	2018
CASH FLOWS FROM FINANCING ACTIVITIES				
Payments of:				
Lease liabilities	11	(P1,142,517,417)	(P824,218,626)	P-
Cash dividends	16	(737,950,341)	(655,955,860)	(450,969,653)
Interest on long-term debt		(913)	(1,178)	(2,574,163)
Long-term debt	14	-	-	(403,441,539)
Cash used in financing activities		(1,880,468,671)	(1,480,175,664)	(856,985,355)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS		392,851,100	(1,380,031,213)	(174,741,626)
CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR		1,462,042,311	2,842,073,524	3,016,815,150
CASH AND CASH EQUIVALENTS AT END OF YEAR	5	P1,854,893,411	P1,462,042,311	P2,842,073,524

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

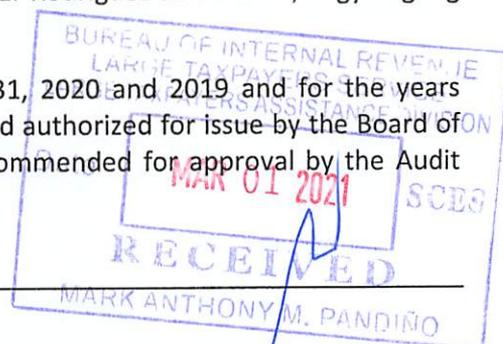
WILCON DEPOT, INC. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS (the Company) was incorporated in the Philippines and registered with the Securities and Exchange Commission (SEC) on December 17, 2015. The Company is engaged in buying and selling of all kinds of goods, 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 Parent Company is primarily engaged in acquiring and investing stock or securities of government agencies or public or private corporation, and in personal property of all kinds. 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 Notes 4 and 16).

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

The financial statements of the Company as at December 31, 2020 and 2019 and for the years ended December 31, 2020, 2019 and 2018 were approved and authorized for issue by the Board of Directors (BOD) on February 24, 2021, as reviewed and recommended for approval by the Audit Committee on the same date.



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 investment in retail treasury bond (RTB) that is measured at fair value, net retirement liability that 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 explained in the foregoing.

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

- Note 6, *Investments*
- Note 24, *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.

Effective for annual periods beginning on or after January 1, 2020:

- Amendments to References to the Conceptual Framework in PFRS – The amendments include a new chapter on measurement; guidance on reporting financial performance; improved definitions and guidance-in particular the definition of a liability; and clarifications in important areas, such as the roles of stewardship, prudence and measurements uncertainty in financial reporting. The amendments should be applied retrospectively unless retrospective application would be impracticable or involve undue cost or effort.

- Amendments to PAS 1, *Presentation of Financial Statements* and PAS 8, *Accounting Policies, Changes in Accounting Estimates and Errors - Definition of Material* – The amendments clarify the definition of “material” and how it should be applied by companies in making materiality judgments. The amendments ensure that the new definition is consistent across all PFRS standards. Based on the new definition, an information is “material” if omitting, misstating or obscuring it could reasonably be expected to influence the decisions that the primary users of general-purpose financial statements make on the basis of those financial statements.

Effective for annual periods beginning on or after June 1, 2020 –

- Amendments to PFRS 16, *Leases – Covid-19 Related Rent Concessions* – The amendments provide practical expedient to lessees from applying the requirements on lease modifications under PFRS 16 for eligible rent concessions that is a direct consequence of 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, i.e., as a variable lease payment. The amendments do not affect lessors. Earlier application of the amendments is permitted.

Due to the impact of the Covid-19 pandemic, the Company received rent concession from its lessors related to its leases of land and buildings. Accordingly, the Company has applied the practical expedient to all Covid-19 related rent concessions that meet all of the following criteria:

- the change in lease payments results in revised consideration for the lease that is substantially the same as, or less than, the consideration for the lease immediately preceding the change;
- any reduction in lease payments affects only payments originally due on or before June 30, 2021 ; and
- there is no substantive change to other terms and conditions of the lease.

The Company is no longer required to remeasure the lease liabilities to reflect the revised consideration using a revised discount rate. Instead, the effect of the change in the lease liabilities is reflected in profit or loss in the year in which the event or condition that triggers the rent concession occurs. The amount of reduction in lease liabilities that was recognized in profit or loss amounted to ₱100.9 million in 2020 (see Note 11).

Under prevailing circumstances, the adoption of the foregoing amended PFRS did not have a material effect on the financial statements of the Company, except for the amendments to PFRS 16. 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 for the year ended December 31, 2020 and have not been applied in preparing the financial statements, are summarized below.

Effective for annual period beginning on or after January 1, 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. The amendments must be applied retrospectively to items of property, plant and equipment made available for use on or after the beginning of the earliest period presented when an entity first applies the amendment.

- Amendments to PAS 37, *Onerous Contracts - Cost of Fulfilling a Contract* – The amendments clarify that for the purpose of assessing whether a contract is onerous, the cost of fulfilling a contract comprises both the incremental costs of fulfilling that contract and an allocation of costs directly related to contract activities. The amendments apply to contracts existing at the date when the amendments are first applied. At the date of initial application, the cumulative effect of applying the amendments is recognized as an opening balance adjustment to retained earnings or other components of equity. Accordingly, the comparatives are not restated. Earlier application is permitted.

Annual Improvements to PFRS 2018 to 2020 Cycle:

- Amendments to PFRS 9, *Financial Instruments - Fees in the '10 per cent' Test for Derecognition of Financial Liabilities* – The amendment clarifies which fees an entity includes 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 amendments apply to financial liabilities that are modified or exchanged on or after the beginning of the annual reporting period in which the entity first applies the amendments. Earlier application is permitted.
- Amendments to PFRS 16, *Leases - Lease Incentives* – The amendment removes from the 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.

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

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 (financial asset at FVOCI). The classification of financial asset largely depends on the Company's business model and its contractual cash flow characteristics.

As at December 31, 2020 and 2019, the Company does not have financial assets measured at FVPL.

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 December 31, 2020 and 2019, the cash and cash equivalents, short-term investments, trade and other receivables (excluding advances to suppliers, and 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.

Financial Assets at FVOCI. Financial assets at FVOCI which pertain to debt instrument, is measured at fair value through other comprehensive income if both of the following conditions are met:

- the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling the financial assets; 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, interest income (calculated using the effective interest rate method), foreign currency gains or losses and impairment losses of debt instrument measured at FVOCI are recognized directly in profit or loss. Changes in the fair value of these instruments are recognized in other comprehensive income and accumulated in equity. When the financial asset is derecognized, the cumulative gains or losses previously recognized in other comprehensive income are reclassified from equity to profit or loss as a reclassification adjustment.

As at December 31 2019, this category includes investment in RTB.

Impairment. The Company recognizes an allowance for expected credit loss (ECL) for all debt instruments not measured at FVPL. 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 debt instruments at FVOCI and 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.

For a financial asset reclassified out of the financial assets at FVOCI category to financial assets at amortized cost, any gain or loss previously recognized in other comprehensive income, and any difference between the new amortized cost and maturity amount, are amortized to profit or loss over the remaining life of the financial asset using the effective interest method.

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 December 31, 2020 and 2019, 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 December 31, 2020 and 2019, the long-term debt, lease liabilities and trade and other payables (excluding statutory liabilities, unredeemed gift certificates and unearned revenue) 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 value 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 reversals, if any, of write-down of inventories arising from an increase in net realizable value are 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), materials and supplies, prepaid expenses, input VAT, and container deposits.

Deferred Input VAT. Deferred input VAT represents the unamortized amount of input VAT on capital goods and input VAT on consigned goods already sold and other accruals, wherein the suppliers' invoices are received subsequently. Deferred input VAT that are expected to be claimed against output VAT for no more than 12 months after the reporting date are classified as current assets. Otherwise, these are classified as noncurrent assets.

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.

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 statement of financial position.

Container deposits. Container deposits qualify as financial assets and are disclosed under financial instruments. These are measured at cost less any impairment in value.

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	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 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.

The estimated useful life of solar panels installed in the leased and owned buildings is 15 years.

In 2019, the Company changed the estimated useful lives of buildings and leasehold improvements covered with lease agreements with related parties and third parties on land, buildings and retail and office units from 20 years to 15 years and from five to three years, respectively, to align with the lease terms for land, buildings and retail and office units of 15 years and three years (as amended for certain lease agreements).

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

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected 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) includes cumulative unrealized gain (loss) on fair value changes of investment in RTB and 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 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
- 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
- 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
- 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 reward 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.

Policies prior to January 1, 2019. The determination of whether the arrangement is, or contains a lease is based on the substance of the arrangement at inception date of whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets or the arrangement conveys a right to use the asset. A reassessment is made after inception on the lease only if one of the following applies:

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

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

Leases where a significant portion of the risks and reward 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 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 considered to be 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. The 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 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, computer software and transportation equipment. Until December 31, 2018, the Company accounts for these lease agreements as operating leases. Rent expense on operating leases amounted to ₱919.9 million in 2018 (see Note 11).

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.

Starting January 1, 2019, all the existing leases of the Company, except for short-term lease on transportation equipment and leases on land and buildings with less than 12 months term at transition, qualified 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 adoption of PFRS 16.

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 4.31% to 8.31% 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 and discount rates.

Interest expense on lease liabilities amounted to ₱429.0 million and ₱300.4 million in 2020 and 2019, respectively. Amortization on ROU assets amounted to ₱1,121.3 million and ₱721.3 million in 2020 and 2019, respectively (see Note 11).

Rent expense on short-term lease on transportation equipment and leases on land and buildings with less than 12 months term amounted to ₱116.8 million and ₱331.8 million in 2020 and 2019, respectively (see Note 11).

As at December 31, 2020 and 2019, ROU assets amounted to ₱6,280.2 million and ₱5,260.5 million, respectively (see Note 11).

As at December 31, 2020 and 2019, lease liabilities amounted to ₱6,786.9 million and ₱5,486.5 million, respectively (see Note 11).

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 ₱42.8 million, ₱30.4 million and ₱20.1 million in 2020, 2019 and 2018, respectively (see Note 11).

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.

Determining Fair Value of Investment in RTB. The Company carries the financial asset at fair value, which requires the use of accounting estimates and judgment. In cases when active market quotes are not available, fair value is determined by reference to the current market value of another instrument which is substantially the same or is calculated based on the expected cash flows of the underlying net base of the instrument. The amount as a result of changes in fair value would differ if the Company utilized different valuation methods and assumptions. Any change in fair value of these financial assets would affect other comprehensive income.

The Company's investment was valued using the active quoted price. The investment has matured on April 11, 2020 and the proceeds from maturity amounted to ₱2,269.1 million that include interest income earned until maturity amounting to ₱19.1 million (see Note 6).

Assessing Impairment of Trade and Other Receivables. Starting 2019, the Company adopted the simplified approach in measuring ECL based on lifetime expected credit losses on its trade receivables. The Company has established a provision matrix that uses historical credit loss experience adjusted for forward-looking factors, as appropriate.

Net provision for impairment losses recognized in 2020, 2019 and 2018 amounted to ₱15.7 million, ₱11.8 million and ₱26.2 million, respectively (see Note 7).

Based on management assessment, the allowance for impairment losses of trade and other receivables as at December 30, 2020 and 2019 is adequate to cover for possible losses.

The carrying amount of trade and other receivables (excluding advances to suppliers and officers and employees) amounted to ₱283.8 million and ₱383.0 million as at December 31, 2020 and 2019, respectively (see Note 7). Allowance for impairment losses amounted to ₱64.6 million and ₱75.2 million as at December 31, 2020 and 2019, respectively (see Note 7).

Assessing Estimated 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 in 2020, 2019 and 2018.

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

	Note	2020	2019
Security deposits	12	₱150,319,561	₱141,734,449
Electricity deposits	12	55,904,507	47,922,896
Container deposits	9	8,010,715	8,010,715
		₱214,234,783	₱197,668,060

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 12).

Determining 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 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 ₱8,692.1 million and ₱9,517.5 million as at December 31, 2020 and 2019, respectively (see Note 8). Net reversal of allowance and provision for inventory write-down and losses amounted to ₱33.3 million in 2019. No reversal of allowance and provision for inventory write-down and losses was recognized in 2020 and 2018 (see Note 8). Allowance for inventory write-down and losses amounted to ₱97.5 million at December 31, 2020 and 2019 (see Note 8).

Estimating 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 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.

In 2019, the Company changed the estimated useful lives of buildings and leasehold improvements covered with lease agreements with related parties and third parties on land, buildings and retail and office units from 20 years to 15 years and from five to three years, respectively, to align with the lease terms for land, buildings and retail and office units of 15 years and three years (as amended for certain lease agreements). The change in estimate is effective January 1, 2019. The effect of the change in estimated useful lives of buildings and leasehold improvements resulted to an increase in depreciation and amortization by ₱50.0 million for the year ended December 31, 2019.

There is no change in estimated useful lives of property and equipment and computer software in 2020. The carrying amount of depreciable property and equipment and computer software follows:

	Note	2020	2019
Property and equipment*	10	₱5,464,437,041	₱4,227,821,977
Computer software	12	113,938,210	86,282,472
		₱5,578,375,251	₱4,314,104,449

*Excluding construction in progress amounting to ₱1,292.9 million and ₱753.5 million as at December 31, 2020 and 2019, respectively.

Assessing Impairment of Nonfinancial Assets. The Company assesses any impairment on its nonfinancial assets whenever events or changes in circumstances indicate that the carrying value 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 value of nonfinancial assets may be impaired. Accordingly, no impairment loss was recognized in 2020, 2019 and 2018.

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

	Note	2020	2019
Property and equipment	10	₱6,757,351,004	₱4,981,367,129
ROU assets	11	6,280,165,526	5,260,470,198
Input VAT (including deferred input VAT)	9, 12	396,846,644	496,684,081
Computer software	12	113,938,210	86,282,472
		₱13,548,301,384	₱10,824,803,880

Determining 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 15 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 ₱44.9 million and ₱23.1 million as at December 31, 2020 and 2019, respectively (see Note 15).

Net retirement liability amounted to ₱337.4 million and ₱275.7 million as at December 31, 2020 and 2019, respectively (see Note 15).

Assessing 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.

Deferred tax assets (gross) amounted to ₱414.2 million and ₱338.2 million as at December 31, 2020 and 2019, respectively (see Note 19).

4. Initial Public Offering

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 Notes 1 and 16).

Portion of the net proceeds from the IPO were used to settle short-term and long-term loans, construct store for the Company's network expansion and pay general corporate expenses.

Details of unapplied proceeds from the IPO are as follows:

	2020	2019
Cash in designated bank accounts for offering proceeds	₱23,159,164	₱37,372,360
Money market placements	250,069,413	-
Funds from various regular bank accounts	(171,878,492)	(886,703,388)
Investment in RTB (at face value)	-	2,250,000,000
	₱101,350,085	₱1,400,668,972

The fair value of investment in RTB as at December 31, 2019 amounted to ₱2,253.5 million (see Note 6).

The investment in RTB with face value amounting to ₱2,250.0 million matured on April 11, 2020. The proceeds amounting to ₱2,269.1 million, which includes interest of ₱19.1 million, were used to reimburse the funds from regular bank accounts that were used for the store network expansion project.

Interest income from investment in RTB amounted to ₱19.1 million, ₱95.6 million and ₱99.5 million in 2020, 2019 and 2018, respectively.

The unapplied proceeds will be used for the store network expansion project of the Company, which are expected to be completed by 2021.

5. Cash and Cash Equivalents

This account consists of:

	2020	2019
Cash on hand	₱32,475,943	₱8,779,283
Cash in banks	1,321,417,468	1,453,263,028
Cash equivalents	501,000,000	-
	₱1,854,893,411	₱1,462,042,311

Cash in banks earn interest at prevailing bank deposit rates. Cash Equivalents represent money market placements with interest ranging from 1.15% to 4.00%.

Details of interest income are as follows:

	Note	2020	2019	2018
Short-term investments	6	₱23,869,491	₱2,158,872	₱1,733,894
Investment in RTB	6	19,125,000	95,565,569	99,450,000
Cash and cash equivalents		12,140,631	53,760,451	93,347,153
	18	₱55,135,122	₱151,484,892	₱194,531,047

6. Investments

Short-term Investments

Short-term investments amounting to ₱2,756.0 million and ₱616.5 million as at December 31, 2020 and 2019, respectively, represent money market placements, which bears interest from 1.15% to 4.00%.

Interest income from these investments amounted to ₱23.9 million, ₱2.2 million and ₱1.7 million in 2020, 2019 and 2018, respectively (see Note 5).

Investment in RTB

Investment in RTB, which was classified as financial asset at FVOCI, amounting ₱2,253.5 million as at December 31, 2019 with annual interest of 4.25%, has matured on April 11, 2020.

Fair value changes of investment in RTB amounted to unrealized loss of ₱3.5 million and ₱90.2 million in 2020, 2018, respectively, while unrealized gain of ₱96.8 million in 2019.

In 2019, portion of investment in RTB amounting to ₱750.0 million was sold for ₱751.6 million that resulted to gain on sale amounting to ₱1.6 million.

Interest income earned from investment in RTB amounted to ₱19.1 million, ₱95.6 million and ₱99.5 million in 2020, 2019 and 2018, respectively (see Note 5).

7. Trade and Other Receivables

Details of this account are as follows:

	Note	2020	2019
Trade:			
Third parties		₱250,754,008	₱366,209,326
Related parties	21	1,882,426	1,589,088
Advances to suppliers		101,086,218	44,311,064
Advances to officers and employees		31,328,696	12,630,795
Rent receivables	11	18,475,706	6,055,351
Accrued interest		3,813,570	19,864,492
Others		73,465,482	64,459,448
		480,806,106	515,119,564
Allowance for impairment losses		(64,607,570)	(75,217,902)
		₱416,198,536	₱439,901,662

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

Advances to suppliers pertain to advance payments on purchases of trade and nontrade goods and services.

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 and cash equivalents, short-term investments and investment in RTB.

Others mainly pertain to marketing support granted by suppliers.

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

	2020	2019	2018
Balance at beginning of year	₱75,217,902	₱63,449,396	₱37,382,126
Write-off	(26,329,170)	–	(187,265)
Provision	15,718,838	11,768,506	30,505,826
Reversal	–	–	(4,251,291)
Balance at end of year	₱64,607,570	₱75,217,902	₱63,449,396

Based on management assessment, the allowance for impairment losses on receivables as at December 31, 2020 and 2019 is adequate to cover for possible losses

8. Merchandise Inventories

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

	2020	2019
At cost	P8,649,939,664	P9,449,683,308
At NRV	42,187,951	67,853,820
	P8,692,127,615	P9,517,537,128

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 P139.7 million and P165.3 million as at December 31, 2020 and 2019, respectively.

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

	2020	2019	2018
Beginning of year	P97,489,151	P130,826,546	P130,826,546
Reversal	-	(33,337,395)	-
Balance at end of year	P97,489,151	P97,489,151	P130,826,546

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 P14,847.2 million, P16,300.2 million, and P14,438.3 million in 2020, 2019 and 2018, respectively, including any reversal of allowance and provision for inventory write-down and losses.

9. Other Current Assets

Details of this account are as follows:

	2020	2019
Current deferred input VAT	P343,895,227	P391,159,640
Materials and supplies	198,943,033	159,906,892
Prepaid expenses	110,019,523	123,573,994
Input VAT	9,746,644	50,284,291
Container deposits	8,010,715	8,010,715
	P670,615,142	P732,935,532

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.

10. Property and Equipment

Details and movements of this account are as follows:

	2020					Total
	Buildings and Improvements	Furniture and Equipment	Leasehold Improvements	Transportation Equipment	Construction in Progress	
Cost						
Balance at beginning of year	₱3,263,751,108	₱1,167,464,751	₱480,512,334	₱41,686,017	₱753,545,152	₱5,706,959,362
Additions	–	189,380,320	–	5,068,036	2,271,425,385	2,465,873,741
Reclassifications	1,157,913,863	55,821,409	518,321,302	–	(1,732,056,574)	–
Disposal	–	–	–	(223,214)	–	(223,214)
Balance at end of year	4,421,664,971	1,412,666,480	998,833,636	46,530,839	1,292,913,963	8,172,609,889
Accumulated Depreciation and Amortization						
Balance at beginning of year	217,915,439	404,754,613	87,460,251	15,461,930	–	725,592,233
Depreciation and amortization	251,520,538	239,867,259	189,501,491	8,855,489	–	689,744,777
Disposal	–	–	–	(78,125)	–	(78,125)
Balance at end of year	469,435,977	644,621,872	276,961,742	24,239,294	–	1,415,258,885
Carrying Value	₱3,952,228,994	₱768,044,608	₱721,871,894	₱22,291,545	₱1,292,913,963	₱6,757,351,004
	2019					Total
	Buildings and Improvements	Furniture and Equipment	Leasehold Improvements	Transportation Equipment	Construction in Progress	
Cost						
Balance at beginning of year	₱1,843,096,812	₱704,127,389	₱121,409,402	₱36,078,694	₱383,780,960	₱3,088,493,257
Additions	–	293,363,348	1,941,856	5,607,323	2,317,553,578	2,618,466,105
Reclassifications	1,420,654,296	169,974,014	357,161,076	–	(1,947,789,386)	–
Balance at end of year	3,263,751,108	1,167,464,751	480,512,334	41,686,017	753,545,152	5,706,959,362
Accumulated Depreciation and Amortization						
Balance at beginning of year	47,962,174	240,786,447	24,978,726	7,605,070	–	321,332,417
Depreciation and amortization	169,953,265	163,968,166	62,481,525	7,856,860	–	404,259,816
Balance at end of year	217,915,439	404,754,613	87,460,251	15,461,930	–	725,592,233
Carrying Value	₱3,045,835,669	₱762,710,138	₱393,052,083	₱26,224,087	₱753,545,152	₱4,981,367,129

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 2021.

As at December 31, 2020, the amount of contractual commitment related to the construction in progress amounted to ₱642.1 million

Depreciation and amortization are summarized below:

	Note	2020	2019	2018
ROU assets	11	₱1,121,341,535	₱721,331,179	₱-
Property and equipment		689,744,777	404,259,816	158,676,639
Computer software	12	9,462,520	7,584,165	6,175,342
	17	₱1,820,548,832	₱1,133,175,160	₱164,851,981

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

	2020	2019	2018
ROU assets	₱244,207,456	₱-	₱-
Property and equipment	181,584,118	73,372,335	65,140,196
	₱425,791,574	₱73,372,335	₱65,140,196

11. 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 (as amended for certain lease agreements in 2018) 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 ₱150.3 million and ₱141.7 million as at December 31, 2020 and 2019, respectively (see Note 12). Accrued rent and advance rent amounting to ₱143.9 million and ₱54.9 million were reclassified as part of ROU assets upon the adoption of PFRS 16 January 1, 2019.

Amounts recognized in profit and loss:

	Note	2020	2019	2018
Amortization on ROU assets	10	₱1,121,341,535	₱721,331,179	₱-
Interest on lease liabilities	14	429,018,646	300,370,584	-
Rent expense	17	116,777,063	331,775,281	919,910,158
Rent concession	18	(100,926,407)	-	-
		₱1,566,210,837	₱1,353,477,044	₱919,910,158

Rent expense in 2020 pertains to variable lease payments pertaining to real property taxes on leased properties from a related parties, and short-term leases.

Movements in the ROU assets are presented below:

		2020					
	Note	Land	Land and Buildings	Buildings	Retail and Office Units	Computer Software	Total
Cost							
Balances as at January 1, 2020		P3,480,129,245	P2,066,847,254	P347,168,152	P48,742,662	P38,914,064	P5,981,801,377
Additions		1,463,112,968	549,750,276	14,211,484	113,962,135	-	2,141,036,863
Balance as at end of year		4,943,242,213	2,616,597,530	361,379,636	162,704,797	38,914,064	8,122,838,240
Amortization							
Balances as at January 1, 2020		212,640,047	406,764,729	50,251,887	34,379,377	17,295,139	721,331,179
Amortization	10	304,153,052	661,038,609	97,541,115	41,313,620	17,295,139	1,121,341,535
Balances as at end of the year		516,793,099	1,067,803,338	147,793,002	75,692,997	34,590,278	1,842,672,714
Carrying Value	3	P4,426,449,114	P1,548,794,192	P213,586,634	P87,011,800	P4,323,786	P6,280,165,526
		2019					
	Note	Land	Land and Buildings	Buildings	Retail and Office Units	Computer Software	Total
Balances as at January 1, 2019		P2,051,625,685	P337,213,138	P32,754,890	P48,742,662	P-	P2,470,336,375
Additions		1,428,503,560	1,729,634,116	314,413,262	-	38,914,064	3,511,465,002
Amortization	10	(212,640,047)	(406,764,729)	(50,251,887)	(34,379,377)	(17,295,139)	(721,331,179)
Carrying Value	3	P3,267,489,198	P1,660,082,525	P296,916,265	P14,363,285	P21,618,925	P5,260,470,198

Movements in the lease liabilities are presented below:

	Note	2020	2019
Balance at beginning of the year	3	₱5,486,482,205	₱2,559,379,229
Additions		2,114,835,519	3,450,951,018
Payments		(1,142,517,417)	(824,218,626)
Interest expense		429,018,646	300,370,584
Rent concession	18	(100,926,407)	-
Balance at end of the year	3	6,786,892,546	5,486,482,205
Current portion		1,837,560,851	1,423,074,043
Noncurrent portion		₱4,949,331,695	₱4,063,408,162

Due to the impact of the Covid-19 pandemic, the Company received rent concession from its lessors related to its leases of land and buildings. The Company adopted the amendments to PFRS 16 upon its effectivity by applying the practical expedient. The amount of reduction in lease liabilities that was recognized in profit or loss amounted to ₱100.9 million in 2020.

As at December 31, 2020 and 2019, the future minimum lease payments are as follows:

	2020	2019
Less than one year	₱1,352,199,267	₱1,052,346,262
Between one and five years	2,817,510,039	2,399,900,326
More than five years	6,123,678,243	4,301,826,984
	₱10,293,387,549	₱7,754,073,572

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 ₱42.8 million, ₱30.4 million and ₱20.1 million in 2020, 2019 and 2018, respectively (see Note 18). Rent receivables amounted to ₱18.5 million and ₱6.1 million as at December 31, 2020 and 2019, respectively (see Note 7).

12. Other Noncurrent Assets

Details of this account are as follows:

	Note	2020	2019
Security deposits	11	₱150,319,561	₱141,734,449
Computer software		113,938,210	86,282,472
Electricity deposits		55,904,507	47,922,896
Noncurrent deferred input VAT		43,204,773	55,240,150
Advances to contractors		12,708,525	307,863,868
		₱376,075,576	₱639,043,835

Movements of computer software are as follows:

	Note	2020	2019
Cost			
Balance at beginning of year		₱103,690,309	₱73,355,365
Additions		37,118,258	30,334,944
Balance at end of year		140,808,567	103,690,309
Accumulated Amortization			
Balance at beginning of year		17,407,837	9,823,672
Amortization	10	9,462,520	7,584,165
Balance at end of year		26,870,357	17,407,837
Carrying Amount		₱113,938,210	₱86,282,472

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 December 31, 2020 and 2019, the refund of cash bonds is still pending with the BOC. Accordingly, this has been fully provided with allowance since 2016.

13. Trade and Other Payables

Details of this account are as follows:

	Note	2020	2019
Trade:			
Third parties		₱4,273,047,618	₱4,437,057,093
Related parties	21	133,518,034	145,381,226
Nontrade:			
Third parties		357,039,860	346,644,283
Related parties	21	2,393,422	6,808,036
Accrued expenses:			
Construction costs		260,451,638	—
Salaries and wages		86,634,288	60,726,858
Outside services		41,715,970	101,888,443
Utilities		13,370,680	27,639,785
Rent		212,800	6,128,663
Others		8,886,801	16,540,860
Advances from customers		253,273,996	244,108,384
Unearned revenue		98,048,696	84,968,413
Statutory payables		49,684,067	52,250,184
		₱5,578,277,870	₱5,530,142,228

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.

14. Long-term Debt

Long-term debt amounting to ₱20,000 represent loans maturing in August 2021 and bears interest ranging from 2.25% to 6.00% in 2020 and 2019.

Details of interest expense follows:

	Note	2020	2019	2018
Lease liabilities	11	₱429,018,646	₱300,370,584	₱-
Long-term debt		864	1,114	2,345,308
		₱429,019,510	₱300,371,698	₱2,345,308

As at December 31, 2020 and 2019, certain loans of the Company are collateralized by the Parent Company's property and equipment and investment properties aggregating ₱564.0 million (see Note 21).

There are no other financing activities other than presented in the statement of cash flows and no noncash financing activity in 2020 and 2019.

15. 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, 2020.

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

	2020	2019	2018
Current service cost	P32,227,506	P15,323,307	P16,989,341
Interest expense	20,752,521	15,068,537	10,435,646
Interest income	(8,070,960)	(7,303,309)	(3,903,698)
	P44,909,067	P23,088,535	P23,521,289

The cumulative remeasurement gains recognized in other comprehensive income follows:

	2020		
	Cumulative Remeasurement Gains	Deferred Tax (see Note 19)	Net
Balance at beginning of year	P85,360,293	(P25,608,088)	P59,752,205
Remeasurement loss	(84,540,947)	25,362,284	(59,178,663)
Balance at end of year	P819,346	P245,804	P573,542

	2019		
	Cumulative Remeasurement Gains	Deferred Tax (see Note 19)	Net
Balance at beginning of year	P251,687,091	(P75,506,127)	P176,180,964
Remeasurement loss	(166,326,798)	49,898,039	(116,428,759)
Balance at end of year	P85,360,293	(P25,608,088)	P59,752,205

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

	2020	2019
Present value of defined benefit obligation	P521,452,584	P397,557,876
Fair value of plan assets	(184,039,628)	(121,906,972)
	P337,412,956	P275,650,904

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

	2020	2019
Balance at beginning of year	P397,557,876	P200,113,371
Remeasurement loss (gain):		
Changes in financial assumptions	91,062,038	105,304,194
Changes in demographic assumptions	(5,763,233)	(13,660,769)
Experience	(10,849,886)	76,993,592
Current service cost	32,227,506	15,323,307
Interest expense	20,752,521	15,068,537
Benefits paid	(3,534,238)	(1,584,356)
Balance at end of year	P521,452,584	P397,557,876

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

	2020	2019
Balance at beginning of year	P121,906,972	P81,685,536
Contributions	67,687,961	32,192,264
Remeasurement gain (loss)	(10,092,027)	2,310,219
Interest income	8,070,960	7,303,309
Benefits paid	(3,534,238)	(1,584,356)
Balance at end of year	P184,039,628	P121,906,972

Details of plan assets are as follows:

	2020	2019
Unit investment trust funds	100.00%	99.99%
Others	0.00%	0.01%
	100.00%	100.00%

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

	2020	2019
Discount rate	3.91%	5.22%
Annual salary increase rate	4.00%	4.00%

Sensitivity analysis on retirement liabilities is as follows:

	Basis Points	Amount
Discount rate	+100	(P71,672,768)
	-100	88,436,703
Salary rate	+100	87,417,986
	-100	(72,242,446)
Turnover rate	-	180,055,581

As at December 31, 2020, the expected future benefits payments are as follows:

Year	Amount
2021	60,841,479
2022	12,496,434
2023	5,159,021
2024	9,815,856
2025	14,129,428
2026 to 2029	97,369,521
	P199,811,739

16. Equity

Details of capital stock as at December 31, 2020 and 2019 are as follow:

	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 (see Notes 1 and 4). Net proceeds from the IPO amounted to ₱6,749.3 million, net of offer expenses of ₱289.9 million. Net additional paid-in capital amounted to ₱5,373.7 million.

As at December 31, 2020 and 2019, the Company has 4,099,724,116 listed shares.

On March 6, 2019, the Company's BOD approved the declaration of a regular cash dividend of ₱0.11 per share and a special cash dividend of ₱0.05 per share, or a total of ₱0.16 per share equivalent to ₱656.0 million to stockholders on record date of March 12, 2019 and payment date of April 16, 2019.

On February 24 2020, the Company's BOD approved the declaration of regular cash dividend of ₱0.12 per share and a special cash dividend of ₱0.06 per share or a total of ₱0.18 per share, an amount equivalent to ₱738.0 million to stockholders on record date of March 20, 2020 and payment date of April 16, 2020.

17. Operating Expenses

Details of this account are as follows:

	Note	2020	2019	2018
Depreciation and amortization	10	₱1,820,548,832	₱1,133,175,160	₱164,851,981
Salaries, wages and employee benefits		1,146,448,905	1,025,194,474	830,904,777
Outsourced services		860,823,857	937,715,238	769,736,714
Trucking services		456,297,193	546,354,505	473,945,501
Utilities		419,641,349	514,837,851	436,646,588
Taxes and licenses		311,898,040	239,927,975	181,280,353
Credit card charges		175,511,886	199,916,867	173,251,280
Rent	11	116,777,063	331,775,281	919,910,158
Repairs and maintenance		91,955,590	95,844,359	86,825,007
Supplies		91,283,115	94,899,773	117,998,573
Donations and contributions		73,063,471	11,676,935	11,318,431
Advertising and promotions		48,097,754	115,177,281	104,360,976
Postage, telephone and telegraph		33,793,393	35,185,183	30,639,159
Transportation and travel		13,161,071	27,032,030	17,636,609
Professional fees		10,825,627	9,639,425	18,220,905
Others		67,892,025	77,317,233	83,025,879
		₱5,738,019,171	₱5,395,669,570	₱4,420,552,891

Other expenses include director's fees, fuel and oil, insurance expense, net provision for impairment losses on receivables, loss on direct write-off of receivable and other operating costs.

18. Other Income

Details of this account are as follows:

	Note	2020	2019	2018
Rent concession	11	₱100,926,407	₱-	₱-
Interest	5	55,135,122	151,484,892	194,531,047
Rent	11	42,777,169	30,408,931	20,147,518
Others - net		236,483,557	280,856,351	144,793,875
		₱435,322,255	₱462,750,174	₱359,472,440

Interest income arises from investment in RTB, short-term investments and cash in banks.

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

Others include amount charged to and from the suppliers for the use of billboards and signages, office supplies, marketing support for new stores from the suppliers and other reimbursable costs. It also includes amounts charged to customers such as delivery fees and other charges.

19. Income Tax

The current income tax expense represents regular corporate income tax.

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

	2020	2019	2018
Income tax expense at statutory rate	₱615,001,936	₱882,774,034	₱761,902,160
Income tax effects of:			
Interest income already subjected to final tax	(16,540,537)	(45,445,468)	(58,359,314)
Nondeductible expenses	2,701,276	5,283,933	718,636
Offer and other deductible expenses	-	(24,647,390)	-
	₱601,162,675	₱817,965,109	₱704,261,482

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

	2020	2019
Deferred tax assets:		
Net lease rental payments	₱204,729,554	₱153,453,787
Retirement liability	109,587,547	85,153,278
Allowance for inventory write-down and losses	29,246,745	29,246,745
Unearned revenue from loyalty program	26,111,563	22,638,569

(Forward)

	2020	2019
Allowance for impairment of refundable cash bonds	P25,022,980	P25,022,980
Allowance for impairment losses on receivables	19,382,271	22,621,551
Unrealized foreign exchange loss	138,741	64,165
	414,219,401	338,201,075
Deferred tax liability -		
Prepaid taxes	-	(4,460,864)
	P414,219,401	P333,740,211

The presentation of net deferred tax assets (liability) are as follows:

	Note	2020	2019
Through profit or loss		P414,465,205	P359,348,299
Through other comprehensive income	15	(245,804)	(25,608,088)
		P414,219,401	P333,740,211

On November 26, 2020, the Corporate Recovery and Tax Incentives for Enterprises (“CREATE”) Bill was approved by the Senate of the Philippines. Under the CREATE Bill, domestic corporations will be subjected to 25% or 20% income tax depending on the amount of total assets or total amount of taxable income. In addition, MCIT shall be computed at 1% of gross income for a period of three years. The changes in the income tax rates shall retrospectively become effective beginning July 1, 2020.

On February 3, 2021, the Senate and the Congress of the Philippines ratified the bill through a bicameral conference. As of the date of the report, the CREATE Bill is pending approval of the President which will still go over the tax measures for possible changes or insertions.

Accordingly, the income tax rates used in preparing the financial statements as at and for the year ended December 31, 2020 are 30% and 2% for RCIT and MCIT, respectively.

20. Commitments and Contingencies

Agreements with Importing Suppliers

Purchases from certain importing suppliers are subject to rebates based on certain percentage of sales from goods purchased. Rebates from importing suppliers amounted P106.2 million in 2018.

Contingencies

The Company is a party to certain lawsuits or claims from 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 December 31, 2020, 2019, and 2018.

21. 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	Revenue from Related Parties	Purchases from Related Parties	Amounts Owed by Related Parties	Amounts Owed to Related Parties
Parent Company	2020	₱716,154	₱752,083,415	₱226,782,386	₱413,951
	2019	586,410	801,765,333	218,990,105	1,721,366
	2018	1,481,307	522,392,993	112,001,511	10,657,818
Entities under Common Control	2020	25,945,405	1,337,715,542	168,983,561	135,408,171
	2019	17,023,715	1,298,103,203	114,456,988	151,805,162
	2018	27,614,291	1,062,592,864	85,009,911	225,799,020
Stockholders	2020	1,090,028	30,770,060	10,567,619	108,931
	2019	530,625	19,528,996	8,786,372	10,031
	2018	1,628,245	16,111,462	1,800,315	-
	2020	₱27,751,587	₱2,120,569,017	₱406,333,566	₱135,931,053
	2019	18,140,750	2,119,397,532	342,233,465	153,536,559
	2018	30,723,843	1,601,097,319	198,811,737	236,456,838

Amounts owed by related parties consist mainly of trade and other receivables amounting to ₱41.4 million and ₱25.8 million as at December 31, 2020 and 2019, respectively (see Note 7) and security deposits and advance rent (included as part of "Other current assets" or "Other noncurrent assets") aggregating ₱364.9 million and ₱316.4 million as at December 31, 2020 and 2019, respectively. No impairment loss was recognized on trade and other receivables and security deposits in 2020, 2019 and 2018.

Amounts owed to related parties consist of trade and other payables aggregating ₱135.9 million and ₱153.5 million as at December 31, 2020 and 2019, respectively (see Note 13).

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

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

Purchases of goods and services from related parties aggregated ₱553.8 million, ₱750.7 million and ₱749.7 million in 2020, 2019 and 2018, respectively.

Sale of goods and services to related parties aggregated ₱27.8 million, ₱18.4 million and ₱30.7 million in 2020, 2019 and 2018, respectively.

- b. 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 ₱58.5 million, ₱113.8 million and ₱59.5 million in 2020, 2019 and 2018, respectively.

- c. Lease agreements with the Parent Company and related parties for the use of land, buildings, computer software for a period of one to 15 years (see Note 11).

Interest expense on lease liabilities to related parties amounted to ₱406.9 million and ₱297.0 million while amortization of ROU assets amounted to ₱1,030.0 million and ₱712.2 million in, 2020 and 2019, respectively. Total lease payments, including payments on lease liabilities, amounted to ₱1,030.3 million and ₱966.7 million in 2020 and 2019, respectively.

Rent expense from related parties amounted to ₱71.4 million, ₱245.7 million and ₱791.9 million in 2020, 2019 and 2018, respectively.

- d. As at December 31, 2020 and 2019, certain loans of the Company are collateralized by the Parent Company's property and equipment and investment properties aggregating ₱564.0 million (see Note 14).

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 in 2020, 2019 and 2018.

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

	2020	2019	2018
Short-term employee benefits	₱126,184,332	₱107,854,466	₱67,640,177
Retirement benefits	6,178,419	2,984,865	2,234,912
	₱132,362,751	₱110,839,331	₱69,875,089

22. Earnings per Share

Basic and dilutive earnings per share were computed as follows:

	2020	2019	2018
Net income	₱1,448,843,779	₱2,124,615,005	₱1,835,412,386
Divided by the weighted average number of outstanding shares	4,099,724,116	4,099,724,116	4,099,724,116
	₱0.35	₱0.52	₱0.45

23. 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 suppliers and officers and employees), trade and other payables (excluding statutory liabilities, unredeemed gift certificates and unearned revenue), investment in RTB, security, electricity and container deposits, refundable cash bonds, lease liabilities and long-term debt. 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 because its counterparties fail to discharge their contractual obligations. Receivables are monitored on an on-going basis with the result that the Company's exposure to possible losses is not significant.

Maximum credit risk is equal to the gross amount of these instruments as follows:

	2020	2019
Cash in banks and cash equivalents	P1,822,417,468	P1,453,263,028
Short-term investments	2,755,969,767	616,490,311
Trade and other receivables*	348,391,192	458,177,705
Investment in RTB	-	2,253,523,133
Container deposits	8,010,715	8,010,715
Security deposits	150,319,561	141,734,449
Electricity deposits	55,904,507	47,922,896
Refundable cash bonds	83,409,934	83,409,934
	P5,224,423,144	P5,062,532,171

*Excluding advances to suppliers and officers and employees aggregating P132.4 million and P56.9 million as at December 31, 2020 and 2019, respectively.

The Company does not have major concentration of credit risk.

The table below summarizes the Company's financial assets based on aging:

	2020				Total
	Neither Past Due Nor Impaired	Past Due but not Impaired			
		Less than One Year	One Year to Less Than Three Years	More Than Three Years	
Cash in banks and cash equivalents	P1,822,417,468	P-	P-	P-	P1,822,417,468
Short-term investments	2,755,969,767	-	-	-	2,755,969,767
Trade and other receivables*	105,771,212	134,525,206	71,151,883	36,942,891	348,391,192
Container deposits	8,010,715	-	-	-	8,010,715
Security deposits	150,319,561	-	-	-	150,319,561
Electricity deposits	55,904,507	-	-	-	55,904,507
Refundable cash bonds	-	-	-	83,409,934	83,409,934
	P4,898,393,230	P134,525,206	P71,151,883	P120,352,825	P5,224,423,144

*Excluding advances to suppliers and officers and employees aggregating P132.4 million.

	2019				Total
	Neither Past Due Nor Impaired	Past Due but not Impaired			
		Less than One Year	One Year to Less Than Three Years	More Than Three Years	
Cash in banks and cash equivalents	₱1,453,263,028	₱-	₱-	₱-	₱1,453,263,028
Short-term investments	616,490,311	-	-	-	616,490,311
Trade and other receivables*	362,041,731	31,412,838	40,216,513	24,506,623	458,177,705
Investment in RTB	₱2,253,523,133	₱-	₱-	₱-	₱2,253,523,133
Container deposits	8,010,715	-	-	-	8,010,715
Security deposits	141,734,449	-	-	-	141,734,449
Electricity deposits	47,922,896	-	-	-	47,922,896
Refundable cash bonds	-	-	-	83,409,934	83,409,934
	₱4,882,986,263	₱31,412,838	₱40,216,513	₱107,916,557	₱5,062,532,171

*Excluding advances to suppliers and officers and employees aggregating ₱56.9 million.

“Past due but not impaired” are items with history of frequent defaults, nevertheless, the amounts are still collectible.

Liquidity Risk. Liquidity risk is the risk that the Company will not be able to settle its obligations when these falls 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.

The table below summarizes the maturity profile of the Company’s financial liabilities based on contractual undiscounted payments.

	2020				Total
	On Demand	Within Three Months	More than Three Months to One Year	More than One Year but Less than Five Years	
Trade and other payables*	₱-	₱4,928,173,976	₱449,530,494	₱52,840,637	₱5,430,545,107
Lease liabilities	-	341,006,330	1,011,192,937	2,817,510,039	4,169,709,306
Short-term debt	-	-	20,000	-	20,000
	₱-	₱5,269,180,306	₱1,460,743,431	₱2,870,350,676	₱9,600,274,410

*Excluding statutory liabilities, unredeemed gift certificates and unearned revenue aggregating ₱147.7 million.

	2019				Total
	On Demand	Within Three Months	More than Three Months to One Year	More than One Year but Less than Five Years	
Trade and other payables*	₱-	₱5,060,531,825	₱325,464,794	₱6,927,012	₱5,392,923,631
Lease liabilities	-	279,991,315	772,354,947	2,399,900,326	3,452,246,588
Long-term debt	-	-	-	20,000	20,000
	₱-	₱5,340,523,140	₱1,097,819,741	₱2,406,847,338	₱8,845,190,219

*Excluding statutory liabilities, unredeemed gift certificates and unearned revenue aggregating ₱137.2 million.

As at December 31, 2020 and 2019, Company’s cash and cash equivalents aggregate ₱1,854.9 million and ₱1,462.0 million, respectively. The Company’s cash and cash equivalents resulting from the net cash flows are sufficient to cover payments due on its financial liabilities and the cost of all firm orders due in the next financial year.

Interest Rate Risk. Interest rate risk pertains to the fluctuations in interest of cash in banks and cash equivalent, short-term investments and investment in RTB. The interest rates on these assets are disclosed in Notes 5 and 6. 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.

The following table illustrates the sensitivity of the Company's profit or loss to a reasonably possible change in the interest rates of its cash in banks and cash equivalents, short-term investments and investment in RTB with all other variables held constant.

	2020		2019	
	+/-%	Effect on Profit or Loss	+/-%	Effect on Profit or Loss
Short-term investments	0.27%	(P107,441)	0.05%	11,420
Cash equivalents	0.26%	52,817	-	-
Investment in RTB	-	-	0.05%	40,877

The changes in interest rates used in the analysis of cash equivalents, short-term investments and investment in RTB are based on the average volatility in interest rates of the said investments in the past 12 months.

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:

	2020	2019
Total debt	P12,907,922,674	P11,575,549,788
Total equity	15,309,693,304	14,661,501,662
Debt-to-equity ratio	0.84:1	0.79:1

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

24. Fair Value of Financial Instruments

The table below presents a comparison by category of carrying amounts and fair values of the financial instruments:

	2020		2019	
	Carrying Amount	Fair Value	Carrying Amount	Fair Value
Financial Assets				
Cash and cash equivalents	₱1,854,893,411	₱1,854,893,411	₱1,462,042,311	₱1,462,042,311
Short-term investments	2,755,969,767	2,755,969,767	616,490,311	616,490,311
Investment in RTB	–	–	2,253,523,133	2,253,523,133
Trade and other receivables*	283,783,622	283,783,622	382,959,803	382,959,803
Container deposits	8,010,715	8,010,715	8,010,715	8,010,715
Security deposits	150,319,561	120,531,869	141,734,449	118,383,955
Electricity deposits	55,904,507	55,904,507	47,922,896	47,922,896
	₱5,108,881,583	₱5,079,093,891	₱4,912,683,618	₱4,889,333,124
Financial Liabilities				
Trade and other payables**	₱5,430,545,104	₱5,430,545,104	₱5,392,923,631	₱5,392,923,631
Lease liabilities	6,786,892,546	7,553,707,973	5,486,482,205	5,413,318,673
Long-term debt	20,000	20,000	20,000	20,000
	₱12,217,457,650	₱12,984,273,077	₱10,879,425,836	₱10,806,262,304

*Excluding advances to suppliers and officers and employees aggregating ₱132.4 million and ₱56.9 million as at December 31, 2020 and 2019, respectively.

**Excluding statutory liabilities, unredeemed gift certificates and unearned revenue aggregating ₱147.7 million and ₱137.2 million as at December 31, 2020 and, 2019, respectively.

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.

Investment in RTB. The fair value of investment in RTB is estimated by reference to quoted bid price in an active market at the end of the reporting year and is categorized as Level 2.

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.

Long-term Debt. The carrying amount of long-term debt approximates its fair value because the interest rate that it carries approximates the interest rate for comparable instrument in the market.

In 2020 and 2019, there were no transfers among Level 1, Level 2 and Level 3 fair value measurements.



REPORT OF INDEPENDENT AUDITORS ON SUPPLEMENTARY SCHEDULE

The Stockholders and the Board of Directors
WILCON DEPOT, INC.
Doing Business under the Name and Style of
WILCON DEPOT AND WILCON HOME ESSENTIALS
No. 90 E. Rodriguez Jr. Avenue
Brgy. Ugong Norte, Quezon City

We have audited in accordance with Philippine Standards in Auditing, the financial statements of WILCON DEPOT, INC. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS (the Company) as at December 31, 2020 and 2019 and for the years ended December 31, 2020, 2019 and 2018, and have issued our report thereon dated February 24, 2021. Our audits were made for the purpose of forming an opinion on the basic financial statements taken as a whole. The accompanying Supplementary Schedules for submission to the Securities and Exchange Commission (SEC) are the responsibility of the Company's management.

These supplementary schedules include the following:

- Schedule of Retained Earnings Available for Dividend Declaration for the year ended December 31, 2020
- Schedule of Financial Soundness Indicators as at and for the years ended December 31, 2020 and 2019
- Schedules Required under Annex 68-J of Securities Regulation Code (SRC) Rule 68, as amended, as at and for the year ended December 31, 2020
- Corporate Structure as at December 31, 2020

The financial soundness indicators are not measures of operating performance defined by Philippine Financial Reporting Standards (PFRS) and may not be comparable to similarly titled measures presented by other companies. The components of these financial soundness indicators have been traced to the Company's financial statements as at December 31, 2020 and 2019 and for the years ended December 31, 2020, 2019, and 2018 and no material exceptions were noted.



The supplementary schedules are presented for purposes of complying with the Revised SRC Rule 68 issued by the SEC, and are not part of the basic financial statements. The supplementary schedules have been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, fairly state, in all material respects, the financial data required to be set forth therein in relation to the basic financial statements taken as a whole.

REYES TACANDONG & Co.

HAYDEE M. REYES

Partner

CPA Certificate No. 83522

Tax Identification No. 102-095-265-000

BOA Accreditation No. 4782; Valid until August 15, 2021

SEC Accreditation No. 83522-SEC Group A

Issued March 10, 2020

Valid for Financial Periods 2019 to 2023

BIR Accreditation No. 08-005144-006-2019

Valid until October 20, 2022

PTR No. 8534276

Issued January 5, 2021, Makati City

February 24, 2021

Makati City, Metro Manila

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 YEAR ENDED DECEMBER 31, 2020

Retained earnings at beginning of year as shown in the financial statements	₱5,124,763,781
Net income during the year closed to retained earnings	1,448,843,779
Dividends declared during the year	(737,950,341)
Net deferred tax assets as at December 31, 2020	(414,219,401)

Retained earnings as at end of year available for dividend declaration **₱5,421,437,818**

Reconciliation

Retained earnings at end of year as shown in the financial statements	₱5,835,657,219
Net deferred tax assets as at December 31, 2020	(414,219,401)

Retained earnings as at end of year available for dividend declaration **₱5,421,437,818**

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)

Schedules Required under Annex 68-J of Revised Securities Regulation Code Rule 68
As at and For the Year Ended December 31, 2020

Table of Contents

Schedule	Description	Page
A	Financial Assets	1
B	Amounts Receivable from Directors, Officers, Employees, Related Parties, and Principal Stockholders (Other than Related Parties)	2
C	Amounts Receivable from Related Parties which are eliminated during the consolidation of the financial statements	N/A
D	Long-term Debt	3
E	Indebtedness to Related Parties (Long-Term Loans from Related Companies)	N/A
F	Guarantees of Securities of Other Issuers	N/A
G	Capital Stock	4

N/A - Not applicable

SCHEDULE A

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)

FINANCIAL ASSETS

DECEMBER 31, 2020

Amounts in Thousands

Description	Number of Shares or Principal Amount of Bonds	Amount Shown in the Statement of Financial Position	Income Received and Accrued
Cash in Banks			
Banco de Oro (BDO)	–	₱537,836	₱674
Philippine National Bank (PNB)	–	253,178	123
Metropolitan Bank and Trust Companies (MBTC)	–	152,353	288
China Banking Corporation (CBC)	–	92,187	71
Bank of the Philippine Island (BPI)	–	90,274	220
China Bank Savings, inc. (CBS)	–	83,826	102
Rizal Commercial Banking Corporation (RCBC)	–	56,888	62
Asia United Bank (AUB)	–	41,761	137
Eastwest Banking Corporation (EBC)	–	7,303	2
Robinsons Bank (RB)	–	5,811	–
		1,321,417	1,679
Cash Equivalents			
China Banking Corporation (CBC)		301,000	2,032
Philippine National Bank (PNB)		200,000	1,250
Metrobank Card Corporation (MCC)		–	417
First Metro Investment Corporation (FMIC)		–	4,470
China Bank Savings, inc. (CBS)		–	2,038
Asia United Bank (AUB)		–	255
		501,000	10,462
Short-term Investments			
First Metro Investment Corporation (FMIC)	–	1,285,470	7,231
China Banking Corporation (CBC)		1,270,500	8,173
Philippine National Bank (PNB)		200,000	273
Metrobank Card Corporation (MCC)		–	2,263
China Bank Savings, inc. (CBS)	–	–	5,929
		2,755,970	23,869
Investment in RTB	–	–	19,125
Trade and Other Receivables*			
Trade	–	188,029	–
Rent	–	18,476	–
Others	–	77,279	–
		283,784	–
Other financial assets**	–	214,235	–
		₱5,076,406	₱55,135

*Balances are net of aggregate allowance for expected credit losses amounting to ₱64.6 million.

**Other financial assets pertain to container, security and electricity deposits.

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)

AMOUNTS RECEIVABLE FROM DIRECTORS, OFFICERS, EMPLOYEES, RELATED PARTIES
AND PRINCIPAL STOCKHOLDERS (OTHER THAN RELATED PARTIES)

DECEMBER 31, 2020

Amounts in Thousands

Name and Designation of Debtor	Balance at Beginning of Year	Additions	Amounts Collected	Amounts Written Off	Current	Non-current	Balance at End of Year
Advances to officers and employees	P12,631	P74,398	(P55,700)	P-	P31,329	P-	P31,329

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)

LONG-TERM DEBT
DECEMBER 31, 2020
Amounts in Thousands

Title of Issue and Type of Obligation	Amount Authorized by Indenture	Amount shown under caption "Current portion of Long-term debt" in related Statement of Financial Position	Amount shown under Caption of "Short-term debt - net of current portion" in related Statement of Financial Position
Secured promissory notes:			
Banco de Oro Unibank, Inc.	P210,000	P-	P10
Banco de Oro Unibank, Inc.	170,000	-	10
	P380,000	P-	P20

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)

CAPITAL STOCK
DECEMBER 31, 2020

Title of Issue	Number of Shares Authorized	Number of Shares Issued and Outstanding as shown under related Statement of Financial Position	Number of Shares Reserved for Options, Warrants, Conversion, and other Rights	Number of Shares held by Related Parties	Number of Shares held by Directors and Officers	Number of Shares held by Others
Common shares - at ₱1 par value	5,000,000,000	4,099,724,116	–	2,680,317,916	27,164,200	1,392,242,000

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)

CORPORATE STRUCTURE
AS AT DECEMBER 31, 2020

LIAM ROS HOLDINGS INC.

59%

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

65%

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

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 APPLICATION OF
PROCEEDS FROM INITIAL PUBLIC OFFERING
AS AT DECEMBER 31, 2020

	Allocation based on Prospectus	Allocation based on Actual Net Proceeds	Actual Disbursements
Gross Proceeds	₱7,039,226,310	₱7,039,226,310	₱7,039,226,310
Offer expenses	(289,132,001)	(289,897,803)	(289,897,803)
Net Proceeds	6,750,094,309	6,749,328,507	6,749,328,507
Use of the Proceeds			
Debt repayment	(428,100,000)	(428,100,000)	(428,100,000)
General corporate purposes	(200,000,000)	(200,000,000)	(200,000,000)
Store network expansion	(6,121,994,309)	(6,121,228,507)	(6,019,878,422)
	(6,750,094,309)	(6,749,328,507)	(6,647,978,422)
Unapplied Proceeds	₱-	₱-	₱101,350,085

The actual offer expenses are less than the estimated amount. Accordingly, the Company allocated the proceeds amounting to ₱9.5 million to store network expansion based on the Prospectus.

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 YEARS ENDED DECEMBER 31, 2020 AND 2019

Formula		2020	2019
Liquidity ratio			
Current ratio	Total Current Assets	₱14,389,804,471	1.89 : 1
	Divide by: Total Current Liabilities	7,621,178,023	2.08 : 1
	Current ratio	<u>1.89</u>	
Acid test ratio	Total Current Assets	₱14,389,804,471	0.66 : 1
	Merchandise Inventories	8,692,127,615	0.66 : 1
	Other Current Assets	670,615,142	
	Quick Assets	5,027,061,714	
	Divide by: Total Current Liabilities	7,621,178,023	
	Acid test ratio	<u>0.66</u>	
Solvency ratio			
Debt to equity ratio	Total Liabilities	₱12,907,922,674	0.84 : 1
	Divide by: Total Equity	15,309,693,304	0.79 : 1
	Debt to equity ratio	<u>0.84</u>	
Asset to equity ratio	Total Assets	₱28,217,615,978	1.84
	Divided by: Total Equity	15,309,693,304	1.79
	Debt to equity ratio	<u>1.84</u>	
Profitability ratio			
Return on assets	Net Income	₱1,448,843,779	5.13%
	Divided by: Total Assets	28,217,615,978	8.10%
	Return on assets	<u>5.13%</u>	
Return on equity	Net Income	₱1,448,843,779	9.46%
	Divide by: Total Equity	15,309,693,304	14.49%
	Return on equity	<u>9.46%</u>	
Book value per share	Total Equity	₱15,309,693,304	₱3.73
	Divide by: Number of outstanding shares	4,099,724,116	₱3.58
		<u>₱3.73</u>	

	Formula		2020	2019
Gross income	Gross income	₱7,781,722,880	34.39%	33.40%
	Divide by: Net Sales	22,628,883,188		
		<u>34.39%</u>		
EBITDA margin	Income before Income Tax	₱2,050,006,454	18.76%	17.26%
	Add: Depreciation and Amortization	1,820,548,832		
	Net Interest Expense	<u>373,884,388</u>		
	Earnings Before Interest, Tax, Depreciation, and Amortization	4,244,439,674		
	Divided by: Net Sales	<u>22,628,883,188</u>		
	EBITDA margin	<u>18.76%</u>		
Net income margin	Net Income	₱1,448,843,779	6.40%	8.68%
	Divide by: Net Sales	22,628,883,188		
	Net income margin	<u>6.40%</u>		

ANNEX C

CERTIFICATION OF INDEPENDENT DIRECTOR

I, BERTRAM B. LIM, of legal age, Filipino and with postal address at
after being duly sworn in accordance with law, depose and state that:

1. I am a nominee for Independent Director of Wilcon Depot, Inc., and have been its Independent Director since May 22, 2017.
2. I am affiliated with the following companies or organizations (including Government Owned and Controlled Corporations):

Company/Organization	Position/Relationship	Period of Service
United Neon Advertising	Chairman	1971 – present
Center for Community Transformation	Chairman	1997 – present
Trinity University	Board Treasurer	2000 – present

3. I possess all the qualifications and none of the disqualifications to serve as an Independent Director of Wilcon Depot, Inc., as provided for in Section 38 of the Securities Regulation Code and its implementing rules and regulations and other issuance of the Securities and Exchange Commission (the “SEC”).
4. I am related to the following director/officer/substantial shareholder of Wilcon Depot Inc., or any of its subsidiaries and affiliates other than the relationship provided under Rule 38.2.3 of the Securities Regulation Code (where applicable)

Name of Director/Officer/Substantial Shareholder	Company	Nature of Relationship
William T. Belo	Wilcon Depot, Inc.	Brother-in-law
Lorraine Belo-Cincochan	Wilcon Depot, Inc.	Niece
Mark Andrew Y. Belo	Wilcon Depot, Inc.	Nephew
Caren Y. Belo	Wilcon Depot, Inc.	Niece

5. To the best of my knowledge, I am not the subject to any pending criminal or administrative investigation or proceeding.

Offense charged/investigated	Tribunal or agency involved	Status
N/A	N/A	N/A

6. To the best of my knowledge, I am neither an officer nor an employee of any government agency or government owned and controlled corporation.
7. I shall faithfully and diligently comply with my duties and responsibilities an independent director under the Securities Regulation Code and its implementing rules and regulations, the Code of Corporate Governance and other SEC issuances.
8. I shall inform the Corporate Secretary of Wilcon Depot, Inc., of any changes in the above mentioned information within five (5) days from its occurrence.

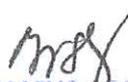
Done this 11 MAY 2021 in QUEZON CITY



Bertram B. Lim

QUEZON CITY SUBSCRIBED AND SWORN to before me this 11 MAY 2021 in
affiant exhibiting to me his competent evidence of identity as follows:
issued on _____ at _____ valid until _____.

Doc. No. 146 ;
Page No. 21 ;
Book No. 701 ;
Series of 2021.



ATTY. ROGELIO J. BOLIVAR
NOTARY PUBLIC IN QUEZON CITY
AM Adm. Not. Com. No. NP-124-1-12-19 until 12-31-2020
Commission Extended until June 30, 2021
as per SC ENBANG B.M No. 3795 12/1/2020
IBP O.R. No. 132134 MD 2021 & IBP O.R. No. 133076 MD 2022
PTR O.R. No. 0695112 D 1/4/21 / Rol No. 33832 / TIN# 129-574-089
MCLE VI-0029583 valid from 12/16/19 valid until 04/14/22 Quezon City
Address: 31-F Harvard St., Cubao, Q.C.

CERTIFICATION OF INDEPENDENT DIRECTOR

I, **ROLANDO S. NARCISO**, of legal age, Filipino and with postal address at _____ after being duly sworn in accordance with law, depose and state that:

1. I am a nominee for Independent Director of Wilcon Depot, Inc., and have been its Independent Director since September 13, 2016.
2. I am affiliated with the following companies or organizations (including Government Owed and Controlled Corporations):

Company/Organization	Position/Relationship	Period of Service
St. Joseph Group Inc	Chairman/Director	2014 – Present
CVM Finance Corp	Chairman/Director	2016 – Present
CVM Pawnshops Corp	Chairman/Director	2016 - Present
St. Joseph Fish Brokerage Inc	Chairman/Director	2016 - Present
Crystal Cold Chain Corp	Chairman/Director	2016 - Present
Kai-Anya Foods Inc	Chairman/Director	2016 - Present
CVM Realty Inc	Chairman/Director	2016 - Present
Info Alchemy Corp	Chairman/Director	2016 - Present
Rekom Manila Corp	Chairman/Director	2010 – Present
OWN (Rural) Bank	Director	2016 - Present
Phil. Galvanizers and Coaters Association	Executive Advisor	2010 – Present

3. I possess all the qualifications and none of the disqualifications to serve as an Independent Director of Wilcon Depot, Inc., as provided for in Section 38 of the Securities Regulation Code and its implementing rules and regulations and other issuance of the Securities and Exchange Commission (the “SEC”).
4. I am related to the following director/officer/substantial shareholder of Wilcon Depot Inc., or any of its subsidiaries and affiliates other than the relationship provided under Rule 38.2.3 of the Securities Regulation Code (where applicable)

Name of Director/Officer/Substantial Shareholder	Company	Nature of Relationship
N/A	N/A	N/A

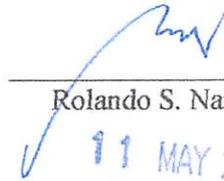
5. To the best of my knowledge, I am not the subject to any pending criminal or administrative investigation or proceeding.

Offense charged/investigated	Tribunal or agency involved	Status
N/A	N/A	N/A

6. To the best of my knowledge, I am neither an officer nor an employee of any government agency or government owned and controlled corporation.

7. I shall faithfully and diligently comply with my duties and responsibilities an independent director under the Securities Regulation Code and its implementing rules and regulations, the Code of Corporate Governance and other SEC issuances.
8. I shall inform the Corporate Secretary of Wilcon Depot, Inc., of any changes in the abovementioned information within five (5) days from its occurrence.

Done this 11 MAY 2021 in QUEZON CITY



 Rolando S. Narciso
 11 MAY 2021

QUEZON CITY SUBSCRIBED AND SWORN to before me this _____ in _____
 _____ affiant exhibiting to me his competent evidence of identity as follows:
 _____ issued on _____ at _____ valid until _____.

Doc. No. 147 ;
 Page No. 31 ;
 Book No. 7VI ;
 Series of 2021.


ATTY. ROGELIO J. BOLIVAR
 NOTARY PUBLIC IN QUEZON CITY
 AMA/Am. For. Can. No. NP-124-1-12-19 until 12-31-2020
 Commission Extended until June 30, 2021
 as per SC ENFAMC B.N. No. 3735 12/11/2020
 (B.P.O.R. No. 132134 MD 2021 & B.P.O.R. No. 133076 MD 2022
 P.R. O.R. No. 0695112 D 14/21 / Roll No. 33832 / TIN# 129-571-909
 M.L.C.E. W-002660 valid from 12/16/19 valid until 04/14/22 Quezon City
 Address: 31-F Harvard St., Cubao, Q.C.

CERTIFICATION OF INDEPENDENT DIRECTOR

I, RICARDO. S PASCUA, of legal age, Filipino and with postal address at _____ after being duly sworn in accordance with law, depose and state that:

1. I am a nominee for Independent Director of Wilcon Depot, Inc., and has been its Independent Director since September 13, 2016.
2. I am affiliated with the following companies or organizations (including Government Owed and Controlled Corporations):

Company/Organization	Position/Relationship	Period of Service
Caelum Developers, Inc.	Chairman of the Board	2002-Present
Facilities & Property Mgmt Technologies, Inc.	Chairman of the Board	2002-Present
Bancom II Consultants, Inc.	President	2002-Present
Boulevard Holdings, Inc.	Director	2002-Present
Central Luzon Doctor's Hospital	Director	2002-Present
Quicksilver Satcom Ventures, Inc.	Director	2002-Present

3. I possess all the qualifications and none of the disqualifications to serve as an Independent Director of Wilcon Depot, Inc., as provided for in Section 38 of the Securities Regulation Code and its implementing rules and regulations and other issuance of the Securities and Exchange Commission (the "SEC").
4. I am related to the following director/officer/substantial shareholder of Wilcon Depot Inc., or any of its subsidiaries and affiliates other than the relationship provided under Rule 38.2.3 of the Securities Regulation Code (where applicable)

Name of Director/Officer/Substantial Shareholder	Company	Nature of Relationship
N/A	N/A	N/A

5. To the best of my knowledge, I am not the subject to any pending criminal or administrative investigation or proceeding.

Offense charged/investigated	Tribunal or agency involved	Status
N/A	N/A	N/A

6. To the best of my knowledge, I am neither an officer nor an employee of any government agency or government owned and controlled corporation.
7. I shall faithfully and diligently comply with my duties and responsibilities an independent director under the Securities Regulation Code and its implementing rules and regulations, the Code of Corporate Governance and other SEC issuances.
8. I shall inform the Corporate Secretary of Wilcon Depot, Inc., of any changes in the above - mentioned information within five (5) days from its occurrence.

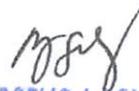
Done this 1 MAY 2021 in QUEZON CITY.



Ricardo S. Pascua

SUBSCRIBED AND SWORN to before me this 11 MAY 2021 in QUEZON CITY affiant exhibiting to me his competent evidence of identity as follows:
_____ issued on _____ at _____ valid until _____.

Doc. No. 117;
Page No. 11;
Book No. 711
Series of 2021.



ATTY. ROGELIO J. BOLIVAR

NOTARY PUBLIC IN QUEZON CITY
AMAcm. Nat. Com. No. NP-124 1-12-19 until 12-31-2020
Commission Extended until June 30, 2021
as per SC ENSANC B.M.No. 3735 12/1/2020
IBP O.R. No. 132134 MD 2021 & IBP O.R. No. 133076 MC 1022
PTR O.R. No. 0695112 D 11/21 / Rol No. 33832 / TIN# 129-971-000
MCLE VI-029563 valid from 12/16/19 Valid until 04/14/22 Quezon City
Address: 31-F Harvard St., Cubao, Q.C.

CERTIFICATION OF INDEPENDENT DIRECTOR

I, DELFIN L. WARREN, of legal age, Filipino and with postal address at
after being duly sworn in accordance with law, depose and state that:

1. I am a nominee for Independent Director of Wilcon Depot, Inc., and have been its Independent Director since May 22, 2017.
2. I am affiliated with the following companies or organizations (including Government Owed and Controlled Corporations):

Company/Organization	Position/Relationship	Period of Service
One Incentive Systems Advocates (IISA) Group	Founder, Principal, and current Chairman	1998 - Present
Warren and Nolasco Realty Corp.	Founder, Principal, and current Chairman,	1991 - Present
Procuratio, Inc. (Bugsy's Bar and Bistro)	Major Principal and current Chairman	2014 - Present
Bancom II Consultants, Inc.	Director	2015 - Present

3. I possess all the qualifications and none of the disqualifications to serve as an Independent Director of Wilcon Depot, Inc., as provided for in Section 38 of the Securities Regulation Code and its implementing rules and regulations and other issuance of the Securities and Exchange Commission (the "SEC").
4. I am related to the following director/officer/substantial shareholder of Wilcon Depot Inc., or any of its subsidiaries and affiliates other than the relationship provided under Rule 38.2.3 of the Securities Regulation Code (where applicable)

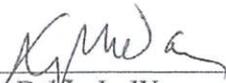
Name of Director/Officer/Substantial Shareholder	Company	Nature of Relationship
N/A	N/A	N/A

5. To the best of my knowledge, I am not the subject to any pending criminal or administrative investigation or proceeding.

Offense charged/investigated	Tribunal or agency involved	Status
N/A	N/A	N/A

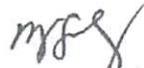
6. To the best of my knowledge, I am neither an officer nor an employee of any government agency or government owned and controlled corporation.
7. I shall faithfully and diligently comply with my duties and responsibilities an independent director under the Securities Regulation Code and its implementing rules and regulations, the Code of Corporate Governance and other SEC issuances.
8. I shall inform the Corporate Secretary of Wilcon Depot, Inc., of any changes in the abovementioned information within five (5) days from its occurrence.

Done this 11 MAY 2021 in QUEZON CITY


Dellin L. Warren

SUBSCRIBED AND SWORN to before me this 11 MAY 2021 in
QUEZON CITY affiant exhibiting to me his competent evidence of identity as follows:
_____ issued on _____ at _____ valid until _____.

Doc. No. 148;
Page No. 31;
Book No. 70;
Series of 2021.


ATTY. ROGELIO J. BOLIVAR

NOTARY PUBLIC IN QUEZON CITY
AM Adm. Not. Cum. No. NP-124-1-12-19 until 12-31-2020
Commission Extended until June 30, 2021
as per SEC EMBANC B M No. 5705 12/10/20
R.P.O.R. No. 132114 MD 2021 & R.P.O.R. No. 133076 MD 2022
PTR O.R. No. 0595112 D 14/21 / Rol No. 33832 / TIN# 129-511-009
MCLE VI-3020563 valid from 12/16/19 Valid until 04/14/22 Quezon City
Address: 31-F Harvard St., Quezon, Q.C.

CERTIFICATION

I, ATTY. ARTHUR R. PONSARAN, Filipino, of legal age and with office address at 3104 Antel Global Corporate Center, Julia Vargas Avenue, Pasig City, after having been duly sworn to in accordance with law do hereby declare that:

1. I am the duly elected Corporate Secretary of WILCON DEPOT, INC., ("Corporation") a corporation duly organized and existing under Philippine law with principal office address at 90 E. Rodriguez Jr. Avenue, Ugong Norte, Quezon City for the year 2020 and until the election and qualification of my successor.
2. All incumbent directors and officers of the Corporation are not connected with any government agency or instrumentality.
3. I executed this Certification to comply with the requirements of the Securities and Exchange Commission.

Done this 11 day of MAY 2021 at QUEZON CITY.


ATTY. ARTHUR R. PONSARAN
Affiant

SUBSCRIBED AND SWORN TO before me, this 11 MAY 2021 day of QUEZON CITY at _____, Affiant exhibited to me his Passport No. _____, issued by _____ on _____ valid until _____.

Doc. No. 149;
Page No. 31;
Book No. 701;
Series of 2021.


ATTY. ROGELIO J. BOLIVAR
NOTARY PUBLIC IN QUEZON CITY
AM Adm. Nat. Cum. No. NP-124 1-12-19 until 12-31-2020
Commission Extended until June 30, 2021
as per SC ENBANC D.M. No. 3735 12/1/2020
BP O.R. No. 132134 MD 2021 & IBP O.R. No. 133076 MD 2022
PTR O.R. No. 0695112 D 1/4/21 / Roll No. 33832 / TIN# 129-571-000
MCLE VI-0028563 valid from 12/16/19 valid until 04/14/22 Quezon City
Address: 31-F Harvard St., Cubao, Q.C.

ANNEX D

Exhibit 3. Wilcon 2020 Sustainability Report

Contextual Information

Company Details	
Name of Organization	WILCON DEPOT, INC.
Location of Headquarters	90 E. Rodriguez Jr. Avenue, Ugong Norte, Quezon City
Location of Operations	Refer to page 20 to 21 of the attached report
Report Boundary: Legal entities (e.g. subsidiaries) included in this report*	Wilcon Depot, Inc.
Business Model, including Primary Activities, Brands, Products, and Services	2 retail formats – the depot store format and the home essentials store format, which are known under the trade names "Wilcon Depot" and "Wilcon Home Essentials", respectively.
Reporting Period	31 December 2020
Highest Ranking Person responsible for this report	Lorraine Belo-Cincochan – President-CEO

Materiality Process

Explain how you applied the materiality principle (or the materiality process) in identifying your material topics.¹

Please refer to page 3 - 7 of the attached **Wilcon 2020 Sustainability Report** for the discussion on materiality process.

ECONOMIC

Economic Performance – see discussion on page 4-5 and 8-9 of the attached Wilcon 2020 Sustainability Report

Direct Economic Value Generated and Distributed

Disclosure	Amount	Units
Direct economic value generated (revenue)	Refer to page 8	PhP
Direct economic value distributed:	Refer to page 8	
a. Operating costs	Refer to page 8	PhP
b. Employee wages and benefits	Refer to page 8	PhP
c. Payments to suppliers, other operating costs	Refer to page 8	PhP
d. Dividends given to stockholders and interest payments to loan providers	Refer to page 8	PhP
e. Taxes given to government	Refer to page 8	PhP
f. Investments to community (e.g. donations, CSR)	Refer to page 8	PhP

Please refer to page 4-5 and 8-9 of the attached **Wilcon 2020 Sustainability Report** for the discussion of impact, stakeholders, risks and opportunities.

Climate-related risks and opportunities² – see discussion on page 5 of the attached Wilcon 2020 Sustainability Report.

¹ See [GRI 102-46](#) (2016) for more guidance.

Procurement Practices –see discussion on page 5 and 8 of the attached Wilcon 2020 Sustainability Report

Proportion of spending on local suppliers

Disclosure	Quantity	Units
Percentage of procurement budget used for significant locations of operations that is spent on local suppliers	Refer to page 8	%

Please refer to page 5 and 8 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Anti-corruption – see discussion on page 7 and 9 of the attached Wilcon 2020 Sustainability Report

Training on Anti-corruption Policies and Procedures

Disclosure	Quantity	Units
Percentage of employees to whom the organization’s anti-corruption policies and procedures have been communicated to	Refer to page 9	%
Percentage of business partners to whom the organization’s anti-corruption policies and procedures have been communicated to	Refer to page 9	%
Percentage of directors and management that have received anti-corruption training	Refer to page 9	%
Percentage of employees that have received anti-corruption training	Refer to page 9	%

Please refer to page 7 and 9 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Incidents of Corruption –see discussion on page 7 of the attached Wilcon 2020 Sustainability Report

Disclosure	Quantity	Units
Number of incidents in which directors were removed or disciplined for corruption	0	#
Number of incidents in which employees were dismissed or disciplined for corruption	0	#
Number of incidents when contracts with business partners were terminated due to incidents of corruption	0	#

Please refer to page 7 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

² Adopted from the Recommendations of the Task Force on Climate-Related Financial Disclosures. The TCFD Recommendations apply to non-financial companies and financial-sector organizations, including banks, insurance companies, asset managers and asset owners.

ENVIRONMENT

Resource Management - see discussion on page 4 and 10 of the attached Wilcon 2020 Sustainability Report.

Energy consumption within the organization:

Disclosure	Quantity	Units
Energy consumption (renewable sources)	Refer to page 10	GJ
Energy consumption (gasoline)	Refer to page 10	GJ
Energy consumption (LPG)	Refer to page 10	GJ
Energy consumption (diesel)	Refer to page 10	GJ
Energy consumption (electricity)	Refer to page 10	kWh

Reduction of energy consumption

Disclosure	Quantity	Units
Energy reduction (gasoline)	Refer to page 10	GJ
Energy reduction (LPG)	Refer to page 10	GJ
Energy reduction (diesel)	Refer to page 10	GJ
Energy reduction (electricity)	Refer to page 10	kWh
Energy reduction (gasoline)	Refer to page 10	GJ

Please refer to page 4 and 10 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Water consumption within the organization - see discussion on page 6 and 10 of the attached Wilcon 2020 Sustainability Report.

Disclosure	Quantity	Units
Water withdrawal	Refer to page 10	Cubic meters
Water consumption	Refer to page 10	Cubic meters
Water recycled and reused	Refer to page 10	Cubic meters

Please refer to page 6 and 10 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Materials used by the organization

Disclosure	Quantity	Units
Materials used by weight or volume		
• renewable	No data collected	kg/liters
• non-renewable	No data collected	kg/liters
Percentage of recycled input materials used to manufacture the organization's primary products and services		%

Please refer to page 5 and 8 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Ecosystems and biodiversity (whether in upland/watershed or coastal/marine) – not applicable

Disclosure	Quantity	Units
Operational sites owned, leased, managed in, or adjacent to, protected areas and areas of high biodiversity value outside protected areas	Not applicable	

Habitats protected or restored	Not applicable	ha
IUCN ³ Red List species and national conservation list species with habitats in areas affected by operations	Not applicable	

Environmental impact management

Air Emissions

GHG

Disclosure	Quantity	Units
Direct (Scope 1) GHG Emissions	Refer to page 10	Tonnes CO ₂ e
Energy indirect (Scope 2) GHG Emissions	Refer to page 10	Tonnes CO ₂ e
Emissions of ozone-depleting substances (ODS)	Refer to page 10	Tonnes

Air pollutants

Disclosure	Quantity	Units
NO _x	Not applicable	kg
SO _x	Not applicable	kg
Persistent organic pollutants (POPs)	Not applicable	kg
Volatile organic compounds (VOCs)	Not applicable	kg
Hazardous air pollutants (HAPs)	Not applicable	kg
Particulate matter (PM)	Not applicable	kg

Solid and Hazardous Wastes

Solid Waste

Disclosure	Quantity	Units
Total solid waste generated	Refer to page 10	kg
Reusable	Refer to page 10	kg
Recyclable	Refer to page 10	kg
Composted	Refer to page 10	kg
Incinerated	Refer to page 10	kg
Residuals/Landfilled	Refer to page 10	kg

Please refer to page 10 and 11 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Hazardous Waste

Disclosure	Quantity	Units
Total weight of hazardous waste generated	Refer to page 10	kg
Total weight of hazardous waste transported	Refer to page 10	kg

Please refer to page 10 and 11 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Effluents - no data collected

Disclosure	Quantity	Units
Total volume of water discharges	No data collected	Cubic meters
Percent of wastewater recycled	No data collected	%

³ International Union for Conservation of Nature

Environmental compliance – see discussion on page 6 and 10 of the attached Wilcon 2020 Sustainability Report.

Non-compliance with Environmental Laws and Regulations

Disclosure	Quantity	Units
Total amount of monetary fines for non-compliance with environmental laws and/or regulations	Refer to page 10	PhP
No. of non-monetary sanctions for non-compliance with environmental laws and/or regulations	Refer to page 10	#
No. of cases resolved through dispute resolution mechanism	Refer to page 10	#

Please refer to page 6 and 10 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

SOCIAL

Employee Management – see discussion on page 12 of the attached Wilcon 2020 Sustainability Report

Employee Hiring and Benefits

Employee data

Disclosure	Quantity	Units
Total number of employees ⁴	Refer to page 12	
a. Number of female employees		#
b. Number of male employees		#
Attrition rate ⁵	Refer to page 12	rate
Ratio of lowest paid employee against minimum wage	Refer to page 12	ratio

Employee benefits

List of Benefits	Y/N	% of female employees who availed for the year	% of male employees who availed for the year
SSS		Refer to page 12	Refer to page 12
PhilHealth		Refer to page 12	Refer to page 12
Pag-ibig		Refer to page 12	Refer to page 12
Parental leaves		Refer to page 12	Refer to page 12
Vacation leaves		Refer to page 12	Refer to page 12
Sick leaves		Refer to page 12	Refer to page 12
Medical benefits (aside from PhilHealth)		Refer to page 12	Refer to page 12
Housing assistance (aside from Pag-ibig)		Refer to page 12	Refer to page 12
Retirement fund (aside from SSS)		Refer to page 12	Refer to page 12
Further education support		Refer to page 12	Refer to page 12
Company stock options		Refer to page 12	Refer to page 12
Telecommuting		Refer to page 12	Refer to page 12
Flexible-working Hours		Refer to page 12	Refer to page 12
(Others)		Refer to page 12	Refer to page 12

Please refer to page 7 and 12 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Employee Training and Development

Disclosure	Quantity	Units
Total training hours provided to employees	Refer to page 12	
a. Female employees	Refer to page 12	hours
b. Male employees	Refer to page 12	hours
Average training hours provided to employees	Refer to page 12	
a. Female employees	Refer to page 12	hours/employee
b. Male employees	Refer to page 12	hours/employee

⁴ Employees are individuals who are in an employment relationship with the organization, according to national law or its application ([GRI Standards 2016 Glossary](#))

⁵ Attrition are = (no. of new hires – no. of turnover)/(average of total no. of employees of previous year and total no. of employees of current year)

Please refer to page 7, 12 and 14 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Labor-Management Relations

Disclosure	Quantity	Units
% of employees covered with Collective Bargaining Agreements	Refer to page 12	%
Number of consultations conducted with employees concerning employee-related policies	Refer to page 12	#

Please refer to page 7 and 12 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Diversity and Equal Opportunity

Disclosure	Quantity	Units
% of female workers in the workforce	Refer to page 12	%
% of male workers in the workforce	Refer to page 12	%
Number of employees from indigenous communities and/or vulnerable sector*	Refer to page 12	#

Please refer to page 7, 12 - 14 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Workplace Conditions, Labor Standards, and Human Rights

Occupational Health and Safety

Disclosure	Quantity	Units
Safe Man-Hours	Refer to page 13	Man-hours
No. of work-related injuries	Refer to page 13	#
No. of work-related fatalities	Refer to page 13	#
No. of work related ill-health	Refer to page 13	#
No. of safety drills	Refer to page 13	#

Please refer to page 7 and 13 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Labor Laws and Human Rights

Disclosure	Quantity	Units
No. of legal actions or employee grievances involving forced or child labor	Refer to page 13	#

Topic	Y/N	If Yes, cite reference in the company policy
Forced labor	Refer to page 13	
Child labor	Refer to page 13	
Human Rights	Refer to page 13	

Please refer to page 7 and 13 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Supply Chain Management

Do you consider the following sustainability topics when accrediting suppliers?

Topic	Y/N	If Yes, cite reference in the supplier policy
Environmental performance	Refer to page 13	
Forced labor	Refer to page 13	
Child labor	Refer to page 13	
Human rights	Refer to page 13	
Bribery and corruption	Refer to page 13	

Please refer to page 5 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Relationship with Community – see discussion on page 17-19 of the attached Wilcon 2020 Sustainability Report

Significant Impacts on Local Communities

Operations with significant (positive or negative) impacts on local communities (exclude CSR projects; this has to be business operations)	Location	Vulnerable groups (if applicable)*	Does the particular operation have impacts on indigenous people (Y/N)?	Collective or individual rights that have been identified that or particular concern for the community	Mitigating measures (if negative) or enhancement measures (if positive)
Please refer to page 17-19					

Certificates	Quantity	Units
FPIC process is still undergoing	Not applicable	#
CP secured	Not applicable	#

Customer Management

Customer Satisfaction

Disclosure	Score	Did a third party conduct the customer satisfaction study (Y/N)?
Customer satisfaction	n/a	

Please refer to page 7 and 15-16 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Health and Safety

Disclosure	Quantity	Units
No. of substantiated complaints on product or service health and safety*	Refer to page 15	#
No. of complaints addressed	Refer to page 15	#

Please refer to page 7 and 15-16 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Marketing and labelling

Disclosure	Quantity	Units
No. of substantiated complaints on marketing and labelling*	Refer to page 15	#
No. of complaints addressed	Refer to page 15	#

Please refer to page 7 and 15-16 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Customer privacy

Disclosure	Quantity	Units
No. of substantiated complaints on customer privacy*	Refer to page 15	#
No. of complaints addressed	Refer to page 15	#
No. of customers, users and account holders whose information is used for secondary purposes	Refer to page 15	#

Please refer to page 7 and 15-16 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

Data Security

Disclosure	Quantity	Units
No. of data breaches, including leaks, thefts and losses of data	Refer to page 15	#

Please refer to page 16 of the attached **Wilcon 2020 Sustainability Report** for the discussion on impact, stakeholders, risks and opportunities.

UN SUSTAINABLE DEVELOPMENT GOALS

Product or Service Contribution to UN SDGs – see discussion on page 2 of the attached Wilcon 2020 Sustainability Report.

Key products and services and its contribution to sustainable development.

Key Products and Services	Societal Value / Contribution to UN SDGs	Potential Negative Impact of Contribution	Management Approach to Negative Impact

BUILDING BIG IDEAS

Better

FOR PEOPLE & THE PLANET

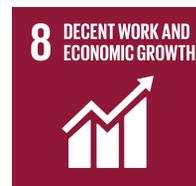


WILCON

2020 SUSTAINABILITY REPORT

Sustainability is built into the business of Wilcon. We have been in the industry for 43 years, growing from a humble 60-square-meter shop into the Philippines’ leading home improvement and construction supplies retailer. We achieved this because we understand that a sustainable and comfortable life is the dream of every Filipino family, and we made it our mission to support this aspiration.

With growth and development, dreams and aspirations get bigger. We are committed to contributing the best expertise, knowledge, resources, and skills to promote stronger, safer, and more sustainable homes and buildings for everyone as their lives improve through the long-lasting quality products and solutions we provide. We understand that as Wilcon continues to expand, we must manage our resources responsibly while sharing this growth with our different stakeholders, internal and external, and make sure these partnerships create value for everyone. Over these four decades, we have promoted the growth of our business and in effect cultivated the development and success of our employees within the company.



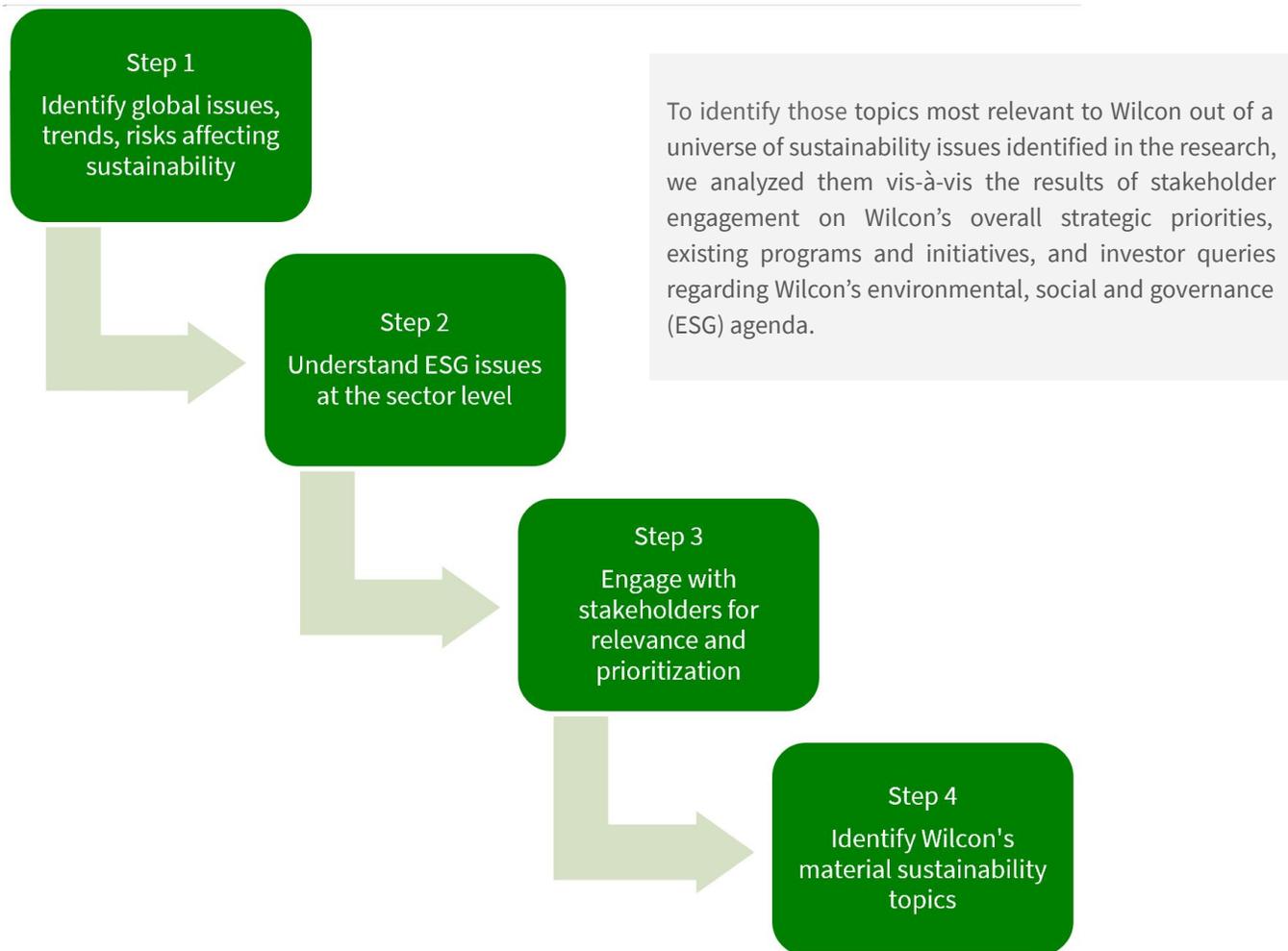
Company Information

Company details

Name of Organization	Wilcon Depot (PSE: WLCON)
Location of Headquarters	No. 90 E. Rodriguez Jr. Avenue, Ugong Norte, Quezon City
Location of Operations	See list of locations in Appendix A
Report Boundary: Legal entities included in this report	Wilcon Depot, Inc.
Business Model	2 retail formats – the depot store format and the home essentials store format, which are known under the trade names "Wilcon Depot" and "Wilcon Home Essentials", respectively. <small>Source: https://edge.pse.com.ph/companyInformation/form.do?cmpry_id=665</small>
Reporting Period	31 December 2020
Highest Ranking Person for this report	Lorraine Belo-Cincochan, President - CEO

UNDERSTANDING OUR SUSTAINABILITY CONTEXT AND IMPACTS

The Securities and Exchange Commission’s sustainability reporting requirement among publicly listed companies is an opportunity for Wilcon to take stock of everything that we have done to deliver on our commitment and find ways to build our big ideas better. In 2019, we undertook a rigorous two-month materiality process, which now allows us to focus our energies and resources on a sustainability agenda that is strategic to the business, promotes its growth, manages impacts and minimizes risks, and contributes to sustainable development.



Being an industry leader, we wanted to have a more comprehensive view of the sustainability pressures and drivers that shape our business. To ensure this, we conducted a four-step materiality process that covered:

A desktop review of key global drivers, trends and risks identified by international development organizations, multilateral agencies, global sustainability surveys, and sustainability ratings agencies, as well as sector-specific sustainability issues, including benchmarking against the performance of three sustainability leaders in retail and real estate; and

Nine sets of stakeholder interviews, covering internal (permanent employees from different departments of the business and members of senior leadership/C-suite) and external stakeholders (suppliers of varying business size and nature of operations) in terms of their relevant issues with, impacts of, and expectations from Wilcon.

Our Material ESG Topics and Management Actions

Business expansion and creating shared value	Impacts of climate change on business performance	Impacts on local communities (job creation, CSR, infrastructure development)	Responsible sourcing	ECONOMIC	
Emissions from energy use and transport & delivery	Waste management	ENVIRONMENTAL			
People: Training, OHS & D&I	Customer satisfaction and protection (data privacy, H&S)	Technology strategy (big data, cyber security, and e-commerce)	Meaningful communications and market shaping	Ethics and compliance (governance of ESG at Board level, anti-corruption)	SOCIAL & GOVERNANCE 

Wilcon’s assessment process resulted in the above list of sustainability topics that are material to the business and where we create the most impact. All these present Wilcon with opportunities for better and long-term value creation. Conversely, we understand that they may pose risks to the business if we do not monitor and manage our performance on these issues.

Thus, our materiality process provided us with the opportunity to identify the necessary management actions to begin to address the risks and take advantage of the opportunities they present. These are:

- Monitor and analyze markets and macro data to successfully anticipate changes and sufficiently respond to any development on these material topics, while continuing to provide more and varied choices to our customers;
- Provide company leaders and managers with more opportunities to be exposed to the external environment concerning material ESG impacts, and receive proper training to use the information and knowledge in their decision-making during planning and day-to-day operations;
- Provide adequate support to the human resources department to be able to continuously recruit, train, and deploy excellent personnel;
- Strengthen relationships with a strong core of suppliers that can be relied on to deliver up-to-date, relevant, and specifications-compliant products cost-effectively; and
- Provide sufficient lead time in our construction projects.

We look forward to improving our understanding and responses as we further embed sustainability into our strategy and operations. Thus we commit to the following next steps for a fuller picture of our sustainability journey ahead:

Include other stakeholder groups using existing touch points (e.g., customer management system) and separate engagements for a 360-degree view of our impacts, risks, and opportunities in time for the next report in 2022;

- Establish a regular materiality review every 2 to 3 years under the governance of senior management; and
- Develop internal capacity to apply learnings from the materiality assessment in areas of our business and begin to measure our performance on these material topics.

OUR MATERIAL ESG AND KEY FINDINGS

MATERIAL ESG TOPICS



Wilcon's economic growth relies on its ability to open new stores in strategic locations. This growth needs to create value not only for its shareholders but also for its employees, business partners, customers, and communities where we operate.



- Cost of construction and development
- Lack of qualified employees
- Lack of available contractors or construction personnel
- Securing government approvals, permits and licenses in a timely manner
- Significant competition from other more established businesses in new markets

- Increased profitability through new markets
- Growing preference for sustainable products
- Operational efficiencies and better use of resources like materials, energy, fuel, and water



Wilcon has to demonstrate its resilience in the face of risks from climate change

- Impacts on physical assets (e.g., flooding or construction delays from extreme weather), construction schedule, workforce productivity, reputation, and customer behavior and shopping seasonality, which affect our financial performance

- Ability to offer superior, more durable, more sustainable products that can withstand harsh weather conditions
- Position Wilcon as a partner in building and rebuilding
- Shape the market and educate them on the benefits of sustainable products



Wilcon's expansion into key fast-growing cities in areas outside Metro Manila creates jobs and stimulates infrastructure development and economic activities in these areas.

- Cultural differences can hamper acceptance of the brand and working relationship between store management and locally hired personnel
- Lack of acceptance from the communities in new store locations

- Local employment spurring economic growth in emerging cities
- Be recognized as an inclusive brand by the community through appropriate and meaningful marketing



Wilcon must ensure the quality, safety, and sustainability of the products and solutions it offers its customers. Addressing sustainability risks in products requires working with its suppliers in promoting a transparent, fair, and responsible supply chain.

- Non-availability of products that meet evolving customer preferences and Wilcon's quality standards
- Inaccurate forecasting of trends in customer behavior and preference and to respond to them in a timely manner
- Unmanaged or unchecked increases in price of more sustainable products and make them unaffordable

- Sustainability as a growing customer preference
- Offer products that are suitable and relevant to the market's taste
- Collaborations on innovations with suppliers to cast a wider sphere of positive impact



OUR MATERIAL ESG AND KEY FINDINGS

MATERIAL ESG TOPICS



Wilcon's growth translates to more impacts on the environment, specifically emissions resulting from greater energy use and consumption of fuel for transport and delivery of products, while relying on external providers.

- Non-availability of feasible/ reasonably-priced/financially -sensible fossil-fuel substitutes
- Cost of technology, know-how and execution of efficiency promoting logistical processes and programs

- Use alternative power and fuel sources that are cost-effective in the long run
- Reduce carbon footprint



Wilcon must be able to manage the waste it generates as it grows, specifically how it contributes to packaging waste, pollution, and toxicity.

- Accelerated price increase of new technology that will improve waste management efficiency that will be prohibitive to use by businesses
- Human resource skills available at reasonable cost to implement

- Foster product innovation using waste as possible raw material



OUR MATERIAL ESG AND KEY FINDINGS

MATERIAL ESG TOPICS



Wilcon must ensure the development and empowerment of its employees by providing them opportunities for professional growth and economic well-being and protecting their rights in the workplace, including occupational health and safety.

- Availability of trainable and skilled human resource
- Cost of training
- Cost of new technology

-Become the preferred employer for the incoming generation of workforce



As customer preferences and buying patterns evolve, Wilcon must be able to continue to deliver superior quality products and solutions while providing excellent and reliable service.

-Reputational damage from threats to customer wellness and safety

-Leverage Wilcon's positioning for high quality customer shopping experience as differentiator



With big data shaping the growth of retail, Wilcon needs to ensure its ability to optimize its information technology systems to make operations more efficient and reach more customers while remaining proactive against potential systems failures and breaches of security.

-Reputational damage from data breaches and system failures

-Lags and operational delays from data breaches and system failures

-Market expansion without need to put up brick & mortar stores, decreasing capital outlay

-Requires less energy to operate and generates less waste

-Addresses possible shortfall in capable manpower



As industry leader, Wilcon is in a position to shape the industry and the market towards the adoption of more sustainable products, services, and business practices.

-Resistance from consumers to see value for money in sustainable products and services

-Address unmet needs through sustainable products and services

-Enter new customer segments



Increasing ESG regulation and greater expectations for business to contribute to sustainable development while ensuring value creation and long-term resilience require responsible leadership and adoption of sustainability at the Board level

-Subject to fines for noncompliance to future regulations on ESG governance

-Establish a governance structure and management approach towards sustainability

-Ability to better respond to investor queries

ECONOMIC DATA

Economic Performance

Direct economic value generated and distributed ((in Php)

	2019	2020
Direct economic value generated (Revenue)	24,938,844,778	23,064,205,443
Direct economic value distributed		
A. Operating costs	5,395,669,570	5,738,019,170
B. Employee wages and benefits	1,025,194,473	1,146,448,905
C. Payments to suppliers, other operating costs	24,860,597,137	21,364,314,920
D. Dividends given to stockholders and interest payments to loan providers	655,956,975	737,951,204
E. Taxes given to government	1,461,032,672	1,665,084,290
F. Investments to community	11,676,935	73,063,471

Becoming the Preferred Partner: Our Management Approach

Wilcon's leadership in the home improvement and construction retail space is founded on its vision to become the preferred company in the industry for all its key stakeholders. We do this by differentiating our business, our product offerings, and our services through excellence, trustworthiness, and reliability.

We understand that we are in the business of offering innovative solutions. Thus, we have a strong and exclusive lineup of quality, value-priced in-house brands, as well as renowned international and local brands that meet our customers' evolving needs. By being attuned and responsive to the accelerating changes in customer behavior and retail trends, we have revolutionized the home improvement and construction supply industry in the Philippines, taking it beyond "hardware-store" types to well-designed retail spaces and customer-centric business practices that enhance the customer shopping experience.

No. 1

Home improvement/
construction retail space

63

Stores
nationwide

425

Suppliers

779,698

Members of Wilcon's loyalty & rewards program

The Preferred Partner: Tried, Tested and Trusted

Wilcon's thrust of differentiating our business, our product offerings and services through excellence, trustworthiness and reliability to realize our vision to become the preferred company in the industry for all of our key stakeholders has borne fruit during this very challenging year.

The impact of the COVID-19 pandemic on consumers and the consequent mobility-restricting measures governments around the world imposed to curb the spread of the disease on businesses has surely tested the effectiveness of our strategies, processes and systems. Our core values shone through our response to this pandemic, hence we were able to pivot our operations to conform to the health and safety protocols and adapt to the changed consumer behavior. Our large, well-designed retail spaces and customer-centric business practices made us the home improvement store of choice by consumers.

Maintaining Sustainable Suppliers

Our long-standing, mutual-growth enabling relationship with our various suppliers has allowed us to continue to carry the same breadth and variety of product offerings. We were able to continue supporting suppliers with sustainable products in their offerings. We have dedicated store shelves for green products and regularly train our salespeople to help our customers select home improvement and construction supply solutions that deliver environment-friendly benefits, which has become a customer priority.

We continue to look forward to reporting on our progress in our efforts to develop a sustainable procurement program in our next reports.

Unwavering Commitment to Responsible Business

Our success in delivering acceptable financial results given the circumstances was partly a result of our steadfast commitment to responsible and ethical business practices. Corporate governance protects shareholder value and promotes transparency and accountability at the highest level of our business. They also protect our leadership position in the sector.

Our Revised Manual on Corporate Governance and Code of Business Conduct and Ethics guided Wilcon's directors, officers, and employees when dealing with our various stakeholders throughout the business. We have a zero-tolerance approach to bribery and corruption as reflected in our Anti-Bribery and Anti-Corruption Policy, which outlines in clear detail what constitutes bribery and corruption, how to raise concerns, monitoring and review systems including internal controls by the review committee, and the administration of penalties. The policy applies to all Wilcon employees and relevant third parties in all areas where we operate.

On February 19, 2021, the Company was recognized by the Institute of Corporate Directors as one of publicly listed companies that performed well in the 2019 ASEAN Corporate Governance Scorecard (ACGS) Assessment.

Wilcon also has a Related Party Transactions Charter and Committee to review and ensure proper oversight of all our material related-party transactions (RPT), which we define as RPTs that amount to 10% or higher of the company's total assets based on its latest audited financial statement. The committee promotes fairness, transparency, and independent reviews and audits, and ensures against conflicts of interest and misappropriation of resources, among others, to protect the long-term interest of our shareholders and the reputation of the company. The Committee consists of three independent directors and conducts an annual review of its performance.



Environment Performance

Energy consumption within the organization (in kWh)		
	2019	2020
Energy consumption (renewable sources)	1,514,227.66	4,619,099.12
Energy consumption (electricity)	54,709,602.84	47,251,479.26
Energy reduction of energy consumption (in kWh)		
Energy reduction (electricity)	1,514,227.66	4,619,099.12
Air emission disclosures (in Tonnes CO ₂ e)		
Scope 1 GHG emissions	912.01	731.31
Scope 2 GHG emissions	38,964.24	37,801.18
Total GHG emission	39,876.24	38,532.49
Water consumption within the organization (in CBM)		
Water withdrawal	162,057	294,686
Water consumption	162,057	294,686
Water recycled and reused	0.00	0.00
Solid and hazardous waste generated (in kg)		
Recyclable (papers & scraps)	See note 1	83,175
Landfilled	Not collected in 2019	Not collected in 2020
Hazardous waste generated	See note 2	262,093.3
Hazardous waste transported	Not collected in 2019	Not collected in 2020
Environmental compliance		
Monetary fines for non-compliance (Php)	285,000*	245,000*
No. of monetary sanctions for non-compliance	0	0
No. of cases resolved through dispute resolution mechanism	0	0

Did you know?

Wilcon designed their buildings to maximize natural light, only turning on lights in the afternoon.

38,532.49

GHG Emission

Shift towards renewables: solar energy

Target: almost half of energy mix to come from solar

Environmental Performance: Building on Small Wins

The pause in operations and subsequent resumption of a trimmed-down operations as a result of measures imposed to curb the spread of the COVID-19 disease have pushed back our growth and expansion targets. These have also, on the other hand, resulted in decreased energy consumption and resultant emissions.

We still have our focus set on the use of renewable energy and battery technology in our branches nationwide. Partnerships with sustainable suppliers and market shaping are also critical steps to take so that we expand the reach of our impacts beyond the branches and enable more sustainable living for our customers.

As we prepare to fast track our recovery, we remain committed to develop and implement a more deliberate environment agenda. We continue to look forward to improving efficiencies in our operations for productivity and cost savings, taking advantage of opportunities in innovations in packaging and resource use, while addressing actual and potential negative impacts of our operations on our immediate environments and the planet.

*late submission of supporting documents
 Note 1: Data collected for 2019 is for various branches only.
 Note 2: Data collected for 2019 is for six branches only.

Shaping the Market Towards Green Solutions

Customers are becoming more conscious about the impacts of their lifestyles. Wilcon has been steadily expanding the green products it offers on its shelves to address this demand. The following are some of the sustainability features we highlight to make it easy for our customers to build and live better for the planet.



- Water-saving fixtures: low flow, dual flush
- Energy-efficient lighting: lower consumption, more light, longer life
- Clean-air paint products: less polluting, no unpleasant smell
- Circular economy: wood from renewable forests, recycled materials

Our reduced operations and shift focus on surviving the pandemic in the new operating environment and the suspension of activities of the different entities and organizations that we have been supporting have temporarily halted our usual sponsorship of these activities.

We remain committed to support these activities and looking forward to resume the journey with our partner organizations.

Waste Reduced

We generated even less waste in our stores during the year as a result of the pause in our operations. We continued to partner with local government units for the sorting of any solid waste materials we generated. Our partner facilities to treat our hazardous waste such as broken bulbs and other waste like used oils continued to be operational. Programs such as the take-back program with several suppliers so that they can recycle or repurpose inventory that do not meet our quality standards or get inadvertently damaged and rejected to prevent them from ending up in our landfills resumed after a temporary suspension.

Highlight: Greening Our Branches

Our stores, because of their big formats, have intense energy requirements. To promote greater cost savings while minimizing our carbon footprint, Wilcon has started to roll out solar power solutions in 2016, including renewable energy into the energy mix of all our branches. We also use high-volume low-speed fans to minimize the use of air-conditioning while still making the branches comfortable for our customers and our staff. At the same time, our stores are designed to bring in as much natural light as possible and use forklifts that run on batteries rather than diesel. Below are the highlights of several in-store initiatives that make our operations more environment-friendly.

- 100% of branches to include solar power by 2024
- 32 branches with solar power systems
- 19 branches for installation of solar power systems by 2021



Employee Data

Employee data	Female	Male
Employees by gender	1288	1439
Employee benefits (% who availed)	Female	Male
SSS	6.68%	7.58%
PhilHealth	0.77%	0.29%
Pag-ibig	9.47%	12.73%
Parental leaves:		
Maternity / Paternity Leave	8.58%	12.25%
Solo Parent	96%	4%
Magna Carta	0.51%	
Vacation leaves	43.01%	49.21%
Sick leaves	3.13%	2.27%
Medical benefits (aside from PhilHealth)	8.64%	6.95%
Housing assistance (aside from Pag-ibig)	0.04%	0.44%
Retirement fund (aside from SSS)	0.00%	0.08%
Further education support	0.00%	0.00%
Company stocks option	0.00%	0.00%
Telecommuting	5.67%	5.71%
Flexible-working hours	22.67%	9.31%
Employee training and development	Female	Male
Total training hours provided	80	56
Ave. training hours provided	11.42	11.2
Labor Management Relations		
% of employees covered in CBA		29%
Number of consultations conducted with employees concerning employee-related policies		4

47%

Female employee

53%

Male employee

50:50 Female:Male

Employee in Key Management Positions

8 DECENT WORK AND ECONOMIC GROWTH



Our People: The Bedrock of Our Recovery

Wilcon recognizes that its people are its most valuable asset and hence we took care of them. The retail industry was one of the severely hit industries by the economic impact of the COVID-19 pandemic. There were massive layoffs and furloughs in the industry but we kept whole our workforce. We continued to pay them even at the time when we had no operations and even if it meant temporarily sacrificing financial gains. We do this because it is management's responsibility to ensure duty of care and dignity of person, and maintain a culture of compassion all throughout our operations.

When we resumed operations of our shuttered stores in view of the government's imposition of quarantine measures, we regularly tested our employees and provided them with safe transportation and work spaces. We implemented work-from-home arrangements and re-configured our office spaces to conform to the social distance requirements. Central to our vision for our employees is our compensation and benefits program and Work Life Integration Program, both of which protect and promote our employees' advancement, productivity, fair treatment, physical and mental health, safety, and well-being.

Training and learning activities pivoted to pure online. Our Training Team quickly converted our learning modules into an online set up. We were prepared for this shift since we have already started implementing this method even before the pandemic.

Our experience also gave us the agility to quickly re-orient our employees to the new protocols and requirements in operations. Not only did we address the regulatory requirements but we adapted quickly also to the changed buying behavior of our customers. We quickly provided for and trained our employees in the use of the various digital tools and social media platforms in delivering service to our customers.

Because we are a large company with a network of 63 branches nationwide as of 2020, it is important for employee development and well-being to be cascaded to all levels. Empowerment is key, especially down the line, and our Human Resources department works with operations managers at the branch level who are regularly trained in human resources principles and practices, where they have the power to make decisions on matters and/or grievances concerning the staff, customers, and suppliers, as well as incidents concerning occupational health and safety and ethical practices. We have voice mechanisms that allow for daily communication between individuals and across different functions, including a whistleblower policy and grievance mechanisms for our labor unions.

Workplace conditions, labor standards, and human rights	Female	Male
Safe Man-Hours	1260	1418
No. of work-related injuries*	21	156
No. of work-related fatalities	0	0
No. of work related ill-health	0	0
No. of safety drills	1180	
Labor Laws and Human Rights		
No. of legal actions or employee grievances involving forced or child labor	0	
Forced labor (y/n)	Y	
Child labor (y/n)	Y	
Human rights (y/n)	Y	
Supply Chain Management	Does Wilcon consider the following when accrediting suppliers	
Environmental Performance	Y	
Forced labor	Y	
Child labor	Y	
Human rights	Y	
Bribery and corruption	Y	

*Minor injuries requiring basic first aid treatment only. 0 hospitalized or confined incidences

8.63%

Attrition

54%

Covered by OHSAS

0

Employees from IP

Did you know?

100% of store leadership and 95% enterprise-wide of management of Wilcon grew organically from the ranks.

Health and Safety – The Paramount Consideration

Wilcon has been investing in creating safe stores and working spaces. We practice more stringent safety measures with our large and bulky moveable items, machine-powered lifts, and constant foot traffic, which can pose safety risks on our floor staff and customers. We continue to implement the following initiatives to help us minimize hazards and prevent injuries at the branches:

- A health and safety governance structure consisting of occupational health and safety officers and pollution officers;
- Safety assessment for product displays and regular checkup on equipment and stocks for safety and maintenance;
- Use of caution ropes and signages for warning zones;
- Procedures for immediate action should accidents occur and incident reporting;
- Personal protective equipment when constructing and installing solar panels; and
- Review and requirement of safety policies among contractors.

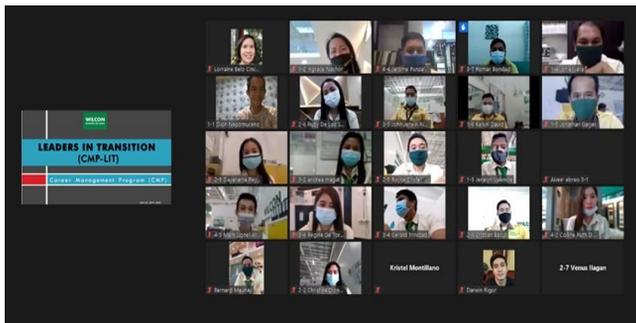
The COVID-19 pandemic added another layer to our health and safety protocols. We tested employees, provided them with face masks and shields and paid quarantine non-working days if necessary.

At the corporate level, we have trained first aiders and a company doctor who is available for daily and monthly checkups. Our company's occupational health and safety manual is based on the Department of Labor and Employment's requirements. To minimize the stresses on our employees associated with the heavy traffic in the metropolis, we now offer a compressed workweek with flexible working hours. We also have a private lactation area for breastfeeding mothers in the workplace.

SOCIAL DATA



Wilcon Depot conducted its annual Sales Kickoff Conference 2020 for all Wilcon retail leaders from all over the Philippines last January and February 2020 carrying the battle cry, "I am a CX HERO" which stands for Customer Experience HERO. The seminar aims to communicate the plans of the company, bring additional learning experiences and takeaways, and allow them to understand the latest business trends.

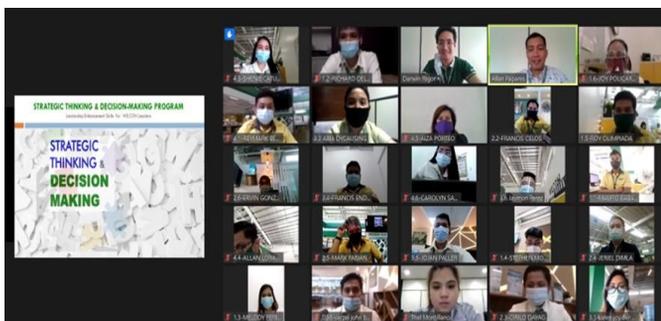


Career Management Program-Leaders in Transition (CMP-LIT)

Objectives:

- Discuss the essential roles of a leader, manager and supervisor
- Discuss strategies on how to build trust relationships
- Identify steps to effectively delegate tasks
- Discuss the Discipline of Execution

On Boarding For Newly-hired Employees



Strategic Thinking and Decision Making (STDM)

Objectives:

- Discuss the various disciplines of a strategic leader
- Define Strategic Thinking
- Introduce Systems Thinking concepts & Tools
- Demonstrate Planning, Problem Solving & Diagnostic Skills
- Apply the "6 Thinking Hats" in making strategic decisions

Customer Satisfaction and Service Excellence in The New Normal

Customer behavior and preferences are shifting at an unprecedented pace, hastened by rapid technological innovations, growing environmental and social pressures, consolidation of competition, and increasing regulation. The COVID-19 pandemic accelerated this shift and may have even altered its course.

Our ability to maintain our status as industry leader and preferred partner depends on a strong commitment to deliver products and solutions of superior quality and provide excellent and reliable service to our customers consistently.

We have a strong track record of anticipating the needs of the market, and sourcing and developing products that meet these needs, allowing us to evolve over the past four decades. We were the first home improvement and construction supply store in the country to improve customer experience in our branches, departing from the traditional “hardware” type of stores and designing them to provide a comfortable atmosphere that enhances the shopping experience and to foster satisfaction and loyalty. Wilcon was also the first to proactively offer and highlight more sustainable products and solutions.

Innovation, customer satisfaction, and service excellence are the values that define our Customer Relationship Management (CRM) program. Our customers range from middle-income and high-income households to independent contractors and project developers. We have a CRM strategy with target , and monitoring and evaluation mechanisms. This includes a customer service platform available on our website, where customers can send queries, suggestions, comments or complaints.

We launched our e-commerce platform in 2019 and was set to launch an enhanced, integrated platform by the end of 2020. When the COVID-19 pandemic hit we have already initiated our preparation for this improved platform. The impact of the pandemic, however, on consumer behavior is still continuing and it is still uncertain where the trend will bring it or if it will be reversed or altered when the pandemic is over. In view of this, we have pushed back the launch of our enhanced platform to take into consideration as much as the evolving behavior as practicable.

In the meantime, we have launched other online alternatives such as our Browse, Call and Collect/Deliver initiative, making full use of all social media platforms including online selling, personal shopper services via virtual shopping and the like.



Customer Management

Customer Satisfaction

Score

Customer Survey

n/a

Health & Safety

Quantity

No. of substantiated complaints on products or services health and safety

0

No. of complaints addressed

0

Marketing & Labeling

Quantity

No. of substantiated complaints on marketing & labelling

0

No. of complaints addressed

0

Customer Privacy

Quantity

No. of substantiated complaints on customer privacy

0

No. of complaints addressed

0

No. of customers, users and account holders whose information is used for secondary purposes

0

Data Security

Quantity

No. of data breaches, including leaks, thefts and losses of data

0

SOCIAL DATA

Our Broad Range of Products: Fit For Every Need

We have over 2,000 brands and products across different product categories translating to 48,000 SKUs that make it easy and convenient for our customers to find their home improvement and construction needs under just one roof.

- Plumbing and sanitary wares (bath and shower mixers, bath fillers, faucets, shower, water systems, bathtubs, bidet, bowl, lavatory, pedestal, shower enclosure, urinal, water closet and other accessories)
- Hardware and tools products (door essentials, hand tools and hardware accessories, pipes, sundries, power tools and hand tools)
- Tiles/Flooring (locally made and imported tiles in various sizes and types such as ceramic, glass block, porcelain, and vinyl)
- Electrical and lighting (electrical accessories and supplies, lamps, wiring devices, LED and lights)
- Furniture, furnishings and houseware (furniture products found in the bedroom, dining, kitchen, living room, office, and outdoor; decorative items, organizers, wall hang decors, curtains, and blinds)
- Paints (a wide range of paints for different surface types)
- Appliances (air coolers, air conditioners, electric fans, entertainment appliances, kitchen appliances, washing machine, and vacuum cleaner)
- Building materials (building decors and supplies, ceiling and wall, floor and roofing)



Selected in-house brands of the Company



Reliable Member of Local Communities

As a home improvement and construction supplies retailer, our entry into provincial centers nationwide can mean that the local economies in these areas are primed for greater activity, which can indirectly lead to more infrastructure and more job opportunities. Our stakeholders agree that our expansion has the potential to decentralize growth and development and bring it outside the traditional urban centers.

This also means that with an expanded store network, we now become a member of various local communities that we aspire to mutually grow with. In this time of crisis, we were given the opportunity to serve more meaningfully the local communities we belong in. We undertook the following to help our communities survive and thrive during these challenging times:

Wilcon Depot donated wooden pallets through Tzu Chi Foundation with its initiative on setting up two temporary storage structures to store and secure PPEs of Zamboanga City Medical Center.



Wilcon Depot has donated over 400,000 pesos worth of customized Polyethylene (PE) Tank to Islas de Santa Cruz Community through Yellow Boat of Hope Foundation and ABS-CBN Foundation.

Wilcon Depot donated to the communities in Naga City and Daraga, Albay who were affected by Super Typhoon Rolly. Through the help of the local workforce of Wilcon and support from the Local Government Unit, the relief goods were successfully turned over to the local communities on November 6, 2020.

Wilcon Depot donated relief goods to the communities affected by Typhoon Ulysses in hopes to contribute to the residents of Iguig, Cagayan on November 17, 2020, and in Montalban, Rizal and Marikina City on November 20, 2020.

Wilcon Depot donated relief goods to Typhoon Ulysses victims in Catanduanes on December 3, 2020.



Wilcon Depot hosts the 6th Wilcon Cup and donated proceeds to help the communities affected by the Taal Volcano Eruption and also to support the Crocodylus Porosus Philippines, Inc. (CPPI) on January 29, 2020.



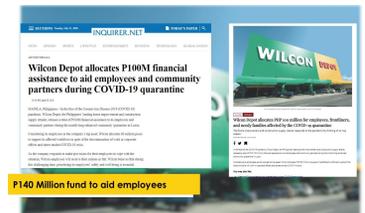
Wilcon employees and officers donated P1M and in-kind relief donations to the victims of the Taal volcanic eruption through the ABS - CBN Foundation on January 31, 2020.

Wilcon provided relief assistance to the provinces of Batangas, Cavite, and Laguna who were affected by the Taal Volcanic eruption on January 17, 2020.



Wilcon employees volunteer to help the Taal Volcano eruption victims and extended relief donations containing food, clothing, hygiene essentials, toiletries, first aid basics, and financial assistance.

Wilcon allocated P140 Million as financial support to ensure employees to receive their salaries in full in spite of work discontinuation in corporate offices and retail stores due to the COVID-19 pandemic



Wilcon allocated a P10 Million donation to ABS-CBN Lingkod Kapamilya Foundation #PantawidNgPagibig to help supply food and basic needs to poor families whose source of living has been affected by the enhanced community quarantine.



Wilcon allocated a P10 Million donation to GMA Kapuso Foundation to support their programs to help provide basic medical supplies for the health and safety workers.



COMMUNITY DATA

Wilcon donated P25 Million to the Philippine Disaster Resilience Foundation's "Project Ugnayan" which aims to raise funds and distribute gift certificates and food packs to help millions of poor families and communities in Metro Manila.



Wilcon Depot donated 16,000 personal protective equipment (PPE), 60,000 face masks, and bicycles through Go Negosyo, in collaboration with the Project Kaagapay: Protect our Healthcare Heroes, in providing immediate help to our frontliners. The medical equipment were distributed to different hospitals across Metro Manila.

Wilcon supported the Go Negosyo's Project Antibody Rapid Test Kits (Project ARK). Wilcon was able to donate test kits to Bacoor Cavite; Baliuag, Bulacan; Cabanatuan, Nueva Ecija; Calamba, Laguna; Calumpit, Bulacan; Laoag City, Ilocos Norte; Mandaluyong City, Parañaque City, Tarlac City, Montalban, Rizal; Taytay, Rizal, and Villasis, Pangasinan.



As part of our continued support to our dear frontliners, Wilcon Depot donated 100 Personal Protective Equipment (PPE) to the Lung Center of the Philippines to help in their fight against COVID-19.



Wilcon handed over PCR and Natch Machines to the Quezon City Government for the Philippine Children's Medical Center.



Wilcon extended financial aid to various local communities where we operate including Jaro, Iloilo City, and Brgy. Sta. Ana, Taytay, Rizal.



Appendix A: List of Operations Location

	Branch Name	Branch	Location
1	ALABANG	D01	8003 REAL ST., ALABANG ZAPOTE RD., ALMANZA UNO, LAS PIÑAS CITY
2	BALINTAWAK	D02	1274 EDSA A. SAMSON, QUEZON CITY
3	LIBIS	D03	90 E. RODRIGUEZ JR. AVE., BRGY. UGONG NORTE, DISTRICT 3, QUEZON CITY
4	MAKATI	D05	2212 CHINO ROCES AVE., SAN LORENZO, MAKATI CITY
5	QUIRINO	D06	L119 C-1 MINDANAO AVE., TALIPAPA, QUEZON CITY
6	FILINVEST	D07	L1 B29 ALABANG ZAPOTE RD. COR. BRIDGEWAY AVE., FILINVEST CORPORATE CITY, ALABANG, MUNTINLUPA CITY
7	MEXICO	D08	GAPAN-OLONGAPO ROAD, LAGUNDI, MEXICO, PAMPANGA
8	SUCAT	D09	DR. A. SANTOS AVENUE, SAN DIONISIO, PARAÑAQUE CITY
9	FAIRVIEW	D10	16 COMMONWEALTH AVE., BRGY. COMMONWEALTH, QUEZON CITY
10	TARLAC	D11	MC ARTHUR HIGHWAY, SAN RAFAEL, TARLAC CITY
11	DAU	D12	MC ARTHUR HI-WAY, DAU, MABALACAT, PAMPANGA
12	SAN FERNANDO	D15	FREEWAY STRIP OLONGAPO-GAPAN ROAD, DOLORES CITY OF SAN FERNANDO, PAMPANGA
13	CALAMBA	D16	NATIONAL ROAD, BRGY. HALANG, CALAMBA CITY, LAGUNA
14	BATANGAS	D17	LOT 2687-A DIVERSION ROAD, ALANGILAN, BATANGAS CITY
15	TAYTAY	D18	MANILA EAST ROAD, BRGY. SAN JUAN, TAYTAY, RIZAL
16	ANTIPOLO	D19	MARCOS HIGHWAY, BRGY. MAYAMOT, ANTIPOLO CITY, RIZAL
17	BALIUAG	D20	KM. 48 DRT HIGHWAY, BRGY. TARCAN, BALIWAG, BULACAN
18	DASMARIÑAS	D21	GOVERNOR'S DRIVE, PALIPARAN 1, DASMARIÑAS CITY, CAVITE
19	LAOAG	D22	AIRPORT ROAD, BRGY. 50, BUTTONG, LAOAG CITY
20	MANDAUE	D23	U.N. AVENUE, UMAPAD, MANDAUE CITY, CEBU
21	TALISAY	D24	LOT 2359, LAWA-AN II, TALISAY CITY, CEBU
22	KAWIT	D25	CENTENNIAL ROAD, MAGDALO, PUTOL, KAWIT, CAVITE
23	VALENZUELA	D26	292 MC ARTHUR HI-WAY, DALANDANAN, VALENZUELA CITY
24	SAN PABLO	D27	DOÑA MARIA VILLAGE PHASE 2, BRGY. BAGONG BAYAN, SAN PABLO CITY, LAGUNA
25	VILLASIS	D28	NATIONAL HIGHWAY, BRGY. BACAG, VILLASIS, PANGASINAN
26	QUEZON AVE.	D29	24 QUEZON AVE., LOURDES, QUEZON CITY
27	DAVAO	D30	MC ARTHUR HIGHWAY, MATINA, DAVAO CITY
28	IT HUB	D31	PASONG TAMO EXTENSION, BRGY. BANGKAL, MAKATI CITY
29	MOLINO	D32	BACOR BOULEVARD, BRGY. MAMBOG IV, CITY OF BACOR
30	STA. ROSA	D33	TAGAYTAY ROAD, BRGY. PULONG, STA. CRUZ, STA. ROSA, LAGUNA
31	CDO	D34	ZONE 5 , BRGY. CUGMAN, CAGAYAN DE ORO CITY
32	BACOLOD	D35	MATAB-ANG TALISAY CITY, NEGROS OCCIDENTAL
33	BUTUAN	D36	BRGY. BAAN, KM. 3, BUTUAN CITY
34	CABANATUAN	D37	LOT 2040-C-3-B & Lot 2040-C-4, SUMACAB ESTE, MAHARLIKA HIGHWAY, PUROK 6, SUMACAB ESTE, CABANATUAN CITY
35	ILOILO	D38	NORTH DIVERSION ROAD, BRGY. DUNGON-B, JARO, ILOILO CITY

Appendix A: List of Operations Location (cont.)

	Branch Name	Branch	Location
36	TACLOBAN	D39	PUROK SANTOL, BRGY. 80 MARASBARAS, TACLOBAN CITY, LEYTE
37	SILANG	D40	PUROK 9, BRGY. LALAN II, SILANG, CAVITE CITY
38	ZAMBOANGA	D41	LOT 2235C I-A BOALAN, ZAMBOANGA CITY
39	NAGA	D42	BRGY. DEL ROSARIO, NAGA CITY
40	LIPA	D43	BRGY. BUGTONG NA PULO, LIPA BATANGAS
41	PANACAN, DAVAO	D45	BRGY. PANACAN VALLE VERDE, BUNAWAN, DAVAO CITY
42	TAYABAS	D46	BRGY. ISABANG, TAYABAS QUEZON
43	GEN. SANTOS	D47	PALEN, BRGY. LABANGAL, GENERAL SANTOS CITY
44	PUERTO PRINCESA	D48	BRGY. SICSICAN, PUERTO PRINCESA CITY, PALAWAN
45	GENERAL TRIAS	D49	BRGY. SAN FRANCISCO, GENERAL TRIAS CITY, CAVITE
46	STA. BARBARA, ILOILO	D50	LOT 506B BRGY. BOLONG OESTE, STA. BARBARA, ILOILO
47	OPOL, MISAMIS ORIENTAL	D51	ZONE 2A BRGY. BARRA, OPOL, MISAMIS ORIENTAL
48	STO. TOMAS, BATANGAS	D52	MAHARLIKA HIGHWAY, BRGY. STA. ANASTACIA, STO. TOMAS, BATANGAS
49	ANTIPOLO II	D53	LOT 2-A BRGY. SAN ISIDRO CIRCUMFERENTIAL RD. ANTIPOLO CITY
50	CALUMPIT	D55	BRGY. PIO CRUZCOSA, CALUMPIT, BULACAN
51	IGUIG, CAGAYAN	D56	BRGY. BAYO, IGUIG, CAGAYAN VALLEY RD.
52	SAN JOSE, BULACAN	D57	BRGY. TUNGKONG MANGGA, SAN JOSE DEL MONTE CITY, BULACAN
53	ALBAY	D61	BRGY. PEÑAFRANCIA, DARAGA, ALBAY
54	OLONGAPO	D71	NATIONAL ROAD, BRGY. BARRETTO, OLONGAPO CITY, ZAMBALES
55	TAYTAY II	D72	RIZAL AVE., ILOG PUGAD BRGY. SAN JUAN TAYTAY, RIZAL
56	CABUYAO, LAGUNA	D73	BRGY. SALA, CABUYAO, LAGUNA
57	ALIMALL	HO2	LG003/LG004 LOWER GRD FLR. ALIMALL II, ARANETA CENTER, SOCORRO, D3, CUBAO, QUEZON CITY
58	WCC	HO3	ANCHOR 1, 121 VISAYAS AVE., BAHAY TORO, QUEZON CITY
59	STA. MESA	HO5	425 PIÑA AVE., BRGY. 585 ZONE 057, SAMPALOC, MANILA
60	MINDANAO AVE.	HO6	L-5 B-7 MINDANAO AVE., BAHAY TORO I, QUEZON CITY
61	MUÑOZ	HO7	1066 EDSA, BAHAY TORO, QUEZON CITY
62	PASAY	HO8	16 C JOSE ST. COR. EDSA, MALIBAY, PASAY CITY
63	ILOILO	HO9	GROUND FLOOR UNIT A25-A26, FESTIVE WALK MALL, ILOILO BUSINESS PARK, MANDURRIAO, ILOILO CITY

ANNEX E

SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-Q

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

1. For the quarterly period ended March 31, 2021
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
COMMON SHARES	4,099,724,116
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 condensed financial statements of Wilcon Depot, Inc. Doing Business under the Name and Style of WILCON DEPOT and WILCON HOME ESSENTIALS as at March 31, 2021 and December 31, 2020 and for the three-month periods ended March 31, 2021 and 2020, 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 Three-Month Periods Ended March 31, 2021 and March 31, 2020

The Company recorded net income of ₱604 million for the first quarter of 2021, up by 84% or ₱276 million from the ₱328 million reported during the same period in 2020 with net margins of 9.1% and 5.9%, respectively. The increase was mainly driven by the hike in net sales and the expansion in the gross profit margin partly offset by the increase in operating expenses and drop in net other income.

Net Sales

Net sales for the three-month period ended March 31, 2021, amounted to ₱6,676 million, an increase of 19.4% or ₱1,085 million from the same period last year. The increase was contributed by comparable sales which grew by 9.8% and sales from new stores. The growth in comparable sales was attributed mainly to the increase in the number of transactions particularly in branches located in Luzon. These Luzon branches were temporarily shut down from March 17 to May 15, 2020 in compliance with the quarantine rules imposed by the Philippine government to control the spread of the Covid-19 disease.

The Company opened two new depots in January, 2021, the net sales from which together with the net sales from the five (5) out of six (6) depots opened in 2020 accounted for 49.5% of the total net sales increase year-on-year.

On a per format basis, sales from the depot-format stores, which comprised 97.2% of total net sales, grew by 20.7% or ₱1,113 million to ₱6,488 million from the ₱5,375 million net sales for the three-month period of 2020. Comparable sales growth (same store sales growth) reached 10.7%, contributing 51.7% of the total net sales increase of the format. Meanwhile, sales from new depots, including the two opened in January, 2021 comprised 48.3% of the format's net sales growth.

The smaller format "Home Essentials", recording net sales of ₱140 million accounting for 2.1% of total net sales, likewise reported a growth of 2.1 % or ₱3 million as at March 31, 2021 from the prior year's ₱137 million. All Home Essentials have been operating for more than a year.

The remaining 0.7% of total net sales was accounted for by project sales or sales to major developers, amounting to ₱48 million, decreasing by 39.6% or ₱31 million year-on-year.

Gross Profit

Gross profit grew by 28.1% or ₱531 million from the 2020 first quarter level of ₱1,891 million to close at ₱2,421 million for the period for a gross profit margin of 36.3%. The increase was traced mainly to higher sales for the period and the expansion in gross profit margin which grew by 250 basis points year-on-year. The improvement in gross profit margin is traced mainly to changes in product mix within the exclusive and in-house brands classification, which resulted in a higher overall margin for the class, partly offset by the drop in their contribution to total net sales to 49.5% from 50.9% in the same period in 2020.

Operating Expenses

Operating expenses increased to ₱1,552 million for the period, up 8.3% or ₱119 million from the prior year's ₱1,433 million. The increase is attributable mainly to expansion-related expenses particularly in depreciation and amortization partially offset by the decrease in donations, outsourced services, transportation and travel and advertising expense. Non-PFRS 16 related rent expense increased by 179.1% or ₱29 million to ₱46 million.

Interest Expense

Interest expense increased by 13.9% or ₱14 million, to total ₱116 million for the period from the prior year's three-month period of ₱102 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 three-month period ended March 31, 2021 amounted to ₱69 million, down by 32.5% or ₱33 million from the ₱102 million generated in the same period in 2020 mainly due to the decrease in interest income and net other income partly offset by the increase in rent income. Other income consists of:

- 1) Interest income of ₱8 million, which decreased from the prior period balance of ₱27 million as investible funds particularly from IPO proceeds continued to be deployed for store network expansion. The IPO proceeds were fully utilized as at March 31, 2021.
- 2) Rent income of ₱15 million, rose by 134.5% or ₱9 million year-on-year, attributed to increased collection due to new contracts.
- 3) Net other income from trade and other suppliers amounting to ₱45 million, down by 34.0% or ₱23 million from the same period in 2020, due mainly to the decrease in reimbursable expenses in 2020 and delivery fees income. Net other income is comprised of share of various operational and promotional/marketing expenses of suppliers and other non-merchandise sales related income.

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

Adjusting the 2021 and 2020 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 March 31, 2021 reached ₱1,031 million, or 15.4% of net sales, rising by 75.6% from the ₱587 million, or 10.5% of net sales, recorded as of March 31, 2020.
- 2) EBIT for the three-month of 2020 is ₱814 million or 12.2% of net sales, growing by 88.8% from ₱431 million, or 7.7% of net sales, year-on-year.

The growth in both EBITDA and EBIT was driven by the improved sales performance and expansion in gross profit margin partly offset by the increase in operating expenses.

Income Tax Expense

The Company's income tax expense increased by 68.4% or ₱88 million to end at ₱218 million in the first quarter of 2021 from the ₱129 million incurred during the same period last year. The increase is attributed to:

- 1) Higher taxable income in the first quarter of 2021 partly offset by the lower income tax rate of 25% from the previous 30%;
- 2) A one-time recognition of a net tax expense as a result of the downward adjustment in the deferred tax asset balance as of December 31, 2020 to reflect the decrease in the corporate income tax rate from 30% to 25% approved in March 2021 but retroactive from July 1, 2020.

Financial Condition as at March 31, 2021

Liquidity

Improved operating performance for the quarter yielded substantial operating cash flows, which provided additional liquidity for the Company to be able to pursue its store network expansion and other planned capital expenditure even as the IPO proceeds were fully deployed in January, 2021.

Cash and cash equivalents and short-term investments totaled ₱4,455 million, a slight 3.4% or ₱156 million drop from the balance as at December 31, 2020 as the Company continued to open new branches and warehouses. Current ratio likewise slid from 1.89:1.00 to 1.85:1.00.

Capital Expenditure

For the quarter, the Company's capital expenditure totaled ₱595 million, the bulk of which was spent on the construction of new stores and warehouses. The Company expects capital expenditure to reach ₱3,200 million for the year but this may be scaled down depending on market conditions as the Covid-19 pandemic is still ongoing.

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

Please change table

Key Performance Indicators	As at Mar 31, 2021	As at Mar 31, 2020
Sales	6,675,771,804	5,590,901,540
EBIT – Adjusted / Treating Interest on Lease Liability as Rent Expense ¹	813,919,893	431,136,301
EBITDA – Adjusted / Treating ROU Depreciation and Interest on Lease Liability as Rent Expense ²	1,030,628,891	586,901,725
EBIT Margin - Treating Interest on Lease Liability as Rent Expense ³	12.2%	7.7%
EBITDA Margin- Treating ROU Depreciation and Interest on Lease Liability as Rent Expense ⁴	15.4%	10.5%
	As at Mar 31, 2021	As at Dec 31, 2020
Return on Equity Ratio ⁵	3.9%	9.46%
Current Ratio ⁶	1.85	1.89
Debt to Equity Ratio ⁷	0.86	0.84

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 March 31, 2021 and December 31, 2020

1. Trade and other receivables totaled ₱505 million as at March 31, 2021, 21.3% or ₱88 million higher than the ₱416 million balance as at December 31, 2020. The increase was mainly due to advances made to suppliers partially offset by decrease in trade receivables.
2. Other Current Assets increased by ₱94 million or 14.0% from ₱671 million at the close of 2020 to ₱764 million as at March 31, 2021 due mainly to prepayments and increase in supplies partially offset by the utilization of input tax.
3. Property and equipment increased by ₱368 million or 5.4% from ₱6,757 million at the close of 2020 to ₱7,125 million as at March 31, 2021 due mainly to capital expenditures related to store network expansion.
4. Net deferred tax assets decreased by ₱52 million or 12.6% from ₱414 million at the close of 2020 to ₱362 million as at March 31, 2021 due mainly to the tax effect of the application of CREATE Law with new tax rate of 25%.
5. Other noncurrent assets increased by ₱19 million or 5.1% from ₱376 million at the close of 2020 to ₱395 million as at March 31, 2021 due mainly to increase in advances to contractors and procurement of IT software.

Income Statement Items

1. Net sales for the three-month period ended March 31, 2021 amounted to ₱6,676 million, 19.4% or ₱1,085 million higher than the ₱5,591 million generated during the same period in 2020.
2. Gross profit increased by 28.1% to ₱2,421 million for the period from the ₱1,891 million level for the same period in 2020, mainly driven by the increase in sales and gross profit margin.
3. Operating expenses increased to ₱1,552 million for the period, up 8.3% or ₱119 million from the prior period's ₱1,433 million. The increase is attributable mainly to expansion-related expenses, depreciation and amortization of new stores partially offset by the decrease in donations, outsourced services, transportation and travel and advertising expense. Non-PFRS 16 related rent expense increased by 179.1% or ₱29 million to ₱46 million.
4. Interest expense increased to ₱116 million for the period from the prior year's first three-month period of ₱102 million, representing non-cash interest charged on lease liability recognized for the period in relation to the adoption by the Company of PFRS 16 on leases.
5. Other income (charges) for the three months ended March 31, 2021 totaled ₱69 million, down by 32.5% or ₱33 million from the ₱102 million recorded in the same period of 2020 mainly due to the decrease in interest income, rent income and net other income.
6. The Company's income tax expense increased by 68.4% or ₱88 million to end at ₱218 million, versus the ₱129 million incurred during the same period last year. The increase is due mainly to higher taxable income partly offset by the lower income tax rate. The retroactive application of the new corporate income tax rate also resulted in the recognition of a one-time tax expense to account for the revaluation of the deferred tax asset account.

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.

April 29, 2021

WILCON DEPOT, INC.

By:



LORRAINE BELO-CINCOCHAN
President - CEO



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 March 31, 2021 and December 31, 2020 and

For the Three-month Periods Ended March 31, 2021 and 2020

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 MARCH 31, 2021 AND DECEMBER 31, 2020

	Note	2021 Unaudited	2020 Audited
ASSETS			
Current Assets			
Cash and cash equivalents	5	₱1,914,761,187	₱1,854,893,411
Short-term investments	6	2,540,490,761	2,755,969,767
Trade and other receivables	7	504,728,137	416,198,536
Merchandise inventories	8	8,758,168,338	8,692,127,615
Other current assets	9	764,302,136	670,615,142
Total Current Assets		14,482,450,559	14,389,804,471
Noncurrent Assets			
Property and equipment	10	7,125,326,164	6,757,351,004
Right-of-use assets	11	6,340,233,368	6,280,165,526
Net deferred tax assets	19	362,112,698	414,219,401
Other noncurrent assets	12	395,199,473	376,075,576
Total Noncurrent Assets		14,222,871,703	13,827,811,507
		₱28,705,322,262	₱28,217,615,978
LIABILITIES AND EQUITY			
Current Liabilities			
Trade and other payables	13	₱5,187,662,518	₱5,578,277,870
Income tax payable		367,184,868	205,319,302
Current portion of lease liabilities	11	1,807,092,023	1,837,560,851
Dividends payable		466,140,546	-
Current portion of long-term debt	14	20,000	20,000
Total Current Liabilities		7,828,099,955	7,621,178,023
Noncurrent Liabilities			
Lease liabilities - net of current portion	11	5,117,054,256	4,949,331,695
Net retirement liability	15	338,035,510	337,412,956
Total Noncurrent Liabilities		5,455,089,766	5,286,744,651
Total Liabilities		13,283,189,721	12,907,922,674
Equity			
Capital stock	16	4,099,724,116	4,099,724,116
Additional paid-in capital		5,373,738,427	5,373,738,427
Other comprehensive income		573,542	573,542
Retained earnings		5,948,096,456	5,835,657,219
Total Equity		15,422,132,541	15,309,693,304
		₱28,705,322,262	₱28,217,615,978

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 THREE-MONTH PERIODS ENDED MARCH 31, 2021 AND 2020

	Note	Unaudited	
		2021	2020
NET SALES		₱6,675,771,804	₱5,590,901,540
COST OF SALES	8	(4,254,370,903)	(3,700,074,166)
GROSS INCOME		2,421,400,901	1,890,827,374
OPERATING EXPENSES	17	(1,551,563,507)	(1,432,728,844)
INTEREST EXPENSE	14	(116,359,977)	(102,168,500)
OTHER INCOME - Net	18	68,755,245	101,904,359
INCOME BEFORE INCOME TAX		822,232,662	457,834,389
INCOME TAX EXPENSE (BENEFIT)	19		
Current		165,719,828	151,453,804
Deferred		52,106,703	(22,112,311)
		217,826,531	129,341,493
NET INCOME		604,406,131	328,492,896
OTHER COMPREHENSIVE INCOME (LOSS)			
<i>Item to be reclassified to profit or loss -</i>			
Unrealized loss on fair value changes of investment in retail			
treasury bond	6	-	(2,782,630)
		-	(2,782,630)
TOTAL COMPREHENSIVE INCOME		₱604,406,131	₱325,710,266
BASIC AND DILUTIVE EARNINGS PER SHARE	22	₱0.15	₱0.08

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 THREE-MONTH PERIODS ENDED MARCH 31, 2021 AND 2020

	Note	Unaudited	
		2021	2020
CAPITAL STOCK	16	₱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			
Balance at beginning of period		573,542	59,752,205
Balance at end of period		573,542	59,752,205
Cumulative Unrealized Gain (Loss) on Fair Value Changes of Investment in Retail Treasury Bond			
Balance at beginning of period		-	3,523,133
Unrealized loss	6	-	(2,782,630)
Balance at end of period		-	740,503
		573,542	60,492,708
RETAINED EARNINGS			
Balance at beginning of period		5,835,657,219	5,124,763,781
Net income		604,406,131	328,492,896
Cash dividends	16	(491,966,894)	(737,950,341)
Balance at end of period		5,948,096,456	4,715,306,336
		₱15,422,132,541	₱14,249,261,587

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 THREE-MONTH PERIODS ENDED MARCH 31, 2021 AND 2020

	Note	Unaudited	
		2021	2020
CASH FLOWS FROM OPERATING ACTIVITIES			
Income before income tax		₱822,232,662	₱457,834,389
Adjustments for:			
Depreciation and amortization	10	509,712,773	426,778,977
Interest expense	14	116,359,977	102,168,500
Interest income	5	(8,312,946)	(26,698,323)
Retirement benefits	15	10,804,195	7,863,783
Provision (reversal of allowance) for impairment losses on receivables	7	2,595,447	(2,633,146)
Gain on sale of property and equipment		-	(54,911)
Operating income before working capital changes		1,453,392,108	965,259,269
Increase in:			
Trade and other receivables		(91,123,274)	(62,326,409)
Merchandise inventories		(66,040,722)	(115,735,816)
Other current assets		(97,541,256)	(99,591,815)
Decrease in trade and other payables		(416,441,657)	(615,614,211)
Net cash generated from operations		782,245,199	71,991,018
Contributions to retirement plan	15	(10,181,641)	(38,895,156)
Interest received from cash in banks		279,270	395,402
Retirement benefits paid	15	-	(1,159,107)
Net cash provided by operating activities		772,342,828	32,332,157
CASH FLOWS FROM INVESTING ACTIVITIES			
Additions to:			
Property and equipment	10	(581,816,702)	(389,535,570)
Computer software	12	(13,117,368)	(9,810,363)
Decrease (increase) in:			
Short-term investments		215,479,006	(288,326,142)
Advances to contractors		(2,250,298)	209,757,833
Other noncurrent assets		(6,623,689)	1,099,074
Interest received from investments		8,031,901	25,283,410
Net proceeds from disposal of property and equipment	10	-	200,000
Net cash used in investing activities		(380,297,150)	(451,331,758)

(Forward)

		Unaudited	
	Note	2021	2020
CASH FLOWS FROM FINANCING ACTIVITIES			
Payments of:			
Lease liabilities	11	(P332,177,684)	(P266,405,416)
Interest on long-term debt		(218)	(365)
Cash used in financing activities		(332,177,902)	(266,405,781)
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS			
		59,867,776	(685,405,382)
CASH AND CASH EQUIVALENTS AT BEGINNING OF PERIOD			
		1,854,893,411	1,462,042,311
CASH AND CASH EQUIVALENTS AT END OF PERIOD			
	5	P1,914,761,187	P776,636,929

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 Parent Company is primarily engaged in acquiring and investing stock or securities of government agencies or public or private corporation, and in personal property of all kinds. 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 Notes 4 and 16).

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 investment in retail treasury bond (RTB) that is measured at fair value, net retirement liability that 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 explained in the foregoing.

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

- Note 6, *Investments*
- Note 24, *Fair Value of Financial Instruments*

Amended PFRS Issued but Not yet Effective

Relevant amended PFRS, which are not yet effective for three-month periods ended March 31, 2021 and have not been applied in preparing the financial statements, are summarized below.

Effective for annual period beginning on or after January 1, 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. The amendments must be applied retrospectively to items of property, plant and equipment made available for use on or after the beginning of the earliest period presented when an entity first applies the amendment.
- Amendments to PAS 37, *Onerous Contracts - Cost of Fulfilling a Contract* – The amendments clarify that for the purpose of assessing whether a contract is onerous, the cost of fulfilling a contract comprises both the incremental costs of fulfilling that contract and an allocation of costs directly related to contract activities.

The amendments apply to contracts existing at the date when the amendments are first applied. At the date of initial application, the cumulative effect of applying the amendments is recognized as an opening balance adjustment to retained earnings or other components of equity. Accordingly, the comparatives are not restated. Earlier application is permitted.

Annual Improvements to PFRS 2018 to 2020 Cycle:

- Amendments to PFRS 9, *Financial Instruments - Fees in the '10 per cent' Test for Derecognition of Financial Liabilities* – The amendment clarifies which fees an entity includes 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 amendments apply to financial liabilities that are modified or exchanged on or after the beginning of the annual reporting period in which the entity first applies the amendments. Earlier application is permitted.
- Amendments to PFRS 16, *Leases - Lease Incentives* – The amendment removes from the 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.

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

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 (financial asset at FVOCI). The classification of financial asset largely depends on the Company's business model and its contractual cash flow characteristics.

As at March 31, 2021 and December 31, 2020, the Company does not have financial assets measured at FVPL.

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 March 31, 2021 and December 31, 2020, the cash and cash equivalents, short-term investments, trade and other receivables (excluding advances to suppliers, and 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.

Financial Assets at FVOCI. Financial assets at FVOCI which pertain to debt instrument, is measured at fair value through other comprehensive income if both of the following conditions are met:

- the financial asset is held within a business model whose objective is achieved by both collecting contractual cash flows and selling the financial assets; 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, interest income (calculated using the effective interest rate method), foreign currency gains or losses and impairment losses of debt instrument measured at FVOCI are recognized directly in profit or loss. Changes in the fair value of these instruments are recognized in other comprehensive income and accumulated in equity. When the financial asset is derecognized, the cumulative gains or losses previously recognized in other comprehensive income are reclassified from equity to profit or loss as a reclassification adjustment.

As at March 31, 2021 and December 31 2020, the Company does not have financial assets measured at FVOCI.

Impairment. The Company recognizes an allowance for expected credit loss (ECL) for all debt instruments not measured at FVPL. 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 debt instruments at FVOCI and 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.

For a financial asset reclassified out of the financial assets at FVOCI category to financial assets at amortized cost, any gain or loss previously recognized in other comprehensive income, and any difference between the new amortized cost and maturity amount, are amortized to profit or loss over the remaining life of the financial asset using the effective interest method.

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 March 31, 2021 and December 31, 2020, 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 March 31, 2021 and December 31, 2020, the long-term debt, lease liabilities and trade and other payables (excluding statutory liabilities, unredeemed gift certificates and unearned revenue) 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 value 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 reversals, if any, of write-down of inventories arising from an increase in net realizable value are 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), materials and supplies, prepaid expenses, input VAT, and container deposits.

Deferred Input VAT. Deferred input VAT represents the unamortized amount of input VAT on capital goods and input VAT on consigned goods already sold and other accruals, wherein the suppliers' invoices are received subsequently. Deferred input VAT that are expected to be claimed against output VAT for no more than 12 months after the reporting date are classified as current assets. Otherwise, these are classified as noncurrent assets.

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.

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 statement of financial position.

Container deposits. Container deposits qualify as financial assets and are disclosed under financial instruments. These are measured at cost less any impairment in value.

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	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 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.

The estimated useful life of solar panels installed in the leased and owned buildings is 15 years.

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

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected 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) includes cumulative unrealized gain (loss) on fair value changes of investment in RTB and 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 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
- 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
- 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
- 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 reward 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.

Policies prior to January 1, 2019. The determination of whether the arrangement is, or contains a lease is based on the substance of the arrangement at inception date of whether the fulfillment of the arrangement is dependent on the use of a specific asset or assets or the arrangement conveys a right to use the asset. A reassessment is made after inception on the lease only if one of the following applies:

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

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

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 considered to be 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. The 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 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, computer software and transportation equipment.

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.

Starting January 1, 2019, all the existing leases of the Company, except for short-term lease on transportation equipment and leases on land and buildings with less than 12 months term at transition, qualified 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 adoption of PFRS 16.

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 8.31% 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 and discount rates.

Interest expense on lease liabilities amounted to ₱116.4 million and ₱102.2 million for the three-month periods ended March 31, 2021 and 2020, respectively. Amortization on ROU assets amounted to ₱293.0 million and ₱271.0 million for the three-month periods ended March 31, 2021 and 2020, respectively (see Note 11).

Rent expense on short-term lease on transportation equipment and leases on land and buildings with less than 12 months term amounted to ₱45.5 million and ₱16.3 million for the three-month periods ended March 31, 2021 and 2020, respectively (see Note 11).

As at March 31, 2021 and December 31, 2020, ROU assets amounted to ₱6,340.2 million and ₱6,280.2 million, respectively (see Note 11).

As at March 31, 2021 and December 31, 2020, lease liabilities amounted to ₱6,924.1 million and ₱6,786.9 million, respectively (see Note 11).

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 ₱15.0 million and ₱6.4 million for the three-month periods ended March 31, 2021 and 2020, respectively (see Note 11).

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 Impairment of Trade and Other Receivables. Starting 2018, the Company adopted the simplified approach in measuring ECL based on lifetime expected credit losses on its trade receivables. 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 March 31, 2021 and 2020 amounted to ₱2.6 million and (₱2.6) million, respectively (see Note 7).

Based on management assessment, the allowance for impairment losses of trade and other receivables as at March 31, 2021 and December 31, 2020 is adequate to cover for possible losses.

The carrying amount of trade and other receivables (excluding advances to suppliers and officers and employees) amounted to ₱247.8 million and ₱283.8 million as at March 31, 2021 and December 31, 2020, respectively (see Note 7). Allowance for impairment losses amounted to ₱67.2 million and ₱64.6 million as at March 31, 2021 and December 31, 2020, respectively (see Note 7).

Assessing Estimated 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 March 31, 2021 and December 31, 2020.

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

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Security deposits	12	₱155,041,546	₱150,319,561
Electricity deposits	12	57,647,755	55,904,507
Container deposits	9	8,010,715	8,010,715
		₱220,700,016	₱214,234,783

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 12).

Determining 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 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 ₱8,758.2 million and ₱8,692.1 million as at March 31, 2021 and December 31, 2020, respectively (see Note 8). Allowance for inventory write-down and losses amounted to ₱97.5 million at March 31, 2021 and December 31, 2020 (see Note 8).

Estimating 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 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.

In 2019, the Company changed the estimated useful lives of buildings and leasehold improvements covered with lease agreements with related parties and third parties on land, buildings and retail and office units from 20 years to 15 years and from five to three years, respectively, to align with the lease terms for land, buildings and retail and office units of 15 years and three years (as amended for certain lease agreements). The change in estimate is effective January 1, 2020. The effect of the change in estimated useful lives of buildings and leasehold improvements resulted to an increase in depreciation and amortization by ₱50.0 million for the year ended December 31, 2020.

There is no change in estimated useful lives of property and equipment and computer software in 2021. The carrying amount of depreciable property and equipment and computer software follows:

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Property and equipment*	10	₱5,976,982,930	₱5,464,437,041
Computer software	12	124,188,121	113,938,210
		₱6,101,171,051	₱5,578,375,251

*Excluding construction in progress amounting to ₱1,148.3 million and ₱1,292.9 million as at March 31, 2021 and December 31, 2020, respectively.

Assessing Impairment of Nonfinancial Assets. The Company assesses any impairment on its nonfinancial assets whenever events or changes in circumstances indicate that the carrying value 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 value of nonfinancial assets may be impaired. Accordingly, no impairment loss was recognized in 2021 and 2020.

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

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Property and equipment	10	₱7,125,326,164	₱6,757,351,004
ROU assets	11	6,340,233,368	6,280,165,526
Input VAT (including deferred input VAT)	9, 12	394,844,151	396,846,644
Computer software	12	124,188,121	113,938,210
		₱13,984,591,804	₱13,548,301,384

Determining 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 15 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 ₱10.8 million and ₱7.9 million for the three-month periods ended March 31, 2021 and 2020, respectively (see Note 15).

Net retirement liability amounted to ₱338.0 million and ₱337.4 million as at March 31, 2021 and December 31, 2020, respectively (see Note 15).

Assessing 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.

Deferred tax assets (gross) amounted to ₱362.1 million and ₱414.2 million as at March 31, 2021 and December 31, 2020, respectively (see Note 19).

4. Initial Public Offering

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 Notes 1 and 16).

Portion of the net proceeds from the IPO were used to settle short-term and long-term loans, construct store for the Company's network expansion and pay general corporate expenses.

As of March 31, 2021, the Company has fully utilized the proceeds from the Offering.

Balances and movements of unapplied proceeds are as follows:

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Cash in designated bank accounts for offering proceeds	₱101,350,085	₱1,400,668,972
Disbursements for store network expansion	(101,350,085)	(1,299,318,887)
	₱-	₱101,350,085

5. Cash and Cash Equivalents

This account consists of:

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Cash on hand	₱7,825,772	₱32,475,943
Cash in banks	986,838,208	1,321,417,468
Cash equivalents	920,097,207	501,000,000
	₱1,914,761,187	₱1,854,893,411

Cash in banks earn interest at prevailing bank deposit rates. Cash Equivalents represent money market placements with interest ranging from 0.25% to 1.50%.

Details of interest income are as follows:

	Note	For the Three-month periods Ended March 31 (Unaudited)	
		2021	2020
Short-term investments	6	₱6,541,569	₱8,378,314
Cash and cash equivalents		1,771,377	395,402
Investment in RTB	6	-	17,924,607
	18	₱8,312,946	₱26,698,323

6. Investments

Short-term investments

Short-term investments amounting to ₱2,540.5 million and ₱2,756.0 million as at March 31, 2021 and December 31, 2020, respectively, represent money market placements, which bears interest from 0.25% to 1.60%.

Interest income from these investments amounted to ₱6.5 million and ₱8.4 million for the three-month periods ended March 31, 2021 and 2020, respectively (see Note 5).

Investment in RTB

Interest income earned from investment in RTB amounted to ₱17.9 million for the three-month periods ended March 31, 2020 (see Note 5).

7. Trade and Other Receivables

Details of this account are as follows:

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Trade:			
Third parties		₱220,337,385	₱250,754,008
Related parties	21	1,538,230	1,882,426
Advances to suppliers		227,089,667	101,086,218
Advances to officers and employees		29,798,186	31,328,696
Rent receivables	11	18,892,451	18,475,706
Accrued interest		3,815,344	3,813,570
Others		70,459,891	73,465,482
		571,931,154	480,806,106
Allowance for impairment losses		(67,203,017)	(64,607,570)
		₱504,728,137	₱416,198,536

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

Advances to suppliers pertain to advance payments on purchases of trade and nontrade goods and services.

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 and cash equivalents, short-term investments and investment in RTB.

Others mainly pertain to marketing support granted by suppliers.

Aging of trade and other receivables are as follows:

<i>Amounts in Millions</i>	As at March 31, 2021 (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	₱220.3	₱56.1	₱67.8	₱58.5	₱37.9
Related parties	1.5	1.1	0.1	0.3	-
	221.8	57.2	67.9	58.8	37.9
Advances to suppliers	227.1	227.1	-	-	-
Advances to officers and employees	29.8	29.8	-	-	-
Rental	18.9	14.3	3.7	0.9	-
Accrued interest	3.8	3.8	-	-	-
Others	70.5	12.9	29.9	18.3	9.4
	571.9	345.1	101.5	78.0	47.3
Allowance for impairment losses	(67.2)	-	(7.9)	(19.9)	(39.4)
	₱504.7	₱345.1	₱93.6	₱58.1	₱7.9

<i>Amounts in Millions</i>	As at December 31, 2020 (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	₱250.9	₱79.1	₱84.2	₱52.7	₱34.9
Related parties	1.9	0.7	1.0	0.2	-
	252.8	79.8	85.2	52.9	34.9
Advances to suppliers	101.1	101.1	-	-	-
Accrued interest	3.8	3.8	-	-	-
Advances to officers and employees	31.3	31.3	-	-	-
Rental	18.5	17.4	0.5	0.6	-
Others	73.3	4.8	48.9	17.6	2.0
	480.8	238.2	134.6	71.1	36.9
Allowance for impairment losses	(64.6)	-	(9.6)	(18.1)	(36.9)
	₱416.2	₱238.2	₱125.0	₱53.0	₱-

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

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Balance at beginning of year	₱64,607,570	₱75,217,902
Provision	2,595,447	15,718,838
Write-off	-	(26,329,170)
Balance at end of year	₱67,203,017	₱64,607,570

Based on management assessment, the allowance for impairment losses on receivables as at March 31, 2021 and December 31, 2020 is adequate to cover for possible losses.

8. Merchandise Inventories

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

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
At cost	₱8,709,111,134	₱8,649,939,664
At NRV	49,057,204	42,187,951
	₱8,758,168,338	₱8,692,127,615

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 ₱146.5 million and ₱139.7 million as at March 31, 2021 and December 31, 2020, respectively.

Allowance for inventory write-down and losses as at March 31, 2021 and December 31, 2020 amounted to ₱97.5 million. 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 ₱4,254.4 million and ₱3,700.1 million as at March 31, 2021 and 2020, respectively, including any reversal of allowance and provision for inventory write-down and losses.

9. Other Current Assets

Details of this account are as follows:

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Current deferred input VAT	₱351,480,923	₱343,895,227
Materials and supplies	224,167,170	198,943,033
Prepaid expenses	180,643,328	110,019,523
Container deposits	8,010,715	8,010,715
Input VAT	–	9,746,644
	₱764,302,136	₱670,615,142

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.

10. Property and Equipment

Details and movements of this account are as follows:

	March 31, 2021 (Unaudited)					
	Buildings and Improvements	Furniture and Equipment	Leasehold Improvements	Transportation Equipment	Construction in Progress	Total
Cost						
Balance at beginning of period	₱4,421,664,971	₱1,412,666,480	₱998,833,636	₱46,530,839	₱1,292,913,963	₱8,172,609,889
Additions	–	16,458,142	–	45,000	565,313,560	581,816,702
Reclassifications	631,032,675	7,707,120	71,144,494	–	(709,884,289)	–
Balance at end of period	5,052,697,646	1,436,831,742	1,069,978,130	46,575,839	1,148,343,234	8,754,426,591
Accumulated Depreciation and Amortization						
Balance at beginning of period	469,435,977	644,621,872	276,961,742	24,239,294	–	1,415,258,885
Depreciation and amortization	78,525,745	61,707,831	71,280,674	2,327,292	–	213,841,542
Balance at end of period	547,961,722	706,329,703	348,242,416	26,566,586	–	1,629,100,427
Carrying Value	₱4,504,735,924	₱730,502,039	₱721,735,714	₱20,009,253	₱1,148,343,234	₱7,125,326,164

	December 31, 2020 (Audited)					
	Buildings and Improvements	Furniture and Equipment	Leasehold Improvements	Transportation Equipment	Construction in Progress	Total
Cost						
Balance at beginning of year	₱3,263,751,108	₱1,167,464,751	₱480,512,334	₱41,686,017	₱753,545,152	₱5,706,959,362
Additions	–	189,380,320	–	5,068,036	2,271,425,385	2,465,873,741
Reclassifications	1,157,913,863	55,821,409	518,321,302	–	(1,732,056,574)	–
Disposal	–	–	–	(223,214)	–	(223,214)
Balance at end of year	4,421,664,971	1,412,666,480	998,833,636	46,530,839	1,292,913,963	8,172,609,889
Accumulated Depreciation and Amortization						
Balance at beginning of year	217,915,439	404,754,613	87,460,251	15,461,930	–	725,592,233
Depreciation and amortization	251,520,538	239,867,259	189,501,491	8,855,489	–	689,744,777
Disposal	–	–	–	(78,125)	–	(78,125)
Balance at end of year	469,435,977	644,621,872	276,961,742	24,239,294	–	1,415,258,885
Carrying Value	₱3,952,228,994	₱768,044,608	₱721,871,894	₱22,291,545	₱1,292,913,963	₱6,757,351,004

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 2021.

Depreciation and amortization are summarized below:

	Note	For the Three-month periods Ended March 31 (Unaudited)	
		2021	2020
ROU assets	11	₱293,003,774	₱271,013,553
Property and equipment		213,841,542	153,339,303
Computer software	12	2,867,457	2,426,121
	17	₱509,712,773	₱426,778,977

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

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
ROU assets	₱335,043,926	₱244,207,456
Property and equipment	220,379,071	181,584,118
	₱555,422,997	₱425,791,574

11. 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 (as amended for certain lease agreements in 2018) 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 ₱155.0 million and ₱150.3 million as at March 31, 2021 and December 31, 2020, respectively (see Note 12). Accrued rent and advance rent amounting to ₱143.9 million and ₱54.9 million were reclassified as part of ROU assets upon the adoption of PFRS 16 January 1, 2019.

Amounts recognized in profit and loss:

	Note	For the Three-month periods Ended March 31 (Unaudited)	
		2021	2020
Amortization on ROU assets	10	₱293,003,774	₱271,013,553
Interest on lease liabilities	14	116,359,801	102,168,265
Rent expense	17	45,551,264	16,323,664
		₱454,914,839	₱389,505,482

Rent expense in 2021 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:

March 31, 2021 (Unaudited)						
Note	Land	Land and Buildings	Buildings	Retail and Office Units	Computer Software	Total
Cost						
Balances at beginning of period	P4,943,242,213	P2,616,597,530	P361,379,636	P162,704,797	P38,914,064	P8,122,838,240
Additions	353,071,616	-	-	-	-	353,071,616
Balance at end of period	5,296,313,829	2,616,597,530	361,379,636	162,704,797	38,914,064	8,475,909,856
Amortization						
Balances at beginning of period	516,793,099	1,067,803,338	147,793,002	75,692,997	34,590,278	1,842,672,714
Amortization	10 91,868,693	163,622,901	25,003,585	8,184,809	4,323,786	293,003,774
Balances at end of period	608,661,792	1,231,426,239	172,796,587	83,877,806	38,914,064	2,135,676,488
Carrying Value	3 P4,687,652,037	P1,385,171,291	P188,583,049	P78,826,991	P-	P6,340,233,368
December 31, 2020 (Audited)						
Note	Land	Land and Buildings	Buildings	Retail and Office Units	Computer Software	Total
Cost						
Balances as at January 1, 2020	P3,480,129,245	P2,066,847,254	P347,168,152	P48,742,662	P38,914,064	P5,981,801,377
Additions	1,463,112,968	549,750,276	14,211,484	113,962,135	-	2,141,036,863
Balance as at end of year	4,943,242,213	2,616,597,530	361,379,636	162,704,797	38,914,064	8,122,838,240
Amortization						
Balances as at January 1, 2020	212,640,047	406,764,729	50,251,887	34,379,377	17,295,139	721,331,179
Amortization	10 304,153,052	661,038,609	97,541,115	41,313,620	17,295,139	1,121,341,535
Balances as at end of the year	516,793,099	1,067,803,338	147,793,002	75,692,997	34,590,278	1,842,672,714
Carrying Value	3 P4,426,449,114	P1,548,794,192	P213,586,634	P87,011,800	P4,323,786	P6,280,165,526

Movements in the lease liabilities are presented below:

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Balance at beginning of the year	3	₱6,786,892,546	₱5,486,482,205
Additions		353,071,616	2,114,835,519
Payments		(332,177,684)	(1,142,517,417)
Interest expense		116,359,801	429,018,646
Rent concession	18	-	(100,926,407)
Balance at end of the year	3	6,924,146,279	6,786,892,546
Current portion		1,807,092,023	1,837,560,851
Noncurrent portion		₱5,117,054,256	₱4,949,331,695

Due to the impact of the Covid-19 pandemic, the Company received rent concession from its lessors related to its leases of land and buildings. The Company adopted the amendments to PFRS 16 upon its effectivity by applying the practical expedient. The amount of reduction in lease liabilities that was recognized in profit or loss amounted to ₱100.9 million in 2020.

As at March 31, 2021 and December 31, 2020, the future minimum lease payments are as follows:

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Less than one year	₱1,277,644,727	₱1,352,199,267
Between one and five years	2,831,779,417	2,817,510,039
More than five years	6,245,008,767	6,123,678,243
	₱10,354,432,911	₱10,293,387,549

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 ₱15.0 million and ₱6.4 million for the three-month periods ended March 31, 2021 and 2020, respectively (see Note 18). Rent receivables amounted to ₱18.9 million and ₱18.5 million as at March 31, 2021 and December 31, 2020, respectively (see Note 7).

12. Other Noncurrent Assets

Details of this account are as follows:

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Security deposits	11	₱155,041,546	₱150,319,561
Computer software		124,188,121	113,938,210
Electricity deposits		57,647,755	55,904,507
Noncurrent deferred input VAT		43,363,228	43,204,773
Advances to contractors		14,958,823	12,708,525
		₱395,199,473	₱376,075,576

Movements of computer software are as follows:

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Cost			
Balance at beginning of year		₱140,808,567	₱103,690,309
Additions		13,117,368	37,118,258
Balance at end of year		153,925,935	140,808,567
Accumulated Amortization			
Balance at beginning of year		26,870,357	17,407,837
Amortization	10	2,867,457	9,462,520
Balance at end of year		29,737,814	26,870,357
Carrying Amount		₱124,188,121	₱113,938,210

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 March 31, 2021 and 2020, the refund of cash bonds is still pending with the BOC. Accordingly, this has been fully provided with allowance since 2016.

13. Trade and Other Payables

Details of this account are as follows:

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Trade:			
Third parties		₱3,923,848,426	₱4,273,047,618
Related parties	21	21,819,141	133,518,034
Nontrade:			
Third parties		360,567,724	357,039,860
Related parties	21	3,538,125	2,393,422
Accrued expenses:			
Construction costs		301,062,896	260,451,638
Outside services		50,923,441	41,715,970
Salaries and wages		42,570,739	86,634,288
Utilities		14,145,688	13,370,680
Advertising expenses		5,919,917	–
Insurance expenses		4,726,168	–
(Forward)			

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Rent		3,288,911	212,800
Others		7,289,714	8,886,801
Advances from customers		272,057,758	253,273,996
Unearned revenue		99,089,758	98,048,696
Statutory payables		76,814,112	49,684,067
		₱5,187,662,518	₱5,578,277,870

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.

14. Long-term Debt

Long-term debt amounting to ₱20,000 represent loans maturing in August 2021 and bears interest ranging from 2.25% to 6.00% in 2021 and 2020.

Details of interest expense follows:

	Note	For the Three-month periods Ended March 31 (Unaudited)	
		2021	2020
Lease liabilities	11	₱116,359,801	₱102,168,265
Long-term debt		176	235
		₱116,359,977	₱102,168,500

As at March 31, 2021 and December 31, 2020, certain loans of the Company are collateralized by the Parent Company's property and equipment and investment properties aggregating ₱564.0 million (see Note 21).

There are no other financing activities other than presented in the statement of cash flows and no noncash financing activity in 2021 and 2020.

15. 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, 2020.

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

	For the Three-month periods Ended March 31 (Unaudited)	
	2021	2020
Current service cost	₱6,583,497	₱4,394,026
Interest expense	6,522,850	5,004,260
Interest income	(2,302,152)	(1,534,503)
	₱10,804,195	₱7,863,783

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

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Present value of defined benefit obligation	₱534,558,931	₱521,452,584
Fair value of plan assets	(196,523,421)	(184,039,628)
	₱338,035,510	₱337,412,956

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

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Balance at beginning of year	₱521,452,584	₱397,557,876
Current service cost	6,583,497	32,227,506
Interest expense	6,522,850	20,752,521
Remeasurement loss (gain):		
Changes in financial assumptions	-	91,062,038
Changes in demographic assumptions	-	(5,763,233)
Experience	-	(10,849,886)
Benefits paid	-	(3,534,238)
Balance at end of year	₱534,558,931	₱521,452,584

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

	March 31, 2021	December 31, 2020
	(Unaudited)	(Audited)
Balance at beginning of year	₱184,039,628	₱121,906,972
Contributions	10,181,641	67,687,961
Interest income	2,302,152	8,070,960
Remeasurement loss	-	(10,092,027)
Benefits paid	-	(3,534,238)
Balance at end of year	₱196,523,421	₱184,039,628

Details of plan assets are as follows:

Unit investment trust funds	100.00%
Others	0.00%
	100.00%

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

	March 31, 2021	December 31, 2020
	(Unaudited)	(Audited)
Discount rate	5.00%	3.91%
Annual salary increase rate	4.00%	4.00%

Sensitivity analysis on retirement liabilities is as follows:

	Basis Points	Amount
Discount rate	+100	(₱71,672,768)
	-100	88,436,703
Salary rate	+100	87,417,986
	-100	(72,242,446)
Turnover rate	-	180,055,581

As at March 31, 2021, the expected future benefits payments are as follows:

Year	Amount
2021	60,841,479
2022	12,496,434
2023	5,159,021
2024	9,815,856
2025	14,129,428
2026 to 2029	97,369,521
	₱199,811,739

16. Equity

Details of capital stock as at March 31, 2021 and December 31, 2020 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 (see Notes 1 and 4). Net proceeds from the IPO amounted to ₱6,749.3 million, net of offer expenses of ₱289.9 million. Net additional paid-in capital amounted to ₱5,373.7 million.

As at March 31, 2021 and 2020, the Company has 4,099,724,116 listed shares.

On March 6, 2020, the Company's BOD approved the declaration of a regular cash dividend of ₱0.11 per share and a special cash dividend of ₱0.05 per share, or a total of ₱0.16 per share equivalent to ₱656.0 million to stockholders on record date of March 12, 2020 and payment date of April 16, 2020.

On February 24, 2021, the Company's BOD approved the declaration of regular cash dividend of ₱0.10 per share and a special cash dividend of ₱0.02 per share or a total of ₱0.12 per share, an amount equivalent to ₱492.0 million to stockholders on record date of March 19, 2021 and payment date of April 16, 2021.

17. Operating Expenses

Details of this account are as follows:

	Note	For the Three-Month Periods Ended March 31 (Unaudited)	
		2021	2020
Depreciation and amortization	10	₱509,712,773	₱426,778,977
Salaries, wages and employee benefits		283,663,128	272,696,276
Outsourced services		227,930,689	248,461,726
Trucking services		143,859,055	138,267,110
Utilities		115,905,618	104,598,919
Taxes and licenses		70,644,304	65,619,424
Credit card charges		51,392,304	48,659,675
Rent	11	45,551,264	16,323,664
Repairs and maintenance		28,288,394	19,201,732
Supplies		24,721,836	20,476,956
Advertising and promotions		14,357,249	15,389,700
Postage, telephone and telegraph		9,817,603	8,622,107
Donations and contributions		5,711,788	30,183,227
Professional fees		3,517,735	2,337,419
Transportation and travel		1,766,748	6,284,292
Others		14,723,019	8,827,640
		₱1,551,563,507	₱1,432,728,844

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

18. Other Income

Details of this account are as follows:

	Note	For the Three-Month Periods Ended March 31 (Unaudited)	
		2021	2020
Rent	11	₱14,993,932	₱6,393,500
Interest	5	8,312,946	26,698,323
Others - net		45,448,367	68,812,536
		₱68,755,245	₱101,904,359

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

Interest income arises from investment in RTB, short-term investments and cash in banks.

Others include amount charged to and from the suppliers for the use of billboards and signages, office supplies, marketing support for new stores from the suppliers and other reimbursable costs. It also includes amounts charged to customers such as delivery fees and other charges.

19. Income Tax

The current income tax expense represents regular corporate income tax.

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

	For the Three-Month Periods Ended March 31 (Unaudited)	
	2021	2020
Income tax expense at statutory rate	₱205,558,165	₱137,350,920
Income tax effects of:		
Interest income already subjected to final tax	(2,078,236)	(8,009,497)
Nondeductible expenses	-	70
Adjustment due to change in tax rate	14,346,602	-
	₱217,826,531	₱129,341,493

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

	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Deferred tax assets:		
Net lease rental payments	₱186,440,613	₱204,729,554
Retirement liability	91,278,668	109,587,547
Allowance for inventory write-down and losses	24,372,288	29,246,745
Unearned revenue from loyalty program	22,381,383	26,111,563
Allowance for impairment of refundable cash bonds	20,852,484	25,022,980
Allowance for impairment losses on receivables	16,800,754	19,382,271
Unrealized foreign exchange gain	-	138,741
	362,126,190	414,219,401
Deferred tax liability:		
Unrealized foreign exchange loss	(13,492)	-
	(13,492)	-
	₱362,112,698	₱414,219,401

The presentation of net deferred tax assets (liability) are as follows:

	Note	March 31, 2021 (Unaudited)	December 31, 2020 (Audited)
Through profit or loss		₱362,317,535	₱414,465,205
Through other comprehensive income	15	(204,837)	(245,804)
		₱362,112,698	₱414,219,401

On November 26, 2020, the Corporate Recovery and Tax Incentives for Enterprises (“CREATE”) Bill was approved by the Senate of the Philippines. Under the CREATE Bill, domestic corporations will be subjected to 25% or 20% income tax depending on the amount of total assets or total amount of taxable income. In addition, MCIT shall be computed at 1% of gross income for a period of three years. The changes in the income tax rates shall retrospectively become effective beginning July 1, 2020.

President Rodrigo Duterte signed into law on March 26, 2021 the CREATE Act to attract more investments and maintain fiscal prudence and stability in the Philippines. Republic Act (RA) 11534 or the CREATE Act introduces reforms to the corporate income tax and incentives systems. It takes effect 15 days after its complete publication in the Official Gazette or in a newspaper of general circulation or April 11, 2021.

Accordingly, the income tax rates used in preparing the financial statements as at and for the year ended December 31, 2020 are 30% and 2% for RCIT and MCIT, respectively.

Applying the provisions of the CREATE Act, the Company would have been subjected to lower regular corporate income tax rate of 25% effective July 1, 2020.

Based on the provisions of Revenue Regulations (RR) No.2-2021 dated April 8, 2021 issued by the BIR, the prorated CIT rate of the Company for year ended December 31, 2020 is 27.5%. The result is lower provision for current income tax for the year ended December 31, 2020 and lower income tax payable as of December 31, 2020 amounting to ₱54.7 million. The reduced amounts are reflected in the Company’s 2020 annual income tax return. However, for financial reporting purposes, the changes are recognized in the first quarter of 2021 financial statements.

In addition, a reduction in net deferred tax assets as of December 31, 2020 and higher provision for deferred income tax for the year then ended by ₱69.0 million. The re-valuation is recognized in the first quarter of 2021 financial statements.

20. Commitments and Contingencies

Contingencies

The Company is a party to certain lawsuits or claims from 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 March 31, 2021 and December 31, 2020.

21. 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 Three-month Periods Ended March 31 (Unaudited)		As at March 31, 2021 (Unaudited) and December 31, 2020 (Audited)	
		Revenue from Related Parties	Purchases from Related Parties	Amounts Owed by Related Parties	Amounts Owed to Related Parties
Parent Company	2021	₱202,289	₱205,380,757	₱222,794,405	₱ 648,430
	2020	866,316	197,477,806	226,782,386	413,951
Entities under Common Control	2021	1,759,922	248,096,243	184,901,905	25,532,526
	2020	9,028,011	340,418,168	168,983,561	135,408,171
Stockholders	2021	212,043	13,095,343	9,602,528	127,640
	2020	152,049	5,903,282	10,567,619	108,931
	2021	₱2,174,254	₱466,572,343	₱417,298,838	₱26,308,596
	2020	10,046,376	543,799,256	406,333,566	135,931,053

Amounts owed by related parties consist mainly of trade and other receivables amounting to ₱40.2 million and ₱41.4 million as at March 31, 2021 and December 31, 2020, respectively (see Note 7) and security deposits and advance rent (included as part of "Other current assets" or "Other noncurrent assets") aggregating ₱377.1 million and ₱364.9 million as at March 31, 2021 and December 31, 2020, respectively. No impairment loss was recognized on trade and other receivables and security deposits in 2021 and 2020.

Amounts owed to related parties consist of trade and other payables aggregating ₱26.3 million and ₱135.9 million as at March 31, 2021 and December 31, 2020, respectively (see Note 13).

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

a. *Purchases and sales of goods and services with Parent Company and entities under common control.*

Purchases of goods and services from related parties aggregated ₱3.0 million and ₱161.3 million for the three-month periods ended March 31, 2021 and 2020, respectively.

Sale of goods and services to related parties aggregated ₱2.2 million and ₱10.0 for the three-month periods ended March 31, 2021 and 2020, respectively.

b. 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 ₱66.9 million and ₱45.6 million for the three-month periods ended March 31, 2021 and 2020, respectively.

c. Lease agreements with the Parent Company and related parties for the use of land, buildings, computer software for a period of one to 15 years (see Note 11).

Interest expense on lease liabilities to related parties amounted to ₱ 111.2 million and ₱95.9 million while amortization of ROU assets amounted to ₱281.8 million and ₱241.0 million for the three-month periods ended March 31, 2021 and 2020, respectively.

Total lease payments, including payments on lease liabilities, amounted to ₱321.9 million and ₱231.6 million for the three-month periods ended March 31, 2021 and 2020, respectively.

Rent expense from related parties amounted to ₱3.7 million and nil for the three-month periods ended March 31, 2021 and 2020, respectively.

d. As at March 31, 2021 and December 31, 2020, certain loans of the Company are collateralized by the Parent Company's property and equipment and investment properties aggregating ₱564.0 million (see Note 14).

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 March 31, 2021 and December 31, 2020.

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

	For the Three-month Periods Ended March 31 (Unaudited)	
	2021	2020
Short-term employee benefits	₱33,988,335	₱25,655,424
Retirement benefits	1,623,301	934,479
	₱35,611,636	₱26,589,903

22. Earnings per Share

Basic and dilutive earnings per share were computed as follows:

	For the Three-month Periods Ended March 31 (Unaudited)	
	2021	2020
Net income	₱604,406,131	₱328,492,896
Divided by the weighted average number of outstanding shares	4,099,724,116	4,099,724,116
	₱0.15	₱0.08

23. 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 suppliers and officers and employees), trade and other payables (excluding statutory liabilities, unredeemed gift certificates and unearned revenue), investment in RTB, security, electricity and container deposits, refundable cash bonds, lease liabilities and long-term debt. 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 because its counterparties fail to discharge their contractual obligations. Receivables are monitored on an on-going 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 falls 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, short-term investments and investment in RTB. The interest rates on these assets are disclosed in Notes 5 and 6. 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:

	March 31, 2021	December 31, 2020
	(Unaudited)	(Audited)
Total debt	₱13,283,189,721	₱12,907,922,674
Total equity	15,422,132,541	15,309,693,304
Debt-to-equity ratio	0.86:1	0.84:1

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

24. 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.

Investment in RTB. The fair value of investment in RTB is estimated by reference to quoted bid price in an active market at the end of the reporting year and is categorized as Level 2.

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.

Long-term Debt. The carrying amount of long-term debt approximates its fair value because the interest rate that it carries approximates the interest rate for comparable instrument in the market.

In 2021 and 2020, 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 MARCH 31, 2021

Retained earnings at beginning of period as shown in the financial statements	₱5,835,657,219
Net income during the period closed to retained earnings	604,406,131
Dividends declared during the period	(491,966,894)
Net deferred tax assets as at March 31, 2021	(362,112,698)

Retained earnings as at end of period available for dividend declaration **₱5,585,983,758**

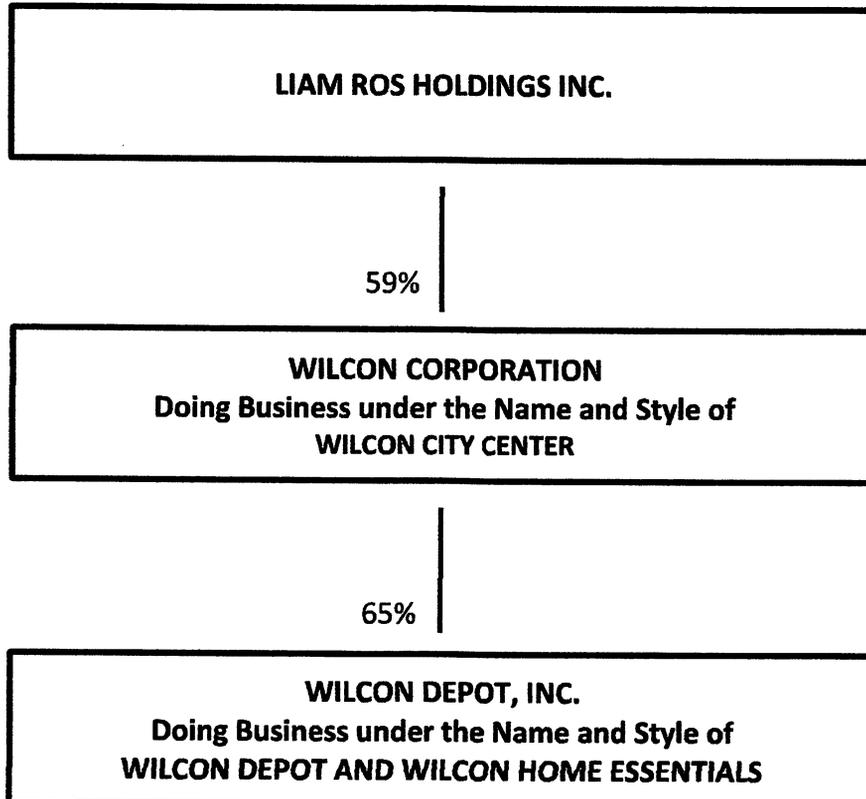
Reconciliation

Retained earnings at end of period as shown in the financial statements	₱5,948,096,456
Net deferred tax assets as at March 31, 2021	(362,112,698)

Retained earnings as at end of period available for dividend declaration **₱5,585,983,758**

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)

CORPORATE STRUCTURE
AS AT MARCH 31, 2021



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 APPLICATION OF
PROCEEDS FROM INITIAL PUBLIC OFFERING
AS AT MARCH 31, 2021

As at March 31, 2021, the Company has fully utilized the proceed from the Offering. The details of the actual use of proceeds are presented below:

Store network expansion	P6,121,228,507
Debt repayment	428,100,000
Offer expenses	289,897,803
General corporate purposes	200,000,000
	<hr/> P7,039,226,310 <hr/>

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 MARCH 31, 2021 AND 2020
AS AT AND FOR THE YEAR ENDED DECEMBER 31, 2020

Formula		March 31, 2021 (Unaudited)	March 31, 2020 (Unaudited)	December 31, 2020 (Audited)
Liquidity ratio				
Current ratio	Total Current Assets	₱14,482,450,559	1.85 : 1	1.95 : 1
	Divide by: Total Current Liabilities	7,828,099,955		1.89 : 1
	Current ratio	<u>1.85</u>		
Acid test ratio	Total Current Assets	₱14,482,450,559	0.63 : 1	0.58 : 1
	Less: Merchandise Inventories	8,758,168,338		0.66 : 1
	Other Current Assets	764,302,136		
	Quick Assets	4,959,980,085		
	Divide by: Total Current Liabilities	7,828,099,955		
	Acid test ratio	<u>0.63</u>		
Solvency ratio				
Debt to equity ratio	Total Liabilities	₱13,283,189,721	0.86 : 1	0.84 : 1
	Divide by: Total Equity	15,422,132,541		0.84 : 1
	Debt to equity ratio	<u>0.86</u>		
Asset to equity ratio	Total Assets	₱28,705,322,262	1.86	1.84
	Divided by: Total Equity	15,422,132,541		1.84
	Asset to equity ratio	<u>1.86</u>		
Profitability ratio				
Return on assets	Net Income	₱604,406,131	2.11%	1.25%
	Divided by: Total Assets	28,705,322,262		5.13%
	Return on assets	<u>2.11%</u>		
Return on equity	Net Income	₱604,406,131	3.92%	2.31%
	Divide by: Total Equity	15,422,132,541		9.46%
	Return on equity	<u>3.92%</u>		
Book value per share	Total Equity	₱15,422,132,541	₱3.76	₱3.48
	Divide by: Number of outstanding shares	4,099,724,116		₱3.73
		<u>₱3.76</u>		

	Formula		March 31, 2021 (Unaudited)	March 31, 2020 (Unaudited)	December 31, 2020 (Audited)
Gross income	Gross income	₱2,421,400,901	36.27%	33.82%	34.39%
	Divide by: Net Sales	<u>6,675,771,804</u>			
		<u>36.27%</u>			
EBITDA margin	Income before Income Tax	₱822,232,662	21.57%	17.17%	18.76%
	Add: Depreciation and Amortization	509,712,773			
	Net Interest Expense	<u>108,047,031</u>			
	Earnings Before Interest, Tax, Depreciation, and Amortization	1,439,992,466			
	Divided by: Net Sales	<u>6,675,771,804</u>			
	EBITDA margin	<u>21.57%</u>			
Net income margin	Net Income	₱604,406,131	9.05%	5.88%	6.40%
	Divide by: Net Sales	<u>6,675,771,804</u>			
	Net income margin	<u>9.05%</u>			