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(Company's Full Name)

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

|                           |  |  |  |  |  |  |  |  |  |
|---------------------------|--|--|--|--|--|--|--|--|--|
| Frances Rosalie T. Coloma |  |  |  |  |  |  |  |  |  |
| Contact Person            |  |  |  |  |  |  |  |  |  |

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| 8880-1199                |  |  |  |  |  |  |  |  |  |
| Company Telephone Number |  |  |  |  |  |  |  |  |  |

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SECURITIES AND EXCHANGE COMMISSION

SEC FORM 17-Q

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

1. For the quarter ended September 30, 2020

2. SEC Identification Number CS-201310179

3. BIR Tax Identification No. 008-541-952

4. AllHome Corp.

Exact name of the registrant as specified in its charter

5. Philippines

Province, country or other jurisdiction of incorporation

6. Industry Classification Code

(SEC Use Only)

7. LGF Bldg B, EVIA Lifestyle Center, Daanghari, Almanza Dos, Las Piñas City

Address of Principal Office

1747

Postal Code

8. (632) 8880-1199

Registrant's telephone number, including area code

9. N/A

Former name, former address and former fiscal year, if change since last report.

10. Securities registered pursuant to Sections 4 and 8 of the RSA

| Title of each Class                                        | Number of Shares of Common Stock<br>Outstanding and Amount of Debt<br>Outstanding |
|------------------------------------------------------------|-----------------------------------------------------------------------------------|
|                                                            |                                                                                   |
| Common stock (as of 09/30/2020 net of nil treasury shares) | 3,750,000,002                                                                     |

11. Are any of the registrant's securities listed on the Philippine Stock Exchange?

Yes ☒ [ x ]

No ☐ [ ]

12. Check 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 Section 26 and 141 of the Corporation Code of the Philippines, during the preceding twelve (12) months (or for such shorter period of the registrant was required to file such reports.)

Yes ☒ [ x ]

No ☐ [ ]

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

Yes ☒ [ x ]

No ☐ [ ]

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**AllHome Corp.**  
**Statements of Financial Position**  
**As of September 30, 2020 and December 31, 2019**  
*(Amounts in Philippine Peso)*

|                                     | Note | Unaudited<br>Sep 30, 2020 | Audited<br>Dec 31, 2019 |
|-------------------------------------|------|---------------------------|-------------------------|
| <b>ASSETS</b>                       |      |                           |                         |
| <b>Current Assets</b>               |      |                           |                         |
| Cash and cash equivalents           | 5    | <b>₱1,441,001,337</b>     | ₱2,342,992,013          |
| Trade and other receivables - net   | 6    | <b>413,768,475</b>        | 276,739,428             |
| Inventories                         | 7    | <b>5,903,334,878</b>      | 5,208,925,853           |
| Other current assets                | 8    | <b>296,550,134</b>        | 295,791,775             |
| Total Current Assets                |      | <b>8,054,654,824</b>      | 8,124,449,069           |
| <b>Non-current Assets</b>           |      |                           |                         |
| Property and equipment - net        | 9    | <b>11,465,443,066</b>     | 11,150,980,396          |
| Other non-current assets            | 8    | <b>691,229,222</b>        | 409,701,058             |
| Total Non-current Assets            |      | <b>12,156,672,288</b>     | 11,560,681,454          |
| <b>TOTAL ASSETS</b>                 |      | <b>20,211,327,112</b>     | 19,685,130,523          |
| <b>LIABILITIES AND EQUITY</b>       |      |                           |                         |
| <b>Current Liabilities</b>          |      |                           |                         |
| Trade and other payables            | 10   | <b>1,466,023,128</b>      | 2,023,727,076           |
| Loans payable                       | 11   | <b>693,000,000</b>        | —                       |
| Lease liability                     | 12   | <b>366,894,867</b>        | 371,097,743             |
| Income tax payable                  |      | <b>80,483,129</b>         | 70,658,752              |
| Total Current Liabilities           |      | <b>2,606,401,124</b>      | 2,465,483,571           |
| <b>Non-current Liabilities</b>      |      |                           |                         |
| Lease liability                     | 12   | <b>4,275,969,746</b>      | 4,571,111,620           |
| Deferred tax liabilities - net      | 17   | <b>242,903,549</b>        | 160,288,464             |
| Retirement benefit obligation       | 16   | <b>85,709,013</b>         | 73,324,090              |
| Total Non-current Liabilities       |      | <b>4,604,582,308</b>      | 4,804,724,174           |
| Total liabilities                   |      | <b>7,210,983,432</b>      | 7,270,207,745           |
| <b>Equity</b>                       |      |                           |                         |
| Capital stock                       | 19   | <b>3,750,000,002</b>      | 3,750,000,002           |
| Additional paid-in capital          |      | <b>7,206,598,114</b>      | 7,209,298,114           |
| Revaluation reserves                |      | <b>(29,896,666)</b>       | (29,896,666)            |
| Retained earnings                   |      | <b>2,073,642,230</b>      | 1,485,521,328           |
| Total Equity                        |      | <b>13,000,343,680</b>     | 12,414,922,778          |
| <b>TOTAL LIABILITIES AND EQUITY</b> |      | <b>₱20,211,327,112</b>    | ₱19,685,130,523         |

*See accompanying Notes to Financial Statements.*



**AllHome Corp.**  
**Statements of Comprehensive Income**  
**For the nine months ended September 30, 2020 and 2019**  
*(Amounts in Philippine Peso)*

|                                                         | Note | Unaudited<br>Jul-Sep<br>Q3-2020 | Unaudited<br>Jan-Sep<br>2020 | Unaudited<br>Jul-Sep<br>Q3-2019 | Unaudited<br>Jan-Sep<br>2019 |
|---------------------------------------------------------|------|---------------------------------|------------------------------|---------------------------------|------------------------------|
| <b>SALES</b>                                            | 13   | <b>₱3,471,023,974</b>           | <b>₱8,325,429,881</b>        | ₱3,128,292,571                  | ₱8,183,487,442               |
| <b>COST OF MERCHANDISE SOLD</b>                         | 14   | <b>2,367,238,351</b>            | <b>5,718,437,288</b>         | 2,186,749,184                   | 5,750,156,048                |
| <b>GROSS PROFIT</b>                                     |      | <b>1,103,785,623</b>            | <b>2,606,992,593</b>         | 941,543,387                     | 2,433,331,394                |
| <b>SUPPORT, FEES, RENTALS AND<br/>OTHER REVENUES</b>    | 13   | <b>95,416,366</b>               | <b>267,084,605</b>           | 112,613,007                     | 253,405,764                  |
| <b>GROSS PROFIT INCLUDING<br/>OTHER REVENUES</b>        |      | <b>1,199,201,989</b>            | <b>2,874,077,198</b>         | 1,054,156,394                   | 2,686,737,158                |
| <b>SELLING, GENERAL AND<br/>ADMINISTRATIVE EXPENSES</b> | 14   | <b>656,704,563</b>              | <b>1,761,563,104</b>         | 468,886,743                     | 1,302,608,425                |
| <b>OPERATING PROFIT</b>                                 |      | <b>542,497,426</b>              | <b>1,112,514,094</b>         | 585,269,651                     | 1,384,128,733                |
| <b>FINANCE INCOME (COSTS)</b>                           |      |                                 |                              |                                 |                              |
| Finance costs                                           | 15   | (96,710,055)                    | (274,525,121)                | (139,795,477)                   | (317,580,556)                |
| Finance income                                          | 5    | 522,055                         | 1,910,777                    | 72,145                          | 248,619                      |
|                                                         |      | <b>(96,188,000)</b>             | <b>(272,614,344)</b>         | (139,723,332)                   | (317,331,937)                |
| <b>PROFIT BEFORE TAX</b>                                |      | <b>446,309,426</b>              | <b>839,899,750</b>           | 445,546,319                     | 1,066,796,796                |
| <b>TAX EXPENSE</b>                                      | 17   |                                 |                              |                                 |                              |
| Current                                                 |      | 76,352,468                      | 169,163,763                  | 102,189,570                     | 243,768,053                  |
| Deferred                                                |      | 57,488,155                      | 82,615,085                   | 31,474,325                      | 76,838,455                   |
|                                                         |      | <b>133,840,623</b>              | <b>251,778,848</b>           | 133,663,895                     | 320,606,508                  |
| <b>NET PROFIT</b>                                       |      | <b>312,468,803</b>              | <b>588,120,902</b>           | 311,882,424                     | 746,190,288                  |
| <b>OTHER COMPREHENSIVE<br/>INCOME</b>                   |      | —                               | —                            | —                               | —                            |
| <b>TOTAL COMPREHENSIVE<br/>INCOME</b>                   |      | <b>₱312,468,803</b>             | <b>₱588,120,902</b>          | ₱311,882,424                    | ₱746,190,288                 |
| Basic and Diluted earnings per share                    |      | <b>₱0.08</b>                    | <b>₱0.16</b>                 | ₱0.13                           | ₱0.32                        |

See accompanying Notes to Financial Statements.



**AllHome Corp.**  
**Statements of Changes in Equity**  
**For the nine months ended September 30, 2020 and 2019**  
*(Amounts in Philippine Peso)*

|                                           | Note | Unaudited<br>Sep 30, 2020 | Unaudited<br>Sep 30, 2019 |
|-------------------------------------------|------|---------------------------|---------------------------|
| <b>CAPITAL STOCK</b>                      | 19   | <b>₱3,750,000,002</b>     | <b>₱3,000,000,000</b>     |
| <b>ADDITIONAL PAID-IN CAPITAL</b>         | 19   | <b>7,206,598,114</b>      | <b>–</b>                  |
| <b>RETAINED EARNINGS</b>                  |      |                           |                           |
| Balance at beginning of period            |      | <b>1,485,521,328</b>      | 678,603,864               |
| Effect of adoption of PFRS 16 as restated |      | <b>–</b>                  | (217,261,244)             |
| As restated                               |      | <b>1,485,521,328</b>      | 461,342,620               |
| Net profit for the period                 |      | <b>588,120,902</b>        | 746,190,288               |
| Other comprehensive loss                  | 19   | <b>(29,896,666)</b>       | –                         |
| Dividends declared                        | 19   | <b>–</b>                  | (25,570,350)              |
| <b>Balance at end of period</b>           |      | <b>2,043,745,564</b>      | <b>1,181,962,558</b>      |
| <b>TOTAL EQUITY</b>                       |      | <b>₱13,000,343,680</b>    | <b>₱4,181,962,558</b>     |

*See accompanying Notes to Financial Statements.*



**AllHome Corp.**  
**Statements of Cash Flows**  
**For the nine months ended September 30, 2020 and 2019**  
*(Amounts in Philippine Peso)*

|                                                     | Notes  | Unaudited<br>Jul-Sep<br>Q3-2020 | Unaudited<br>Jan to Sep 2020 | Unaudited<br>Jul-Sep<br>Q3-2019 | Unaudited<br>Jan to Sep 2019 |
|-----------------------------------------------------|--------|---------------------------------|------------------------------|---------------------------------|------------------------------|
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>         |        |                                 |                              |                                 |                              |
| Profit before tax                                   |        | <b>₱446,309,426</b>             | <b>₱839,899,750</b>          | <b>₱445,546,319</b>             | <b>₱1,066,796,796</b>        |
| Adjustments for:                                    |        |                                 |                              |                                 |                              |
| Depreciation and amortization                       | 9      | <b>223,142,233</b>              | <b>668,577,885</b>           | 168,086,803                     | 466,840,112                  |
| Finance costs                                       | 12, 15 | <b>96,710,055</b>               | <b>274,512,915</b>           | 139,562,686                     | 317,347,765                  |
| Loss on write-off of trade receivables              | 14     | —                               | —                            | —                               | 12,952,566                   |
| Finance income                                      | 5      | <b>(522,055)</b>                | <b>(1,910,777)</b>           | <b>(72,145)</b>                 | <b>(248,619)</b>             |
| Operating profit before working capital changes     |        | <b>765,639,659</b>              | <b>1,781,079,773</b>         | 753,123,663                     | 1,863,688,620                |
| Decrease/(Increase) in:                             |        |                                 |                              |                                 |                              |
| Trade and other receivables                         |        | <b>(182,667,714)</b>            | <b>(137,029,047)</b>         | 497,327,369                     | 994,441,307                  |
| Inventories                                         |        | <b>(105,742,365)</b>            | <b>(694,409,025)</b>         | (480,179,052)                   | (2,084,591,503)              |
| Due from related parties                            |        | —                               | —                            | (128,607,284)                   | 1,005,305,716                |
| Other current assets                                |        | <b>112,647,425</b>              | <b>(758,359)</b>             | (400,195,738)                   | (65,707,038)                 |
| Other non-current assets                            |        | <b>(183,826,186)</b>            | <b>(281,528,164)</b>         | (37,053,146)                    | (168,513,416)                |
| Increase/(Decrease) in:                             |        |                                 |                              |                                 |                              |
| Trade and other payables                            |        | <b>(138,284,791)</b>            | <b>(558,953,649)</b>         | 699,968,003                     | 1,019,005,004                |
| Due to related parties                              |        | —                               | —                            | 125,032,325                     | (498,745,008)                |
| Retirement benefit obligation                       |        | <b>9,637,983</b>                | <b>9,637,983</b>             | —                               | 28,566,605                   |
| Cash generated from operations                      |        | <b>277,404,011</b>              | <b>118,039,512</b>           | 1,029,416,140                   | 2,093,450,287                |
| Cash paid for income taxes                          |        | <b>(8,841,741)</b>              | <b>(159,339,386)</b>         | (45,327,206)                    | (208,456,502)                |
| <b>Net cash from (used) in Operating activities</b> |        | <b>268,562,270</b>              | <b>(41,299,874)</b>          | 984,088,934                     | 1,884,993,785                |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>         |        |                                 |                              |                                 |                              |
| Additions to property and equipment                 | 9      | <b>(382,341,827)</b>            | <b>(1,003,485,032)</b>       | (470,967,543)                   | (2,424,323,588)              |
| Interest received                                   |        | <b>522,055</b>                  | <b>1,910,777</b>             | 72,145                          | 248,619                      |
| <b>Net cash used in Investing activities</b>        |        | <b>(381,819,772)</b>            | <b>(1,001,574,255)</b>       | (470,895,398)                   | (2,424,074,969)              |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>         |        |                                 |                              |                                 |                              |
| Proceeds from availment of loans                    | 11     | —                               | <b>693,000,000</b>           | 184,000,000                     | 634,000,000                  |
| Payments of principal portion of lease liability    | 12     | <b>(95,209,483)</b>             | <b>(278,900,273)</b>         | (1,152,086,764)                 | (206,164,643)                |
| Interest paid for lease liabilities                 | 12     | <b>(80,501,182)</b>             | <b>(246,358,346)</b>         | (71,481,318)                    | (194,996,189)                |
| Interest paid for loans payable                     | 11     | <b>(13,460,660)</b>             | <b>(24,157,928)</b>          | (194,703,170)                   | (238,456,206)                |
| Payment of expenses for issuance of shares of stock | 19     | —                               | <b>(2,700,000)</b>           | —                               | —                            |
| Repayment of loans payable                          | 11     | —                               | —                            | 644,838,462                     | 528,838,462                  |
| Dividends paid                                      |        | —                               | —                            | —                               | (25,570,350)                 |
| <b>Net cash from (used in) financing activities</b> |        | <b>(189,171,325)</b>            | <b>140,883,453</b>           | (589,432,790)                   | 497,651,074                  |
| <b>NET DECREASE IN CASH</b>                         |        | <b>(302,428,827)</b>            | <b>(901,990,676)</b>         | (76,239,254)                    | (41,430,110)                 |
| <b>CASH AT BEGINNING OF PERIOD</b>                  |        | <b>1,743,430,164</b>            | <b>2,342,992,013</b>         | 333,301,525                     | 298,492,381                  |
| <b>CASH AT END OF PERIOD</b>                        |        | <b>₱1,441,001,337</b>           | <b>₱1,441,001,337</b>        | <b>₱257,062,271</b>             | <b>₱257,062,271</b>          |

See accompanying Notes to Financial Statements.

# **ALLHOME CORP.**

## **NOTES TO FINANCIAL STATEMENTS**

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### **1. Corporate Information**

AllHome Corp. (the Company) was registered with the Philippine Securities and Exchange Commission (SEC) on May 29, 2013. The Company is primarily engaged in buying, selling, distributing, marketing, at wholesale and retail, of all kinds of goods, commodities, wares and merchandise.

The Company's shares were listed in the Philippine Stock Exchange (PSE) on October 10, 2019 (see note 19.1).

The Company is a subsidiary of AllValue Holdings Corp. (AllValue or the parent company), which is a subsidiary of Fine Properties Inc. (FPI or the ultimate parent company). AllValue and FPI are incorporated and domiciled in the Philippines. Both companies are presently engaged in the business of a holding company; to buy and hold shares of other companies either by subscribing unissued shares of the capital stock in public or private offerings.

The registered office and principal place of business of the Company is located at LGF Bldg B, EVIA Lifestyle Center, Daang Hari, Almanza Dos, Las Piñas City. The registered offices and principal places of business of AllValue and FPI are located at 3rd Level Starmall Las Piñas, CV Starr Avenue, Philamlife Village, Pamplona, Las Piñas City.

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### **2. Summary of Significant Accounting Policies**

The significant accounting policies that have been used in the preparation of these financial statements are summarized below and in the succeeding pages. The policies have been consistently applied to all the periods presented, unless otherwise stated.

#### Basis of Preparation of Financial Statements

The interim condensed financial statements as at September 30, 2020 and for the nine-months period ended September 30, 2020 and 2019 have been prepared on a historical basis, except for financial assets which have been measured at fair value.

The financial statements are presented in Philippine pesos (₱), the Company's functional and presentation currency, and all values represent absolute amounts, unless otherwise indicated.

#### Statement of Compliance

The interim condensed financial statements have been prepared in accordance with Philippine Accounting Standard (PAS) 34, Interim Financial Reporting. Accordingly, the interim condensed financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Company's annual financial statements as at and for the year ended December 31, 2019 which have been prepared in accordance with Philippine Financial Reporting Standards (PFRS).

#### Changes in Accounting Policies and Disclosures

The accounting policies adopted are consistent with those of previous financial year, except that the Company has adopted the following new pronouncements starting January 1, 2020. Adoption of these pronouncement did not have any significant impact on the Company's financial position or performance unless otherwise indicated.

- (i) PAS 1 (Amendments), *Presentation of Financial Statements* and PAS 8 (Amendments), *Accounting Policies, Changes in Accounting Estimates and Errors Definition of Material*

The amendments provide a clearer definition of 'material' in PAS 1 by including the concept of 'obscuring' material information with immaterial information as part of the new definition, and clarifying the assessment threshold (i.e., misstatement of information is material if it could reasonably be expected to influence decisions made by primary users, which consider the characteristic of those users as well as the entity's own circumstances). The definition of material in PAS 8 has been accordingly replaced by reference to the new definition in PAS 1. In addition, amendment has also been made in other Standards that contain definition of material or refer to the term 'material' to ensure consistency.

- (ii) Revised Conceptual Framework for Financial Reporting

The revised conceptual framework will be used in standard-setting decisions with immediate effect. Key changes include: (a) increasing the prominence of stewardship in the objective of financial reporting; (b) reinstating prudence as a component of neutrality; (c) defining a reporting entity, which may be a legal entity, or a portion of an entity; (d) revising the definitions of an asset and a liability; (e) removing the probability threshold for recognition and adding guidance on derecognition, (f) adding guidance on different measurement basis, and; (g) stating that profit or loss is the primary performance indicator and that, in principle, income and expenses in other comprehensive income should be recycled where this enhances the relevance or faithful representation of the financial statements.

### Financial Assets

Financial assets are recognized when the Company becomes a party to the contractual terms of the financial instrument. For purposes of classifying financial assets, an instrument is considered as an equity instrument if it is non-derivative and meets the definition of equity for the issuer in accordance with the criteria of PAS 32, *Financial Instruments: Presentation*. All other non-derivative financial instruments are treated as debt instruments.

### *Classification, Measurement and Reclassification of Financial Assets*

The classification and measurement of financial assets is driven by the entity's business model for managing the financial assets and the contractual cash flow characteristics of the financial assets. The classification and measurement of financial assets are at amortized cost, at FVOCI and at fair value through profit or loss (FVTPL).

The financial assets category that is currently relevant to the Company is financial assets at amortized cost.

Financial assets are measured at amortized cost if both of the following conditions are met:

- the asset is held within the Company's business model whose objective is to hold financial assets in order to collect contractual cash flows ("hold to collect"); and,
- the contractual terms of the instrument give rise, on specified dates, to cash flows that are SPPI on the principal amount outstanding.

Except for trade receivables that do not contain a significant financing component and are measured at the transaction price in accordance with PFRS 15, *Revenue from Contracts with Customers*, all financial assets meeting these criteria are measured initially at fair value plus transaction costs. These are subsequently measured at amortized cost using the effective interest method, less any impairment in value.

The Company's financial assets at amortized cost are presented in the statement of financial position as Cash and Cash Equivalents, Trade and Other Receivables, and Due from Related Parties.

For purposes of cash flows reporting and presentation, cash and cash equivalents includes cash on hand and demand deposits which are subject to insignificant risk of changes in value.

Interest income is calculated by applying the effective interest rate to the gross carrying amount of the financial assets except for those that are subsequently identified as credit-impaired. For credit-impaired financial assets at amortized cost, the effective interest rate is applied to the net carrying amount of the financial assets (after deduction of the loss allowance). The interest earned is recognized in the statement of comprehensive income as finance income under Finance Income (Costs).

#### *Impairment of Financial Assets*

The Company assesses its expected credit loss (ECL) on a forward-looking basis associated with its financial assets carried at amortized cost. The Company considers a broader range of information in assessing credit risk and measuring ECL, including past events, current conditions, and reasonable and supportable forecasts that affect collectability of the future cash flows of the financial assets.

The Company applies the simplified approach in measuring ECL, which uses a lifetime expected loss allowance for all trade and other receivables. These are the expected shortfalls in contractual cash flows, considering the potential for default at any point during the life of the financial assets. To calculate the ECL, the Company uses its historical loss experience, external indicators and forward-looking information to calculate the ECL using a provision matrix.

The key elements used in the calculation of ECL are as follows:

- *Probability of default* - It is an estimate of likelihood of default over a given time horizon.
- *Loss given default* - It is an estimate of loss arising in case where a default occurs at a given time. It is based on the difference between the contractual cash flows of a financial instrument due from a counterparty and those that the Company would expect to receive, including the realization of any collateral.
- *Exposure at default* - It represents the gross carrying amount of the financial instruments subject to the impairment calculation.

Measurement of the ECL is determined by a probability-weighted estimate of credit losses over the expected life of the financial instrument.

#### *Derecognition of Financial Assets*

The financial assets (or where applicable, a part of a financial asset or part of a group of financial assets) are derecognized when the contractual rights to receive cash flows from the financial instruments expire, or when the financial assets and all substantial risks and rewards of ownership have been transferred to another party. If the Company neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Company recognizes its retained interest in the asset and an associated liability for amounts it may have to pay. If the Company retains substantially all the risks and rewards of ownership of a transferred financial asset, the Company continues to recognize the financial asset and also recognizes a collateralized borrowing for the proceeds received.

#### Inventories

Inventories are valued at the lower of cost and net realizable value. Cost is determined using the moving average method. The cost of inventories includes all costs directly attributable to acquisition such as the purchase price, including transport and handling costs, and other incidental expenses incurred in bringing the inventories to their present location and condition.

Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs necessary to make the sale.

At the end of each reporting period, inventories are assessed for impairment, i.e., the carrying amount is fully recoverable due to damage, obsolescence or declining selling prices.

#### Other Assets

Other assets pertain to other resources controlled by the Company as a result of past events. They are recognized at cost in the financial statements when it is probable that the future economic benefits will flow to the Company and the asset has a cost or value that can be measured reliably. They are derecognized, charged to profit or loss, or reclassified to another asset account upon consumption or use.

Advances for purchases that will be applied as payment for future purchase of inventories are classified and presented under the Other Current Assets account in the statement of financial position. On the other hand, advances to suppliers that will be applied as payment for future acquisition or construction of property and equipment are classified and presented under the Other Non-Current Assets account in the statement of financial position. The classification and presentation is based on the eventual usage or realization of the asset to which it was advanced for.

Other recognized assets of similar nature, where future economic benefits are expected to flow to the Company beyond one year after the end of reporting period or in the normal operating cycle of the business, if longer, are classified as non-current assets.

#### Property and Equipment

All items of property and equipment are stated at cost less accumulated depreciation, accumulated amortization, and any impairment in value.

The cost of an asset comprises its purchase price and directly attributable costs of bringing the asset to working condition for its intended use. Expenditures for additions, major improvements and renewals are capitalized; expenditures for repairs and maintenance are charged to expense as incurred.

Depreciation is computed on a straight-line basis over the estimated useful lives of the assets as follows:

|                                          |                |
|------------------------------------------|----------------|
| Store equipment                          | 15 to 18 years |
| Furniture, fixtures and office equipment | 5 to 15 years  |
| Transportation equipment                 | 8 to 10 years  |

Leasehold improvements are amortized over their estimated useful lives of 18 years or the lease term, whichever is shorter.

Construction-in-progress represents properties under construction and is stated at cost. This includes cost of construction, applicable borrowing costs and other direct costs (see Note 2). The account is not depreciated until such time that the assets are completed and available-for-use.

Fully depreciated and fully amortized assets are retained in the accounts until these are no longer in use and no further charge for depreciation and amortization is made in respect of those assets.

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount (see Note 2).

The residual values, estimated useful lives and method of depreciation and amortization of property and equipment are reviewed, and adjusted if appropriate, at the end of each reporting period.

If there is an indication that there has been a significant change in the useful life, residual value of an asset, or method of depreciation or amortization, the depreciation or amortization of that asset is revised prospectively to reflect the new expectations.

An item of property and equipment including the related accumulated depreciation and amortization, and impairment losses, if any, 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 on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the item) is included in profit or loss in the period the item is derecognized.

#### Financial Liabilities

Financial liabilities, which include Trade and Other Payables (except tax-related liabilities), Loans Payable, Lease Liability and Due to Related Parties, are recognized when the Company becomes a party to the contractual terms of the instrument. All interest-related charges incurred on a financial liability are recognized as Finance charges under Finance Income (Costs) in the statement of comprehensive income.

Loans payable are raised for support of short-term and long-term funding of operations and are recognized initially at the transaction price. Loans payable are subsequently measured at amortized cost. Finance charges, including direct issue costs, are charged to profit or loss, except for capitalized borrowing costs, on an accrual basis using the effective interest method and are added to the carrying amount of the instrument to the extent that these are not settled in the period in which they arise.

Trade and other payables, and due to related parties are recognized initially at their fair values and subsequently measured at amortized cost, using effective interest method for maturities beyond one year, less settlement payments.

Financial liabilities are classified as current liabilities if payment is due to be settled within one year or less after the end of the reporting period (or in the normal operating cycle of the business, if longer), or the Company does not have an unconditional right to defer settlement of the liability for at least 12 months after the end of the reporting period. Otherwise, these are presented as non-current liabilities.

Financial liabilities are derecognized from the statement of financial position only when the obligations are extinguished either through discharge, cancellation or expiration. The difference between the carrying amount of the financial liability derecognized and the consideration paid or payable is recognized in profit or loss.

#### Offsetting of Financial Instruments

Financial assets and financial liabilities are offset and the resulting net amount, considered as a single financial asset or financial liability, is reported in the statement of financial position when the Company currently has legally enforceable right to set-off the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously. The right of set-off must be available at the end of the reporting period, that is, it is not contingent on future event. It must also be enforceable in the normal course of business, in the event of default, and in the event of insolvency or bankruptcy; and, must be legally enforceable for both entity and all counterparties to the financial instruments.

#### Segment Reporting

Operating segments are reported in a manner consistent with the internal reporting provided to the Company's BOD - its chief operating decision-maker. The Company's BOD is responsible for assessing performance of the operating segments. In identifying its operating segments, management generally follows the Company's business line as disclosed in Note 4.

The measurement policies that the Company uses for segment reporting under PFRS 8, *Operating Segments*, are the same as those used in its financial statements.

In addition, corporate assets which are not directly attributable to the business activities of any operating segment are not allocated to a segment.

There have been no changes from prior periods in the measurement methods used to determine reported segment profit or loss.

#### Provisions and Contingencies

Provisions are recognized when present obligations will probably lead to an outflow of economic resources and they can be estimated reliably even if the timing or amount of the outflow may still be uncertain. A present obligation arises from the presence of a legal or constructive obligation that has resulted from past events.

Provisions are measured at the estimated expenditure required to settle the present obligation, based on the most reliable evidence available at the end of the reporting period, including the risks and uncertainties associated with the present obligation. Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. When time value of money is material, long-term provisions are discounted to their present values using a pretax rate that reflects market assessments and the risks specific to the obligation. The increase in the provision due to passage of time is recognized as interest expense. Provisions are reviewed at the end of each reporting period and adjusted to reflect the current best estimate.

In those cases where the possible outflow of economic resource as a result of present obligations is considered improbable or remote, or the amount to be provided for cannot be measured reliably, no liability is recognized in the financial statements. Similarly, possible inflows of economic benefits to the Company that do not yet meet the recognition criteria of an asset are considered contingent assets; hence, are not recognized in the financial statements. On the other hand, any reimbursement that the Company can be virtually certain to collect from a third party with respect to the obligation is recognized as a separate asset not exceeding the amount of the related provision.

#### Revenue and Expense Recognition

Revenue arises mainly from the sale of merchandise.

To determine whether to recognize revenue, the Company follows a five-step process:

- (1) identifying the contract with a customer;
- (2) identifying the performance obligation;
- (3) determining the transaction price;
- (4) allocating the transaction price to the performance obligations; and,
- (5) recognizing revenue when/as performance obligations are satisfied.

For Step 1 to be achieved, the following five gating criteria must be present:

- (i) the parties to the contract have approved the contract either in writing, orally or in accordance with other customary business practices;
- (ii) each party's rights regarding the goods or services to be transferred or performed can be identified;
- (iii) the payment terms for the goods or services to be transferred or performed can be identified;
- (iv) the contract has commercial substance (i.e., the risk, timing or amount of the future cash flows is expected to change as a result of the contract); and,
- (v) collection of the consideration in exchange of the goods and services is probable.

Revenue is recognized only when (or as) the Company satisfies a performance obligation by transferring control of the promised goods or services to a customer. The transfer of control can occur over time or at a point in time.

A performance obligation is satisfied at a point in time unless it meets one of the following criteria, in which case it is satisfied over time:

- (i) the customer simultaneously receives and consumes the benefits provided by the Company's performance as the Company performs;
- (ii) the Company's performance creates or enhances an asset that the customer controls as the asset is created or enhanced; and,
- (iii) the Company's performance does not create an asset with an alternative use to the Company and the entity has an enforceable right to payment for performance completed to date.

The Company enters into transactions involving the sale and delivery of merchandise representing construction materials, home improvement, furnishings and décor products. In addition, the Company also recognizes vendors' support and marketing fees in relation to the vendors' participation in the marketing/promotional activities of the Company. The significant judgments used in determining the transaction price and the amounts allocated to the performance obligations are disclosed in Note 3. The transaction price allocated to performance obligations satisfied at a point in time is recognized as revenue when control of the goods transfers to the customer. As a matter of accounting policy, when applicable, if the performance obligation is satisfied over time, the transaction price allocated to that performance obligation is recognized as revenue as the performance obligation is satisfied (see Note 3).

In obtaining customer contracts, the Company incurs incremental costs. As the expected amortization period of these costs, if capitalized, would be less than one year, the Company uses the practical expedient in PFRS 15 and expenses such costs as incurred.

The Company also incurs costs in fulfilling contracts with customers. These costs are divided into: (i) costs that give rise to an asset; and, (ii) costs that are expensed as incurred. When determining the appropriate accounting treatment for such costs, the Company first considers any other applicable standards. If other standards preclude capitalization of a particular cost, then an asset is not recognized under PFRS 15. If other standards are not applicable to contract fulfillment costs, the Company applies the following criteria, which, if met, result in capitalization:

- (i) the costs directly relate to a contract or to a specifically identifiable anticipated contract;
- (ii) the costs generate or enhance resources of the entity that will be used in satisfying (or in continuing to satisfy) performance obligations in the future; and,
- (iii) the costs are expected to be recovered.

In addition, the following specific recognition criteria must also be met before revenue is recognized:

- a) *Sale of merchandise* – Revenue is recognized when the control transfers at a point in time with the customer, i.e., generally when the customer purchased the merchandise. For individual customers, payment of the transaction price is due immediately at the point the customer purchases the merchandise. On the other hand, invoices for merchandise purchased by corporate customers are due based on agreed terms and are provided upon receipt of merchandise by the customer.
- b) *Vendors' support and marketing fees* – Vendors' support and marketing fees arise from the vendors' participation in the marketing/promotional activities of the Company such as product exhibits, launch of new stores support and product features in various media platforms. The duration of

contracts are generally short-term, and the related revenue are recognized over time as the performance of the contractually agreed tasks are rendered.

- c) *Delivery fees* – Delivery fees are charged for the transportation of merchandise from the Company's stores to a certain destination as agreed with the customer. Delivery fees are

recognized over time as the services are provided. Payment of delivery fees is due immediately, i.e., upon the customer's purchase of merchandise.

As applicable, if the Company is required to refund the related purchase price for returned goods, it recognizes an outflow of cash or a reduction in trade receivables with a corresponding adjustment on the amount of revenues recognized during the reporting period. Also, the Company recognizes a right of return asset on the goods to be recovered from the customers with a corresponding adjustment to Cost of Merchandise Sold. However, there were no contracts containing significant right of return arrangements which remain outstanding during the reporting periods since the Company's policy with customers for most of its sale of merchandise pertain to outright return which are recognized immediately. Relative to this outright return arrangement, the amount of revenues is also immediately adjusted as of the end of the reporting periods.

The Company operates a customer loyalty incentive programme where individual customers accumulate points for purchases made which entitle them for award credits on future purchases. The Company recognizes an expense and corresponding liability when points are earned. When the award credits are redeemed, the Company recognizes the consideration received allocated to award credits as reduction of rewards liability.

Costs and expenses are recognized in profit or loss upon utilization of the goods or services or at the date they are incurred. All finance charges are reported in profit or loss on an accrual basis, except capitalized borrowing costs, which are included as part of the cost of any related qualifying assets.

### Leases

The Company accounts for its leases as follows:

#### *(a) Company as Lessee*

##### *Accounting for Leases in Accordance with PFRS 16 (2019)*

For any new contracts entered into on or after January 1, 2019, the Company considers whether a contract is, or contains, a lease. A lease is defined as a contract, or part of a contract, that conveys the right to use an asset (the underlying asset) for a period of time in exchange for consideration. To apply this definition, the Company assesses whether the contract meets three key evaluations which are whether:

- The contract contains an identified asset, which is either explicitly identified in the contract or implicitly specified by being identified at the time the asset is made available to the Company;
- The Company has the right to obtain substantially all of the economic benefits from use of the identified asset throughout the period of use, considering its rights within the defined scope of the contract; and,
- The Company has the right to direct the use of the identified asset throughout the period of use. The Company assesses whether it has the right to direct 'how and for what purpose' the asset is used throughout the period of use.

At lease commencement date, the Company recognizes a right-of-use asset and a lease liability on the statement of financial position. The right-of-use asset is measured at cost, which is made up of the initial measurement of the lease liability, any initial direct costs incurred by the Company, an estimate of any costs to dismantle and remove the asset at the end of the lease, and any lease payments made in advance of the lease commencement date (net of any incentives received).

The Company depreciates the right-of-use assets on a straight-line basis from the lease commencement date over the useful life of the leased asset or the term of the lease, whichever is shorter. The Company also assesses the right-of-use asset for impairment when such indicators exist.

At the commencement date, the Company measures the lease liability at the present value of the lease payments unpaid at that date, discounted using the interest rate implicit in the lease if that rate is readily available or the Company's incremental borrowing rate.

Lease payments included in the measurement of the lease liability are made up of fixed payments (including those determined to be fixed in substance), variable payments based on an index or rate, amounts expected to be payable under a residual value guarantee and payments arising from options reasonably certain to be exercised.

Subsequent to initial measurement, the liability will be reduced for payments made and increased for interest. It is remeasured to reflect any reassessment or modification, or if there are changes in in-substance fixed payments.

When the lease liability is remeasured, the corresponding adjustment is reflected in the right-of-use asset, or profit and loss if the right-of-use asset is already reduced to zero.

The Company has elected to account for short-term leases (less than 12 months) and leases of low-value assets (value of assets is based on its cash price if bought) using the practical expedients. Instead of recognizing a right-of-use asset and lease liability, the lease payments in relation to these are recognized as an expense in profit or loss on a straight-line basis over the lease term.

On the statement of financial position, right-of-use assets have been included as part of Property and Equipment, and Lease Liability is shown as a separate line item.

*(b) Company as Lessor*

Leases wherein the Company substantially transfers to the lessee all risks and benefits incidental to ownership of the leased item are classified as finance leases and are presented as receivable at an amount equal to the Company's net investment in the lease. Finance income is recognized based on the pattern reflecting a constant periodic rate of return on the Company's net investment outstanding in respect of the finance lease.

Impairment of Non-financial Assets

The Company's property and equipment, and other non-financial assets are subject to impairment testing whenever events or changes in circumstances indicate that the carrying amount may not be recoverable.

For purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). As a result, some assets are tested for impairment either individually or at the cash-generating unit level.

Impairment loss is recognized for the amount by which the asset's or cash-generating unit's carrying amount exceeds its recoverable amounts which is the higher of its fair value less costs to sell and its

value in use. In determining value in use, management estimates the expected future cash flows from each cash-generating unit and determines the suitable interest rate in order to calculate the present value of those cash flows. The data used for impairment testing procedures are directly linked to the Company's latest approved budget, adjusted as necessary to exclude the effects of asset enhancements. Discount factors are determined individually for each cash-generating unit and reflect management's assessment of respective risk profiles, such as market and asset-specific risk factors.

All assets are subsequently reassessed for indications that an impairment loss previously recognized may no longer exist. An impairment loss is reversed if the asset's or cash-generating unit's recoverable amount exceeds its carrying amount.

### Employee Benefits

The Company's employee benefits are recognized and measured as discussed below.

#### *(a) Post-employment Defined Benefit Plan*

A defined benefit plan is a post-employment plan that defines an amount of post-employment benefit that an employee will receive on retirement, usually dependent on one or more factors such as age, years of service and salary. The legal obligation for any benefits from this kind of post-employment plan remains with the Company, even if plan assets for funding the defined benefit plan have been acquired. Plan assets may include assets specifically designated to a long-term benefit fund, as well as qualifying insurance policies. The Company's defined benefit post-employment plan covers all regular full-time employees.

The liability recognized in the statement of financial position for a defined benefit plan is the present value of the defined benefit obligation at the end of the reporting period. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows for expected benefit payments using a discount rate derived from the interest rates of zero coupon government bonds [using the reference rates published by Bloomberg using its valuation technology, Bloomberg Valuation (BVAL), that are denominated in the currency in which the benefits will be paid and that have terms to maturity approximating to the terms of the related post-employment liability. BVAL provides evaluated prices that are based on market observations from contributed sources.

Remeasurements, comprising of actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are reflected immediately in the statement of financial position with a charge or credit recognized in other comprehensive income in the period in which they arise. Interest is calculated by applying the discount rate at the beginning of the period, taking account of any changes in the defined benefit liability during the period as a result of benefit payments. Interest is reported as part of Finance charges under Other Income (Charges) in profit or loss.

Past service costs are recognized immediately in profit or loss in the period of a plan amendment or curtailment.

#### *(b) Post-employment Defined Contribution Plan*

A defined contribution plan is a post-employment plan under which the Company pays fixed contributions into an independent entity. The Company has no legal or constructive obligations to pay further contributions after payment of the fixed contribution. The contributions recognized in respect of defined contribution plans are expensed as they fall due. Liabilities or assets may be recognized if underpayment or prepayment has occurred and are included in current liabilities or current assets as they are normally of a short-term nature.

*(c) Short-term Employee Benefits*

Short-term employee benefits include wages, salaries, bonuses and non-monetary benefits provided to current employees, which are expected to be settled before 12 months after the end of the annual reporting period during which an employee services are rendered, but does not include termination benefits. The undiscounted amount of the benefits expected to be paid in respect of services

rendered by employees in an accounting period is recognized in profit or loss during that period and any unsettled amount at the end of the reporting period is included as part of Accrued expenses under Trade and Other Payables in the statement of financial position.

*(d) Termination Benefits*

Termination benefits are payable when employment is terminated by the Company before the normal retirement date, or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Company recognizes termination benefits at the earlier of when it can no longer withdraw the offer of such benefits and when it recognizes costs for a restructuring that is within the scope of PAS 37, Provisions, Contingent Liabilities and Contingent Assets, and involves the payment of termination benefits. In the case of an offer made to encourage voluntary redundancy, the termination benefits are measured based on the number of employees expected to accept the offer. Benefits falling due more than 12 months after the reporting period are discounted to their present value.

*(e) Compensated Absences*

Compensated absences are recognized for the number of paid leave days (including holiday entitlement) remaining at the end of the reporting period. They are included in Trade and Other Payables in the statement of financial position at the undiscounted amount that the Company expects to pay as a result of the unused entitlement.

Borrowing Costs

Borrowing costs are recognized as expenses in the period in which they are incurred, except to the extent that they are capitalized. Borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset (i.e., an asset that takes a substantial period of time to get ready for its intended use or sale) are capitalized as part of cost of such asset. The capitalization of borrowing costs commences when expenditures for the asset and borrowing costs are being incurred, and activities that are necessary to prepare the asset for its intended use or sale are in progress. Capitalization ceases when substantially all such activities are complete.

Investment income, if any, earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalization.

Income Taxes

Tax expense recognized in profit or loss comprises the sum of current tax and deferred tax not recognized in other comprehensive income or directly in equity, if any.

Current tax assets or current tax liabilities comprise those claims from, or obligations to, fiscal authorities relating to the current or prior reporting period, that are uncollected or unpaid at the end of the reporting period. They are calculated according to the tax rates and tax laws applicable to the fiscal periods to which they relate, based on the taxable profit for the year. All changes to current tax assets or current tax liabilities are recognized as a component of tax expense in profit or loss.

Deferred tax is accounted for using the liability method, on temporary differences at the end of the reporting period between the tax base of assets and liabilities and their carrying amounts for financial

reporting purposes. Under the liability method, with certain exceptions, deferred tax liabilities are recognized for all taxable temporary differences and deferred tax assets are recognized for all deductible temporary differences and the carry forward of unused tax losses and unused tax credits to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can 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 future taxable profit will be available to allow such deferred tax assets to be recovered.

Deferred tax assets and deferred tax liabilities are measured at the tax rates that are expected to apply in the period when the asset is realized or the liability is settled provided such tax rates have been enacted or substantively enacted at the end of the reporting period.

The carrying amount of deferred tax assets is reviewed at the end of each reporting period and reduced to the extent that it is probable that sufficient taxable profit will be available to allow all or part of the deferred tax asset to be utilized.

The measurement of deferred tax assets or deferred tax liabilities reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities.

Most changes in deferred tax assets or deferred tax liabilities are recognized as a component of tax expense in profit or loss, except to the extent that it relates to items recognized in other comprehensive income or directly in equity. In this case, the tax is also recognized in other comprehensive income or directly in equity, respectively.

Deferred tax assets and deferred tax liabilities are offset if the Company has a legally enforceable right to set-off current tax assets against current tax liabilities and the deferred taxes relate to the same entity and the same taxation authority.

#### Related Party Transactions and Relationships

Related party transactions are transfers of resources, services or obligations between the Company and its related parties, regardless whether a price is charged.

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. These parties include: (a) individuals 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 the legal form.

#### Equity

Capital stock represents the nominal value of shares that have been issued.

Additional paid-in capital includes any premium received on the issuance of capital stock. Any transaction costs associated with the issuance of shares are deducted from additional paid-in capital.

Revaluation reserves account pertains to remeasurements of post-employment defined benefit plan.

Retained earnings represent all current and prior period results of operations as reported in the profit or loss section of the statement of comprehensive income, reduced by the amounts of dividends declared, if any.

#### Basic and Diluted Earnings Per Share

Basic earnings per share (EPS) is determined by dividing net profit by the weighted average number of common shares issued, adjusted for any stock dividends or stock splits, less any shares held in treasury during the reporting period (see Note 19).

The diluted EPS is also computed by dividing net profit by the weighted average number of common shares issued and outstanding during the reporting period. However, net profit attributable to common shares and the weighted average number of common shares outstanding are adjusted to reflect the effects of any potentially dilutive preferred shares, convertible loans and stock options.

Currently, the basic and diluted EPS are the same as there are no dilutive preferred shares, convertible loans and stock options (see Note 20).

#### Events After the End of the Reporting Period

Any post-period event that provides additional information about the Company's financial position at the end of the reporting period (adjusting event) is reflected in the financial statements. Post-period events that are not adjusting events, if any, are disclosed when material to the financial statements.

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### 3. Significant Accounting Judgments and Estimates

The significant accounting judgments, estimates and assumptions used in the preparation of the interim condensed financial statements are consistent with those used in the annual financial statements as at and for the year ended December 31, 2019.

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### 4. Segment Reporting

The Company has only one reportable segment, i.e., its trading business, which caters to individual and corporate customers.

Further, the Company has only one geographical segment as all of its operations are based in the Philippines.

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### 5. Cash and Cash Equivalents

Cash and cash equivalents includes the following components:

|                       | Unaudited<br>Sep 30, 2020 | Audited<br>Dec 31, 2019 |
|-----------------------|---------------------------|-------------------------|
| Cash in banks         | P1,436,711,337            | P1,565,696,247          |
| Cash on hand          | 4,290,000                 | 4,115,000               |
| Short-term placements | —                         | 773,180,766             |
|                       | <u>P1,441,001,337</u>     | <u>P2,342,992,013</u>   |

Cash in banks generally earn interest at rates based on daily bank deposit rates.

Finance income on these bank deposits and short-term placements for the nine months ended September 30, 2020 and 2019, amounted to P1.9 million and P0.2 million, respectively.

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**6. Trade and Other Receivables - net**

This account is composed of the following:

|                                       | Note | Unaudited<br>Sep 30, 2020 | Audited<br>Dec 31, 2019 |
|---------------------------------------|------|---------------------------|-------------------------|
| Trade receivables- third parties      |      | <b>₱159,827,441</b>       | ₱147,795,532            |
| Non-trade receivables                 | 18   | <b>258,436,754</b>        | 132,425,088             |
| Advances to officers and<br>Employees |      | <b>6,465,482</b>          | 7,480,010               |
|                                       |      | <b>424,729,677</b>        | 287,700,630             |
| Allowance for impairment<br>losses    |      | <b>(10,961,202)</b>       | (10,961,202)            |
|                                       |      | <b>₱413,768,475</b>       | ₱276,739,428            |

Trade receivables are due from various customers and have credit terms ranging from 30 days to 60 days. The carrying amounts of the receivables are considered a reasonable approximation of fair values due to their short duration.

Advances to officers and employees pertain to cash advances. These are non-interest bearing and are collected through salary deduction.

Non-trade receivables comprise of the Company's receivables from suppliers arising from vendors' support, marketing fees, miscellaneous income and receivable for the transferred retirement benefit obligation from a related party under common ownership (see Note 18).

All of the Company's trade and other receivables have been assessed for ECL. The Company assessed that the existing allowance for impairment losses is sufficient as of September 30, 2020 (see Note 22.2 (b)).

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**7. Inventories**

Inventories pertain to goods owned by the Company, which include construction materials, home improvements, furnishings and décor products, among others, that are traded under the normal course of business, and amounted to ₱5.9 billion and ₱5.2 billion as of September 30, 2020 and December 31, 2019, respectively (see Note 14.1).

The Company did not provide any allowance for inventory obsolescence as the inventories are deemed saleable. Further, inventories were stated at cost, which is lower than net realizable value, at the end of September 30, 2020 and December 31, 2019. Cost of inventories charged to operations are presented as Cost of Merchandise Sold in the statements of comprehensive income (see Note 14.1)

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**8. Other Assets**

The composition of this account is shown below:

|                                        | <b>Unaudited<br/>Sep 30, 2020</b> | Audited<br>Dec 31, 2019 |
|----------------------------------------|-----------------------------------|-------------------------|
| Current:                               |                                   |                         |
| Advances for purchases                 | <b>P220,433,651</b>               | P244,150,817            |
| Deferred input value-added taxes (VAT) | <b>14,380,273</b>                 | 22,287,680              |
| Prepaid rent                           | <b>16,707,303</b>                 | 3,664,565               |
| Others                                 | <b>45,028,907</b>                 | 25,688,713              |
|                                        | <b>296,550,134</b>                | 295,791,775             |
| Non-current:                           |                                   |                         |
| Advances to suppliers                  | <b>691,229,222</b>                | 409,701,058             |
|                                        | <b>691,229,222</b>                | 409,701,058             |
|                                        | <b>P987,779,356</b>               | P705,492,833            |

Advances for purchases pertaining to mobilization funds made to various third party suppliers, including service providers, which are primarily used in the purchase of inventories subsequent to September 30, 2020 and December 31, 2019 are presented as part of Other Current Assets in the statements of financial position.

Advances to suppliers pertaining to mobilization funds made to various contractors for the construction of several items under property and equipment are presented as Other Non-Current Asset in the statements of financial position.

Others consist of prepaid taxes and licenses, supplies and advertising.

## 9. Property and Equipment

The gross carrying amounts and accumulated depreciation and amortization of property and equipment at the beginning and end of September 30, 2020 and December 31, 2019 are shown below.

|                                                 | <u>Store<br/>Equipment</u>   | <u>Furniture,<br/>Fixtures and<br/>Office<br/>Equipment</u> | <u>Transportation<br/>Equipment</u> | <u>Leasehold<br/>Improvement</u> | <u>Right-of-use<br/>Assets</u> | <u>Construction-<br/>in-Progress</u> | <u>Total</u>                  |
|-------------------------------------------------|------------------------------|-------------------------------------------------------------|-------------------------------------|----------------------------------|--------------------------------|--------------------------------------|-------------------------------|
| <b>Unaudited<br/>Sep 30, 2020</b>               |                              |                                                             |                                     |                                  |                                |                                      |                               |
| Cost                                            | ₱2,877,997,303               | ₱573,306,439                                                | ₱169,297,547                        | ₱3,426,747,978                   | ₱4,917,644,264                 | ₱1,398,145,377                       | ₱13,363,138,908               |
| Accumulated<br>depreciation and<br>amortization | <u>(491,894,504)</u>         | <u>(139,738,918)</u>                                        | <u>(65,961,931)</u>                 | <u>(372,910,276)</u>             | <u>(827,190,213)</u>           | <u>—</u>                             | <u>(1,897,695,842)</u>        |
| <b>Net carrying<br/>amount</b>                  | <b><u>₱2,386,102,799</u></b> | <b><u>₱433,567,521</u></b>                                  | <b><u>₱103,335,616</u></b>          | <b><u>₱3,053,837,702</u></b>     | <b><u>₱4,090,454,051</u></b>   | <b><u>₱1,398,145,377</u></b>         | <b><u>₱11,465,443,066</u></b> |
| <b>Audited<br/>Dec 31, 2019</b>                 |                              |                                                             |                                     |                                  |                                |                                      |                               |
| Cost                                            | ₱2,600,878,300               | ₱360,291,093                                                | ₱138,900,408                        | ₱2,806,079,593                   | ₱4,938,088,741                 | ₱1,535,860,218                       | ₱12,380,098,353               |
| Accumulated<br>depreciation and<br>amortization | <u>(375,353,395)</u>         | <u>(98,345,862)</u>                                         | <u>(55,957,392)</u>                 | <u>(256,326,938)</u>             | <u>(443,134,370)</u>           | <u>—</u>                             | <u>(1,229,117,957)</u>        |
| <b>Net carrying<br/>amount</b>                  | <b><u>₱2,225,524,905</u></b> | <b><u>₱261,945,231</u></b>                                  | <b><u>₱82,943,016</u></b>           | <b><u>₱2,549,752,655</u></b>     | <b><u>₱4,494,954,371</u></b>   | <b><u>₱1,535,860,218</u></b>         | <b><u>₱11,150,980,396</u></b> |

|                                                                                    | Store<br>Equipment    | Furniture,<br>Fixtures and<br>Office<br>Equipment | Transportation<br>Equipment | Leasehold<br>Improvement | Right-of-use<br>Assets | Construction-<br>in-Progress | Total                  |
|------------------------------------------------------------------------------------|-----------------------|---------------------------------------------------|-----------------------------|--------------------------|------------------------|------------------------------|------------------------|
| Balance at January 1, 2020,<br>net of accumulated<br>depreciation and amortization | ₱2,225,524,905        | ₱261,945,231                                      | ₱82,943,016                 | ₱2,549,752,655           | ₱4,494,954,371         | ₱1,535,860,218               | ₱11,150,980,396        |
| Additions                                                                          |                       |                                                   |                             |                          |                        |                              |                        |
| Other property and<br>equipment                                                    | 277,119,003           | 213,015,346                                       | 30,397,139                  | 124,280,614              | —                      | 358,672,930                  | 1,003,485,032          |
| Right-of-use assets                                                                | —                     | —                                                 | —                           | —                        | 5,573,430              | —                            | 5,573,430              |
| Reclassification                                                                   | —                     | —                                                 | —                           | 496,387,771              | —                      | (496,387,771)                | —                      |
| Remeasurement                                                                      | —                     | —                                                 | —                           | —                        | (26,017,907)           | —                            | (26,017,907)           |
| Depreciation and amortization<br>changes for the period                            | (116,541,109)         | (41,393,056)                                      | (10,004,539)                | (116,583,338)            | (384,055,843)          | —                            | (668,577,885)          |
| <b>Balance at September 30,<br/>2020, net of accumulated<br/>depreciation</b>      | <b>₱2,386,102,799</b> | <b>₱433,567,521</b>                               | <b>₱103,335,616</b>         | <b>₱3,053,837,702</b>    | <b>₱4,090,454,051</b>  | <b>₱1,398,145,377</b>        | <b>₱11,465,443,066</b> |
|                                                                                    | Store<br>Equipment    | Furniture,<br>Fixtures and<br>Office<br>Equipment | Transportation<br>Equipment | Leasehold<br>Improvement | Right-of-use<br>Assets | Construction-<br>in-Progress | Total                  |
| Balance at January 1, 2019,<br>net of accumulated<br>depreciation and amortization | ₱1,390,372,453        | ₱147,237,118                                      | ₱59,366,241                 | ₱1,294,556,491           | ₱—                     | ₱77,927,483                  | ₱2,969,459,786         |
| Effect of adoption of PFRS 16                                                      | —                     | —                                                 | —                           | —                        | 3,234,861,721          | —                            | 3,234,861,721          |
| Subtotal                                                                           | 1,390,372,453         | 147,237,118                                       | 59,366,241                  | 1,294,556,491            | 3,234,861,721          | 77,927,483                   | 6,204,321,507          |
| Additions                                                                          |                       |                                                   |                             |                          |                        |                              |                        |
| Other property and<br>equipment                                                    | 290,629,316           | 93,813,192                                        | 34,079,418                  | 715,050,784              | —                      | 2,818,227,925                | 3,951,800,635          |
| Right-of-use asset                                                                 | —                     | —                                                 | —                           | —                        | 1,703,227,020          | —                            | 1,703,227,020          |
| Reclassification                                                                   | 663,696,428           | 59,999,221                                        | —                           | 636,599,541              | —                      | (1,360,295,190)              | —                      |
| Depreciation and amortization<br>changes for the year                              | (119,173,292)         | (39,104,300)                                      | (10,502,643)                | (96,454,161)             | (443,134,370)          | —                            | (708,368,766)          |
| Balance at December 31, 2019,<br>net of accumulated depreciation                   | ₱2,225,524,905        | ₱261,945,231                                      | ₱82,943,016                 | ₱2,549,752,655           | ₱4,494,954,371         | ₱1,535,860,218               | ₱11,150,980,396        |

Construction-in-progress pertains to accumulated costs incurred on the construction of new stores

The Company's right-of use assets pertain to store and warehouse facilities with a term ranging from 10 to 16 years and an average remaining lease term of 10 years.

The amount of depreciation and amortization is presented as part of Selling, General and Administrative Expenses in the statements of comprehensive income (see Note 14.2).

There was no borrowing cost recognized as of September 30, 2020. In 2019, borrowing costs amounted ₱220.3 million, based on capitalization rate ranging from 6.25% to 6.69% for specific borrowing in those years, were capitalized as part of construction-in-progress (see Note 11).

As of September 30, 2020 and December 31, 2019, the gross carrying amount of the Company's fully depreciated property and equipment that are still used in operations is ₱39.8 million and ₱27.5 million, respectively.

There were no items of property and equipment that were used as collateral for any of the Company's loans.

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## 10. Trade and Other Payables

This account consists of:

|                         | Unaudited<br>Sep 30, 2020 | Audited<br>Dec 31, 2019 |
|-------------------------|---------------------------|-------------------------|
| Trade payable           | ₱1,003,569,014            | ₱1,290,797,720          |
| Non-trade payables      | 298,922,832               | 583,462,688             |
| Accrued expenses        | 132,482,198               | 74,399,661              |
| VAT payable             | 16,740,423                | 55,023,731              |
| Withholding tax payable | 9,113,684                 | 12,914,896              |
| Retention payable       | 3,697,673                 | 4,869,944               |
| Others                  | 1,497,304                 | 2,258,436               |
|                         | <b>₱1,466,023,128</b>     | <b>₱2,023,727,076</b>   |

Trade payables arise from the Company's purchases of inventories and other direct costs. These are noninterest-bearing and are payable on demand.

Non-trade payables arise from the Company's capital asset acquisitions and other operating expenditures not yet paid as of the end of the period.

Accrued expenses are liabilities arising from unpaid interest on loans, rent, utilities, salaries and others costs.

Retention payable pertains to the amount withheld from service contractors which shall be refunded at the end of the contract.

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**11. Loans and Borrowings**

The account consists of:

|                  | Unaudited<br>Sep 30, 2020 | Audited<br>Dec 31, 2019 |
|------------------|---------------------------|-------------------------|
| Current:         |                           |                         |
| Short-term loans | <b>₱693,000,000</b>       | <b>₱–</b>               |

The Company obtained various short-term loans from various local banks for the Company's working capital requirements with fixed interest rates ranging from 7.68% to 8.25% and with terms of 180 days.

There are no loan covenants on the Company's short-term loans.

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**12. Leases**
**12.1 Lease Liability**

Lease liability is presented in the statement presented in the statement of financial position as of September 30, 2020 as follows:

|             | Unaudited<br>Sep 30, 2020 | Audited<br>Dec 31, 2019 |
|-------------|---------------------------|-------------------------|
| Current     | <b>₱366,894,867</b>       | <b>₱371,097,743</b>     |
| Non-current | <b>4,275,969,746</b>      | <b>4,571,111,620</b>    |
|             | <b>₱4,642,864,613</b>     | <b>₱4,942,209,363</b>   |

**12.2 Additional Profit or Loss**

Expenses recognized for the period are as follows:

|                                             | Note | Unaudited<br>Sep 30, 2020 | Unaudited<br>Sep 30, 2019 |
|---------------------------------------------|------|---------------------------|---------------------------|
| Depreciation expense of right-of-use assets | 9    | <b>₱384,055,843</b>       | <b>₱293,846,698</b>       |
| Interest expense on lease liabilities       | 15   | <b>246,358,346</b>        | <b>194,996,189</b>        |
| Variable lease payments                     | 14.2 | <b>179,910,132</b>        | <b>95,117,229</b>         |
|                                             |      | <b>₱810,324,321</b>       | <b>₱583,960,116</b>       |

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**13. Sales**

The Company's revenues arise from sale transactions with individual and corporate customers in the Philippines totaling to ₱8.3 billion and ₱8.2 billion for the nine-months period ended September 30, 2020 and 2019, respectively.

The disaggregation on revenue recognition whether point in time or over time for period ended September 30, 2020 is shown below:

|                                    | Point in time         | Over time           | Total                 |
|------------------------------------|-----------------------|---------------------|-----------------------|
| Sale of merchandise<br>(Note 18.1) | P8,325,429,881        | P—                  | P8,325,429,881        |
| Vendors' support                   | —                     | 215,938,294         | 215,938,294           |
| Marketing fees                     | —                     | 25,782,212          | 25,782,212            |
| Delivery fees                      | —                     | 18,764,874          | 18,764,874            |
| Gondola rental                     | —                     | 5,607,054           | 5,607,054             |
| Miscellaneous                      | 992,171               | —                   | 992,171               |
|                                    | <b>P8,326,422,052</b> | <b>P266,092,434</b> | <b>P8,592,514,486</b> |

This compares to the disaggregation on revenue recognition whether point in time or over time for period ended September 30, 2019 as follows:

|                                    | Point in time         | Over time           | Total                 |
|------------------------------------|-----------------------|---------------------|-----------------------|
| Sale of merchandise<br>(Note 18.4) | P8,183,487,442        | P—                  | P8,183,487,442        |
| Vendors' support                   | —                     | 179,137,064         | 179,137,064           |
| Marketing fees                     | —                     | 29,065,052          | 29,065,052            |
| Delivery fees                      | —                     | 24,865,556          | 24,865,556            |
| Gondola rental                     | —                     | 16,151,929          | 16,151,929            |
| Miscellaneous                      | 4,186,163             | —                   | 4,186,163             |
|                                    | <b>P8,187,673,605</b> | <b>P249,219,601</b> | <b>P8,436,893,206</b> |

Vendors' support, marketing fees, delivery fees, gondola rental and miscellaneous are presented as part of Support, fees, rentals and other revenues account in the statements of comprehensive income.

#### 14. Cost of Merchandise Sold and Selling, General and Administrative Expenses

##### 14.1 Cost of Merchandise Sold

The details of cost of merchandise sold are shown below:

|                                    | Note | Unaudited<br>Sep 30, 2020 | Unaudited<br>Sep 30, 2019 |
|------------------------------------|------|---------------------------|---------------------------|
| Inventories at beginning of period | 7    | <b>P5,208,925,853</b>     | P2,690,897,676            |
| Purchases during the period        |      | <b>6,412,846,313</b>      | 7,834,747,551             |
| Cost of goods available for sale   |      | <b>11,621,772,166</b>     | 10,525,645,227            |
| Inventories at end of period       | 7    | <b>5,903,334,878</b>      | 4,775,489,179             |
|                                    |      | <b>P5,718,437,288</b>     | P5,750,156,048            |

14.2 *Selling, General and Administrative Expenses*

|                                       | Notes | Unaudited<br>Sep 30, 2020 | Unaudited<br>Sep 30, 2019 |
|---------------------------------------|-------|---------------------------|---------------------------|
| Depreciation and amortization         | 9     | <b>₱668,577,885</b>       | <b>₱466,840,112</b>       |
| Salaries, wages and employee benefits |       | <b>248,154,765</b>        | 197,180,178               |
| Outside services                      |       | <b>198,208,737</b>        | 161,016,455               |
| Communication and utilities           |       | <b>183,438,270</b>        | 134,554,757               |
| Variable lease payments               | 12    | <b>179,910,132</b>        | 95,117,229                |
| Merchant fees                         |       | <b>84,529,012</b>         | 75,830,085                |
| Taxes and licenses                    |       | <b>73,660,519</b>         | 43,477,362                |
| Transportation expense                |       | <b>24,801,396</b>         | 17,411,752                |
| Office and store supplies             |       | <b>20,248,529</b>         | 16,422,881                |
| Advertising and promotions            |       | <b>19,282,602</b>         | 23,861,833                |
| Dues and subscriptions                |       | <b>18,738,782</b>         | 9,938,869                 |
| Repairs and maintenance               |       | <b>17,581,565</b>         | 16,839,433                |
| Insurance expense                     |       | <b>7,422,461</b>          | 5,052,803                 |
| Representation and entertainment      |       | <b>3,728,441</b>          | 4,847,431                 |
| Professional fees                     |       | <b>3,534,875</b>          | 8,588,957                 |
| Commission expense                    |       | <b>1,410,835</b>          | 4,635,081                 |
| Impairment loss                       |       | <b>—</b>                  | 12,952,566                |
| Miscellaneous                         |       | <b>8,334,298</b>          | 8,040,641                 |
|                                       |       | <b>₱1,761,563,104</b>     | <b>₱1,302,608,425</b>     |

15. **Finance Costs**

Finance costs include the following:

|                               | Note | Unaudited<br>Sep 30, 2020 | Unaudited<br>Sep 30, 2019 |
|-------------------------------|------|---------------------------|---------------------------|
| Interest expense from:        |      |                           |                           |
| Lease liability               | 12   | <b>₱246,358,346</b>       | ₱194,996,189              |
| Loans payable                 |      | <b>25,407,629</b>         | 120,276,613               |
| Retirement benefit obligation | 16   | <b>2,746,940</b>          | 2,074,963                 |
| Bank service charge           |      | <b>12,206</b>             | 232,791                   |
|                               |      | <b>₱274,525,121</b>       | <b>₱317,580,556</b>       |

16. **Post-Employment Defined Benefit Plan**

***Post-employment Defined Benefit Plan***

The Company maintains an unfunded, noncontributory post-employment defined benefit plan covering all qualified employees.

The most recent actuarial valuation dated March 18, 2020 was performed by a professionally qualified external actuary.

The amounts of post-employment benefit recognized in profit or loss in respect of the defined benefit post-employment plan are as follows (see Note 15):

|                      | <b>Unaudited<br/>Sep 30, 2020</b> | Unaudited<br>Sep 30, 2019 |
|----------------------|-----------------------------------|---------------------------|
| Current service cost | <b>₱9,637,984</b>                 | ₱11,850,357               |
| Interest expense     | <b>2,746,940</b>                  | 2,074,963                 |
|                      | <b>₱12,384,924</b>                | ₱13,925,320               |

The interest expense is included as part of Finance Costs under Finance Income (Costs) in the statements of comprehensive income (see Note 15).

In determining the amount of the retirement benefit obligation, the following significant actuarial assumptions were used for the period ended September 30, 2020 and December 31, 2019:

|                                   |       |
|-----------------------------------|-------|
| Discount rate                     | 5.10% |
| Expected rate of salary increases | 7.75% |

The plan exposes the Company to actuarial risks such as interest rate risk, longevity risk and salary risk.

*Interest Rate Risk*

The present value of the defined benefit obligation is calculated using a discount rate determined by reference to market yields of government bonds. Generally, a decrease in the interest rate of a reference government bonds will increase the plan obligation.

*Longevity and Salary Risks*

The present value of the defined benefit obligation is calculated by reference to the best estimate of the mortality of the plan participants during their employment and to their future salaries. Consequently, increases in the life expectancy and salary of the plan participants will result in an increase in the plan obligation.

The information on the sensitivity analysis for certain significant actuarial assumptions and the timing and uncertainty of future cash flows related to the retirement plan as of September 30, 2020 and December 31, 2019 are discussed below risk.

|                    | Impact on Retirement Benefit Obligation |                           |                           |
|--------------------|-----------------------------------------|---------------------------|---------------------------|
|                    | Change in<br>assumption                 | Increase in<br>assumption | Decrease in<br>assumption |
| Discount rate      | +/-1%                                   | (9,436,979)               | 11,423,165                |
| Salary growth rate | +/-1%                                   | 11,389,662                | (9,601,605)               |

The sensitivity analysis is based on a change in an assumption while holding all other assumptions constant. This analysis may not be representative of the actual change in the defined benefit obligation as it is unlikely that the change in assumptions would occur in isolation of one another as some of the assumptions may be correlated. Furthermore, in presenting the sensitivity analysis, the present value of the defined benefit obligation has been calculated using the projected unit credit method at the end of the reporting period, which is the same as that applied in calculating the defined benefit obligation recognized in the statements of financial position.

The methods and types of assumptions used in preparing the sensitivity analysis did not change compared to the previous years.

The plan is currently unfunded by ₱30.6 million based on the latest actuarial valuation. While there are no minimum funding requirement in the country, the size of the underfunding may pose a cash flow risk that the Company may be exposed to if several employees retire within the same year. The Company has yet to determine when to establish a retirement fund and how much to contribute.

The maturity profile of the undiscounted expected benefit payments as of September 30, 2020 and December 31, 2019 from the plan follows:

|                                  |                     |
|----------------------------------|---------------------|
| Within five years                | ₱11,712,388         |
| More than five years to 10 years | 45,213,346          |
| More than 10 years               | 904,145,385         |
|                                  | <u>₱961,071,119</u> |

Management expects that a substantial portion of the undiscounted expected benefit payments is probable after 10 years from the end of the reporting period. The weighted average duration of the defined benefit obligation at the end of the reporting period is 24 years.

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## 17. Income Taxes

The components of tax expense as reported in profit or loss are:

|                                                                                          | Unaudited<br>Sep 30, 2020  | Unaudited<br>Sep 30, 2019  |
|------------------------------------------------------------------------------------------|----------------------------|----------------------------|
| Current tax expense:                                                                     |                            |                            |
| Regular corporate income tax (RCIT) at 30%                                               | ₱168,781,608               | ₱243,732,758               |
| Final tax at 20%                                                                         | 382,155                    | 35,295                     |
| Excess of minimum corporate income tax (MCIT) at 2% over RCIT                            | —                          | —                          |
|                                                                                          | <u>169,163,763</u>         | <u>243,768,053</u>         |
| Deferred tax expense relating to originating and reversal of other temporary differences | <u>82,615,085</u>          | <u>76,838,455</u>          |
|                                                                                          | <u><b>₱251,778,848</b></u> | <u><b>₱320,606,508</b></u> |

A reconciliation of tax on pretax profit computed at the applicable statutory rates to tax expense reported in profit or loss is as follows:

|                                                   | Unaudited<br>Sep 30, 2020  | Unaudited<br>Sep 30, 2019  |
|---------------------------------------------------|----------------------------|----------------------------|
| Tax on pretax profit at 30%                       | ₱251,969,926               | ₱320,039,039               |
| Adjustment for income subjected to lower tax rate | (191,078)                  | (17,647)                   |
| Tax effects of non-deductible expense             | —                          | 585,116                    |
| Tax expense                                       | <u><b>₱251,778,848</b></u> | <u><b>₱320,606,508</b></u> |

The Company is subject to the MCIT computed at 2% of gross income as defined under the tax regulations, or RCIT, whichever is higher. The Company reported RCIT for the period ended September 30, 2020 and 2019.

The deferred tax liabilities as of September 30, 2020 and December 31, 2019 relate to the following:

|                                | Statements of Financial Position |                         | Statements of Comprehensive Income |                           |
|--------------------------------|----------------------------------|-------------------------|------------------------------------|---------------------------|
|                                | Unaudited<br>Sep 30, 2020        | Audited<br>Dec 31, 2019 | Unaudited<br>Sep 30, 2020          | Unaudited<br>Sep 30, 2019 |
| Deferred tax assets:           |                                  |                         |                                    |                           |
| Leases - PFRS 16               | <b>₱176,021,352</b>              | ₱144,524,858            | <b>(₱31,496,495)</b>               | (₱9,611,676)              |
| Retirement obligation          | <b>20,697,830</b>                | 16,982,353              | <b>(3,715,477)</b>                 | (4,177,596)               |
| Impairment loss                | <b>3,288,361</b>                 | 3,288,361               | —                                  | (3,885,770)               |
|                                | <b>200,007,543</b>               | 164,795,572             | <b>(35,211,972)</b>                | (17,675,042)              |
| Deferred tax liabilities:      |                                  |                         |                                    |                           |
| Borrowing costs                | <b>(145,621,758)</b>             | (143,148,952)           | <b>2,472,807</b>                   | 36,756,898                |
| Depreciation                   | <b>(224,773,182)</b>             | (147,222,432)           | <b>77,550,750</b>                  | 57,756,599                |
| Uncollected income             | <b>(72,516,152)</b>              | (34,712,652)            | <b>37,803,500</b>                  | —                         |
|                                | <b>(442,911,092)</b>             | (325,084,036)           | <b>117,827,057</b>                 | 94,513,497                |
| Deferred tax liabilities – net | <b>(₱242,903,549)</b>            | (₱160,288,464)          |                                    |                           |
| Deferred tax expense           |                                  |                         | <b>₱82,615,085</b>                 | ₱76,838,455               |

The Company claimed itemized deductions for 2020 and 2019 in computing for its income tax due.

## 18. Related Party Transactions

The Company's related parties include its ultimate parent company, parent company, related parties under common ownership, key management personnel and others. The summary of the Company's transactions with its related parties for the nine months ended September 30, 2020 and 2019, and the related outstanding balances as of September 30, 2020 and December 31, 2019 are discussed in the succeeding pages.

| Related Party Category                | Amount of Transactions                     |                | Outstanding Balance       |                         |
|---------------------------------------|--------------------------------------------|----------------|---------------------------|-------------------------|
|                                       | For the nine months period<br>Sep 30, 2020 | Sep 30, 2019   | Unaudited<br>Sep 30, 2020 | Audited<br>Dec 31, 2019 |
| <b>Parent Company:</b>                |                                            |                |                           |                         |
| Advances obtained - net               | <b>₱—</b>                                  | (₱501,254,992) | <b>₱—</b>                 | ₱—                      |
| Assignment and offsetting of advances | —                                          | 128,607,284    | —                         | —                       |
| Sale of merchandise                   | —                                          | 98,550         | —                         | —                       |
| <b>Common Ownership:</b>              |                                            |                |                           |                         |
| Depreciation (PFRS 16)                | <b>333,696,343</b>                         | 233,844,949    | —                         | —                       |
| Interest (PFRS 16)                    | <b>207,915,064</b>                         | 156,517,789    | —                         | —                       |
| Sale of merchandise                   | <b>59,346,382</b>                          | 43,675,926     | —                         | —                       |
| Rentals                               | <b>102,881,342</b>                         | 98,871,219     | —                         | (21,117,035)            |
| (forward)                             |                                            |                |                           |                         |

| Related Party Category            | Amount of Transactions     |               | Outstanding Balance |              |
|-----------------------------------|----------------------------|---------------|---------------------|--------------|
|                                   | For the nine months period |               | Unaudited           | Audited      |
|                                   | Sep 30, 2020               | Sep 30, 2019  | Sep 30, 2020        | Dec 31, 2019 |
| <b>Common Ownership:</b>          |                            |               |                     |              |
| Lease liability                   | —                          | 3,603,267,697 | 3,993,654,055       | —            |
| Right-of-use                      |                            |               |                     |              |
| Asset (PFRS 16)                   | —                          | 3,280,431,421 | 4,079,733,301       | —            |
| Transferred retirement obligation | —                          | 16,716,248    | (16,716,248)        | (16,716,248) |
| Advances paid - net               | —                          | (133,913,000) | —                   | —            |
| Assignment of advances            | —                          | (128,607,284) | —                   | —            |
| Advances assigned                 | —                          | 2,000,000     | —                   | —            |
| <b>Key Management Personnel –</b> |                            |               |                     |              |
| Compensation                      | 42,327,000                 | 8,100,000     | —                   | —            |

All outstanding balances from related parties are noninterest-bearing, unsecured and payable/collectible in cash on demand, unless otherwise stated.

### 18.1 Sale of Merchandise

The Company sells various merchandise items to its related parties with similar transaction price and terms under exact business circumstance with third parties. These transactions are presented as part of Sales in the statements of comprehensive income (see Note 13).

### 18.2 Key Management Personnel Compensation

For the period ended September 30, 2020, the total key management personnel compensation which includes short-term and post-employment benefits amounted to ₱42.3 million. There was no outstanding balance as of September 30, 2020.

## 19. Equity

### 19.1 Capital Stock

The details of the Company's capital stocks as of September 30, 2020 and December 31, 2019 are as follows:

|                                       | Unaudited Sep 30, 2020 |               | Audited Dec 31, 2019 |               |
|---------------------------------------|------------------------|---------------|----------------------|---------------|
|                                       | No. of Shares          | Amount        | No. of Shares        | Amount        |
| <b>Authorized shares:</b>             |                        |               |                      |               |
| Common                                | 5,900,000,000          | 5,900,000,000 | 5,900,000,000        | 5,900,000,000 |
| Preferred                             | 1,000,000,000          | 100,000,000   | 100,000,000          | 100,000,000   |
| <b>Issued and outstanding shares:</b> |                        |               |                      |               |
| Common - Par value of P1 per share    | 3,750,000,002          | 3,750,000,002 | 3,750,000,002        | 3,750,000,002 |
| Preferred                             | —                      | —             | —                    | —             |
| Balance at the end of the period      | 3,750,000,002          | 3,750,000,002 | 3,750,000,002        | 3,750,000,002 |

On July 8, 2019, the SEC approved the Company's application for the increase of authorized capital stock from ₱2.0 billion to ₱6.0 billion divided into 5,900,000,000 common shares with par value of ₱1.00 per common share and 1,000,000,000 preferred shares with par value of ₱0.10 per preferred share. On the same date, the Company issued 1,000,000,000 common shares for the payment of certain advances from related parties that were converted into equity and two common shares for a consideration of ₱2.00 to independent directors.

On October 10, 2019, the Company, by way of a primary offering (IPO), sold 750,000,000 shares of its common stock (Offer Share) at an offer price of ₱11.50 per Offer Share, and generated gross proceeds of ₱8.625 billion from such IPO.

### **19.2 Additional Paid-In Capital**

Additional paid-in capital consists of ₱7,206.6 million from the initial public offering in 2019, net of ₱668.4 million stock issuance costs incurred such as underwriting fees and commissions, taxes and filing fees (see Note 19.1).

### **19.3 Dividend Declaration**

The Company's BOD approved the declaration of cash dividends amounting to ₱25.6 million on May 28, 2019, payable to stockholders of record on June 14, 2019. The cash dividends were paid on June 28, 2019.

### **19.4 Revaluation Reserves**

In 2019, the Company recognized actuarial losses arising from remeasurement on post-employment defined benefit obligation amounting to ₱29.9 million which is presented in statement of changes in equity under Revaluation Reserves account.

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## **20. Earnings Per Share**

Earnings per share were computed as follows:

|                                                                       | <b>Unaudited<br/>Sep 30, 2020</b> | <b>Unaudited<br/>Sep 30, 2019</b> |
|-----------------------------------------------------------------------|-----------------------------------|-----------------------------------|
| Net profit                                                            | <b>₱588,120,902</b>               | ₱746,190,288                      |
| Divided by weighted average<br>number of outstanding<br>common shares | <b>3,750,000,002</b>              | 2,333,333,333                     |
| Basic and diluted EPS                                                 | <b>₱0.16</b>                      | ₱0.32                             |

The Company has no potential dilutive common shares as of September 30, 2020 and 2019.

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## 21. Commitments and Contingencies

The significant commitments and contingencies involving the Company are presented below:

### **21.1 Lease Commitments – Company as Lessee**

The total rental expense recognized from variable leases payments amounted to ₱179.9 million and ₱95.1 million for the nine-month period September 30, 2020 and 2019, respectively, and are presented as Variable lease payment under Selling, General and Administrative Expenses in the statements of comprehensive income (see Note 14.2).

### **21.2 Others**

There are other commitments, guarantees and contingent liabilities that may arise in the normal course of operations of the Company which are not reflected in the financial statements. As of September 30, 2020 and December 31, 2019, management is of the opinion that losses, if any, from these items will not have any material effect on the Company's financial statements, taken as a whole.

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## 22. Risk Management Objectives and Policies

The Company is exposed to a variety of operational and financial risks in relation to financial instruments. The Company's risk management is coordinated with its parent company, in close cooperation with the Company's BOD.

The Company does not normally engage in the trading of financial assets for speculative purposes nor does it write options. The most significant operational and financial risks to which the Company is exposed to are described below.

### **22.1 Interest Rate Risk**

The Company's policy is to minimize interest rate cash flow risk exposures on short-term financing. The Company is exposed to changes in market interest rates through its cash in banks, which are subject to variable interest rates. However, due to its short-duration, management believes that the interest rate sensitivity and its effect on the net result for the period and equity are not significant (see Note 5).

### **22.2 Credit Risk**

Credit risk is the risk that counterparty may fail to discharge an obligation to the Company. The Company is exposed to this risk for various financial instruments, for example by granting receivables to customers and related parties, and placing deposits.

The Company continuously monitors defaults of other counterparties, identified individually, and incorporates this information into its credit risk controls. The Company's policy is to deal only with creditworthy counterparties.

Except for cash in banks, none of the Company's financial assets are secured by collateral or other credit enhancements.

*(a) Cash*

The credit risk for cash is considered negligible since the counterparties are reputable banks with high quality external credit ratings. Included in the cash are cash in banks which are insured by the Philippine Deposit Insurance Corporation up to a maximum coverage of ₱0.5 million for every depositor per banking institution.

*(b) Trade and Other Receivables*

The Company applies the PFRS 9 simplified approach in measuring ECL which uses a lifetime expected loss allowance for all trade and other receivables.

The expected loss rates on trade receivables are based on the payment profiles of sales over a period of 36 months before September 30, 2020 and 2019, and the corresponding historical actual default losses experienced within such period.

The Company identifies a default when the receivables become credit-impaired or when the customer is not able to settle the receivables within the normal credit terms of 30 to 60 days, depending on the terms with customers; hence, these receivables were already considered as past due on its contractual payment. In addition, the Company considers qualitative assessment in determining default such as in instances where the customer is unlikely to pay its obligations and is deemed to be in significant financial difficulty.

On that basis, the loss allowance as at September 30, 2020 and December 31, 2019 was determined based on months past due, for trade receivables, excluding advances to officers and employees, as follows:

| <b>Audited<br/>Sep 30, 2020</b> | <b>Within 1 year</b> | <b>1 to 2 years</b> | <b>2 to 3 years</b> | <b>More than 3<br/>years</b> | <b>Total</b> |
|---------------------------------|----------------------|---------------------|---------------------|------------------------------|--------------|
| Expected loss rate              | 19.49%               | 22.25%              | 32.44%              | 46.05%                       |              |
| Gross carrying amount           | 120,302,650          | 27,989,430          | 4,254,953           | 7,280,408                    | 159,827,441  |
| Loss allowance                  | —                    | 6,228,537           | 1,380,326           | 3,352,339                    | 10,961,202   |

  

| <b>Audited<br/>Dec 31, 2019</b> | <b>Within 1 year</b> | <b>1 to 2 years</b> | <b>2 to 3 years</b> | <b>More than 3<br/>years</b> | <b>Total</b> |
|---------------------------------|----------------------|---------------------|---------------------|------------------------------|--------------|
| Expected loss rate              | 19.42%               | 21.74%              | 32.06%              | 49.93%                       |              |
| Gross carrying amount           | 111,066,269          | 23,810,304          | 3,731,892           | 9,187,067                    | 147,795,532  |
| Loss allowance                  | —                    | 5,177,072           | 1,196,583           | 4,587,547                    | 10,961,202   |

*(c) Due from Related Parties*

ECL for advances to related parties are measured and recognized using the liquidity approach. Management determines possible impairment based on the related party's ability to repay the advances upon demand at the reporting date taking into consideration the historical defaults from the related parties. Management assessed that the outstanding receivables from related parties as of September 30, 2020 and December 31, 2019 are recoverable since these related parties have the capacity to pay the advances upon demand. Accordingly, no impairment losses were recognized as of the end of the reporting periods.

### **22.3    *Liquidity Risk***

The Company manages its liquidity needs by carefully monitoring scheduled debt servicing payments for long-term financial liabilities as well as cash outflows due in a day-to-day business. Liquidity needs are monitored in various time bands, on a day-to-day and week-to-week basis, as well as on the basis of a rolling 30-day projection. Long-term liquidity needs for a six-month and one-year period are identified monthly.

The Company maintains cash to meet its liquidity requirements for up to 30-day periods. Excess cash are invested in short-term placements. Funding for long-term liquidity needs is additionally secured by an adequate amount of committed credit facilities and the ability to sell long-term financial assets.

### **22.3    *Risks of COVID-19***

On March 11, 2020, the World Health Organization has declared the coronavirus outbreak disease 2019 (COVID-19) to be a global pandemic. COVID-19 started to become widespread in the Philippines in early March 2020 causing the government to declare the country in a state of public health emergency followed by implementation of public health standards and community quarantine in order to contain the spread of COVID-19.

As of September 30, 2020, the Company made some operational adjustments to ensure appropriate response to the effects of COVID-19. These adjustments include, but not limited to compliance with health and safety guidelines to protect employees, contractors, and customers.

The COVID-19 pandemic has created and may continue to create uncertainty in macroeconomic conditions. The Company will continue to perform ongoing assessment of the impact of COVID-19 on its business, financial condition, and results of operations as facts and circumstances change.

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## **23. Categories and Fair Value Measurements**

Management considers that the carrying values of the above financial assets and financial liabilities, measured at amortized costs, approximate their fair values either because these instruments are short-term in nature or the effect of discounting for those with maturities of more than one year is not material.

See Notes 2 for a description of the accounting policies for each category of financial instrument. A description of the Company's risk management objectives and policies for financial instruments is provided in Note 22.

### **23.2    *Fair Value Hierarchy***

In accordance with PFRS 13, *Fair Value Measurement*, the fair value of financial assets and liabilities and non-financial assets which are measured at fair value on a recurring or non-recurring basis and those assets and liabilities not measured at fair value but for which fair value is disclosed in accordance with other relevant PFRS, are categorized into three levels based on the significance of inputs used to measure the fair value. The fair value hierarchy has the following levels:

- Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities that an entity can access at the measurement date;
- Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices); and,

- Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

The level within which the asset or liability is classified is determined based on the lowest level of significant input to the fair value measurement.

For purposes of determining the market value at Level 1, a market is regarded as active if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

There are no financial assets and financial liabilities measured at fair value as of September 30, 2020 and December 31, 2019. Neither was there transfers among fair value levels in those years.

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## 24. Capital Management Objectives, Policies and Procedures

The Company's capital management objective is to ensure the Company's ability to continue as a going concern entity. Essentially, the Company, in coordination with its parent company, monitors capital on the basis of the carrying amount of equity as presented in the statements of financial position.

The Company manages the capital structure and makes adjustments to consider changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares, or sell assets to reduce debt.

The Company monitors capital on the ratios on its covenants with certain financial institutions. Capital for the reporting periods is summarized as follows:

|                      | Unaudited<br>Sep 30, 2020 | Audited<br>Dec 31, 2019 |
|----------------------|---------------------------|-------------------------|
| Total liabilities    | <b>₱7,210,983,432</b>     | ₱7,270,207,745          |
| Total equity         | <b>13,000,343,680</b>     | 12,414,922,778          |
| Debt-to-equity ratio | <b>0.55 : 1.00</b>        | 0.59 : 1:00             |

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**Supplemental Schedule of Financial Soundness Indicators**

September 30, 2020 and September 30, 2019

| <b>Ratio</b>                 | <b>Formula</b>                                                                                                     | <b>2020</b> | <b>Formula</b>                                                                                                     | <b>2019</b> |
|------------------------------|--------------------------------------------------------------------------------------------------------------------|-------------|--------------------------------------------------------------------------------------------------------------------|-------------|
| Current ratio                | Total Current Assets divided by Total Current Liabilities                                                          | 3.09        | Total Current Assets divided by Total Current Liabilities                                                          | 1.11        |
|                              | Total Current Assets 8,054,654,824                                                                                 |             | Total Current Assets 5,906,869,390                                                                                 |             |
|                              | Divide by: Total Current Liabilities 2,606,401,124                                                                 |             | Divide by: Total Current Liabilities 5,323,002,863                                                                 |             |
|                              | Current Ratio 3.09                                                                                                 |             | Current Ratio 1.11                                                                                                 |             |
| Acid test ratio              | Quick Assets (Total Current Assets less Inventories and Other Current Assets) divided by Total Current Liabilities | 0.71        | Quick Assets (Total Current Assets less Inventories and Other Current Assets) divided by Total Current Liabilities | 0.08        |
|                              | Total Current Assets 8,054,654,824                                                                                 |             | Total Current Assets 5,906,869,390                                                                                 |             |
|                              | Less: Inventories (5,903,334,878)                                                                                  |             | Less: Inventories (4,775,489,179)                                                                                  |             |
|                              | Other Current Assets (296,550,134)                                                                                 |             | Other Current Assets (685,325,416)                                                                                 |             |
|                              | Quick Assets 1,854,769,812                                                                                         |             | Quick Assets 446,054,795                                                                                           |             |
|                              | Divide by: Total Current Liabilities 2,606,401,124                                                                 |             | Divide by: Total Current Liabilities 5,323,002,863                                                                 |             |
|                              | Acid Test Ratio 0.71                                                                                               |             | Acid Test Ratio 0.08                                                                                               |             |
| Solvency ratio               | Total Liabilities divided by Total Assets                                                                          | 0.36        | Total Liabilities divided by Total Assets                                                                          | 0.73        |
|                              | Total Liabilities 7,210,983,432                                                                                    |             | Total Liabilities 11,524,617,159                                                                                   |             |
|                              | Divide by: Total Assets 20,211,327,112                                                                             |             | Divide by: Total Assets 15,706,579,717                                                                             |             |
|                              | Solvency Ratio 0.36                                                                                                |             | Solvency Ratio 0.73                                                                                                |             |
| Debt-to-equity ratio         | Total Liabilities divided by Total Equity                                                                          | 0.55        | Total Liabilities divided by Total Equity                                                                          | 2.76        |
|                              | Total Liabilities 7,210,983,432                                                                                    |             | Total Liabilities 11,524,617,159                                                                                   |             |
|                              | Divide by: Total Equity 13,000,343,680                                                                             |             | Divide by: Total Equity 4,181,962,558                                                                              |             |
|                              | Debt-to-Equity Ratio 0.55                                                                                          |             | Debt-to-Equity Ratio 2.76                                                                                          |             |
| Asset-to-equity ratio        | Total Assets divided by Total Equity                                                                               | 1.55        | Total Assets divided by Total Equity                                                                               | 3.76        |
|                              | Total Assets 20,211,327,112                                                                                        |             | Total Assets 15,706,579,717                                                                                        |             |
|                              | Divide by: Total Equity 13,000,343,680                                                                             |             | Divide by: Total Equity 4,181,962,558                                                                              |             |
|                              | Asset-to-equity ratio 1.55                                                                                         |             | Asset-to-equity ratio 3.76                                                                                         |             |
| Interest rate coverage ratio | Earnings before interest and taxes (EBIT) divided by Interest Expense                                              | 4.05        | Earnings before interest and taxes (EBIT) divided by Interest Expense                                              | 4.36        |
|                              | EBIT 1,112,501,888                                                                                                 |             | EBIT 1,383,895,942                                                                                                 |             |
|                              | Divide by: Interest Expense 274,512,915                                                                            |             | Divide by: Interest Expense 317,347,765                                                                            |             |
|                              | Interest Coverage Ratio 4.05                                                                                       |             | Interest Coverage Ratio 4.36                                                                                       |             |
| Return on equity             | Net Profit divided by Total Equity                                                                                 | 0.05        | Net Profit divided by Total Equity                                                                                 | 0.18        |
|                              | Net Profit 588,120,902                                                                                             |             | Net Profit 746,190,288                                                                                             |             |
|                              | Divide by: Total Equity 13,000,343,680                                                                             |             | Divide by: Total Equity 4,181,962,558                                                                              |             |
|                              | Return on equity 0.05                                                                                              |             | Return on equity 0.18                                                                                              |             |
| Return on assets             | Net Profit divided by Total Assets                                                                                 | 0.03        | Net Profit divided by Total Assets                                                                                 | 0.05        |
|                              | Net Profit 588,120,902                                                                                             |             | Net Profit 746,190,288                                                                                             |             |
|                              | Divide by: Total Assets 20,211,327,112                                                                             |             | Divide by: Total Assets 15,706,579,717                                                                             |             |
|                              | Return on assets 0.03                                                                                              |             | Return on assets 0.05                                                                                              |             |
| Net profit margin            | Net profit divided by Total Revenue                                                                                | 0.07        | Net profit divided by Total Revenue                                                                                | 0.09        |
|                              | Net Profit 588,120,902                                                                                             |             | Net Profit 746,190,288                                                                                             |             |
|                              | Divide by: Total Revenue 8,325,429,881                                                                             |             | Divide by: Total Revenue 8,183,487,442                                                                             |             |
|                              | Net Profit Margin 0.07                                                                                             |             | Net Profit Margin 0.09                                                                                             |             |

## MANAGEMENT DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

### REVIEW OF NINE MONTHS END 2020 VS NINE MONTHS END 2019

#### **RESULTS OF OPERATIONS**

On March 11, 2020, the World Health Organization has declared the coronavirus outbreak disease 2019 (COVID-19) to be a global pandemic. COVID-19 started to become widespread in the Philippines in early March 2020 causing the government to declare the country in a state of public health emergency followed by implementation of public health standards and community quarantine. As a result, the Company had to close 40 stores in Luzon starting on March 17, 2020 and reopened on May 16, 2020 when the quarantine eased to modified enhanced community quarantine (MECQ). Due to the closure of stores in the second quarter, sales as of September 30, 2020 only slightly increased by about 2% from same period sales in 2019 despite having 46-store network vs. 27 stores as of September 2019.

#### **Nine Months ended September 30, 2020 compared to Nine Months ended September 30, 2019**

##### Sales

The company recorded sales of ₱8,325.4 million for the nine months ended 30 September 2020, an increase of about 2% from ₱8,183.5 million for the nine months ended 30 September 2019. The increase was attributable to sales growth from existing stores and revenue contribution of new stores, albeit this was partially offset by decreased revenues in the second quarter due to closure of stores during the enhanced community quarantine (ECQ) from March 17 to May 15, 2020. The stores reopened on May 16, 2020 when the modified enhanced community quarantine (MECQ) was implemented.

The following table shows the key operating performance indicators relevant to the revenues for the period ended 30 September 2020 and 2019. The company has opened its 46<sup>th</sup> store on September 17, 2020 in Santiago, Isabela, bringing its total net selling space to 308,530 sqms.

|                            | As of and for the period ended<br>30 September |         | Percentage<br>Change |
|----------------------------|------------------------------------------------|---------|----------------------|
|                            | 2020                                           | 2019    |                      |
| Number of stores           | 46                                             | 27      | 70.4%                |
| Net Selling Area (in sqms) | 308,530                                        | 215,994 | 42.8%                |
| Net Sales (₱ millions)     | 8,325                                          | 8,183   | 1.7%                 |
| SSSG                       | 0.3%                                           | 32.3%   | -99.1%               |

##### Cost of Merchandise Sold

For the nine months ended 30 September 2020, cost of merchandise sold was at ₱5,718.4 million, a decrease of 0.6% from the ₱5,750.2 million level for the same period in 2019 due to the closure of stores during the ECQ.

##### Selling, General and Administrative Expenses

Selling, general and administrative expenses increased by 35.2% to ₱1,761.6 million for the nine months ended 30 September 2020 from ₱1,302.6 million for the same period in 2019, primarily due to the following:

- Increase in depreciation and amortization from ₱466.8 million for the nine months ended 30 September 2019 to ₱668.6 million for the nine months ended 30 September 2020 due to the increase in the number of stores.
- Increase in salaries and wages from ₱197.2 million for nine months ended 30 September 2019 to ₱248.2 million for the nine months ended 30 September 2020 due to the additional manpower for new stores, and increased headcount for Finance, Merchandising and IT personnel.
- Increase in outside services from ₱161.0 million for the nine months ended 30 September 2019 to ₱198.2 million for the nine months ended 30 September 2020 due to the additional manpower for new stores. This was partially offset by the reduction of manpower due to closure of stores during the ECQ in the second quarter of 2020.
- Increase in communication and utilities from ₱134.5 million for the nine months ended 30 September 2019 to ₱183.4 million for the nine months ended 30 September 2020 attributable to the increase in the number of stores.
- Increase in variable lease payments from ₱95.1 million for the nine months ended 30 September 2019 to ₱179.9 million for the nine months ended 30 September 2020 primarily due to new stores.
- Increase in merchant fee from ₱75.8 million for the nine months ended 30 September 2019 to ₱84.5 million for the nine months ended 30 September 2020 primarily due to increased revenues on account of higher store network.
- Increase in taxes and licenses from ₱43.5 million for the nine months ended 30 September 2019 to ₱73.7 million for the nine months ended 30 September 2020 due to increase in number of stores.
- Increase in transportation expense from ₱17.4 million for the nine months ended 30 September 2019 to ₱24.8 million for the nine months ended 30 September 2020 due to increase in delivery expenses on account of new stores.
- Increase in office and store supplies from ₱16.4 million for the nine months ended 30 September 2019 to ₱20.2 million for the nine months ended 30 September 2020 due to increase in the number of stores.
- Decrease in advertising and promotions from ₱23.9 million for the nine months ended 30 September 2019 to ₱19.3 million for the nine months ended 30 September 2020 on account of cost-cutting measures implemented and usage of online digital platforms for marketing purposes.
- Increase in dues and subscription from ₱9.9 million for the nine months ended 30 September 2019 to ₱18.7 million for the nine months ended 30 September 2020 due to increase in the number of stores.
- Increase in insurance from ₱5.1 million for the nine months ended 30 September 2019 to ₱7.4 million for the nine months ended 30 September 2020 due to the increase in the number of stores.
- Decrease in representation and entertainment from ₱4.8 million for the nine months ended 30 September 2019 to ₱3.7 million for the nine months ended 30 September 2020 due to cost-cutting measures, and minimal physical meetings this year.
- Decrease in professional fees from ₱8.6 million for the nine months ended 30 September 2019 to ₱3.5 million for the nine months ended 30 September 2020 on account of one-time professional fees incurred in 2019 in relation to the company's initial public offering.

- Decrease in commission expense from ₱4.6 million for the nine months ended 30 September 2019 to ₱1.4 million for the nine months ended 30 September 2020 as most corporate sales during the period were generated by in-house sales teams.
- Decrease in impairment loss from ₱13.0 million for the nine months ended 30 September 2019 to nil for the nine months ended 30 September 2020 as provision for impairment is enough.

### **Finance Cost**

Finance Cost decreased from ₱317.6 million for the nine months ended 30 September 2019 to ₱274.5 million for the nine months ended 30 September 2020. The decrease was primarily attributable to the decrease in interest expense during the period from lower balance of interest-bearing loans compared to same period in 2019.

### **Support, Fees, Rentals and Other Revenues**

Support, fees, rentals and other revenues increased by 5.4% from ₱253.4 million for the nine months ended 30 September 2019 to ₱267.1 million for the nine months ended 30 September 2020, primarily due to the increase in vendor's support by about 21% from ₱179.1 million for the nine months ended 30 September 2019 to ₱215.9 million for the nine months ended 30 September 2020. This was brought about by higher volume-based incentives from suppliers based on our levels of sales, and opening support for newly opened stores.

### **Tax Expense**

Tax expense decreased by 21.5% from ₱320.6 million for the nine months ended 30 September 2019 to ₱251.8 million for the nine months ended 30 September 2020 primarily due to a lower taxable base for the period.

### **Net Profit**

As a result of the foregoing, our net income decreased by 21.2% from ₱746.2 million for nine months ended 30 September 2019 to ₱588.1 million for the nine months ended 30 September 2020.

## **FINANCIAL CONDITION**

### ***As of 30 September 2020 vs. 31 December 2019***

Total assets as of 30 September 2020 were ₱20,211.3 million compared to ₱19,685.1 million as of 31 December 2019, or about 3% increase due to the following:

- Cash decreased by 38% from ₱2,343.0 million as of 31 December 2019 to ₱1,441.0 million as of 30 September 2020 primarily due to payments made for the inventories and fit-out expenditures for new stores.
- Trade and other receivables increased by about 50% from ₱276.7 million as of 31 December 2019 to ₱413.8 million as of 30 September 2020 due to **increased revenues and timing of collection.**
- Inventories increased by 13% from ₱5,208.9 million as of 31 December 2019 to ₱5,903.3 million as of 30 September 2020 due primarily to inventory of new stores, additional in-house brands and inventory buys for holidays sales.

- Other assets increased by 40% from ₱705.5 million as of 31 December 2019 to ₱987.8 million as of 30 September 2020 due primarily to down payment made to contractors for fit-out construction of planned 2020 stores.

Total liabilities as of 31 December 2019 were ₱7,270.2 million compared to ₱7,211.0 million as of 30 September 2020, or about 1% decrease. This was due to the following:

- Trade and other payables decreased by 28% from ₱2,023.7 million as of 31 December 2019 to ₱1,466.0 million as of 30 September 2020 as the company settled its trade payables and contractor payables for new stores.
- Loans payable including non-current portion increased from nil as of 31 December 2019 to ₱693.0 million as of 30 September 2020 due to new loans taken during the period to augment working capital.
- Income tax payable increased by 14% from ₱70.7 million as of 31 December 2019 to ₱80.5 million as of 30 September 2020 due to tax payable for the period.
- Lease liability decreased by 6% from ₱4,942.2 million as of 31 December 2019 to ₱4,642.9 million as of 30 September 2020 due to amortization for the period.
- Deferred tax liabilities increased by about 52% from ₱160.3 million as of December 31, 2019 to ₱242.9 million as of 30 September 2020 due to the adjustments to temporary tax differences for the period.

Total stockholder's equity increased by around 5% from ₱12,414.9 million as of 31 December 2019 to ₱13,000.3 million as of 30 September 2020 due to net income recorded for the period.

Considered as the top five key performance indicators of the Company as shown below:

| Key Performance Indicators             | 9/30/2020 | 9/30/2019 |
|----------------------------------------|-----------|-----------|
| Revenues (₱ millions)                  | ₱8,325.4  | ₱8,183.5  |
| Gross Profit (₱ millions)              | 2,607.0   | 2,433.3   |
| Gross Profit Margin (%) <sup>(a)</sup> | 31.3%     | 29.7%     |
| Net Profit (₱ millions)                | 588.1     | 746.2     |
| Net Profit Margin (%) <sup>(b)</sup>   | 7.1%      | 9.1%      |

Notes:

(a) Gross Profit Margin: This ratio is obtained by dividing the Gross Profit of the Company by its Revenues

(b) Net Profit Margin: This ratio is obtained by dividing the Net Profit of the Company by its Revenues

Because there are various calculation methods for the performance indicators above, the Company's presentation of such may not be comparable to similarly titled measures used by other companies.

Revenues increased slightly for the nine months ended 30 September 2020 compared to nine months ended 30 September 2019 due to additional revenues from new stores.

Gross Profit increased for the nine months ended 30 September 2020 compared to nine months ended 30 September 2019 due to the increase in the number of stores. Gross profit margin improved as a result of improved sourcing and better supply terms due to increased store network.

Net Profit and Net Profit Margin decreased for the nine months ended 30 September 2020 compared to nine months ended 30 September 2019 due to fixed operating expenses that were incurred during closure of stores in the second quarter.

**Material Changes to the Company's Balance Sheet as of 30 September 2020 compared to 31 December 2019 (increase/decrease of 5% or more)**

Cash decreased by 38% from ₱2,343.0 million as of 31 December 2019 to ₱1,441.0 million as of 30 September 2020 primarily due to payments made for the inventories and fit-out expenditures for new stores.

Trade and other receivables increased by about 50% from ₱276.7 million as of 31 December 2019 to ₱413.8 million as of 30 September 2020 due to increased revenues and timing of collections.

Inventories increased by 13% from ₱5,208.9 million as of 31 December 2019 to ₱5,903.3 million as of 30 September 2020 due primarily to inventory of new stores, additional in-house brands and inventory buys for holidays sales.

Other assets increased by 40% from ₱705.5 million as of 31 December 2019 to ₱987.8 million as of 30 September 2020 due primarily to down payments made to contractors for fit-out construction of planned 2020 stores.

Trade and other payables decreased by 28% from ₱2,023.7 million as of 31 December 2019 to ₱1,466.0 million as of 30 September 2020 as the company settled its trade payables and contractor payables for new stores..

Loans payable including non-current portion increased from nil as of 31 December 2019 to ₱693.0 million as of 30 September 2020 due to new loans taken during the period to augment working capital.

Income tax payable increased by 14% from ₱70.7 million as of 31 December 2019 to ₱80.5 million as of 30 September 2020 due to tax payable for the period.

Lease liability decreased by 6% from ₱4,942.2 million as of 31 December 2019 to ₱4,642.9 million as of 30 September 2020 due to amortization for the period.

Deferred tax liabilities increased by about 52% from ₱160.3 million as of December 31, 2019 to ₱242.9 million as of 30 September 2020 due to the adjustments to temporary tax differences for the period.

**Material Changes to the Company's Statement of income for the 9-month of 2020 compared to the 9-month of 2019 (increase/decrease of 5% or more)**

Selling, general and administrative expenses increased by 35.2% to ₱1,761.6 million for the nine months ended 30 September 2020 from ₱1,302.6 million for the same period in 2019, primarily due to the increase in depreciation and amortization, salaries and wages, outside services, variable lease payments, communication and utilities, merchant fee, taxes and licenses, transportation, office and store supplies, dues and subscription, and insurance.

Finance cost decreased from ₱317.6 million for the nine months ended 30 September 2019 to ₱274.5 million for the nine months ended 30 September 2020 primarily due to the decrease in interest expense during the period from lower balance of interest-bearing loans compared to same period in 2019.

Support, fees, rentals and other revenues increased by 5.4% from ₱253.4 million for the nine months ended 30 September 2019 to ₱267.1 million for the nine months ended 30 September 2020 primarily due to the increase in vendor's support.

Tax expense decreased by 21.5% from ₱320.6 million for the nine months ended 30 September 2019 to ₱251.8 million for the nine months ended 30 September 2020 primarily due to a lower taxable base for the period.

As a result of the foregoing, our net income decreased by 21.2% from ₱746.2 million for nine months ended 30 September 2019 to ₱588.1 million for the nine months ended 30 September 2020.

There is no other material change in the Company's financial position (changes of 5% or more) and condition that will warrant a more detailed discussion.

### **COMMITMENTS AND CONTINGENCIES**

There is no material commitment and contingency as of 30 September 2020 and as of 30 September 2019.

**PART II - OTHER INFORMATION**

**Item 3. 9-month of 2020 Developments**

**A. New Projects or Investments in another line of business or corporation.**

*None*

**B. Composition of Board of Directors**

|                               |                            |
|-------------------------------|----------------------------|
| Manuel B. Villar, Jr.         | Chairman of the Board      |
| Camille A. Villar             | Vice Chairman of the Board |
| Benjamarie Therese N. Serrano | Director and President     |
| Frances Rosalie T. Coloma     | Director and Treasurer     |
| Manuel Paolo A. Villar        | Director                   |
| Laura Suarez Acuzar           | Independent Director       |
| Jessie D. Cabaluna            | Independent Director       |

**C. Performance of the corporation or result/progress of operations.**

*Please see unaudited Financial Statements and Management's Discussion and Analysis.*

**D. Declaration of Dividends.**

**P1.2785 per share Regular Cash Dividend**

Declaration Date: May 28, 2019

Record date: June 14, 2019

Payment date: June 28, 2019

**E. Contracts of merger, consolidation or joint venture; contract of management, licensing, marketing, distributorship, technical assistance or similar agreements.**

*None.*

**F. Offering of rights, granting of Stock Options and corresponding plans thereof.**

*None.*

**G. Acquisition of additional mining claims or other capital assets or patents, formula, real estate.**

*Not Applicable.*

**H. Other information, material events or happenings that may have affected or may affect market price of security.**

*None.*

Transferring of assets, except in normal course of business.

*None.*

**Item 4. Other Notes as of 9-month of 2020 Operations and Financials.**

- I.** Nature and amount of items affecting assets, liabilities, equity, net income, or cash flows that is unusual because of their nature, size, or incidents.

*None.*

- J.** Nature and amount of changes in estimates of amounts reported in prior periods and their material effect in the current period.

*There were no changes in estimates of amounts reported in prior interim period or prior financial years that have a material effect in the current interim period.*

- K.** New financing through loans/ issuances, repurchases and repayments of debt and equity securities.

*See Notes to Financial Statements and Management Discussion and Analysis.*

- L.** Material events subsequent to the end of the interim period that have not been reflected in the financial statements for the interim period.

*See Notes to Financial Statements and Management Discussion and Analysis.*

- M.** The effect of changes in the composition of the issuer during the interim period including business combinations, acquisition or disposal of subsidiaries and long-term investments, restructurings, and discontinuing operations.

*None.*

- N.** Changes in contingent liabilities or contingent assets since the last annual statement of financial position date.

*None.*

- O.** Existence of material contingencies and other material events or transactions during the interim period

*None.*

- P.** Events that will trigger direct or contingent financial obligation that is material to the company, including any default or acceleration of an obligation.

*None.*

- Q.** Material off-balance sheet transactions, arrangements, obligations (including contingent obligations), and other relationships of the company with unconsolidated entities or other persons created during the reporting period.

*None.*

- R.** Material commitments for capital expenditures, general purpose and expected sources of funds.

*Material commitments for capital expenditures contracted were attributed to the store fixtures and equipment for the upcoming new stores.*

- S.** Known trends, events or uncertainties that have had or that are reasonably expected to have impact on sales/revenues/income from continuing operations.

*As of 30 September 2020, no known trends, events or uncertainties that are reasonably expected to have impact on sales/revenues/income from continuing operations except for those being disclosed in the 9-month of 2020 financial statements.*

- T.** Significant elements of income or loss that did not arise from continuing operations.

*None.*

- U.** Causes for any material change/s from period to period in one or more line items of the financial statements.

*None.*

- V.** Seasonal aspects that had material effect on the financial condition or results of operations.

*None.*

- W.** Disclosures not made under SEC Form 17-C.

*None.*

**SIGNATURES**

Pursuant to the requirements of Section 17 of the SRC and Section 141 of the Corporation Code, this report is signed on behalf of the issuer by the undersigned, thereunto duly authorized.

**AllHome Corp.**  
Issuer

By:



**FRANCES ROSALIE T. COLOMA**  
Chief Financial Officer

Date: 12 November 2020