

## Barcode Page

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Company Information

| SEC Registration No. | CS200705607 |
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| Company Name | SSI GROUP, INC. |
| Industry Classification | Real Estate Activities |
| Company Type | Stock Corporation |

Document Information

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## SECURITIES AND EXCHANGE COMMISSION

## SEC FORM 17-Q

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

1. For the quarterly period ended: September 30, 2019
2. SEC Identification Number: CS200705607
3. BIR Tax Identification No.: 006-710-876
4. Exact name of issuer as specified in its charter: SSI Group, Inc.
5. Province, country or other jurisdiction of incorporation or organization: Makati City, Philippines
6. Industry Classification Code: $\square$ (SEC Use Only)
7. Address of principal office:

6/F Midland Buendia Building, 403 Sen. Gil Puyat Avenue, Makati City
Postal Code: 1200
8. Issuer's telephone number, including area code: (632) $\mathbf{8 8 9 0} \mathbf{8 0 3 4}$
9. Former name, former address, and former fiscal year, if changed since last report: N/A
10. Securities registered pursuant to Sections 8 and 12 of the SRC, or Sections 4 and 8 of the RSA

| Title of each Class | Number of shares of common stock outstanding |
| :--- | :---: |
| Common Shares | as of September 30, 2019 |

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

Yes [ $\sqrt{ }$ ] No [ ]
If yes, state the name of such stock exchange and the classes of securities listed therein:
Philippine Stock Exchange - Common Shares
12. Indicate by check mark whether the registrant:
(a) has filed all reports required to be filed by Section 17 of the Code and SRC Rule 17 thereunder or Sections 11 of the RSA and RSA Rule 11(a)-1 thereunder, and Sections 26 and 141 of the Corporation Code of the Philippines, during the preceding twelve (12) months (or for such shorter period that the registrant was required to file such reports)

Yes [ $\sqrt{ }$ ] No [ ]
(b) has been subject to such filing requirements for the past ninety (90) days

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Yes[\sqrt{}{\prime}] No [ ]
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## PART I - FINANCIAL INFORMATION

## Item 1. Financial Statements

The Company's unaudited interim condensed consolidated financial statements as of September 30, 2019 (with comparative audited figures as of December 31, 2018) and for the three-month and ninemonth periods ended September 30, 2019 and 2018 are attached to this Report.

## Item 2. Management Discussion and Analysis of Financial Condition and Results of Operations

## RESULTS OF OPERATIONS

For the nine months ended September 30, 2019 and 2018

| Key Performance Indicators | For the nine months ended September 30 |  |
| :--- | :---: | ---: |
| PhP MM except where indicated | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ |
| Net Sales | 14,856 | 13,791 |
| Gross Profit | 6,289 | 5,915 |
| Operating Income | 926 | 733 |
| Net Income | 521 | 368 |
| Gross Selling Space (sq.m.) | 118,258 | 121,904 |
| Decrease in Gross Selling Space (\%) | $3.0 \%$ | $7.6 \%$ |

The manner by which the Company calculates the key performance indicators above is as follows:

| Net sales | Sales, net of VAT, less sales returns and allowances and sales discounts |
| :--- | :--- |
| Gross profit | Net sales less cost of sales |
| Operating income | Gross profit less operating expenses |
| Net income | Operating income less other charges |
| Gross selling space | Sum of floor area of all stores of the Group |


| Key Financial and Operating Data | For the nine months ended September 30 |  |
| :--- | ---: | ---: |
| PhP MM except where indicated | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ |
| Key Financial Data |  |  |
| Net Sales | 14,856 | 13,791 |
| Luxury \& Bridge | 4,399 | 3,521 |
| Casual | 1,953 | 1,740 |
| Fast Fashion | 4,460 | 4,743 |
| Footwear, Accessories \& Luggage | 1,692 | 1,752 |
| Others | 2,351 | 2,035 |
| Gross Profit | 6,289 | 5,915 |
| Gross Profit Margin (\%) | $42.3 \%$ | $42.9 \%$ |
| Operating Income | 926 | 733 |
| Operating Income Margin (\%) | $6.2 \%$ | $5.3 \%$ |
| Other Income (Charges) | $171)$ | $189)$ |
| Net Income | 521 | 368 |
| Net Income Margin (\%) | $3.5 \%$ | $2.7 \%$ |
| Recurring Net Income ${ }^{1}$ | 566 | 435 |
| Recurring Income Margin (\%) | $3.8 \%$ | $3.2 \%$ |
| Total Debt ${ }^{2}$ | 5,076 | 6,211 |
| Net Debt ${ }^{3}$ | 3,718 | 4,775 |
|  |  |  |
| Key Operating Data | 583 | 602 |
| Number of Stores | 118,258 | 121,904 |
| Gross Selling Space (sq.m.) | $3.0 \%$ | $7.6 \%$ |
| Decrease in Gross Selling Space (\%) |  |  |

## Net Sales

For the nine months ended September 30, 2019, SSI Group, Inc. ("SSI," the "Company" or the "Group") generated sales of $\mathcal{P} 14.9$ billion, a growth of $7.7 \%$ as compared to the same period in 2018 . For the third quarter alone, sales increased by $10.5 \%$ to $\operatorname{P} 5.0$ billion driven mainly by strong performances of its luxury, bridge, casual and others categories. The Group also posted strong same-store sales growth during the nine-month period and the third quarter with 9 M SSSG at $6.8 \%$ and 3 Q SSSG of $6.2 \%$. The increase in sales was achieved despite the closure for renovation of several stores at the SM Mall of Asia during the $2^{\text {nd }}$ half of 2018, and a $3 \%$ decline in total selling space.

At the end of September 2019, the Group's store network included 583 stores nationwide which cover a total of approximately 118,258 square meters. During the third quarter, the Group opened seven (7) stores covering 4,418 square meters, which include the opening of the new Zara store at One Bonifacio High Street, the reopening of Zara at SM Mall of Asia, and the opening of the first Tommy Hilfiger Jeans store at Robinsons Place Manila. The Group also closed 18 stores covering 2,505 square meters during the same period.

The Group had a total of 92 brands in its portfolio as of September 30, 2019, with Crystal Jade being added during the third quarter.

[^0]The following table sets out the Group's number of stores and gross selling space for the periods ended September 30, 2019 and 2018 and for the year ended December 31, 2018.

| Store Network | September 30 |  | December 31 |
| :--- | ---: | ---: | ---: |
|  | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 8}$ |
| Number of Stores* | 583 | 602 | 596 |
| Luxury \& Bridge | 133 | 134 | 134 |
| Casual | 73 | 76 | 74 |
| Fast Fashion | 67 | 69 | 69 |
| Footwear, Accessories \& Luggage | 160 | 172 | 168 |
| Others | 150 | 151 | 151 |
|  |  |  |  |
| Gross Selling Space (sq.m.) | 118,258 | 121,904 | 120,305 |
| Luxury \& Bridge | 13,185 | 13,136 | 13,076 |
| Casual | 12,415 | 13,460 | 12,954 |
| Fast Fashion | 50,759 | 52,259 | 51,756 |
| Footwear, Accessories \& Luggage | 21,362 | 22,651 | 22,319 |
| Others | 20,537 | 20,398 | 20,201 |

[^1]
## Gross Profit

Gross profit for the first nine months of the year amounted to $\mathcal{P} 6.3$ billion, an increase of $6.3 \%$ over the same period in 2018. Gross profit margin for the nine-month period was $42.3 \%$ while gross profit margin for the third quarter of 2019 was $41.2 \%$. The Group's third quarter gross profit margin reflects the regular end of season sales that are conducted during this period.

## Operating Expenses

For the period ended September 30, 2019, the Group incurred total operating expenses of $\begin{aligned} & \text { } 5.4 \text { billion, }\end{aligned}$ a $3.5 \%$ increase as compared to the same period last year. However, as a percentage of sales, operating expenses decreased by 290 basis points to $35.3 \%$ during the third quarter and by 150 basis points to $36.1 \%$ for the nine-month period ended September 2019. The controlled increase in total operating expenses reflect the strategies implemented by the Group to rationalize costs and the Group's efforts to improve its day-to-day operating efficiencies.

Total selling expenses for the nine-month period amounted to $₹ 4.4$ billion as compared to $₹ 4.3$ billion last year. The $2.3 \%$ increase was driven mainly by an increase in personnel costs to $\ngtr 867.5$ million, as the Group added store staff to ensure high service levels as well as additional manpower for the expanding food business. Increases in taxes and licenses, rent, and credit card charges to a total of $\ngtr 1.9$ billion, which are directly related to the increase in sales, also contributed to the growth in total selling expenses. Utilities and supplies and maintenance expenses during the period were stable at $\mathcal{P} 412.7$ million and $\mathcal{P} 150.0$ million, respectively.

General and administrative expenses totaled $\begin{aligned} & \text { P988.2 million for the first nine months of the year. This }\end{aligned}$ is an increase of $9.0 \%$ over the same period in 2018, which was primarily attributable to an increase in personnel costs to P 489.6 million, given the expansion of the Group's e-commerce division, as well as
efforts to strengthen the Group's brand management capabilities. Utilities and travel and transportation expenses also increased to a total of 889.9 million.

As a percentage of sales, selling and distribution expense improved to $29.4 \%$ of sales as compared to $31.0 \%$ during the same period last year while general and administrative expenses were stable at $6.7 \%$ of sales.

As a result of the foregoing, operating income for the period ended September 30, 2019 increased to P926.5 million, a $26.4 \%$ increase as compared to 9 M 2018. Operating income for the third quarter of the year amounted to $\operatorname{P175.4}$ million, a $14.5 \%$ increase over the same period last year.

## Other Income (Charges)

For the first nine months of 2019, the Group incurred total other charges of $\mathcal{P} 171.3$ million. This is a decrease of $9.1 \%$ as compared to the same period in 2018 mainly due to lower write-offs of undepreciated leasehold improvements related to stores closed during the period and an increase in the share in the net earnings of Samsonite Philippines, Inc. ("SPI").

## Provision for Income Tax

Provision for income tax for the period ended September 30, 2019 amounted to $\mathcal{P} 233.8$ million. This translates to an effective tax rate of $31.0 \%$ which includes the impact of the Group's nontaxable income (for tax purposes) such as its share in the net earnings of its joint ventures and associate as well as interest income on the accretion of its security deposits.

The Group wrote off expiring net loss carry-overs ("NOLCO") amounting to ${ }^{\text {P }} 5.9$ million during the period ended September 30, 2019.

## Net Income

As a result of the foregoing, net income for the nine months ended September 30, 2019 amounted to P521.3 million which is an increase of $30.3 \%$ as compared to the same period last year. Net income for the third quarter of 2019 amounted $\mp 175.4$ million, a $106.9 \%$ increase over the same period in 2018.

Recurring net income, or net income excluding write-offs related to store closures and write-offs of expiring NOLCO, amounted to $尹 566.1$ million for the first nine months of the year, a $30.3 \%$ increase over 9 M 2018 . For the third quarter alone, recurring net income increased $39.0 \%$ to $\mathcal{P} 187.3$ million.

## FINANCIAL CONDITION

The Group had consolidated assets of $\mathcal{P} 19.2$ billion as of September 30, 2019, a $5.0 \%$ increase from P18.3 billion as of December 31, 2018.

## Current Assets

As of September 30, 2019, the Group had consolidated current assets of P14.2 billion, as compared to P13.3 billion as of December 31, 2018.

## Cash

At the end of September 2019, cash amounted to P1.4 billion as compared to $\mathcal{P} 2.4$ billion at the end of 2018. The decrease is primarily attributable to payments for capital expenditures amounting to P584.0 million, repayments of the Group's loans and the related interest expense, net of loan availments, amounting to P588.4 million, and dividend payment of P50.0 million. The Group also generated operating cash flows of $\boldsymbol{P} 296.8$ million during the period.

## Trade and Other Receivables

Trade and other receivables increased to $P 722.0$ million as of September 30, 2019, a $6.5 \%$ increase as compared to end 2018. The increase was due to an increase in nontrade receivables to $\mathcal{P} 457.3$ million, which was driven by receivables from various brands.

## Merchandise Inventory

Merchandise inventory at the end of September 2019 amounted to $\mathcal{P} 10.9$ billion, an $18.0 \%$ increase as compared to end 2018. The increase in merchandise inventory reflects the Group's purchases of merchandise for the Christmas holidays.

## Prepayments and other Current Assets

As of September 30, 2019, prepayments and other current assets were at P1.2 billion as compared to P1.1 billion. The 13.4 \% increase was primarily due to increases in supplies inventory to $\mathcal{P} 494.1$ million and advances to suppliers to $\begin{aligned} & 296.8 \text { million. }\end{aligned}$

## Non-Current Assets

## Investment in an Associate

Investment in an associate amounted to $\operatorname{P} 101.0$ million as of end September 2019, an $85.1 \%$ increase as compared to end 2018. This reflects the Group's share in the net earnings of SPI during the first nine months of 2019 amounted to $\mathbf{P} 46.4$ million.

## Deferred Tax Assets

Deferred tax assets were at $\boldsymbol{P} 333.3$ million at the end of September 2019 as compared to $\boldsymbol{P} 302.8$ million at the end of 2018. These pertain to tax assets recognized for the Group's deductible temporary differences, carryforward benefits of unused minimum corporate income tax (MCIT) and NOLCO, to the extent that it is probable that sufficient future taxable profit will be available against which the deductible temporary differences and the carryforward benefits of unused MCIT and NOLCO can be utilized.

## Security Deposits and Construction Bonds

As of September 30, 2019, security deposits and construction bonds amounted to P1.09 billion as compared to $\mathcal{P} 1.02$ billion at the end of 2018 . The increase is primarily due to additional deposits made as a result of rental escalations and store constructions and renovations during the period.

## Current Liabilities

The Group had consolidated current liabilities of P7.4 billion as of September 30, 2019, as compared to P 6.7 billion at the end of 2018.

## Trade and Other Payables

Trade and other payables amounted to $\ngtr 2.3$ billion as of September 30, 2019 as compared to $尹 1.5$ billion at the end of 2018 . The increase is primarily due to increases in trade payables to $\mathcal{P} 1.2$ billion, reflecting the terms of merchandise deliveries during the period, and nontrade payables to $\operatorname{P908.8}$ million, which includes payables to contractors and suppliers of services.

## Non- Current Liabilities

## Long-term Debt

As of September 30, 2019, long-term debt was at $\mathcal{P} 63.8$ million as compared to $\mathcal{P} 401.4$ million at the end of 2018. The decrease reflects quarterly repayments of the Group's $\mathcal{P} 2.0$ billion and $\operatorname{P} 500.0$ million term loan facilities.

## Retirement Benefit Obligation

Retirement benefit obligation was at $\mathcal{P} 365.5$ million at the end of September 2019. This represents the present value of the Group's retirement benefit obligations, net of the fair value of its plan assets.

## Equity

Total equity at the end of the period amounted to P11.3 billion. This is an increase of $\mathcal{P} 457.3$ million or $4.2 \%$, primarily reflecting the Group's net earnings during the period of $\mathcal{P} 21.3$ million and dividend payment of $\boldsymbol{P} 50.0$ million.

## CASH FLOWS

During the first nine of months of the year, the Group generated positive ca sh flows from its operating activities amounting to $\boldsymbol{\lessgtr} 296.8$ million.

Cash flows used in investing activities amounted to a total of $P 657.4$ million, which include payments for capital expenditures and additional security deposits and construction bonds of $\mathcal{P} 584.0$ million and P65.1 million, respectively.

Net cash flows used in financing activities amounted to $\operatorname{P} 641.0$ million during the period. This reflects repayments of loans and related interest expense, net of loan availments, amounting to $\mathcal{P} 588.4$ million, and payment of dividends to stockholders amounting to P50.0 million.

## Other Disclosures

(i) There are no known trends, events or uncertainties that will result in the Company's liquidity increasing or decreasing in a material way.
(ii) There were no events that will trigger direct or contingent financial obligations that are material to the Company, including and default or acceleration of an obligation.
(iii) Likewise there were no 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.
(iv) There are no material commitments for capital expenditures aside from those performed in the ordinary course of business.
(v) There are no known trends, events or uncertainties that have had or that are reasonably expected to have a material favorable or unfavorable impact on the Group's revenues from continuing operations.
(vi) There were no significant elements of income or loss that did not arise from continuing operations.
(vii) The Group experiences the fourth quarter of the year as the peak season relating to increased sales resulting from the Christmas and New Year holidays.

## PART II - OTHER INFORMATION

There is no other information not previously reported in SEC Form 17-C that needs to be reported in this section.

## SIGNATURES

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

## SKI GROUP, INC.

$B y:$

ROSSELLINA J. ESCOTO
Authorized Signatory
Vice President - Finance

November 13, 2019

## SSI Group, Inc. and Subsidiaries

Unaudited Interim Condensed Consolidated Financial Statements As of September 30, 2019 (With Comparative Audited Figures as of December 31, 2018)
and For the Nine-Month Periods Ended September 30, 2019 and 2018

# COVERSHEET <br> <br> for <br> <br> for <br> AUDITED FINANCIAL STATEMENTS 

SEC Registration Number

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COMPANY NAME

| $\mathbf{S}$ | $\mathbf{S}$ | $\mathbf{I}$ |  | $\mathbf{G}$ | $\mathbf{R}$ | $\mathbf{O}$ | $\mathbf{U}$ | $\mathbf{P}$ | , |  | $\mathbf{I}$ | $\mathbf{N}$ | $\mathbf{C}$ | $\cdot$ |  | $\mathbf{A}$ | $\mathbf{N}$ | $\mathbf{D}$ |  | $\mathbf{S}$ | $\mathbf{U}$ | $\mathbf{B}$ | $\mathbf{S}$ | $\mathbf{I}$ | $\mathbf{D}$ | $\mathbf{I}$ | $\mathbf{A}$ | $\mathbf{R}$ | $\mathbf{I}$ |
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PRINCIPAL OFFICE ( No. / Street/Barangay / City / Town / Province )

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| A | K | A | T | I |  | C | I | T | Y |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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| Form Type |  |  |  |  |  |  |  |  |  |  | Department requiring the report |  |  |  |  |  |  |  |  |  | Secondary License Type, If Applicable |  |  |  |  |  |  |
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| COMPANY INFORMATION |  |  |
| :---: | :---: | :---: |
| Company's Email Address | Compan's Telephone Number | Mobile Number |
| Not Applicable | (02) 890-8034 | Not Applicable |
| No. of Stockholders | Annual Meeting (Month / Day) | Fiscal Year (Month / Day) |
| 45 | June 15 | 12/31 |

CONTACT PERSON INFORMATION
The designated contact person MUST be an Officer of the Corporation
Name of Contact Person
Ms. Rossellina J. Escoto

| Email Address |
| :---: |
| RJEscoto@ rgoc.com.ph |


| Telephone Number/s |
| :---: |
| $\mathbf{8 5 8 - 9 4 0 0}$ |

Mobile Number
09088650354

## CONTACT PERSON'S ADDRESS

## 2/F Midland Buendia Building, 403 Senator Gil Puyat Avenue, Makati City

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

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

## SSI GROUP, INC. AND SUBSIDIARIES <br> UNAUDITED INTERIM CONSOLIDATED BALANCE SHEETS

As of September 30, 2019
(With Comparative Audited Figures as of December 31, 2018)

|  | September 30, | December 31, |
| :---: | :---: | :---: |
|  | 2019 | 2018 |
|  | (Unaudited) | (Audited) |
| ASSETS |  |  |
| Current Assets |  |  |
| Cash (Note 3) | P1,357,758,405 | P2,360,460,924 |
| Trade and other receivables (Note 4) | 721,985,885 | 678,035,439 |
| Merchandise inventory (Note 5) | 10,906,857,792 | 9,245,189,954 |
| Prepayments and other current assets (Note 6) | 1,207,751,387 | 1,065,252,880 |
| Total Current Assets | 14,194,353,469 | 13,348,939,197 |
| Noncurrent Assets |  |  |
| Investment in an associate (Note 7) | 101,043,960 | 54,594,522 |
| Interests in joint ventures (Note 8) | 539,588,723 | 519,849,166 |
| Property and equipment (Note 9) | 2,716,085,094 | 2,806,005,348 |
| Deferred tax assets | 333,325,243 | 302,802,810 |
| Security deposits and construction bonds (Note 23) | 1,085,230,118 | 1,018,278,699 |
| Other noncurrent assets (Note 10) | 197,159,391 | 203,088,344 |
| Total Noncurrent Assets | 4,972,432,529 | 4,904,618,889 |
| TOTAL ASSETS | P19,166,785,998 | £18,253,558,086 |
|  |  |  |
| LIABILITIES AND EQUITY |  |  |
| Current Liabilities |  |  |
| Trade and other payables (Note 11) | P2,284,105,715 | P1,523,808,064 |
| Short-term loans payable (Note 12) | 4,562,500,000 | 4,567,500,000 |
| Current portion of long-term debt (Note 13) | 449,848,015 | 449,848,015 |
| Deferred revenue | 21,968,539 | 21,289,644 |
| Income tax payable | 110,729,679 | 102,659,616 |
| Total Current Liabilities | 7,429,151,948 | 6,665,105,339 |
| Noncurrent Liabilities |  |  |
| Long-term debt (Note 13) | 63,188,109 | 401,418,108 |
| Retirement benefit obligation | 365,511,732 | 335,528,882 |
| Tenant deposits (Note 23) | 33,845,779 | 33,770,004 |
| Deferred tax liability | 6,032 | - |
| Total Noncurrent Liabilities | 462,551,652 | 770,716,994 |
| Equity |  |  |
| Capital stock - P 1 par value | 3,312,864,430 | 3,312,864,430 |
| Additional paid-in capital | 2,519,309,713 | 2,519,309,713 |
| Treasury shares | $(10,202,720)$ | $(7,558,440)$ |
| Retained earnings |  |  |
| Appropriated | 1,100,000,000 | 1,100,000,000 |
| Unappropriated | 4,373,181,680 | 3,901,797,763 |
| Cumulative translation adjustment | $(2,107,062)$ | $(2,123,272)$ |
| Other comprehensive income | $(17,963,643)$ | $(6,554,441)$ |
| Total Equity | 11,275,082,398 | 10,817,735,753 |
| TOTAL LIABILITIES AND EQUITY | P19,166,785,998 | $\underline{\text { £18,253,558,086 }}$ |

[^2]|  | Three-Month Periods Ended September 30 |  | Nine-Month Periods Ended September 30 |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2019 | 2018 | 2019 | 2018 |
| NET SALES | P5,004,646,290 | P4,528,239,074 | P14,855,645,459 | 13,791,450,346 |
| COST OF GOODS SOLD (Note 14) | 2,944,034,851 | 2,539,486,420 | 8,566,372,524 | 7,876,051,907 |
| GROSS PROFIT | 2,060,611,439 | 1,988,752,654 | 6,289,272,935 | 5,915,398,439 |
| OPERATING EXPENSES |  |  |  |  |
| Selling and distribution (Note 15) | 1,440,606,854 | 1,419,061,545 | 4,374,633,604 | 4,275,720,502 |
| General and administrative (Note 16) | 325,064,457 | 311,995,974 | 988,171,956 | 906,593,522 |
|  | 1,765,671,311 | 1,731,057,519 | 5,362,805,560 | 5,182,314,024 |
| OTHER INCOME (CHARGES) |  |  |  |  |
| Rental income (Note 23) | 19,862,029 | 26,207,846 | 56,311,656 | 60,758,915 |
| Share in net earnings of an associate (Note 7) | 21,343,148 | 9,211,920 | 46,449,438 | 30,082,963 |
| Interest accretion on security deposits (Note 24) | 665,982 | 1,069,659 | 1,894,247 | 2,576,107 |
| Interest income (Note 3) | 1,175,498 | 773,363 | 4,008,582 | 3,156,455 |
| Interest expense (Notes 12 and 13) | $(84,298,779)$ | $(91,338,652)$ | $(245,162,191)$ | (210,403,742) |
| $\begin{array}{lllll}\text { Share in net income of joint ventures (Note } 8) & \mathbf{5 , 5 5 1 , 8 2 9} & 6,415,772 & \mathbf{1 9 , 7 3 9 , 5 5 6} & 23,493,843 \\ \text { Loss on disposal of property and equipment } & & \end{array}$ |  |  |  |  |
| Loss on disposal of property and equipment (Note 9) | $(14,136,186)$ | $(66,698,624)$ | $(55,407,279)$ | $(85,886,550)$ |
| Foreign exchange gains (losses) - net | $(5,623,060)$ | $(261,450)$ | $(7,696,162)$ | $(4,896,253)$ |
| Others - net | 12,764,773 | $(14,011,757)$ | 8,569,774 | $(7,385,062)$ |
|  | $(42,394,766)$ | $(128,631,923)$ | (171,292,379) | $(188,503,324)$ |
| INCOME BEFORE INCOME TAX | 252,545,362 | 129,063,212 | 755,174,996 | 544,581,091 |
| PROVISION FOR (BENEFIT FROM) INCOME TAX |  |  |  |  |
| Current | 89,303,221 | 50,169,286 | 274,884,179 | 226,248,433 |
| Deferred | $(12,156,956)$ | $(5,879,989)$ | $(41,050,384)$ | $(49,720,765)$ |
|  | 77,146,265 | 44,289,297 | 233,833,795 | 176,527,668 |
| NET INCOME | 175,399,097 | 84,773,915 | 521,341,201 | 368,053,423 |

## OTHER COMPREHENSIVE INCOME

Other comprehensive income to be reclassified to
profit or loss in subsequent periods:
Cumulative translation adjustment on foreign operations, net of deferred tax

16,210
3,748
Other comprehensive income not to be
reclassified to profit or loss in subsequent
periods:
Re-measurement gain (loss) on retirement benefit, net of deferred tax

| - | - | $(\mathbf{1 1 , 4 0 9 , 2 0 2 )}$ | - |
| ---: | ---: | ---: | ---: |
| $\mathbf{P 1 7 5 , 3 9 9 , 0 9 7}$ | $\mathbf{~} 84,773,915$ | $\mathbf{~} \mathbf{5 5 0 9 , 9 4 8}, 209$ | $\mathrm{P} 368,057,171$ |

## BASIC/DILUTED EARNINGS PER SHARE

| (Note 20) | $\mathbf{P 0 . 0 5}$ | £0.03 | $\mathbf{P 0 . 1 6}$ | P0.11 |
| :--- | :--- | :--- | :--- | :--- |

[^3]
## SSI GROUP, INC. AND SUBSIDIARIES

UNAUDITED INTERIM CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

## FOR THE NINE-MONTH PERIODS ENDED SEPTEMBER 30, 2019 AND 2018

|  | For the Nine-Month Periods Ended September 30, 2019 and 2018 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Capital Stock | Additional <br> Paid-in Capital | Stock Grants | Treasury Shares | Retained Earnings |  | Cumulative Translation Adjustment | OtherComprehensiveIncome | Total |
|  |  |  |  |  | Appropriated | Unappropriated |  |  |  |
| Balances at January 1,2018 | ③,312,864,430 | ②,519,309,713 | Р33,640,983 | $(\mathbf{4} 457,280)$ | £1,402,500,000 | ¢3,042,212,724 | ( $\mathrm{P} 2,703,640$ ) | (189,933,016) | P10,237,433,914 |
| Net income | - | - | - | - | - | 368,053,423 | - | - | 368,053,423 |
| Exchange differences on translation | - | - | - | - | - | - | 3,748 | - | 3,748 |
| Total comprehensive income for the period | - | - | - | - | - | 368,053,423 | 3,748 | - | 368,057,171 |
| Reversal of appropriation of retained earnings | - | - | - | - | (262,500,000) | 262,500,000 | - | - | - |
| Treasury shares | - | - | - | $(3,246,160)$ | - | - | - | - | $(3,246,160)$ |
| Dividends paid during the year | - - | - - | - - | - | - | $(43,045,424)$ | - - | - | $(43,045,424)$ |
| Balances at September 30, 2018 | P3,312,864,430 | P2,519,309,713 | P33,640,983 | ( $\mathbf{3}, 703,440$ ) | P1,140,000,000 | P3,629,720,723 | ( $\mathbf{2} \mathbf{2 , 6 9 9 , 8 9 2 )}$ | ( $\mathbf{( 6 9 , 9 3 3 , 0 1 6 )}$ | $\underline{\text { P10,559,199,501 }}$ |
| Balances at January 1,2019 | ③,312,864,430 | ¢2,519,309,713 | P- | ( $\mathbf{~ 7 ~ 7 , 5 5 8 , 4 4 0 ) ~}$ | £1,100,000,000 | ③,901,797,763 | ( $\mathrm{P} 2,123,272$ ) | ( $(6,554,441)$ | ¢10,817,735,753 |
| Net income | - | - | - | - | - | 521,341,201 | - | - | 521,341,201 |
| Other comprehensive income | - | - | - | - | - | - - | - | $(11,409,202)$ | (11,409,202) |
| Exchange differences on translation | - | - | - | - | - | - - | 16,210 | - | 16,210 |
| Total comprehensive income for the period | - | - | - | - | - | 521,341,201 | 16,210 | (11,409,202) | 509,948,209 |
| Treasury shares | - | - | - | $(2,644,280)$ | - | - | - | - | $(2,644,280)$ |
| Dividends paid during the year | - - | - | - | - | - | $(49,957,284)$ | - | -- | $(49,957,284)$ |
| Balances at September 30, 2019 | P3,312,864,430 | P2,519,309,713 | P- | (P10,202,720) | P1,100,000,000 | P4,373,181,680 | ( $\mathbf{( 2 , 1 0 7 , 0 6 2 )}$ | ( $\mathbf{( 1 7 , 9 6 3 , 6 4 3 )}$ | P11,275,082,397 |

[^4]
## SSI GROUP, INC. AND SUBSIDIARIES

UNAUDITED INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS

|  | For the Nine-Month Periods Ended September 30 |  |
| :---: | :---: | :---: |
|  | $\begin{array}{r} 2019 \\ \text { (Unaudited) } \end{array}$ | $\begin{array}{r} 2018 \\ \text { (Unaudited) } \end{array}$ |
| CASH FLOWS FROM OPERATING ACTIVITIES |  |  |
| Income before income tax | $\mathbf{P} 755,174,996$ | 544,581,091 |
| Adjustments for: |  |  |
| Depreciation and amortization (Notes 9, 10 and 18) | 639,809,715 | 643,420,429 |
| Interest expense (Note 12 and 13) | 245,162,191 | 210,403,742 |
| Loss on disposal of property and equipment (Note 9) | 48,350,363 | 85,886,550 |
| Share in net earnings of an associate (Note 7) | $(46,449,438)$ | $(30,082,963)$ |
| Share in net income of joint ventures (Note 8) | $(19,739,556)$ | $(23,493,843)$ |
| Unrealized foreign exchange gains | 1,187,639 | $(1,890,388)$ |
| Interest income (Note 3) | $(4,008,582)$ | $(3,156,455)$ |
| Interest accretion on security deposits (Note 23) | $(1,894,247)$ | $(2,576,107)$ |
| Operating income before working capital changes | 1,617,593,081 | 1,423,092,056 |
| Decrease (increase) in: |  |  |
| Trade and other receivables | $(43,950,446)$ | $(46,748,048)$ |
| Merchandise inventory | $(1,661,667,838)$ | (433,730,954) |
| Amounts owed by related parties | - | 121,328,980 |
| Prepayments and other current assets | $(142,498,507)$ | 84,328,599 |
| Increase (decrease) in: |  |  |
| Trade and other payables | 760,297,651 | $(490,509,826)$ |
| Deferred revenue | 678,895 | $(5,738,460)$ |
| Amounts owed to related parties | - | 159,923 |
| Retirement benefit obligation | 13,683,989 | 24,034,482 |
| Tenant deposits | 75,775 | (1,008,740) |
| Net cash from operations | 544,212,600 | 675,208,012 |
| Interest received | 4,008,582 | 3,156,455 |
| Income taxes paid | (251,374,265) | (242,471,064) |
| Net cash flows from operating activities | 296,846,917 | 435,893,403 |
| CASH FLOWS FROM INVESTING ACTIVITIES |  |  |
| Acquisitions of property and equipment (Note 9) | (584,024,090) | $(313,233,756)$ |
| Decrease (increase) in: |  |  |
| Security deposits and construction bonds | $(65,057,172)$ | $(159,285,087)$ |
| Other noncurrent assets | $(8,286,781)$ | 20,401,268 |
| Net cash flows used in investing activities | $(657,368,043)$ | $(452,117,575)$ |
| CASH FLOWS FROM FINANCING ACTIVITIES |  |  |
| Proceeds from availment of short-term loans payable | 1,085,000,000 | 1,930,000,000 |
| Payments of: |  |  |
| Short-term loans payable | $(1,090,000,000)$ | (875,000,000) |
| Long-term debt | $(338,229,999)$ | $(1,038,229,998)$ |
| Interest | $(245,162,191)$ | $(210,403,742)$ |
| Purchase of treasury shares | $(2,644,280)$ | $(3,246,160)$ |
| Dividends paid during the year | $(49,957,284)$ | $(43,045,424)$ |
| Net cash flows used in financing activities | (640,993,754) | $(239,925,324)$ |
| NET INCREASE (DECREASE) IN CASH | $(1,001,514,880)$ | $(256,149,496)$ |
| EFFECT OF EXCHANGE RATE CHANGES ON CASH | $(1,187,639)$ | 2,855,085 |
| CASH AT BEGINNING OF PERIOD | 2,360,460,924 | 1,689,481,704 |
| CASH AT END OF PERIOD (Note 3) | P1,357,758,405 | P1,436,187,293 |

# SSI GROUP, INC. AND SUBSIDIARIES <br> NOTES TO UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS 

## 1. Corporate Information

SSI Group, Inc. was registered with the Philippine Securities and Exchange Commission (SEC) on April 16, 2007 as Casual Clothing Specialists, Inc. (the Company). Its primary purpose was to carry on a general mercantile and commercial business of importing, buying, acquiring, holding, selling or otherwise disposing of and dealing in any goods, wares, merchandise and commodities of all kinds, and products, natural or artificial, of the Philippines or other countries, which are or may become articles of commerce, without, however, engaging in the manufacture of foods, drugs, and cosmetics. The Company was formerly one of the subsidiaries of Stores Specialists, Inc. (SSI).

On June 18, 2014, certain resolutions were approved by the Board and shareholders of the Company, including, among others: (1) change in its corporate name from "Casual Clothing Specialists, Inc." to "SSI Group, Inc."; (2) change in its primary purpose as a retail company to that of a holding company; (3) increase in its authorized capital stock from $£ 3.0$ billion to $£ 5.0$ billion; (4) reduction of par value of its shares from P 100.00 per share to $£ 1.00$ per share; and (5) increase in the number of members of its board of directors from five to nine. These changes, including the appropriate amendments to its articles of incorporation, were submitted to the Philippine SEC on July 30, 2014 and were subsequently approved on August 29, 2014. Upon approval, the Company has an authorized capital stock of $£ 5.00$ billion divided into $5,000,000,000$ shares with a par value of P 1.00 per share.

On November 7, 2014, SSI Group, Inc. completed its initial public offering of 695,701,530 common shares with the Philippine Stock Exchange (PSE) (see Note 29).

The registered office and principal place of business of the Company is 6/F Midland Buendia Building, 403 Senator Gil Puyat Avenue, Makati City.

The interim condensed consolidated financial statements were reviewed and recommended for approval by the Audit Committee to the Board of Directors (BOD) on November 12, 2019. The same interim condensed consolidated financial statements were approved and authorized by the BOD on the same date.

## 2. Basis of Presentation, Preparation and Consolidation and Summary of Significant Accounting Policies

## Basis of Presentation

As discussed in Note 1, the Company entered into a sale and purchase of shares transactions with SSI and the members of the Tantoco Family resulting in the Company becoming the holding company of the Group. The Company and its subsidiaries, now comprising "the Group", are under common control of the Tantoco Family before and after the sale and purchase transactions in April 2014. The said transactions were treated as a reorganization of entities under common control and were accounted for similar to pooling-of-interests method. Accordingly, the interim condensed consolidated financial statements of the Company have been prepared as a continuation of the consolidated financial statements of SSI, the former holding company of the Group.

## Basis of Preparation

The unaudited interim condensed consolidated financial statements as of September 30, 2019 and for the nine-month periods ended September 30, 2019 and 2018 have been prepared in accordance with Philippine Accounting Standard (PAS) 34, Interim Financial Reporting. The unaudited interim condensed consolidated financial statements do not include all of the information and disclosures required in the annual consolidated financial statements, and should be read in conjunction with the Company's annual consolidated financial statements as at December 31, 2018.

## Basis of Consolidation

The consolidated financial statements comprise the financial statements of the Company and the following wholly owned subsidiaries:

|  | Percentage ownership |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | September 30, 2019 | December 31, 2018 |  |  |
|  | Direct | Indirect | Direct | Indirect |
| Stores Specialists, Inc. (SSI) | $\mathbf{1 0 0}$ | - | 100 | - |
| Rustan Marketing Specialists, Inc. (RMSI) | - | $\mathbf{1 0 0}$ | - | 100 |
| International Specialty Concepts, Inc. (ISCI) | - | $\mathbf{1 0 0}$ | - | 100 |
| Rustan Specialty Concepts, Inc. (RSCI) | - | $\mathbf{1 0 0}$ | - | 100 |
| Specialty Office Concepts, Inc. (SOCI) | - | $\mathbf{1 0 0}$ | - | 100 |
| Specialty Investments, Inc. (SII) | - | $\mathbf{1 0 0}$ | - | 100 |
| International Specialty Fashions, Inc. (ISFI) | - | $\mathbf{1 0 0}$ | - | 100 |
| Footwear Specialty Retailers, Inc. (FSRI) | - | $\mathbf{1 0 0}$ | - | 100 |
| Global Specialty Retailers, Inc. (GSRI) | - | $\mathbf{1 0 0}$ | - | 100 |
| Specialty Food Retailers, Inc. (SFRI) | - | $\mathbf{1 0 0}$ | - | 100 |
| International Specialty Retailers, Inc. (ISRI) | - | $\mathbf{1 0 0}$ | - | 100 |
| International Specialty Wears, Inc. (ISWI) | - | $\mathbf{1 0 0}$ | - | 100 |
| Fastravel Specialists Holdings, Inc. (FSHI) | - | $\mathbf{1 0 0}$ | - | 100 |
| International Specialty Apparels, Inc. (ISAI) | - | $\mathbf{1 0 0}$ | - | 100 |
| Specialty Lifestyle Concepts, Inc. (former Casual Clothing |  |  |  |  |
| $\quad$ Retailers, Inc.) (SLCI) | - | $\mathbf{1 0 0}$ | - | 100 |
| SKL International, Ltd. (SKL) | - | $\mathbf{1 0 0}$ | - | 100 |

All subsidiaries, except for FSHI, SII and SKL, are in the retail business and hold exclusive distributorship of certain brands.

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries as of September 30, 2019 and for the nine months ended September 30, 2019 and 2018. Subsidiaries are fully consolidated from the date of acquisition, being the date on which the Group obtains control, and continue to be consolidated until the date when such control ceases. Control is achieved when the Group is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee.

Specifically, the Group controls an investee if and only if the Group has:

- Power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities of the investee);
- Exposure, or rights, to variable returns from its involvement with the investee; and
- The ability to use its power over the investee to affect its returns.

Generally, there is a presumption that a majority of voting rights result in control. To support this presumption and when the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement with the other vote holders of the investee
- Rights arising from other contractual arrangements
- The Group's voting rights and potential voting rights

Profit or loss and each component of other comprehensive income (OCI) are attributed to the equity holders of the Company and to the non-controlling interests (NCI), even if this results in the non-controlling interests having a deficit balance. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies in line with the Company's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Group are eliminated in full on consolidation.

## Common control business combinations and group reorganizations

Where there are group reorganizations and business combinations in which all the combining entities within the Group are ultimately controlled by the same ultimate parent (i.e., controlling shareholders) before and after the business combination and the control is not transitory (business combinations under common control), the Group accounts for such group reorganizations and business combinations similar to a pooling-of-interests method. The assets and liabilities of the acquired entities and that of the Company are reflected at their carrying values at the stand-alone financial statements of the investee companies. The difference in the amount recognized and the fair value of the consideration given is accounted for as an equity transaction, i.e., as either a contribution or distribution of equity. Further, when a subsidiary is disposed in a common control transaction without loss of control, the difference in the amount recognized and the fair value of consideration received, is also accounted for as an equity transaction.

The Group records the difference as "Equity reserve" and is presented as a separate component of equity in the consolidated balance sheet. Comparatives shall be restated to include balances and transactions as if the entities have been acquired at the beginning of the earliest period presented in the consolidated financial statements, regardless of the actual date of the combination.

## Changes in Accounting Policies and Disclosures

The Group applied for the first time certain standards and amendments, which are effective for annual periods beginning on or after January 1, 2019. Except as otherwise indicated, the Group does not expect the adoption of these new and amended standards to have a significant impact on the Group's financial statements.

The nature and impact of each new standard and amendment is described below:
Effective beginning on or after January 1, 2019

- PFRS 16, Leases

PFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases and requires lessees to account for all leases under a single on-balance sheet model similar to the accounting for finance leases under PAS 17, Leases. The standard includes two recognition exemptions for lessees - leases of "low-value" assets (e.g., personal computers) and short-term leases (i.e., leases with a lease term of 12 months or less). At the commencement date of a lease, a lessee will recognize a liability to make lease payments (i.e., the lease liability) and an asset representing the right to use the underlying asset during the
lease term (i.e., the right-of-use asset). Lessees will be required to separately recognize the interest expense on the lease liability and the depreciation expense on the right-of-use asset.

Lessees will be also required to remeasure the lease liability upon the occurrence of certain events (e.g., a change in the lease term, a change in future lease payments resulting from a change in an index or rate used to determine those payments). The lessee will generally recognize the amount of the remeasurement of the lease liability as an adjustment to the right-of-use asset.

Lessor accounting under PFRS 16 is substantially unchanged from today's accounting under PAS 17. Lessors will continue to classify all leases using the same classification principle as in PAS 17 and distinguish between two types of leases: operating and finance leases.

PFRS 16 also requires lessees and lessors to make more extensive disclosures than under PAS 17.

A lessee can choose to apply the standard using either a full retrospective or a modified retrospective approach. The standard's transition provisions permit certain reliefs.

The Group is currently assessing the impact of adopting PFRS 16.

- Amendments to PAS 19, Employee Benefits, Plan Amendment, Curtailment or Settlement

The amendments to PAS 19 address the accounting when a plan amendment, curtailment or settlement occurs during a reporting period. The amendments specify that when a plan amendment, curtailment or settlement occurs during the annual reporting period, an entity is required to:

- Determine current service cost for the remainder of the period after the plan amendment, curtailment or settlement, using the actuarial assumptions used to remeasure the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event.
- Determine net interest for the remainder of the period after the plan amendment, curtailment or settlement using: the net defined benefit liability (asset) reflecting the benefits offered under the plan and the plan assets after that event; and the discount rate used to remeasure that net defined benefit liability (asset).

The amendments also clarify that an entity first determines any past service cost, or a gain or loss on settlement, without considering the effect of the asset ceiling. This amount is recognized in profit or loss. An entity then determines the effect of the asset ceiling after the plan amendment, curtailment or settlement. Any change in that effect, excluding amounts included in the net interest, is recognized in other comprehensive income.

The amendments apply to plan amendments, curtailments, or settlements occurring on or after the beginning of the first annual reporting period that begins on or after January 1, 2019, with early application permitted. These amendments will apply only to any future plan amendments, curtailments, or settlements of the Group.

- Amendments to PFRS 9, Prepayment Features with Negative Compensation
- Amendments to PAS 28, Long-term Interests in Associates and Joint Ventures
- Philippine Interpretation IFRIC-23, Uncertainty over Income Tax Treatments
- Annual Improvements to PFRSs 2015-2017 Cycle
- Amendments to PFRS 3, Business Combinations, and PFRS 11, Joint Arrangements, Previously Held Interest in a Joint Operation
- Amendments to PAS 12, Income Tax Consequences of Payments on Financial Instruments Classified as Equity
- Amendments to PAS 23, Borrowing Costs, Borrowing Costs Eligible for Capitalization

3. Cash

|  | September 30, <br> 2019 <br> (Unaudited) | December 31, <br> (Audited) |
| :--- | ---: | ---: |
| Cash on hand | $\mathbf{P 2 7 , 5 9 1 , 6 4 2}$ | P36,310,930 |
| Cash in banks | $\mathbf{1 , 3 3 0 , 1 6 6 , 7 6 3}$ | $2,224,149,994$ |
| Short-term investments | $\mathbf{-}$ | $100,000,000$ |

Cash in banks earn interest at the respective bank deposit rates. Interest earned from cash in banks for the nine months ended September 30, 2019 and 2018 amounted to $£ 4,008,582$ and ¥3, 156,455 , respectively.

## 4. Trade and Other Receivables

|  | September 30, <br> $\mathbf{2 0 1 9}$ | December 31, <br> 2018 <br> (Audited) |
| :--- | ---: | ---: |
| Trade receivables | $\mathbf{P 1 2 2 , 7 1 7 , 1 4 2}$ | $\mathrm{P} 268,038,636$ |
| Nontrade receivables | $\mathbf{4 5 7 , 2 5 2 , 6 9 5}$ | $272,280,314$ |
| Receivables from related parties (see Note 19) | $\mathbf{8 4 , 7 7 7 , 4 0 3}$ | $71,228,195$ |
| Advances to officers and employees | $\mathbf{7 4 , 9 6 7 , 8 4 0}$ | $84,217,489$ |
|  | $\mathbf{7 3 9 , 7 1 5 , 0 8 0}$ | $695,764,634$ |
| Less allowance for doubtful accounts | $\mathbf{1 7 , 7 2 9 , 1 9 5}$ | $17,729,195$ |
|  | $\mathbf{P 7 2 1 , 9 8 5 , 8 8 5}$ | $\mathrm{P} 678,035,439$ |

Trade receivables primarily pertains to receivables from credit card companies which are normally settled on three days' terms.

Nontrade receivables mainly include statutory claims, receivables charged to customers for the repair of damaged merchandise and advances to suppliers and banks for tie-up sale and promotional activities.

Nontrade receivables, advances to officers and employees and receivables from related parties are usually settled within one year.

## 5. Merchandise Inventory

|  | September 30, 2019 (Unaudited) | $\begin{gathered} \text { December } \\ 31,2018 \\ \text { (Audited) } \end{gathered}$ |
| :---: | :---: | :---: |
| At cost |  |  |
| On hand | P10,528,473,060 | £8,519,776,129 |
| In transit | 378,384,732 | 725,413,825 |
|  | $\mathbf{P 1 0 , 9 0 6 , 8 5 7 , 7 9 2}$ | £9,245,189,954 |

Inventories in transit include items not yet received but ownership or title to the goods has already passed to the Group.

There are no merchandise inventories pledged as security for liabilities. All inventories are presented at cost.

The cost of inventories recognized as expense and presented in "Cost of goods sold" amounted to £ $8,069,440,960$ and $£ 7,406,836,878$, for the nine months ended September 30, 2019 and 2018, respectively (see Note 14).
6. Prepayments and Other Current Assets

|  | September 30, <br> 2019 | December 31, <br> 2018 |
| :--- | ---: | ---: |
|  | (Unaudited) | (Audited) |

Supplies inventory are composed of packaging materials, office and store supplies, and employees uniform inventory.

Advances to suppliers pertain to advance payments to principals and suppliers for inventory purchases.

Input VAT will be applied against output VAT.
"Others" include advances payments for non-merchandise purchases arising from transactions made by the Group with its foreign suppliers.

## 7. Investment in an Associate

|  | September 30, <br> 2019 <br> (Unaudited) | December 31, <br> 2018 <br> (Audited) |
| :--- | ---: | ---: |
| Acquisition cost | $\mathbf{e 2 4 , 6 4 0 , 0 0 0}$ | P24,640,000 |
| Accumulated equity in net earnings: | $\mathbf{2 9 , 9 5 4 , 5 2 2}$ | $22,661,362$ |
| Balance at beginning of year | $\mathbf{4 6 , 4 4 9 , 4 3 8}$ | $43,293,160$ |
| Share in net earnings | - | $(36,000,000)$ |
| Dividends received | $\mathbf{7 6 , 4 0 3 , 9 6 0}$ | $29,954,522$ |
| Balance at end of year | $\mathbf{P 1 0 1 , 0 4 3 , 9 6 0}$ | 甲54,594,522 |

Samsonite Philippines, Inc. (SPI), a company incorporated in the Philippines on September 9, 2008, was established primarily to engage in the importation, distribution, marketing and sale, both wholesale and retail, of all types of luggage and bags, including but not limited to suitcases, garment bags, brief cases, computer bags, backpacks, casual bags, hand bags, travel accessories and such other products of similar nature.

As of September 30, 2019 and December 31, 2018, SPI is $40 \%$ owned by the Group and $60 \%$ owned by Samsonite Corporation, its ultimate parent and an entity incorporated under the laws of the United States of America.

## 8. Interests in Joint Ventures

The Group's interests in joint ventures pertain to the following:

| Joint venture | Project description | Income sharing <br> arrangement |
| :--- | :--- | :---: |
| MPC | Operation of retail stores in the Philippines | $51: 49$ |
| SCRI | Open and operate convenience stores directly owned and/or <br> franchised in the Philippines | $50: 50$ |
| SSRI | Investment in and operation of mid-market department stores | $50: 50$ |
| LMS | Investment in and operation of travel retail stores in the $50: 50$ |  |

The movements in the carrying values of interest in joint ventures are as follows:

September 30, 2019

|  | LMS | MPC | SSRI | SCRI | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost: |  |  |  |  |  |
| Balances at beginning and end of period | (375,296,454 | P89,250,000 | P407,344,383 | $\mathbf{~} 420,350,000$ | P1,292,240,837 |
| Accumulated equity in net earnings (losses): |  |  |  |  |  |
| Balances at beginning of year | 32,527,710 | 22,775,002 | $(407,344,383)$ | $(420,350,000)$ | (772,391,671) |
| Share in net income | $(5,916,704)$ | 25,656,261 | - | - | 19,739,557 |
| Balances at end of year | 26,611,006 | 48,431,263 | $(407,344,383)$ | (420,350,000) | (752,652,114) |
|  | $\mathbf{( 4 0 1 , 9 0 7 , 4 6 1}$ | P137,681,262 | P- | P- | P539,588,723 |

December 31, 2018

|  | LMS | MPC | SSRI | SCRI | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Cost: |  |  |  |  |  |
| Balances at beginning of year | £375,296,454 | P- | ④07,344,383 | ④20,350,000 | P1,292,240,837 |
| Investment during the year | - | 89,250,000 | - | - | - - |
| Return of investment | - | - | - | - |  |
| Balances at end of year | 375,296,454 | 89,250,000 | 407,344,383 | 420,350,000 | 1,292,240,837 |
| Accumulated equity in net earnings (losses): |  |  |  |  |  |
| Balances at beginning of year | 15,519,812 | 5,308,259 | (407,344,383) | (420,350,000) | (806,866,312) |
| Share in net income (loss) | 17,007,898 | 17,466,743 | - | - | 34,474,641 |
| Balances at end of year | 32,527,710 | 22,775,002 | (407,344,383) | (420,350,000) | (772,391,671) |
| Impairment loss | - | - | - | - | $(27,161,244)$ |
|  | ④07,824,164 | £112,025,002 | P- | P- | P519,849,166 |

## Investment in LMS

On August 12, 2015, SKL, a wholly owned subsidiary of SSI, executed agreements to effect the acquisition of a $50 \%$ equity stake in LMS from its two existing shareholders Regent and Prime. Regent and Prime will continue to own $50 \%$ ownership in LMS following the entry of SKL. LMS is a company specializing in travel retail concepts and has existing supply and management agreements with travel retail stores in the Philippines.

The acquisition cost includes the consideration for goodwill amounting to $\mp 121.75$ million and intangible asset amounting to $£ 29.90$ million. The intangible asset pertains to the concession agreement with Duty Free and is being amortized over 10.7 years. Amortization expense, which is included in the share in net income of LMS, amounted to P 1.92 million and $£ 1.96$ million for the nine months ended September 30, 2019 and 2018, respectively.

## Investment in MPC

On January 20, 2017, SSI and Ryohin Keikaku Co., Ltd. entered into a Joint Venture Agreement wherein the parties agreed to form MPC. SSI contributed $£ 89.25$ million for the $51 \%$ ownership interest in MPC. The Joint Venture Agreement provides for unanimous votes of both parties in so far as most key and relevant operating activities are concerned.

## Investment in SSRI

The Group (through SII) has $50 \%$ ownership interest in SSRI which is engaged in the operation of mid-market department stores. In March 2016, SSRI sold the fixed assets in the department stores. The proceeds from the sale are distributed to the joint venturers. The remaining carrying value of the investment, after the share in net losses, amounting to $£ 27.16$ million is fully provided with impairment loss. SSRI has no commercial operations as at September 30, 2019.

## Investment in SCRI

The Group (through SII) has $50 \%$ ownership interest in SCRI which has an investment in Philippine FamilyMart CVS, Inc. (PFM) that is engaged in the operation of convenience stores. On October 30, 2017, SCRI entered into a Memorandum of Agreement for the sale of its shares in PFM. The sale was concluded on January 11, 2018.

The joint ventures have no contingent liabilities or capital commitments as of September 30, 2019 and December 31, 2018.

## 9. Property and Equipment

The composition and movements of this account are as follows:
September 30, 2019 (Unaudited)

|  | Leasehold <br> Improvements | Store, Office, Warehouse Furniture and Fixtures | Building | Transportation Equipment | Construction in Progress | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost: |  |  |  |  |  |  |
| Balances at beginning of year | £7,256,246,129 | £2,211,690,435 | P898,080,680 | ②79,203,655 | 188,097,610 | P10,713,318,509 |
| Additions | 241,531,726 | 151,853,637 | 766,280 | 21,640,299 | 168,232,148 | 584,024,090 |
| Disposals | (536,903,903) | $(4,282,484)$ | - | $(1,842,067)$ | - | $(543,028,454)$ |
| Reclassifications | 78,722,572 | - | - | - | (78,722,572) | - |
| Balances at end of year | 7,039,596,524 | 2,359,261,588 | 898,846,960 | 299,001,887 | 157,607,186 | 10,754,314,145 |
| Accumulated depreciation and amortization: |  |  |  |  |  |  |
| Balances at beginning of year | 5,704,592,695 | 1,822,463,913 | 249,056,739 | 131,199,814 | - | 7,907,313,161 |
| Depreciation (see Note 18) | 435,437,200 | 137,978,722 | 33,506,123 | 18,671,936 | - | 625,593,981 |
| Disposals | $(491,816,922)$ | (1,356,815) | - | $(1,504,354)$ | - | $(494,678,091)$ |
| Balances at end of year | 5,648,212,973 | 1,959,085,820 | 282,562,862 | 148,367,396 | - | 8,038,229,051 |
| Net book values | P1,391,383,551 | P400,175,768 | P616,284,098 | P150,634,491 | P157,607,186 | (2,716,085,094 |

## December 31, 2018 (Audited)

|  | Leasehold <br> Improvements | Store, Office, Warehouse Furniture and Fixtures | Building | Transportation Equipment | Construction in Progress | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cost: |  |  |  |  |  |  |
| Balances at beginning of year | ¢7,368,130,759 | ②,163,605,355 | £874,797,537 | ②74,746,423 | £53,173,551 | P10,734,453,625 |
| Additions | 250,345,949 | 78,219,347 | 5,035,248 | 4,457,232 | 96,351,641 | 434,409,417 |
| Disposals and retirement | $(427,866,210)$ | $(27,179,820)$ | - | - | $(498,503)$ | (455,544,533) |
| Reclassifications | 65,635,631 | $(2,954,447)$ | 18,247,895 | - | $(80,929,079)$ | - |
| Balances at end of year | 7,256,246,129 | 2,211,690,435 | 898,080,680 | 279,203,655 | 68,097,610 | 10,713,318,509 |
| Accumulated Depreciation and |  |  |  |  |  |  |
| Amortization: |  |  |  |  |  |  |
| Balances at beginning of year | 5,440,614,983 | 1,647,035,565 | 191,902,831 | 107,286,610 | - | 7,386,839,989 |
| Depreciation and amortization <br> (Note 18) | 589,230,915 | 198,216,264 | 47,855,599 | 23,913,204 | - | 859,215,982 |
| Disposals and retirement | $(318,233,856)$ | (20,508,954) | - | - | - | (338,742,810) |
| Reclassifications | $(7,019,347)$ | $(2,278,962)$ | 9,298,309 | - | - | - |
| Balances at end of year | 5,704,592,695 | 1,822,463,913 | 249,056,739 | 131,199,814 | - | 7,907,313,161 |
| Net book values | (1,551,653,434 | P389,226,522 | £649,023,941 | ¢148,003,841 | £68,097,610 | £2,806,005,348 |

10. Other Noncurrent Assets

|  | September 30, <br> 2019 <br> (Unaudited) | December 31, <br> (Audited) |
| :--- | ---: | ---: |
| Franchise fee | $\mathbf{P 9 6 , 6 3 6 , 7 9 9}$ | P98,804,487 |
| Miscellaneous deposits | $\mathbf{8 6 , 2 4 7 , 6 4 2}$ | $83,915,471$ |
| Prepaid rent - net of current portion (see Note 23) | $\mathbf{5 , 7 6 3 , 1 5 1}$ | $5,981,459$ |
| Software costs | $\mathbf{1 , 2 1 9 , 7 5 1}$ | 868,888 |
| Deferred Input VAT | - | $4,985,095$ |
| Others | $\mathbf{7 , 2 9 2 , 0 4 8}$ | $8,532,944$ |
|  | $\mathbf{P 1 9 7 , 1 5 9 , 3 9 1}$ | P203,088,344 |

Miscellaneous deposits pertain to advance payments to contractors for the construction and renovation of stores.

## 11. Trade and Other Payables

$\left.\begin{array}{lrr} & \begin{array}{r}\text { September 30, } \\ \mathbf{2 0 1 9}\end{array} & \begin{array}{r}\text { December 31, } \\ \text { (Unaudited) }\end{array} \\ \text { (Audited) }\end{array}\right]$

Trade payables are noninterest-bearing and are normally settled on 30 to 90 days' terms.
Nontrade payables represent statutory payables such as withholding taxes, SSS premiums and other liabilities to government agencies, rent payable, payable to contractors and suppliers of services, among others.

Accrued expenses pertain to accrued salaries, leaves and bonuses, security and safety, interest, utilities and repairs and maintenance and accruals of royalties to be paid to foreign principals, among others.

Other payables mainly pertain to payables to non-trade suppliers and payable to advertising agencies.

Trade and other payables are generally paid within 12 months from balance sheet date.

## 12. Short-term Loans Payable

|  | September 30, <br> 2019 <br> (Unaudited) | December <br> 31,2018 <br> (Audited) |
| :--- | ---: | ---: |
| Banks: |  |  |
| Bank of Philippine Islands (BPI) | $\mathbf{P 2 , 2 4 5 , 0 0 0 , 0 0 0}$ | ®2,605,000,000 <br> Banco de Oro (BDO) |
| Metropolitan Bank \& Trust Co. (MBTC) | $\mathbf{6 2 7 , 5 0 0 , 0 0 0}$ | $1,062,500,000$ |
| Bank of Commerce (BOC) | $\mathbf{5 0 0 , 0 0 0 , 0 0 0}$ | $500,000,000$ |
| Security Bank Corporation (SBC) | $\mathbf{3 9 0 , 0 0 0 , 0 0 0}$ | - |
| Philippine National Bank (PNB) | $\mathbf{3 0 0 , 0 0 0 , 0 0 0}$ | $400,000,000$ |

The Group's outstanding short-term peso-denominated loans from local commercial banks bear interest at rates ranging from $5.25 \%$ to $5.75 \%$ and $4.65 \%$ to $5.25 \%$ for the nine months ended September 30, 2019 and 2018, respectively.

Interest expense recognized in the consolidated statements of comprehensive income for the nine months ended September 30, 2019 and 2018 amounted to $£ 220,828,537$ and $£ 149,546,602$, respectively.

## 13. Long-term Debt

On May 8, 2013, SSI entered into a credit facility for the $\mathbf{P} 2.00$ billion syndicated term loan facility with BPI, SBC, CBC, MBTC and RCBC. The purpose of the loan is to finance the Group's capital expenditures related to the construction of the Central Square and other corporate purposes. Principal repayments are due quarterly starting August 20, 2014. The loan carries an interest of a fixed base rate plus an interest spread of 150 basis points per annum or a $5.50 \%$ per annum floor rate. Principal repayments are due quarterly starting August 20, 2014. The syndicated term loan will mature on February 20, 2020.

On September 14, 2015, SSI entered into a long-term loan agreement with BPI amounting to P1.00 billion. Principal repayments are due quarterly starting September 14, 2016. The loan carries a fixed interest rate of $3.85 \%$. The loan will mature on September 15, 2018. Also on October 15, 2015, SSI entered into another long-term loan agreement with BPI amounting to P400.00 million that carries a fixed interest rate of $3.85 \%$. Principal repayments are due quarterly starting October 15, 2016 until October 15, 2018.

On October 14, 2016, SSI entered into another long-term loan with BPI amounting to P500.00 million that carries a fixed interest rate of $4.00 \%$. Principal repayments are due quarterly starting October 14, 2017 until October 14, 2021.

The purpose of these loans is to solely refinance its existing short term loans.
The details of the Group's long term debt (net of unamortized transaction costs) are as follows:

|  | September 30, <br> 2019 <br> (Unaudited) | December 31, <br> (Audited) |
| :--- | ---: | ---: |
| BPI | $\mathbf{P 3 3 0 , 2 0 8 , 6 6 7}$ | P484,938,663 |
| SBC | $\mathbf{6 6 , 2 5 3 , 4 9 5}$ | $132,753,496$ |
| CBC | $\mathbf{4 5 , 7 0 4 , 9 4 7}$ | $91,579,948$ |
| MBTC | $\mathbf{4 5 , 7 0 4 , 9 4 7}$ | $91,579,948$ |
| RCBC | $\mathbf{2 5 , 1 6 4 , 0 6 7}$ | $50,414,068$ |
| Total | $\mathbf{5 1 3 , 0 3 6 , 1 2 3}$ | $851,264,123$ |
| Less: current portion | $\mathbf{4 4 9 , 8 4 8 , 0 1 5}$ | $449,848,015$ |
| Noncurrent portion | $\mathbf{P 6 3 , 1 8 8 , 1 0 9}$ | $\mathbf{P 4 0 1 , 4 1 8 , 1 0 8}$ |

Interest expense recognized in the consolidated statements of comprehensive income for the nine months ended September 30, 2019 and 2018 amounted to $\mathbf{\perp} 24,333,654$ and $甲 60,857,140$, respectively.

## Loan Covenants

The loan covenants covering the Group's outstanding debts include, among others, maintenance of certain level of current, debt-to-equity and debt-service coverage ratios. As of September 30, 2019 and December 31, 2018, the Group is in compliance with the loan covenants of all their respective outstanding debts.
14. Cost of Goods Sold

|  | September 30, <br> $\mathbf{2 0 1 9}$ <br> (Unaudited) | September 30, <br> 2018 <br> (Unaudited) |
| :--- | ---: | ---: |
| Cost of merchandise sold | $\mathbf{P 8 , 0 6 9 , 4 4 0 , 9 6 0}$ | ®7,406,836,878 |
| Royalty fees | $\mathbf{1 0 7 , 0 8 3 , 6 8 4}$ | $61,319,377$ |
| Rent (see Notes 19 and 23) | $\mathbf{5 2 , 0 6 1 , 1 3 9}$ | $48,172,088$ |
| Personnel costs (see Note 17) | $\mathbf{4 7 , 0 1 9 , 5 2 0}$ | $105,971,894$ |
| Depreciation and amortization (see Notes 9, 10 |  |  |
| $\quad$ and 18) | $\mathbf{4 4 , 9 5 1 , 3 4 7}$ | $30,110,164$ |
| Travel and transportation | $\mathbf{3 9 , 5 8 9 , 1 9 4}$ | $35,426,534$ |
| Security and safety | $\mathbf{1 3 , 3 3 5 , 4 7 0}$ | $12,368,427$ |
| Utilities | $\mathbf{1 2 , 5 2 1 , 3 0 8}$ | $10,906,090$ |
| Supplies and maintenance | $\mathbf{6 , 1 5 5 , 1 7 5}$ | $7,275,046$ |
| Insurance | $\mathbf{3 , 5 6 2 , 9 5 4}$ | $2,377,051$ |
| Repairs and maintenance | $\mathbf{2 , 8 7 1 , 2 7 0}$ | $15,922,988$ |
| Taxes and licenses | $\mathbf{1 , 9 9 2 , 6 9 7}$ | $1,013,581$ |
| Others | $\mathbf{1 6 5 , 7 8 7 , 8 0 6}$ | $138,351,789$ |
|  | $\mathbf{P 8 , 5 6 6 , 3 7 2 , 5 2 4}$ | P7,876,051,907 |

Cost of merchandise sold:

|  | September 30, <br> 2019 | September 30, <br> (Unaudited) |
| :--- | ---: | ---: |
|  | Unaudited) |  |,

Net purchases include cost of inventory, freight charges, insurance and customs duties.
Cost of merchandise sold represents cost of merchandise inventory sold and the cost that are directly attributable to bringing the goods to its intended location.

## 15. Selling and Distribution Expenses

|  | September 30, <br> 2019 | September 30, <br> (Unaudited) |
| :--- | ---: | ---: |
| (Unaudited) |  |  |

16. General and Administrative Expenses

|  | September 30, 2019 <br> (Unaudited) | September 30, 2018 <br> (Unaudited) |
| :---: | :---: | :---: |
| Personnel costs (see Note 17) | P489,584,963 | P $442,368,433$ |
| Rent (see Notes 19 and 23) | 94,444,391 | 98,006,119 |
| Depreciation and amortization (see Notes 9, 10 and 18) | 92,482,648 | 89,104,481 |
| Utilities | 53,811,592 | 35,554,322 |
| Travel and transportation | 36,103,787 | 23,068,743 |
| Taxes and licenses | 32,992,796 | 38,111,676 |
| Supplies and maintenance | 28,224,099 | 21,547,332 |
| Repairs and maintenance | 25,465,986 | 27,408,191 |
| Security services | 24,856,870 | 26,716,343 |
| Advertising | 16,892,174 | 27,336,336 |
| Communication | 15,330,122 | 14,829,363 |
| Insurance | 12,414,133 | 14,077,462 |
| Professional fees | 10,796,721 | 10,693,367 |
| EAR | 5,048,747 | 5,359,345 |
| Outside service | 811,766 | 446,784 |
| Others | 48,911,161 | 31,965,225 |
|  | P988,171,956 | ¥906,593,522 |

## 17. Personnel Costs

Personnel costs were charged to operations as follows:

|  | September 30, <br> 2019 <br> (Unaudited) | September 30, <br> (Unaudited) |
| :--- | ---: | ---: |
| Salaries, wages and bonuses | $\mathbf{P 1 , 2 0 3 , 3 1 6 , 7 0 2}$ | $\pm 1,196,203,021$ |
| Retirement benefit expense | $\mathbf{3 7 , 0 2 7 , 7 8 6}$ | $37,827,317$ |
| Other employee benefits | $\mathbf{1 6 3 , 7 4 9 , 1 5 5}$ | $98,626,340$ |

Personnel costs were distributed as follows:

|  | September 30, <br> 2019 <br> (Unaudited) | September 30, <br> (Unaudited) |
| :--- | ---: | ---: |
| Cost of goods sold (see Note 14) | $\mathbf{e 4 7 , 0 1 9 , 5 2 0}$ | P105,971,894 |
| Selling and distribution (see Note 15) | $\mathbf{8 6 7 , 4 8 9 , 1 6 0}$ | $784,316,351$ |
| General and administrative (see Note 16) | $\mathbf{4 8 9 , 5 8 4 , 9 6 3}$ | $442,368,433$ |

18. Depreciation and Amortization Expense

|  | September 30, <br> 2019 | September 30, <br> (Unaudited) |
| :--- | ---: | ---: |
| (Unaudited) |  |  |, |  | $\mathbf{P 6 2 5 , 5 9 3 , 9 8 1}$ | P641,615,789 |
| :--- | ---: | ---: |
| Property and equipment (see Note 9) | $\mathbf{1 3 , 2 0 4 , 6 1 2}$ | $1,567,038$ |
| Franchise fee (see Note 10) | $\mathbf{1 , 0 1 1 , 1 2 2}$ | 237,603 |
|  |  |  |

Depreciation and amortization were distributed as follows:

|  | September 30, <br> 2019 | September 30, <br> 2018 <br> (Unaudited) |
| :--- | ---: | ---: |
| (Unaudited) |  |  |,

## 19. Related Party Disclosures

Parties are considered to be related if one party has the ability to control, directly or indirectly, the other party or exercise significant influence over the other party in making financial and operating decisions. Parties are also considered to be related if they are subject to common control. Related parties may be individuals or corporate entities. Key management personnel are considered related parties.

The Group, in the normal course of business, entered into the following transactions with related parties:
a. Lease of the Group's store outlet spaces from a related party (see Note 23). Related rent expense amounted to $£ 59.4$ million and $£ 66.9$ million, for the nine months in the period ended September 30, 2019 and 2018, respectively;
b. The Group reimburses related parties for its expenses paid by the related parties in behalf of the Group;
c. Sales through the use of related parties' gift certificates. Total value of the related parties' gift certificates used amounted to $£ 19.0$ million and $£ 20.9$ million for the nine months ended September 30, 2019 and 2018, respectively;
d. Short-term noninterest-bearing cash advances to/from related parties; and
e. Compensation of the Company's key management personnel comprised of short-term employee benefits amounting to P 28.0 million, Q 28.1 million for the nine months in the period ended September 30, 2019 and 2018, respectively, and post-employment benefits amounting to $\mathbf{~} 4.2$ million and 4.1 million for the nine months in the period ended September 30, 2019 and 2018, respectively;

As of September 30, 2019 and December 31, 2018, receivables from and payables to related parties are as follows:

## September 30, 2019 (Unaudited)

| Related Parties | Transactions for the period | Outstanding balances |  |
| :---: | :---: | :---: | :---: |
|  |  | Receivables from related parties (see Note 4) | Payable to related parties (see Note 11) |
| Affiliates |  |  |  |
| RCC | 17,237,851 | P26,019,298 | P746,501 |
| RMK | 8,315,872 | 37,860,096 | 328,711 |
| Joint ventures |  |  |  |
| PFM | 7,838 | 18,481,053 | - |
| MPC | 8,200 | 18,300 | 50 |
| Associate |  |  |  |
| $\underline{\text { SPI }}$ | - | 2,398,656 | - |
|  | P113,271,579 | P84,777,403 | P1,075,262 |

December 31, 2018 (Audited)

|  |  | Outstanding balances |  |
| :--- | ---: | ---: | ---: |
|  |  | Receivables | Payable <br> Related Parties |
| Transactions <br> for the period | frolated parties <br> (see Note 4) | to related parties <br> (see Note 11) |  |
| Affiliates |  |  |  |
| RCC $28,817,767$ | $\mathrm{P} 20,055,700$ | $\mathrm{P} 244,293$ |  |
| RMK | $(8,635,512)$ | $31,800,873$ | 463,938 |
| Others | $(25,826)$ | 139,833 | 114,007 |
| Joint ventures | $17,690,793$ |  |  |
| PFM | $191,738,649$ | - | - |
| SCRI | $10,065,775$ | $17,057,698$ | - |
| MPC | $(74,531)$ | $2,174,091$ | - |
| Associate | $\mathrm{P} 160,670,864$ | $\mathrm{P} 71,228,195$ | $\mathrm{P} 822,238$ |
| SPI |  |  | - |

The related party balances as of September 30, 2019 and December 31, 2018 are due and demandable, non-interest bearing and unsecured. Except for receivables from SCRI which was provided with allowance amounting $\mathbf{~} 41.13$ million, all receivables from related parties are not impaired. All related party balances are settled in cash.

## 20. Earnings Per Share (EPS)

The following tables reflect the net income and share data used in the basic/dilutive EPS computations:
$\left.\begin{array}{lrr} & \begin{array}{r}\text { September 30, } \\ \mathbf{2 0 1 9}\end{array} & \begin{array}{r}\text { September 30, } \\ \text { 2018 }\end{array} \\ & \mathbf{P 5 2 1 , 3 4 1 , 2 0 1} & \mathrm{P} 368,053,423 \\ \text { (Unaudited) }\end{array}\right]$

There were no potential dilutive common shares for the nine months ended September 30, 2019 and 2018.

## 21. Risk Management Objectives and Policies

The principal financial instruments of the Group are cash and short-term and long-term loans. The main purpose of these financial instruments is to anticipate future fund requirements of the Group. The Group has various other financial assets and liabilities such as trade and other receivables, trade and other payables, short-term loan payable and long-term debt, amounts owed to/by related parties, tenants' deposits and security deposits and construction bonds which arise directly from its operations.

The main risks arising from the financial instruments of the Group are credit risk, foreign currency risk and liquidity risk. The Group's management reviews and approves policies for managing
each of these risks and they are summarized below. The Group also monitors the market price risk arising from all financial instruments.

The magnitudes of these risks that have arisen over the year are discussed below.

## Credit risk

Credit risk is the risk that a counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Group trades only with recognized, creditworthy third parties, mostly with credit card companies. Trade receivables from third parties are monitored on an on-going basis with the result that the exposure of the Group to bad debts is not significant. There is no allowance for impairment of trade receivables since the Group expects to fully realize its receivables from debtors.

The table below shows the maximum exposure of the Company to credit risk:

|  | September 30, <br> (Unaudited) | December 31, 2018 <br> (Audited) |
| :--- | ---: | ---: |
| Cash | $\mathbf{P 1 , 3 3 0 , 1 6 6 , 7 6 3}$ | $\mathrm{P} 2,324,149,994$ |
| Trade and other receivables |  |  |
| $\quad$ Trade receivables | $\mathbf{1 2 2 , 7 1 7 , 1 4 2}$ | $268,038,636$ |
| Nontrade receivables | $\mathbf{4 5 7 , 2 5 2 , 6 9 5}$ | $272,280,314$ |
| Receivables from related parties | $\mathbf{1 1 8 , 4 4 4 , 7 6 0}$ | $71,228,195$ |
| Security deposits and construction bonds | $\mathbf{1 , 0 8 5 , 2 3 0 , 1 1 8}$ | $1,023,525,062$ |
|  | $\mathbf{P 3 , 1 1 3 , 8 1 1 , 4 7 8}$ | $\mathrm{Z} 3,959,222,201$ |

There is no significant concentration of credit risk in the Group.
The aging analyses of financial assets that are past due but not impaired are as follows:

September 30, 2019 (Unaudited)

|  | Total | Neither past due nor impaired | Past due but not impaired |  |  |  | Impaired |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | <30 days | $\begin{array}{r} \hline 30-60 \\ \text { days } \\ \hline \end{array}$ | $\begin{array}{r} 60-90 \\ \text { days } \\ \hline \end{array}$ | > 90 days |  |
| Cash in banks and cash equivalents | P1,330,166,763 | P1,330,166,763 | P- | P- | P- | P | P- |
| Trade and other receivables |  |  |  |  |  |  |  |
| Trade receivables | 122,717,142 | 114,740,718 | 7,370,835 | 45,177 | 299,828 | 260,585 | - |
| Nontrade receivables | 457,252,695 | 261,865,465 | 74,926,746 | 23,721,399 | 17,342,197 | 61,667,693 | 17,729,195 |
| Receivables from related parties | 118,444,760 | 1,372,826 | 33,416,651 | 9,873,101 | 7,594,693 | 25,062,488 | 41,125,000 |
| Security deposits and construction bonds | 1,085,230,118 | 1,085,230,118 | - | - | - | - | - |
| Total | [3,113,811,478 | (2,793,375,890 | (115,714,232 | +33,639,677 | +25,236,718 | +86,990,766 | +588,854,195 |

December 31, 2018 (Audited)

|  | Total | Neither past due nor impaired | Past due but not impaired |  |  |  | Impaired |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | <30 days | $\begin{array}{r} \hline 30-60 \\ \text { days } \\ \hline \end{array}$ | $\begin{array}{r} 60-90 \\ \text { days } \\ \hline \end{array}$ | > 90 days |  |
| Cash in banks | ②,324,149,994 | ②,324,149,994 | P- | P- | P- | P- | P- |
| Trade and other receivables |  |  |  |  |  |  |  |
| Trade receivables | 268,038,636 | 250,917,590 | 12,165,346 | 830,728 | 344,834 | 3,780,138 | - |
| Nontrade receivables | 272,280,314 | 245,904,589 | - | 370,980 | 8,275,550 | - | 17,729,195 |
| Receivables from related parties | 71,228,195 | 25,557,868 | 401,187 | 256,246 | 128,658 | 3,759,237 | 41,125,000 |
| Security deposits and construction bonds | 1,023,525,062 | 1,023,525,062 | - | - | - | - | - |
| Total | ¥3,959,222,201 | ¢3,870,055,103 | P12,566,533 | 11,457,954 | 188,749,042 | £7,539,375 | \#58,854,195 |

## Impairment of financial assets

The following financial assets are subject to expected credit loss model effective January 1, 2018:
a. Cash, nontrade receivables (except those related to principals), amounts owed by related parties and security deposits and construction bonds
The Group uses general approach in assessing impairment of these financial assets. The credit risk of these financial asset is presumed to increase when the contractual payments are more
than 30 days past due. As of September 30, 2019 and December 31, 2018, there has been no increase in credit risk of these financial assets since initial recognition except for amounts owed by related parties amounting to $£ 41.13$ million which are classified as credit impaired as of September 30, 2019 and December 31, 2018.
b. Trade receivables

For these financial assets, the Group uses simplified approach. An impairment analysis is performed at each reporting date to measure expected credit losses. The calculation reflects the probability-weighted outcome, the time value of money and reasonable and supportable information that is available at the reporting date about past events, current conditions and forecasts of future economic conditions. The identified impairment losses on these financial assets were immaterial.
c. Nontrade receivables amounting to $£ 39.03$ million pertain to receivables from principals. The credit risk of these financial assets is presumed to increase when the contractual payments are more than 90 days past due. As of September 30, 2019 and December 31, 2018, nontrade receivables from principals amounting to P 17.73 million are classified as credit impaired.

## Capital Management

The primary objective of the Group is to maintain a strong credit rating and healthy capital ratios to support its business and maximize shareholder value.

The Group manages its capital structure and makes adjustments to it based on changes in economic and business conditions. To maintain or adjust the capital structure, the Group may consider paying dividends to stockholders, returning capital to stockholders, or issuing new shares of stocks. No major changes were made on the objectives, policies, or processes during the nine months ended September 30, 2019 and year ended December 31, 2018. Capital includes equity as shown in the consolidated balance sheet.

As disclosed in Note 14, the Group is required by their creditors to maintain a debt-to-equity ratio and debt-service coverage ratio. The Group, thus, monitors capital on the basis of debt-to-equity ratio which is calculated as total liabilities divided by total equity. The Company includes within debt all interest-bearing short-term and long-term liabilities. These externally imposed capital requirements have been complied with as of September 30, 2019.

## 22. Fair Value of Financial Instruments

Set out below is a comparison by category of carrying amounts and fair values of the Group's financial instruments:

|  | September 30, 2019 (Unaudited) |  | December 31, 2018 (Audited) |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Carrying <br> Amounts | Fair <br> Values | Carrying <br> Amounts | Fair |
| Financial Assets <br> Loans and receivables <br> Security deposits and <br> construction bonds |  |  |  |  |

## Financial Liabilities

Other financial liabilities
Long-term debt $\quad \mathbf{~} 513,036,124 \quad \mathbf{~} 535, \mathbf{3 5 9 , 8 8 2} \quad$ P851,266,123 $\quad$ 甲975,414,968

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

## Cash and cash equivalents, trade and other receivables, amounts owed by/to related parties, current portion of security deposits (presented under prepayments and other current assets), tenants' deposits, trade and other payables and short-term loans

The carrying values of these financial instruments approximate their fair values due to the shortterm maturity, ranging from one to twelve months.

## Security deposits and construction bonds

The fair values of security deposits are based on the discounted value of future cash flows using the applicable market interest rates. Discount rates ranging from $4.19 \%$ to $4.48 \%$ and $5.41 \%$ to $7.29 \%$ were used in calculating the fair value of the Group's refundable deposits as of September 30, 2019 and December 31, 2018, respectively.

## Long-term debt

The fair value of long-term debt is based on the discounted value of future cash flows using the applicable market interest rates. Discount rates ranging from $3.70 \%$ to $4.04 \%$ and $5.78 \%$ to $6.98 \%$ were used in calculating the fair value of the Group's long-term debt as of September 30, 2019 and December 31, 2018, respectively.

## Fair Value Hierarchy

The Group uses the following hierarchy in determining and disclosing the fair value of financial instruments by valuation technique:

- Level 1 - Quoted (unadjusted) market prices in active markets for identical assets or liabilities;
- Level 2 - Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable;
- Level 3-Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

The Group's security deposits and construction bonds and long-term debt are classified as Level 3.

As at September 30, 2019 and December 31, 2018 the Group does not have financial instruments with fair values determined using inputs that are classified under Level 1 and 3.

For the nine months ended September 30, 2019 and years ended December 31, 2018, there were no transfers between Level 1 and Level 2 fair value measurements, and no transfers into and out of Level 3 fair value measurements.

## 23. Contracts and Commitments

## Leases

The Group leases its office space and certain store outlets used in its operations for lease terms ranging from two to three years. Rental payments on certain outlets are based on a fixed basic monthly rate plus a certain percentage of gross sales, while other store outlets and office spaces are based on fixed monthly rates. Rentals charged to operations amounted to $£ 1,606.3$ million and $\mathrm{P} 1,583.2$ million, for the nine months ended September 30, 2019 and 2018, respectively (see Notes 14, 15 and 16).

Of the total rent expense, $\geq 275.4$ million and $£ 196.4$ million for the nine months ended September 30, 2019 and 2018, respectively, pertain to contingent rent of some stores based on percentage ranging from $3 \%$ to $6 \%$ of total merchandise sales.

The Group has paid security deposits for the store outlets and office spaces with carrying amounts of $£ 1,085.2$ million and $£ 1,023.5$ million as of September 30, 2019 and December 31, 2018, respectively, which are refundable upon complete turnover of the leased area. The present value of these deposits was computed using the discount rates prevailing at the inception date of the lease, ranging from $1.24 \%$ to $7.15 \%$. Interest income recognized from these security deposits amounted to $£ 1.9$ million and $£ 2.6$ million, for the nine months ended September 30, 2019 and 2018, respectively.

## Group as lessor

In 2014, the Group leased out portions of the store spaces and parking space in Central Square for a lease term ranging from one to three years. Rental income on these spaces is based on a fixed basic monthly rate plus a certain percentage of gross sales. Deposits received from tenants amounted to $£ 33.8$ million and $£ 33.8$ million as of September 30, 2019 and December 31, 2018, respectively, pertaining to deposits on the leased space.

In 2015, the Group subleased its leased space in NAIA Terminal 3 for a lease term of one year or less. Rental income on these spaces is based on a fixed basic monthly rate plus a certain percentage of gross sales.

Rental income recognized on these spaces amounted to P 56.3 million and P 60.8 million, for the nine months ended September 30, 2019 and 2018, respectively.

## 24. Segment Reporting

The Group has determined that it is operating as one operating segment. Based on management's assessment, no part or component of the business of the Group meets the qualifications of an operating segment as defined by PFRS 8.

The Company's store operations is its only income generating activity and such is the measure used by the chief operating decision maker in allocating resources.

The Company derives its primary income from the sales of merchandise to external customers and is the only basis for segment reporting purposes. Sales are reported on an entity-wide basis. These information are measured using the same accounting policies and estimates as the Group's consolidated financial statements.

The table below sets out revenue from external customers by category for the nine months ended September 30, 2019 and 2018 (amounts in millions):

$$
\text { September 30, } \quad \text { September 30, }
$$

20192018
(Unaudited) (Unaudited)

| Net Sales |  |  |
| :--- | ---: | ---: |
| Luxury and Bridge | $\mathbf{P 4 , 3 9 9}$ | $\mathbf{P 3 , 5 2 1}$ |
| Casual | $\mathbf{1 , 9 5 3}$ | 1,740 |
| Fast Fashion | $\mathbf{4 , 4 6 0}$ | 4,743 |
| Footwear, Accessories and Luggage | $\mathbf{1 , 6 9 2}$ | 1,752 |
| Other | $\mathbf{2 , 3 5 1}$ | 2,035 |
|  | $\mathbf{P 1 4 , 8 5 5}$ | $\mathbf{P 1 3 , 7 9 1}$ |

The Group's customers are located in the Philippines and Guam, with bulk of the revenues being contributed by local customers. Following shows the revenue contribution by geographical areas (amounts in millions).

September 30, September 30,
20192018

|  | $\mathbf{2 0 1 9}$ <br> (Unaudited) | $\mathbf{P 1 4 , 8 0 9}$ <br> (Unaudited) |
| :--- | ---: | ---: |
| Philippines | $\mathbf{4} 13,745$ |  |
| Guam | $\mathbf{P 1 4 , 8 5 5}$ | 46 |

## 25. Seasonality of operations

The Group experiences seasonal fluctuations in its operations. The Group's sales typically peak during the fourth quarter of the year due to the increased sales attributable to the Christmas and New Year Holidays.

SSI GROUP, INC.
MAP SHOWING RELATIONSHIPS BETWEEN AND AMONG THE COMPANIES IN THE GROUP, ITS ULTIMATE PARENT COMPANY AND ITS SUBSIDIARIES
SEPTEMBER 30, 2019


SSI GROUP, INC.
SUPPLEMENTARY SCHEDULE OF ALL EFFECTIVE STANDARDS AND INTERPRETATIONS

| PHILIPPINE FINANCIAL REPORTING STANDARDS <br> AND INTERPRETATIONS <br> Effective as of September 30, 2019 |  | Adopted | Not Adopted | Not Applicable |
| :---: | :---: | :---: | :---: | :---: |
| Philippine Financial Reporting Standards |  |  |  |  |
| PFRS 1 | First-time Adoption of Philippine Financial Reporting Standards | $\checkmark$ |  |  |
| PFRS 2 | Share-based Payment | $\checkmark$ |  |  |
|  | Amendments to PFRS 2, Classification and Measurement of Share-based Payment Transactions | $\checkmark$ |  |  |
| PFRS 3 | Business Combinations | $\checkmark$ |  |  |
| PFRS 4 | Insurance Contracts |  |  | $\checkmark$ |
|  | Amendments to PFRS 4, Applying PFRS 9 Financial Instruments with PFRS 4 Insurance Contracts |  |  | $\checkmark$ |
| PFRS 5 | Non-current Assets Held for Sale and Discontinued Operations |  |  | $\checkmark$ |
| PFRS 6 | Exploration for and Evaluation of Mineral Resources |  |  | $\checkmark$ |
| PFRS 7 | Financial Instruments: Disclosures | $\checkmark$ |  |  |
| PFRS 8 | Operating Segments | $\checkmark$ |  |  |
| PFRS 9 | Financial Instruments | $\checkmark$ |  |  |
| PFRS 10 | Consolidated Financial Statements | $\checkmark$ |  |  |
| PFRS 11 | Joint Arrangements | $\checkmark$ |  |  |
| PFRS 12 | Disclosure of Interests in Other Entities | $\checkmark$ |  |  |
| PFRS 13 | Fair Value Measurement | $\checkmark$ |  |  |
| PFRS 14 | Regulatory Deferral Accounts |  |  | $\checkmark$ |
| PFRS 15 | Revenue from Contracts with Customers | $\checkmark$ |  |  |
| Philippine Accounting Standards |  |  |  |  |
| PAS 1 | Presentation of Financial Statements | $\checkmark$ |  |  |
| PAS 2 | Inventories | $\checkmark$ |  |  |
| PAS 7 | Statement of Cash Flows | $\checkmark$ |  |  |
| PAS 8 | Accounting Policies, Changes in Accounting Estimates and Errors | $\checkmark$ |  |  |
| PAS 10 | Events after the Reporting Period | $\checkmark$ |  |  |
| PAS 12 | Income Taxes | $\checkmark$ |  |  |


| PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS <br> Effective as of September 30, 2019 |  | Adopted | Not Adopted | Not Applicable |
| :---: | :---: | :---: | :---: | :---: |
| PAS 16 | Property, Plant and Equipment | $\checkmark$ |  |  |
| PAS 17 | Leases | $\checkmark$ |  |  |
| PAS 19 | Employee Benefits | $\checkmark$ |  |  |
| PAS 20 | Accounting for Government Grants and Disclosure of Government Assistance |  |  | $\checkmark$ |
| PAS 21 | The Effects of Changes in Foreign Exchange Rates | $\checkmark$ |  |  |
| PAS 23 | Borrowing Costs | $\checkmark$ |  |  |
| PAS 24 | Related Party Disclosures | $\checkmark$ |  |  |
| PAS 26 | Accounting and Reporting by Retirement Benefit Plans |  |  | $\checkmark$ |
| PAS 27 | Separate Financial Statements |  |  | $\checkmark$ |
| PAS 28 | Investments in Associates and Joint Ventures | $\checkmark$ |  |  |
|  | Amendments to PAS 28, Measuring an Associate or Joint Venture at Fair Value (Part of Annual Improvements to PFRSs 2014-2016 Cycle) | $\checkmark$ |  |  |
| PAS 29 | Financial Reporting in Hyperinflationary Economies |  |  | $\checkmark$ |
| PAS 32 | Financial Instruments: Presentation | $\checkmark$ |  |  |
| PAS 33 | Earnings per Share | $\checkmark$ |  |  |
| PAS 34 | Interim Financial Reporting | $\checkmark$ |  |  |
| PAS 36 | Impairment of Assets | $\checkmark$ |  |  |
| PAS 37 | Provisions, Contingent Liabilities and Contingent Assets | $\checkmark$ |  |  |
| PAS 38 | Intangible Assets | $\checkmark$ |  |  |
| PAS 39 | Financial Instruments: Recognition and Measurement | $\checkmark$ |  |  |
| PAS 40 | Investment Property |  |  | $\checkmark$ |
|  | Amendments to PAS 40, Transfers of Investment Property |  |  | $\checkmark$ |
| PAS 41 | Agriculture |  |  | $\checkmark$ |
| Philippine Interpretations |  |  |  |  |
| Philippine Interpretation IFRIC-1 | Changes in Existing Decommissioning, Restoration and Similar Liabilities |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-2 | Members' Shares in Co-operative Entities and Similar Instruments |  |  | $\checkmark$ |


| PHILIPPINE FINANCIAL REPORTING STANDARDS AND INTERPRETATIONS <br> Effective as of September 30, 2019 |  | Adopted | Not Adopted | Not Applicable |
| :---: | :---: | :---: | :---: | :---: |
| Philippine Interpretation IFRIC-4 | Determining whether an Arrangement contains a Lease | $\checkmark$ |  |  |
| Philippine Interpretation IFRIC-5 | Rights to Interests arising from Decommissioning, Restoration and Environmental Rehabilitation Funds |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-6 | Liabilities arising from Participating in a Specific Market - Waste Electrical and Electronic Equipment |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-7 | Applying the Restatement Approach under PAS 29 Financial Reporting in Hyperinflationary Economies |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-10 | Interim Financial Reporting and Impairment | $\checkmark$ |  |  |
| Philippine Interpretation IFRIC-12 | Service Concession Arrangements |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-14 | PAS 19 - The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction | $\checkmark$ |  |  |
| Philippine Interpretation IFRIC-16 | Hedges of a Net Investment in a Foreign Operation |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-17 | Distributions of Non-cash Assets to Owners |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-19 | Extinguishing Financial Liabilities with Equity Instruments |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-20 | Stripping Costs in the Production Phase of a Surface Mine |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-21 | Levies |  |  | $\checkmark$ |
| Philippine Interpretation IFRIC-22 | Foreign Currency Transactions and Advance Consideration | $\checkmark$ |  |  |
| Philippine Interpretation SIC-7 | Introduction of the Euro |  |  | $\checkmark$ |
| Philippine Interpretation SIC-10 | Government Assistance - No Specific Relation to Operating Activities |  |  | $\checkmark$ |


| PHILIPPINE FINANCIAL REPORTING STANDARDS <br> AND INTERPRETATIONS <br> Effective as of September 30, 2019 |  | Not <br> Adopted | Not <br> Applicable |  |
| :--- | :--- | :--- | :---: | :---: |
| Philippine <br> Interpretation <br> SIC-15 | Operating Leases - Incentives |  | $\checkmark$ |  |
| Philippine <br> Interpretation <br> SIC-25 | Income Taxes - Changes in the Tax Status of <br> an Entity or its Shareholders |  |  |  |
| Philippine <br> Interpretation <br> SIC-27 | Evaluating the Substance of Transactions <br> Involving the Legal Form of a Lease | $\checkmark$ |  | $\checkmark$ |
| Philippine <br> Interpretation <br> SIC-29 | Service Concession Arrangements: <br> Disclosures |  |  |  |
| Philippine <br> Interpretation <br> SIC-32 | Intangible Assets - Web Site Costs |  |  |  |

## Exhibit III

## SSI GROUP, INC.

# RECONCILIATION OF RETAINED EARNINGS AVAILABLE FOR DIVIDEND DECLARATION 

September 30, 2019

| Unappropriated retained earnings, as adjusted, beginning |  | P1,023,608,355 |
| :---: | :---: | :---: |
| Net income during the period closed to retained earnings | 8,325,457 |  |
| Less: Other realized gains related to accretion of income from security deposits | 906,199 |  |
| Deferred tax asset recognized during the year | - |  |
| Net income actually earned during the period |  | 9,231,656 |
| Less: Dividends declared during the period |  | $(49,957,284)$ |
| Retained earnings available for dividend declaration |  | £982,882,727 |

## Exhibit IV

SSI GROUP, INC.

## SCHEDULE OF FINANCIAL SOUNDNESS INDICATORS

| Ratios | Formula | September <br> $\mathbf{3 0 , 2 0 1 9}$ | December <br> $\mathbf{3 1 , 2 0 1 8}$ | September <br> $\mathbf{3 0 , 2 0 1 8}$ |
| :--- | :--- | ---: | ---: | ---: |
|  | Current Assets/Current |  |  |  |
| (i) Current Ratio | Liabilities | 1.91 | 2.00 | 1.89 |
| (ii) Debt/Equity Ratio | Bank Debts/ Total Equity | 0.45 | 0.50 | 0.59 |
|  | Bank Debts-Cash \& |  |  |  |
| (iii) Net Debt/Equity Ratio | Equivalents/Total Equity | 0.33 | 0.28 | 0.45 |
| (iii) Asset to Equity Ratio | Total Assets/Total Equity | 1.70 | 1.69 | 1.76 |
| (iv) Interest Cover Ratio | EBITDA/Interest Expense | 6.39 | 6.95 | 6.54 |
| (v) Profitability Ratios |  |  |  |  |
| GP Margin | Gross Profit/Revenues | $42.34 \%$ | $42.00 \%$ | $42.89 \%$ |
| Net Profit Margin | Net Income/Revenues | $3.51 \%$ | $3.01 \%$ | $2.67 \%$ |
| EBITDA Margin | EBITDA/Revenues | $10.54 \%$ | $10.76 \%$ | $9.98 \%$ |
| Return on Assets | Net Income/Total Assets | $2.72 \%$ | $3.33 \%$ | $1.98 \%$ |
| Return on Equity | Net Income/Total Equity | $4.62 \%$ | $5.62 \%$ | $3.49 \%$ |

[^5]
[^0]:    ${ }^{1}$ Recurring Net Income is derived by excluding the effect of non-recurring write-offs related to store closures and write-offs of expiring NOLCO from the Group's net income
    ${ }^{2}$ Calculated as the sum of Short-term loans payable, Current portion of long-term debt and Long-term debt
    ${ }^{3}$ Calculated as Total Debt minus Cash

[^1]:    *Number of stores for the period excludes the store located in Guam.
    As of September 30, 2019, the Group operated one (1) store in Guam which contributed de minimis sales to the Group's net sales for the period.

[^2]:    See accompanying Notes to Unaudited Interim Condensed Consolidated Financial Statements.

[^3]:    See accompanying Notes to Unaudited Interim Condensed Consolidated Financial Statements.

[^4]:    See accompanying Notes to Unaudited Interim Condensed Consolidated Financial Statements.

[^5]:    *EBITDA = Operating income plus depreciation and amortization

